



"Commitment to Quality... The Cornerstone of Our Success®"

40 Rolling Rock Road, Boyertown, PA 19512 • Phone: (610) 987-6226 • Fax: (610) 987-9329 National Sales • Website: www.rollrock.com

Outline of Requirements to Apply for Authorized Resale Status, Any Product Line

1. Complete and submit:
 - a) RESALE APPLICATION (Product lines are detailed on the Resale Application)
 - b) CREDIT APPLICATION (House line of credit; see #5)
 - c) TAX EXEMPT STATUS (Defined in #6)
2. Possess and Maintain Resale Location(s) [or Store(s)]

Without a sales location one cannot be considered an Authorized Reseller

Multiple displays of products included in showroom, indoors and/or outdoors
3. Maintain Quality Sales Associates on Staff

Timely person-to-person contact in store and by phone

Timely answer and follow up inquiries generated via RollRock email, phone, etc

Primary phone to voice mail does not apply
4. Maintain Appropriate Inventory Levels of Natural Stone Products
5. Possess the Ability to Open and Maintain a RollRock Line of Credit

Credit Application will be reviewed first in the process

Must complete and submit with Resale Application

Terms are Net 30 days
6. Possess Resale Number in Your State for Purchasing Product to Resell to Third Parties

Blank PA Resale Certificate to be completed and submitted with Resale Application

Sale of product to owners, contractors and professionals; sale not part of an installation
7. Visit RollRock Operations and Corporate Offices

This time is worth the investment and the educational opportunities are invaluable

Additional Items Helpful To Become a Successful Reseller

Contractor Sales
Outside Sales
Architectural Sales

Items that May Hinder Resale Opportunity

Maintain under the same 'roof' (or a separate business) a related trade business that will compete with the target customer (ex: GC or masonry business)

Only 'broker' truckloads of stone without a complete, quality service to end user



40 Rolling Rock Road
 Boyertown, PA 19512
 PHONE 610.987.6226
 FAX 610.987.9329
 Email: Terrence@RollRock.com

RESALE APPLICATION

I/we fully understand that the information provided herein will be used for the sole purpose of analyzing the fitness of a company for acceptance as an authorized reseller of Rolling Rock Building Stone, Inc. product lines in a specified area. The information included herein is warranted to be true by any who have completed and signed this form. I/we hereby authorize Rolling Rock Building Stone, Inc. to review the information listed pertaining to my/our company so I/we may be considered for the opportunity to become an authorized reseller. I/we respectfully request serious consideration in this matter.

Confidential Correspondence. Please Respond Legibly. Print or Type.

Business Name:		
Primary Contact:		Title:
Street Address:		
City:	State/Province:	Zip/Postal Code:
Billing Address (if Different):		
City:	State/Province:	Zip/Postal Code:
Phone:	Fax:	Email:
Web Site Address:		
The business at this location operates as (check one) <input type="checkbox"/> Sole Proprietorship <input type="checkbox"/> Partnership <input type="checkbox"/> Corporation		
Proprietor(s), Partner(s), Corporation Officer(s), or Responsible Individuals in Company (Name followed by title)		
Name:	Title:	
Name:	Title:	
Name:	Title:	
I/we have been in business ____ years and have offered Natural Stone products for resale ____ of those years. (fill in blanks)		
I/we feel confident my/our company will be able to obtain a house line of credit with Rolling Rock Building Stone, Inc. and that the Credit Application I/we submit will be reviewed first in the process. <input type="checkbox"/> Yes <input type="checkbox"/> No I/we would with due diligence faithfully comply with your credit terms of Net 30 days. <input type="checkbox"/> Yes <input type="checkbox"/> No		
I/we possess a resale number assigned by our state/province so that I/we may purchase products for resale. <input type="checkbox"/> Yes <input type="checkbox"/> No		
I/we maintain a showroom. <input type="checkbox"/> Yes <input type="checkbox"/> No Type of showroom (check one) <input type="checkbox"/> Indoor <input type="checkbox"/> Outdoor <input type="checkbox"/> Both Number of showrooms: (if applicable) Locations of additional showrooms:		

Product Lines. I/we ~~are~~ Request Resale Opportunity for the following product lines: (check all that apply)

- ☐ Building Stone Veneer (Full bed thickness veneer that requires a foundation; Domestic)
- ☐ RealStone Veneer™ Core Series™ (Thin Stone Veneer, Value Line, no foundation required; Domestic)
- ☐ RealStone Veneer™ Platinum Series™ (Thin Stone Veneer, Architectural Line, no foundation required; Domestic)
- ☐ osTV™ (Thin Stone Veneer, Imported)
- ☐ imPORT™ (Landscape, Imported)
- ☐ StoneScape™ (Landscape, Domestic)

