

# USHA Distributor Agreement



## The Basics

- You must be a USHA member in good standing.
- Pay up front. We accept credit card and checks.
- We will not invoice for the USHA Distributor program.
- You pay actual shipping charged to us by UPS (or USPS if outside of the continental US) – we get a discounted rate for being a preferred UPS customer and we'll pass that price on to you.

## Minimum Orders

Below are the minimum amounts you can get of each item per order.

For example, if you're purchasing handballs, you have to order at least a 1/2 case (30 cans) of handballs per order, though you can mix red and white label if you choose. If you're purchasing gloves, you have to order at least 12 pairs per order.

## Minimum Order Per Items

- 1/2 case (30 cans) of handballs
- 12 pairs Elite or Rollout Gear gloves (mix & match sizes and colors)
- 12 Big Blue balls
- 12 pairs knit glove liners (s,m,l)
- 12 pairs thin glove liners (one size fits all)
- 12 eye guards (mix & match)

## Sign Up Members – Get a Commission

We encourage you to sell merchandise at a discount to USHA members, but it's not required. However, we offer a great incentive to get more players to sign up. You receive a \$10 commission for every new member sign up and \$5 for every renewal membership. That means you can charge the regular USHA membership price of \$45 for a one-year or \$125 for a three-year membership and keep the commission or become the most popular guy at the club and pass the savings on to the players you sign up. Either way, just fill out the Membership forms and send in the money: \$35 for new members (\$110 for 3-year) and \$40 for renewals (\$115 for 3-year). You can contact the office to determine whether a player is a new member (they need to be a brand new USHA member or expired for over six months) or a renewal member.

## Suggested Retail Price

You can sell the merchandise for any price you see fit. If you have a group of players and you pooled your money to get gloves and balls, you most certainly can distribute at cost. That's fine. Conversely, you are also free to sell to the general public at any price the market will bear, making a profit for your efforts.

## **Territories**

There are no USHA Distributor territories. Any USHA member can become a Distributor even if they're in the same neighborhood as another Distributor. We do ask you to respect the wishes of clubs, pro shops and schools that prohibit the sale of merchandise on the premises.

## **Return Policy**

Returns and exchanges go through the USHA Distributor. Let it be known that if for any reason the merchandise needs to be returned, customers should bring it back to you. You can, in turn, work with the USHA office.

**Handballs** – The “21” logo must be clearly visible on any returned handballs. Any balls that do not rebound from free fall, 70-inch drop to a hardwood floor from 48 to 52 inches at a temperature of 68 degrees F don't meet spec and can be returned. Also, balls that break with the label still visible can be returned. We offer a full refund or replacement balls.

**Gloves** – If gloves fall apart during normal handball play, or if they are received defective, we'll replace them or offer a refund.

If the return is due to USHA error (we sent the wrong size glove or type of balls) or the product is defective, we will pay for you to ship the merchandise back to us for refund or replacement (call the office and we'll send you a UPS return label).

If you ordered the wrong glove or ball, you'll have to return them at your own expense, but we will more than gladly refund your money or replace the gloves free of charge (if the merchandise has not been used).

## **USHA Reserves the Right to Publicize USHA Distributor Contact Info**

We want to widely promote our new USHA Distributors. The main reason for this program is to make reasonably priced handball equipment readily available. Anybody can call or go to our web site and purchase direct from us, but we'd rather have them go to a local distributor, so they don't have to pay shipping and they can get their stuff immediately. Thus, in order to be a distributor we need you to sign off on the following stipulation on your application for being an USHA Distributor.

# USHA Distributor Application

Please fill out this form and return it to the USHA, 2333 N. Tucson Blvd., Tucson, AZ 85716 or fax to 520-795-0465. Call the USHA Headquarters at 520-795-0434 with any questions.

I, \_\_\_\_\_ (print first and last name), allow the USHA to promote me as a USHA Distributor in my area, including making my contact information available to the public via magazine, web site, other channels.

Name: \_\_\_\_\_ Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Phone2: \_\_\_\_\_

Email: \_\_\_\_\_ Website: \_\_\_\_\_

Where/How do you plan to distribute?: \_\_\_\_\_

Courts where you play: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**Disclaimer:** The USHA reserves the right to terminate this USHA Distributor agreement at any time. We do not condone shady or unlawful business practices. This means respecting club, pro shops and school rules and absolutely no SPAM. We want USHA Distributors to abide by legal marketing and distribution practices and procedures.

