



Estes Industries, LLC  
1295 H Street, Penrose, CO 81240-9698  
Telephone: 719-372-6565, Fax: 719-372-6984  
[www.estesrockets.com](http://www.estesrockets.com)

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**CONFIDENTIAL ACCOUNT APPLICATION**

**\*Please email completed application to your sales representative.**

The undersigned acknowledges that Estes Industries, LLC. and its affiliated companies whether presently owned or hereafter acquired has made no representations or warranties concerning extension of the credit requested by this application. Estes Industries, LLC. hereby reserves the right, in its sole judgment; to extend or withhold such credit and to withdraw at any time any credit terms previously afforded the applicant.

Retailer Name .....

Buyer Name ..... Email ..... Phone .....

Billing Name ..... Street Address ..... City ..... State, Zip .....

A/P Contact Name ..... Phone ..... Email .....

Shipping Information: check if same as billing

Shipping Name ..... Street Address ..... City ..... State, Zip .....

Shipping Contact Name ..... Phone: .....

Shipping Compliance:  YES  NO

\*If the box is checked YES, include a compliance manual with this application.

Website URL: .....

Initial order accompanying credit application?  YES  NO

Please check one:  Corporation  Partnership  Individual Federal Tax ID # .....

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**TERMS REQUESTED** (check one)  Open Account Terms TBD  Cash in advance  Bank Transfer

Billing Name ..... Street Address ..... City ..... State, Zip .....

**FULL NAME OF OWNER(S)/PARTNERS/OFFICERS:**

Name/Title ..... Phone .....

Name/Title ..... Phone .....



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**BANK INFORMATION:** Bank Name ..... Branch .....

Street Address ..... City ..... State, Zip .....

Contact Name/Title ..... Phone ..... Account # ..... Type .....

**TRADE REFERENCES:**

If requesting Credit Terms/Open Account, 3 references are required. If you have a signed prepared sheet please submit it, or request a blank inquiry sheet, please include the following required information:

Name, address, phone number and email.

A W-9 form or equivalent with your Tax ID#

All statements and information on both sides of this application and trade reference documents are true and complete and are made for the purpose of obtaining credit. You are authorized to contact any listed references relative to my/our credit and financial responsibility.

We affirm that we are financially able to meet commitments we have made and expect to pay invoices in accordance with terms as specified. A service charge of 1.5% per month or an annual rate of 18% will be charged on all overdue accounts. Additionally, the undersigned agrees to pay any and all costs and expenses of collection incurred by Estes Industries, LLC. with respect to any and all amounts due and owing this corporation by the undersigned, including without limitation, reasonable attorney's fees.

Date ..... Name, Title .....

**State Sales Tax Certification**

Purchaser: .....

Address: .....

I HEREBY CERTIFY: That I hold valid seller's permit #'s in each of the states listed below pursuant to the Retail Sales Tax Act; that I am engaged in the business of selling the following described goods: ; that this tangible personal property described herein which I shall purchase from Estes Industries, LLC. and its affiliated companies, will be resold by me in the form of tangible personal property, PROVIDED, however, that in the event any such property is used for any purpose other than retention, demonstration, or display while holding it for sale in the regular course of business, it is understood that I am required by the Retail Sales Tax Act to report and pay the tax, measured by the purchase price of the property, to the appropriate taxing authority; that I am not liable for tax for shipments made to any state not listed below; and that in the event any purchase should later be held to be subject to tax, I as purchaser assume full liability for any tax and penalty due.



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Description of property to be purchased: .....

Date: ..... Purchaser: .....

By & Title: .....

*\*If tax exempt please provide your paperwork.*



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**Effective January 1, 2024**, a Minimum Advertised Price policy on all Estes Industries Inc. (herein referred to as Estes, products will be in effect (herein referred to as "MAP policy").

As used in this MAP policy, "reseller" means any reseller, distributor, sales representative, or dealer. Estes has spent 65 years building a brand of strong recognition and high perceived value. By not adhering to the established MAP policy, a reseller can dramatically diminish or detract from the perceived value of Estes brands and products. The global impact of the internet can cause great harm to any company's products if they are advertised at prices that will eliminate legitimate retail competition. This MAP policy is intended to allow consumers to purchase from resellers based on loyalty and customer experience. In the interest of protecting both resellers and consumers, it is necessary to abide by the following requirements.

