



Authorized Reseller Requirements

Thank you for your interest in becoming an Authorized Rolling Rock® Reseller. Please review the following requirements carefully before submitting your application. All items marked as requirements must be satisfied prior to approval.

REQUIRED APPLICATION DOCUMENTS

Please complete and submit all three of the following:

- I. Resale Application
- II. Credit Application
- III. Tax Exempt / Resale Certificate

To qualify as an Authorized Reseller you must:

1) Maintain a Physical Resale Location

- A dedicated sales location (retail store, showroom, or yard) is required — applicants without a physical location cannot be considered for Authorized Reseller status.
- The location must feature multiple product displays, indoors and/or outdoors, representative of the product lines you wish to carry.

2) Maintain Quality Sales Staff

- Staff must be available for timely person-to-person contact, both in-store and by phone.
- Inquiries generated through Rolling Rock email referrals, phone leads, or other channels must be answered and followed up promptly. Routing your primary customer-facing phone number exclusively to voicemail does not meet this requirement.

3) Maintain Appropriate Natural Stone Inventory

- Resellers are expected to stock and maintain inventory levels appropriate to their market and the product lines they are authorized to sell.
- Simply brokering truckload orders without providing full, quality customer service does not satisfy this requirement.

4) Establish and Maintain a Rolling Rock Line of Credit

- A Rolling Rock credit account is required to participate in the reseller program.
- The Credit Application will be reviewed as the first step in the approval process and must be submitted together with the Resale Application.
- Standard terms are Net 30 days from date of invoice.

5) Hold a Valid State Resale Certificate

- Applicants must possess a valid resale number issued by their state, authorizing the purchase of product for resale to third parties.
- A completed resale certificate must be submitted with your application.
- This program is intended for the sale of product to owners, contractors, and design professionals — not as part of an installation service.

6) Visit Rolling Rock Operations & Corporate Offices

- We strongly encourage all prospective resellers to schedule a visit to our Boyertown, PA facility prior to or shortly after approval.
- This visit provides invaluable product education, operational insight, and the opportunity to build a strong working relationship with our team.
- Please contact us to arrange your visit.

Additional Considerations

The following factors will be considered as part of the overall evaluation of your application:

Factors That Strengthen Your Application

- ✓ Active contractor sales program
- ✓ Outside sales team or representatives
- ✓ Architectural or design professional sales
- ✓ Established relationships in the trade

Factors That May Affect Eligibility

- ⚠ Operating a related trade business (e.g., masonry or general contracting) under the same roof or ownership that competes with your target customers
- ⚠ Brokering truckload orders only, without providing full-service support to end users

Questions? Please contact our sales team at sales@rollrock.com or 610-987-6226



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

AUTHORIZED RESALE APPLICATION

By submitting this application, I certify that all provided information is true and accurate. I authorize Rolling Rock Stone (Rolling Rock®) to review these details to evaluate my company's fitness as an authorized reseller. We look forward to the opportunity to partner with and represent Rolling Rock® and its affiliated companies.

Confidential Correspondence. Please Respond Legibly. Print or Type.

Legal Business Name:		
DBA (if different):		
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: _____	
Years in business ____ Years offering Natural Stone products for resale ____		
Credit Evaluation: Are you prepared to submit a Credit Application for a house line of credit as the first step in this process? <input type="checkbox"/> Yes <input type="checkbox"/> No Terms: Do you agree to faithfully comply with our credit terms of Net 30 days? <input type="checkbox"/> Yes <input type="checkbox"/> No		
Tax ID / Resale Number _____ State/Province _____		
Facilities & Showroom Do you maintain a showroom where Rolling Rock® products will be featured? <input type="checkbox"/> Yes <input type="checkbox"/> No Type of showroom: <input type="checkbox"/> Indoor <input type="checkbox"/> Outdoor <input type="checkbox"/> Both Total Number of Showroom Locations: ____ Additional Location Addresses: _____ _____		

Operations & Sales Support

Do you have a full-service sales staff available during business hours? Yes No

Does your sales staff have consistent access to high-speed Internet and Email? Yes No

Are you willing to visit the Rolling Rock® headquarters (Boyertown, PA) for product training and fulfillment education? Yes No

Is Rolling Rock® invited to visit your facility for an evaluation of this partnership? Yes No

Product Lines & Commitment

Please select the product lines you wish to represent:

Building Stone Veneer (Full bed thickness veneer that requires a foundation)

Thin Veneer (Adhered Natural Thin Stone Veneer)

Hardscape (Landscape stone)

Reseller Standards:

Inventory & Display: Do you agree to maintain modest inventory, set up product displays, and follow standard sampling procedures?

Yes No

If no, are you applying as a Project Reseller who does not stock inventory?

Yes No

Brand Exclusivity: When offering Rolling Rock® products, will you support our brand exclusively?