I/we have a full service sales staff that is available during business hours at the phone number listed above. (check one)

- ☐ Yes ☐ No

If the answer is yes, please answer the following: **Our sales staff has easy access to the Internet and E-mail.**

- ☐ Yes ☐ No

I/we fully understand that an authorized reseller must maintain inventory, product displays, follow sampling procedures and be true to all customer related issues in a timely and professional manner. (check one)

- ☐ Yes ☐ No

If the answer is no, please answer the following: **Our main goal is to sell projects without the overhead of inventory, product displays, showroom either indoors or outdoors, a professional sales staff, etc.**

- ☐ Yes ☐ No

Included as a facet or as the main part of our business is the installation of stone and/or general construction.

- ☐ Yes ☐ No

I/we am/are willing to travel to Rolling Rock operations located outside Boyertown, PA for a thorough and complete education about your company's fulfillment capabilities and product offerings. (check one)

- ☐ Yes ☐ No

Rolling Rock Building Stone, Inc. is invited, as soon as it is convenient, to visit my/our sales facilities to meet with me/us as well as for inspection purposes to see if my/our company is a positive business circumstance for our mutual benefit.

- ☐ Yes ☐ No

Should I/we become an authorized reseller of Rolling Rock Building Stone, Inc. product line(s), I/we will market and sell the items as the genuine and branded products of Rolling Rock Building Stone, Inc. and I/we will faithfully adhere to the branding and marketing procedures as outlined by Rolling Rock Building Stone, Inc.

- ☐ Yes ☐ No

My signature below attests to my intent, responsibility, ability and willingness for myself and our company to follow through with any and all procedures involved during the process to be considered for an opportunity to become one of Rolling Rock Building Stone, Inc's authorized resellers. I fully understand that I am in no way automatically authorized by submitting this application, but it is important to me and my company/the company I represent that we be seriously considered. I thank you for the opportunity.

Signature: _____

Print Name: _____

Title: _____ **Date:** _____ (mm/dd/yyyy)

Please submit completed resale application via email or fax. Contact information is included at the top of Page 1.



ROLLING ROCK BUILDING STONE, INC.

40 ROLLING ROCK ROAD, BOYERTOWN, PA 19512

PHONE: 610-987-6226

FAX: 610-987-0648

CREDIT APPLICATION

Confidential – Please Print or Type

The information provided below may be used for the purpose of obtaining credit and is warranted to be true. We authorize Rolling Rock Building Stone, Inc. to review the information listed pertaining to my/our credit and financial responsibility.

Business Name: _____

Contact Name: _____ Title: _____

Business Address: _____

Billing Address (if Different): _____

Phone: _____ Fax: _____

The business at this location is operating as (check one) _____ Sole Proprietorship _____ Partnership _____ Corporation
Proprietor(s), Partner(s), Corporation Officer(s), or Responsible Individuals in Firm

Name

Title

Years With Business

Nature of Business: _____

How many years has the business been in operation? _____

Trade References: Provide four businesses in our trade (masonry, landscape & construction) That you currently do business with.

Business Name

Phone #

Must provide Email or Fax #

1. _____

2. _____

3. _____

4. _____

Bank Information:

Name: _____ Branch: _____

Address: _____

Name Account Listed Under: _____ Account Number: _____

Phone Number: _____ Fax Number: _____

Upon approval of my credit application, I agree to the attached credit terms & conditions in order for me to keep an open account with Rolling Rock Building Stone, Inc. By my signature below, in addition to all other promises and covenants I hereby consent to and acknowledge the jurisdiction of the current justice for district Court #23-13-03 and the Court of Common Pleas of Berks County on any disputes that may arise. Your signature on this application attests to your responsibility, ability and willingness to pay our invoices in accordance with these terms & conditions.

Signature: _____ Title: _____ Date: _____

*** Applications will not be processed without signature and date.**

ROLLING ROCK BUILDING STONE, INC.

CREDIT TERMS AND CONDITIONS

CREDIT TERMS:

New customers will be C.O.D. until a credit application has been completed and approved. For established accounts, payment will be expected net 30 days from date of invoice. Accounts exceeding 30 days will receive a statement reminding them of their past due invoices. Accounts that reach 60 days will be placed on hold until all past due invoices are current. Once accounts reach 90 days they will be placed on C.O.D. status.

CREDIT LIMIT:

In no event will your account be extended beyond your credit limit. Please be aware of the balance available on your credit limit at all times in order to avoid a hold being placed on your account. If you foresee a large job on the horizon, or an increase in your business activity, please contact us far enough in advance so we can review your account for the possibility of raising your credit limit.