1. The Minimum Advertised Price for any Estes product shall be no less than the current Manufacturer's Suggested Retail Price (MSRP) as published on the Estes price list; to view the current price list, please visit [www.estesrockets.com](http://www.estesrockets.com). This Minimum Advertised Price is established by Estes and may be adjusted by Estes at such time and in such amounts as it may determine at its sole discretion.
2. You shall not list Estes products on any third-party website, such as Amazon, eBay, Overstock, etc. or any others, without prior written consent from Estes. Selling Estes products on your own website associated directly with your store(s) is permissible so long as this MAP policy is adhered to.
3. This MAP policy applies to all advertisements of Estes products in any and all media, including, but not limited to flyers, posters, coupons, mailers, inserts, newspapers, magazines, catalogs, mail order catalogs, email newsletters, email solicitations, internet or other electronic media, television, radio, and public signage. This MAP policy is not applicable to any in-store advertising that is displayed only in the store and not distributed to any customers.
4. The inclusion in advertising of free or discounted products, with a product covered by this MAP policy, would be contrary to the MAP policy if it has the effect of discounting the advertised price of the covered product below the Minimum Advertised Price.
5. If pricing is displayed anywhere other than a brick-and-mortar-retail store, any strike-through or other alteration of the Minimum Advertised Price is prohibited.
6. This MAP policy does not establish maximum advertised prices. All resellers may offer Estes products at any price in excess of the Minimum Advertised Price.
7. The MAP policy does not, in any way, limit the ability of any reseller to advertise that "they have the lowest prices" or, they "will meet or beat any competitors' price," that consumers should "call for a price" or phrases of similar meaning as long as the price advertised or listed for the product is not less than the Minimum Advertised Price.
8. Estes maintains the right to run a temporary sale at its discretion, and in such case, the Minimum Advertised Price will be the same as the temporary sale price on those items for that particular time period.



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9. If a reseller with multiple store locations violates this MAP policy at any one store location, or on any associated website, then Estes will consider this to be a violation of this MAP policy by the reseller.
10. Estes reserves the right to cancel any pending orders, restrict future orders, or suspend a reseller's account if Estes reasonably believes: (i) a reseller has violated the provisions of the MAP policy; or (ii) a reseller intends to violate the MAP policy.
11. Estes' MAP Policy Administrator is solely responsible for determining whether a violation of the MAP policy has occurred, as well as for determining appropriate consequences and sanctions.
12. Waivers to the MAP policy may be granted in Estes' sole discretion by the MAP Policy Administrator in a written waiver. Estes' sales and marketing personnel, or any other personnel, are not authorized to modify or grant exceptions to the MAP policy. In the event that the MAP Policy Administrator authorizes a waiver to the MAP policy, resellers must strictly adhere to the terms of the written waiver. Deviation from the terms of the written waiver is a violation of the MAP policy.
13. Estes monitors the advertised prices of resellers, either directly or via the use of third-party agencies or tools. Resellers are expected to provide reasonable cooperation in any Estes investigations regarding possible MAP policy violations. Hindering, obstructing, delaying, or otherwise failing to cooperate with an Estes MAP policy investigation is a violation of the MAP policy.
14. The MAP policy will be enforced by Estes in its sole discretion and without notice. Resellers have no right to enforce the MAP policy. Violations of the MAP policy may result in any of the aforementioned sanctions up to and including termination of our business relationship, as well as any available remedies at law.
15. All questions related to the MAP policy should be directed to: [mappolicy@estesrockets.com](mailto:mappolicy@estesrockets.com) The MAP policy has been established by Estes to help preserve and protect the reputation of Estes' name, brand, and products. The MAP policy is also designed to ensure resellers have the incentive to invest resources into services for Estes' customers.
16. Below is a list of products that are not subject to Map Policy pricing for 2024.



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Item Description	Vendor Stock
	Number
RASCAL HIJINKS LS	1499
3 BANDITS BAGGED MODEL ROCKET KIT	2435
TWO-PIECE MAXI-ROD	2244
PARACHUTE	2264
DRAGONITE BAGGED MODEL ROCKET KIT	2169
*E* LAUNCH CONTROLLER	2230
*E* LAUNCH PAD	2238
RIPTIDE RTF SET LS	1403
TANDEM-X RTF SET LS	1469
TASER RTF SET LS	1491
OLYMPUS BAGGED MODEL ROCKET KIT	7293
EPIC II BAGGED MODEL ROCKET KIT	7286
TIGRES BAGGED MODEL ROCKET KIT	811
CHEROKEE-E BAGGED MODEL ROCKET KIT	2408
PARACHUTE 18 INCH	2267
ESAM-58 BAGGED MODEL ROCKET KIT	661
STARSHIP OCTAVIUS BAG MDL ROCT KIT	7284
Quix Set	5318
Super Shot Set	5320

**Please indicate your understanding of this policy and your willingness to abide by its terms and conditions by signing and listing the name of your company on the next page and that you are authorized on behalf of the Company to bind the Company to this policy.**

Please fill out the requested information, sign it, and scan it and email it to: [mappolicy@estesrockets.com](mailto:mappolicy@estesrockets.com) email address.

**IMPORTANT:** No shipments will be made to any reseller without having completed this form and returning it to Estes Industries.

Company name: \_\_\_\_\_

Company address: \_\_\_\_\_

Phone #: \_\_\_\_\_

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



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Other names by which this company operates or may be known as: \_\_\_\_\_

\_\_\_\_\_

Fax #: \_\_\_\_\_

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

Signed: \_\_\_\_\_

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

Title: \_\_\_\_\_

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

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

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

Title: \_\_\_\_\_

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

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