Yes No (We will represent multiple stone companies simultaneously)

Brand Integrity: Do you agree to market and sell all items as genuine Rolling Rock® branded products, adhering to our marketing procedures? Yes No

Installation & Construction Services:

Does your business include stone installation or general construction services as a primary or secondary facet?

Yes No

My signature below confirms our company's commitment to following the necessary procedures to become an authorized reseller for Rolling Rock Building Stone, Inc. (Rolling Rock Stone). I understand that submission of this application does not guarantee authorization. We appreciate the opportunity to be considered for this partnership.

Signature: _____

Print Name: _____

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

SUBMISSION INSTRUCTIONS:

Please print or type legibly. Submit this completed application along with all supporting documents to the email address listed on Page 1. Thank you for your interest in partnering with Rolling Rock Building Stone, Inc.



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. By submitting this application, you authorize Rolling Rock Building Stone, Inc. to review the information listed pertaining to your credit and financial responsibility.

Your Business / Company Name

Contact Name	Title
Business Address	
Billing Address (if different)	
Phone	Email
Federal Tax ID / EIN	Years in Operation

Business Structure: Sole Proprietorship Partnership Corporation / LLC

Nature of Business (e.g., masonry contractor, landscaper, builder, reseller):

PRINCIPALS & RESPONSIBLE PARTIES

List all proprietors, partners, corporate officers, or individuals responsible for this account.

Name	Title	Years with Business
1) _____	_____	_____
2) _____	_____	_____
3) _____	_____	_____

TRADE REFERENCES

Provide four businesses in our trade (masonry, landscape, or construction) that you currently do business with. Email is required.

Company Name	Phone	Email
1. _____	_____	_____
Company Name	Phone	Email
2. _____	_____	_____
Company Name	Phone	Email
3. _____	_____	_____
Company Name	Phone	Email
4. _____	_____	_____

AGREEMENT & SIGNATURE

Upon approval of this credit application, I agree to abide by the attached Credit Terms & Conditions in order to maintain an open account with Rolling Rock Building Stone, Inc. By signing below, I acknowledge and agree to the jurisdiction of the Court of Common Pleas of Berks County, Pennsylvania for the resolution of any disputes that may arise in connection with this account or any transactions thereunder. My signature attests to my responsibility, ability, and willingness to pay all invoices in accordance with these terms and conditions.

Signature	Title
_____	_____

Printed Name	Date
_____	_____



Net 30 Credit Account Terms & Conditions

Credit Terms

New customers will be Cash on Delivery (C.O.D.) until a credit application has been completed and approved. For established accounts, payment is expected Net 30 days (payment due within 30 days of the invoice date).

Customers with accounts exceeding 30 days past due will receive a statement reminding them of their past due balance, and a late fee of 1.5% per month will be applied to all overdue amounts. Accounts that reach 60 days past due will be placed on hold until all outstanding invoices are brought current. Accounts reaching 90 days past due will be returned to C.O.D. status.

Credit Limit

Your account will not be extended beyond your approved credit limit. If you anticipate a large project or an increase in purchasing activity, please contact us in advance so we can review your account for a possible credit limit increase.

Accepted Payment Methods for Net 30 Customers

By participating in our Net 30 Credit Program, you are agreeing to pay all your Net 30 invoices via check, ACH, or Wire Payment. Rolling Rock® is charged a credit card processing fee on all credit card payments, and we are not able to extend Net 30 days for payment and then incur a credit card fee on the payment.

Returned Checks

Any returned check will result in a \$36.00 service charge. The outstanding obligation must be satisfied immediately in cash or by guaranteed funds (cashier's check or wire payment).

Pricing

All pricing is subject to the current price list or as quoted on a per-job basis. Prices are subject to change on orders without a deposit or prepayment on file.

Conditions of Sale

Stone is non-returnable. Please make every effort to have product approved before taking delivery. We strongly recommend placing orders in writing via email to ensure accuracy and avoid misinterpretation.

Damaged Products

It is the customer's responsibility to inspect all products upon product pickup or delivery. If damage is discovered, please contact us before signing the packing slip and accepting delivery. Claims for damage cannot be accepted after delivery has been signed for and accepted.

A Genuine Note of Appreciation

We appreciate our customers who pay promptly. Your reliability allows us to provide the best possible service in return. We view credit as a mutual commitment, and we look forward to building a strong, long-term relationship with you and your business.