BOUNCED CHECKS:

Any bounced checks will result in a \$36.00 service charge and will require the immediate fulfillment of the obligation in cash or guaranteed check.

PRICING:

Subject to current price list or as quoted per job.

CONDITIONS OF SALE:

Stone is not returnable. Please make all possible efforts to have the product approved before taking delivery. Make sure you place all orders by using our correct product names in order to prevent incorrect shipments. Whenever possible we recommend ordering in writing via FAX or mail. This will prevent misinterpretations on verbal orders.

DAMAGED PRODUCTS:

It is the customer's responsibility to inspect the product upon delivery. If damage has occurred, it is your responsibility to contact us before signing the packing slip, and accepting delivery.

Here at Rolling Rock Building Stone, Inc., we appreciate very much the many accounts who pay promptly, and we will always hold these accounts as our highest priority when it comes to customer service. REMEMBER: To have credit is a privilege and is not to be abused or taken for granted.

Sincerely,
Rolling Rock Building Stone, Inc.

Tonya Schoffler

tonya@rollrock.com



COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF REVENUE
BUREAU OF BUSINESS TRUST FUND TAXES
DEPT. 280901
HARRISBURG, PA 17128-0901

PENNSYLVANIA EXEMPTION CERTIFICATE

CHECK ONE:

- ☐ STATE OR LOCAL SALES AND USE TAX
☐ STATE OR LOCAL HOTEL OCCUPANCY TAX
☐ PUBLIC TRANSPORTATION ASSISTANCE TAXES AND FEES (PTA)
☐ PASSENGER CAR RENTAL TAX (PCRT)

(Please Print or Type)

This form cannot be used to obtain a Sales Tax License Number, PTA License Number or Exempt Status.

Read Instructions
On Reverse Carefully

THIS FORM MAY BE PHOTOCOPIED – VOID UNLESS COMPLETE INFORMATION IS SUPPLIED

- CHECK ONE:** ☐ PENNSYLVANIA TAX UNIT EXEMPTION CERTIFICATE (USE FOR ONE TRANSACTION)
☐ PENNSYLVANIA TAX BLANKET EXEMPTION CERTIFICATE (USE FOR MULTIPLE TRANSACTIONS)

Name of Seller or Lessor

Rolling Rock Building Stone, Inc.

Street	City	State	Zip Code
40 Rolling Rock Road	Boyertown	PA	19512

Property and services purchased or leased using this certificate **are exempt** from tax because: (Select the appropriate paragraph from the back of this form, check the corresponding block below and insert information requested.)

- ☐ 1. Property or services will be used directly by purchaser in performing purchaser's operation of: _____
- ☐ 2. Purchaser is a/an: _____
- ☐ 3. Property will be resold under License Number _____ (If purchaser does not have a PA Sales Tax License Number, include a statement under Number 7 explaining why a number is not required.)
- ☐ 4. Purchaser is a/on: _____ holding Exemption Number _____
- ☐ 5. Property or services will be used directly by purchaser performing a public utility service. (Complete Part 5 on Reverse.)
- ☐ 6. Exempt wrapping supplies, License Number _____ (If purchaser does not have a PA Sales Tax License Number, include a statement under Number 7 explaining why a number is not required.)
- ☒ 7. Other COMPLETE LINE #7 ON NEXT PAGE
(Explain in detail. Additional space on reverse side.)

I am authorized to execute this Certificate and claim this exemption. Misuse of this Certificate by seller, lessor, buyer, lessee, or their representative is punishable by fine and imprisonment.

Name of Purchaser or Lessee	Signature	Date
Street	City	State Zip Code

1. ACCEPTANCE AND VALIDITY:

For this certificate to be valid, the seller/lessor shall exercise good faith in accepting this certificate, which includes: (1) the certificate shall be completed properly; (2) the certificate shall be in the seller/lessor's possession within sixty days from the date of sale/lease; (3) the certificate does not contain information which is knowingly false; and (4) the property or service is consistent with the exemption to which the customer is entitled. For more information, refer to Exemption Certificates, Title 61 PA Code §32.2. An invalid certificate may subject the seller/lessor to the tax.

2. REPRODUCTION OF FORM:

This form may be reproduced but shall contain the some information as appears on this form.

3. RETENTION

The seller or lessor must retain this certificate for at least four years from the date of the exempt sale to which the certificate applies. **DO NOT RETURN THIS FORM TO THE PA DEPARTMENT OF REVENUE.**

4. EXEMPT ORGANIZATIONS:

This form may be used in conjunction with form REV-1715, Exempt Organization Declaration of Sales Tax Exemption, when a purchase of \$200 or more is made by an organization which is registered with the PA Department of Revenue as an exempt organization. These organizations are assigned an exemption number, beginning with the two digits 75 (example: 75-00000-0).

GENERAL INSTRUCTIONS

Those purchasers set forth below may use this form in connection with the claim for exemption for the following taxes:

- a. State and Local Sales and Use Tax;
- b. PTA rental fee or tax on leases of motor vehicles;
- c. Hotel Occupancy Tax if referenced with the symbol (●);
- d. PTA fee on the purchase of tires if referenced with the symbol (+);
- e. Passenger Car Rental Tax

EXEMPTION REASONS

- 1.) Property and/or services will be used directly by purchaser in performing purchaser's operation of:

A. Manufacturing B. Mining C. Dairying D. Processing E. Farming F. Shipbuilding

This exemption is not valid for property or services which are used in: (a) constructing, repairing, or remodeling of real property, other than real property which is used directly in exempt operations; or (b) maintenance, managerial, administrative, supervisory, sales, delivery, warehousing or other nonoperational activities. Effective October 1, 1991, this exemption does not apply to certain services and PTA tire fee.

- 2.) Purchaser is a/an:

- + A. Instrumentality of the Commonwealth.
- + B. Political subdivision of the Commonwealth.
- + ● C. Municipal Authority created under the "Municipal Authority Acts of 1935 or 1945."
- + ● D. Electric Co-operative Corporation created under the "Electric Co-operative Law of 1990."
- + ● E. Co-operative Agricultural Association required to pay Corporate Net Income Tax under the Act of May 23, 1945, P.L. 893, as amended (exemption not valid for registered vehicles).
- + ● F. Credit Unions organized under "Federal Credit Union Act" or State "Credit Union Act".
- + ● G. Federal Instrumentality
- H. Federal employee on official business (Exemption limited to Hotel Occupancy Tax only. A copy of orders or statement from supervisor must be attached to this certificate.)
- I. School Bus Operator (This Exemption Certificate is limited to the purchase of parts, repairs or maintenance services upon vehicles licensed as school buses by the PA Department of Transportation. For purchase of school buses, see NOTE below.)

- 3.) Property and/or services will be resold or rented in the ordinary course of purchaser's business. If purchaser does not have a PA Sales Tax License Number, complete Number 7 explaining why such number is not required. This Exemption is valid for property or services to be resold: (1) in original form; or (2) as an ingredient or component of other property.

- 4.) Special exemptions

- | | |
|--------------------------------------|---|
| A. Religious Organization | E. Direct Pay Permit Holder |
| B. Volunteer Fireman's Organization | + ● F. Individual Holding Diplomatic ID |
| C. Nonprofit Educational Institution | + G. School District |
| D. Charitable Organization | H. Tourist Promotion Agency
(Exemption limited to the purchase of promotional materials for distribution to the public.) |

Exemption limited to purchase of tangible personal property or services for use and not for sale. The exemption shall not be used by a contractor performing services to real property. An exempt organization or institution shall have an exemption number assigned by the PA Department of Revenue and diplomats shall have an identification card assigned by the Federal Government. The exemption for categories "A, B, C and D" are not valid for property used for the following: (1) construction, improvement, repair or maintenance of any real property, except supplies and materials used for routine repair or maintenance of the real property; (2) any unrelated activities or operation of a public trade or business; or (3) equipment used to maintain real property.

- 5.) Property or services will be used directly by purchaser in the production, delivery, or rendition of public utility services as defined by the PA Utility Code.

☐ PA Public Utility Commission and/or

☐ Interstate Commerce Commission

A contract carrier is not entitled to this Exemption and a "Schedule of Charges" filed by such carrier does not satisfy this requirement. This Exemption is not valid for property or services used for the following: (1) construction, improvement, repair or maintenance of real property, other than real property which is used directly in rendering the public utility services; or (2) managerial, administrative, supervisor, sales or other nonoperational activities; or (3) tools and equipment used but not installed in maintenance of facilities or direct use equipment. Tools and equipment used to repair "direct use" property are exempt from tax.

- 6.) Vendor/Seller purchasing wrapping supplies and nonreturnable containers used to wrap property which is sold to others.

- 7.) Other (Attach a separate sheet of paper if more space is required.)

STATE:

OUT OF STATE #

NOTE: Do not use this form for claiming an exemption on the registration of a vehicle. To claim an exemption from tax for a motor vehicle, trailer, semi-trailer or tractor with the PA Department of Transportation, Bureau of Motor Vehicles and Licensing, use **FORM MV-1**, "Application for Certificate of Title", for "first time" registrations and **FORM MV-4ST**, "Vehicle Sales and Use Tax Return/Application for Registration", for all other registrations.