PENNSYLVANIA EXEMPTION CERTIFICATE

- STATE AND LOCAL SALES AND USE TAX
- STATE 6% AND LOCAL 1% HOTEL OCCUPANCY TAX
- PUBLIC TRANSPORTATION ASSISTANCE TAXES AND FEES (PTA)
- VEHICLE RENTAL TAX (VRT)
- ADDITIONAL LOCAL, CITY, COUNTY HOTEL TAX **

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

(Please Print or Type)
**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, Vendor or Lessor			
Street	City	State	ZIP Code

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, use one of the following forms:

- FORM MV-1**, Application for Certificate of Title (first-time registrations)
- FORM MV-4ST**, Vehicle Sales and Use Tax Return/Application for Registration (other registrations)

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 and predominately by purchaser in performing purchaser's operation of: _____
- 2. Purchaser is a/an: _____ holding Sales Tax Exemption Number _____
- 3. Property will be resold under License ID _____ (If purchaser does not have a PA Sales Tax License ID, include a statement under Number 8 explaining why a number is not required).
- 4. Property or services will be used directly and predominately by purchaser performing a public utility service.
 PA Public Utility Commission PUC Number _____ and/or U.S. Department of Transportation MC/MX _____
- 5. Exempt wrapping supplies, License ID _____ (If purchaser does not have a PA Sales Tax License ID, include a statement under Number 8 explaining why a number is not required).
- 6. Canned computer software purchased by a financial institution subject to the Bank and Trust Company Shares Tax (Article VII) or the Mutual Thrift Institutions Tax (Article XV).
- 7. Canned computer software licenses that are billed to a PA address but used outside of PA. The total number of software licenses purchased for invoice # _____ is _____. The total number of users accessing and using the software outside PA is _____.
- 8. Other _____
(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	EIN	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 60 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 same 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.

⚠ IMPORTANT: DO NOT RETURN THIS FORM TO THE PA DEPARTMENT OF REVENUE.

4. NONPROFIT 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: 75000000).

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 (state 6%, Philadelphia 1%, Allegheny 1%) if referenced with the symbol (●);
- d. PTA fee on the purchase of tires if referenced with the symbol (+);
- e. Vehicle rental tax (VRT).

EXEMPTION REASONS

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

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

This exemption is not valid for property or services used in: (a) constructing, repairing or remodeling of real property, other than real property used directly in exempt operations; or (b) maintenance, managerial, administrative, supervisory, sales, delivery, warehousing or other nonoperational activities. This exemption is not valid for vehicles that are required to be registered under the Vehicle Code, as well as supplies and repair parts for such vehicles, the PTA tire fee, and certain taxable services.

2.) Purchaser is a/an:

- + A. Instrumentality of the commonwealth (to include public schools and state universities).
- + B. Political subdivision of the commonwealth (includes townships and boroughs).
- + ● C. Municipal authority created under the Municipality Authorities Acts.
- + ● D. Electric cooperative corporations created under the Electric Cooperative Law of 1990.
 - E. Cooperative agricultural associations required to pay corporate net income tax under the Cooperative Agricultural Association Corporate Net Income Tax Act (exemption not valid for registered vehicles).
- + ● F. Credit unions organized under Federal Credit Union Act or Commonwealth Credit Union Act.
- + ● G. U.S. government, its agencies and instrumentalities.
 - 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).
 - J. Charter Schools and Community Colleges.

Renewable Entities beginning with "75":

- K. Religious Organization
- L. Nonprofit Educational Institution
- M. Charitable Organization

Permanent Exemptions beginning with the two numbers "75":

- N. Volunteer Fire Company
- O. Relief Association

Special Exemptions

- P. Direct Pay Permit Holder
- Q. Individual Holding Diplomatic ID

- R. Keystone Opportunity Zone (beginning with two digit 72 account number)
- S. Tourist Promotion Agency

Exemptions for exempt organizations K through S are limited to purchases of tangible personal property or services for use and not for sale. Exempt organizations K - O above, shall have an sales tax exemption certificate number assigned by the PA Department of Revenue. Exempt organizations K-O above, are not exempt for purchases used for the following: (1) constructions, improvement, repair or maintenance or 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.

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 ID (8 digit number assigned by the department), complete Number 8 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.) Property or services will be used directly and predominately by purchaser in the production, delivery or rendition of public utility services as defined by the PA Utility Code.

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 used directly in rendering the public utility services; or (2) managerial, administrative, supervisor, sales or other nonoperational activities; or (3) vehicles, as well as supplies and repair parts for such vehicles, unless the predominant use is for providing a common carrier service; or (4) 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.

5.) Vendor/seller purchasing wrapping supplies and nonreturnable containers used to wrap property which is sold to others.

6.) Canned computer software or services to canned computer software directly utilized in conducting the business of banking purchased by a financial institution subject to the Bank and Trust Company Shares Tax (Article VII) or the Mutual Thrift Institutions Tax (Article XV).

7.) Seller is required to collect tax on canned software accessed remotely when the user is located in PA. If the billing address is a PA address, the presumption is that all users are located in PA. Purchaser is responsible for apportioning and remitting the tax due to each taxing jurisdiction and must provide the total number of licenses purchased and the number of those licenses used outside PA on Line 8. Please note that any unused licenses will be considered to be allocated to PA.

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

* Employees or representatives of the Commonwealth traveling on Commonwealth duty are exempt from any taxes on hotel stays or room rentals imposed by local governments that are in addition to the 6% state tax and the 1% Philadelphia and Allegheny County hotel occupancy tax.