

**Dramm & Echter, Inc.**  
**Foxpoint Farms Wholesale**  
1150 Quail Gardens Drive  
Encinitas, CA 92024  
**Phone (800) 854-7021**  
**Sales Fax (760) 436-2974**  
**Acctg Fax (760) 634-5816**

For Office Use Only:

Terms: \_\_\_\_\_ Limit: \_\_\_\_\_  
By: \_\_\_\_\_ Date: \_\_\_\_\_

### Confidential Credit Application

We welcome your interest in Dramm & Echter, Inc./Foxpoint Farms Wholesale. All information submitted will be held in strict confidence.

**Credit Terms Requested:**  **COD**  **Net 30 Days** \$ \_\_\_\_\_ **Credit Limit**

***If you are requesting COD terms only the shaded fields require completion, otherwise please complete the ENTIRE application. Thank You!***

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

Buyer Name: \_\_\_\_\_ Email: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

**Shipping** Address: \_\_\_\_\_

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

**Billing** Address: \_\_\_\_\_

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

Send Invoices To (email): \_\_\_\_\_

Send Statements To (email): \_\_\_\_\_

Accounts Payable Contact: \_\_\_\_\_ Email: \_\_\_\_\_ Phone: \_\_\_\_\_

Legal Status: Sole Proprietor  Partnership  Corp (indicate State) \_\_\_\_\_

Year Established : \_\_\_\_\_ Under Present Ownership Since: \_\_\_\_\_

Business Property: Owned  Leased

Type of Business: Wholesale  Retail  Other-specify: \_\_\_\_\_

Owner/Officer Name(s)	Title	Home Address	SSN	Driver's License #/State
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#### **Bank Credit Information:**

Name of Bank: \_\_\_\_\_ Acct #(s): \_\_\_\_\_

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

Manager's Name: \_\_\_\_\_ Phone: \_\_\_\_\_

**Trade References: Please include at least 3 references from whom purchases are made on credit within the floral industry**

Name	Address	City, State, Zip	Phone
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\_\_\_\_\_

**Terms:** Will be determined upon processing of your credit application. In the event of late payment a 1.5% per month (18% per annum) charge will be assessed on all balances past due. If credit limit or terms are exceeded, the account will only be shipped on a C.O.D. basis until the account is brought within terms. Furthermore, I have reviewed and agree to the Return/Credit policy and Bucket policy.

I have read, understand and accept the above terms, and have provided true information to the best of my knowledge. I have further authorized Dramm & Echter, Inc./Foxpoint Farms Wholesale to verify any and all references we have provided that may be required to determine our credit capabilities and to request relevant information from credit reporting agencies at any time. I authorize Dramm & Echter, Inc./Foxpoint Farms Wholesale to charge my

Visa/Mastercard/Amex account \_\_\_\_\_, Exp Date: \_\_\_\_\_

when my account becomes delinquent.

I am an Owner/Officer of the company and have the authority to enter into this agreement with Dramm & Echter, Inc./Foxpoint Farms Wholesale.

**Signature (Owner/Officer):** \_\_\_\_\_ **Date:** \_\_\_\_\_

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

**California based Wholesale Company:** California Department of Food & Agriculture Market Enforcement Branch License Number: \_\_\_\_\_

**Dramm & Echter, Inc.**  
**Foxpoint Farms Wholesale**

**PERSONAL GUARANTEE**

“The within guarantee is made for the benefit of, and to obtain credit on a continuing basis from Dramm and Echter, Inc/Foxpoint Farms Wholesale. The undersigned hereby guarantees the performance of all obligations of this account, including but not limited to payment of all present and future indebtedness to Dramm and Echter, Inc/Foxpoint Farms Wholesale, whether secured or unsecured and regardless of how the indebtedness is represented or incurred and regardless of prior notice, demand or pursuit of remedies against the party primarily liable. The undersigned consents to any extension or alteration of any obligation and guarantees such without prior notice. This guarantee shall continue in effect until the undersigned has notified Dramm and Echter, Inc/Foxpoint Farms Wholesale in writing via certified mail of its cancellation, but such cancellation shall not alter any obligation of the undersigned arising there under prior to receipt of such written notice.

The undersigned hereby authorizes Dramm and Echter, Inc/Foxpoint Farms Wholesale or its agent to investigate his/her credit and authorizes any bank, mortgage lender or landlord, credit reference or any other party to release information to Dramm and Echter, Inc/Foxpoint Farms Wholesale or its agent, and hold harmless for said disclosure. The undersigned grants a security interest in all goods sold, and agrees to pay reasonable attorney’s fees and cost of collection and interest at the maximum legal rate in the event of any default under this obligation.

Name \_\_\_\_\_ Social Security # \_\_\_\_\_

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

**Resale Certificate**

\_\_\_\_\_  
(Company Name)

\_\_\_\_\_  
(Address of Purchaser)

I HEREBY CERTIFY: That I hold valid seller’s permit No. \_\_\_\_\_ issued pursuant to the Sales and Use Tax Law that I am engaged in the business of selling \_\_\_\_\_ and that the tangible personal property described herein which I shall purchase from Dramm and Echter, Inc/Foxpoint Farms Wholesale will be resold by me in the form of tangible personal property provided, however, that in the event any of such property is used for the 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 Sales and Use Tax Law to report and pay tax measured by the purchase price of such property. Description of property to be purchased: \_\_\_\_\_

Date: \_\_\_\_\_  
(Printed name of Purchaser or Authorized Agent and Title)

Phone (    ) \_\_\_\_\_  
(Signature of Purchaser or Authorized Agent)

**Dramm & Echter, Inc.**  
**Foxpoint Farms Wholesale**  
**AGREEMENT**  
**RETURN/CREDIT POLICY**  
**BUCKET POLICY**

**Product Returns/Credits:**

1. Customer must email or fax request for credit **within 24 hours of product receipt** to their Salesperson
  - Sales Support - [deisalesupport@drammechter.com](mailto:deisalesupport@drammechter.com)
  - Fax (760) 436-2974
2. The request can be submitted on our form or **must include the information listed below. A separate request must be made for each order.**
  - Date of Request
  - Your Company Name, Location (if multiple)
  - Requestor's Name, Contact Info
  - Date Product Received
  - Invoice/Order number
  - Reason for request with pictures to support claim
  - Item Description or Code, Qty

**We value your business and will honor all legitimate requests for credit provided you follow guidelines referenced above in a timely manner.**

**Bucket Policy:**

1. Customers must pay for buckets at the point of sale until a credit application has been submitted and approved.
2. Orders must have a minimum of 6 buckets to be eligible for the bucket return credit, otherwise they will be billed and collected upon at the point of sale.
3. Buckets will be invoiced to your account unless you have similar buckets to exchange at the point of sale. Exchanges will be exempt from 6 bucket minimum.
4. Buckets sold under the eligible return credit policy may be returned for full credit.
5. Be sure to check in your exchange/return buckets with the Will Call Office or your Delivery Driver to ensure proper credit.
6. Buckets should be returned within 30 days to avoid Finance Charges and possible credit holds.

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Dramm & Echter, Inc/Foxpoint Farms Wholesale reserves the right to modify its policies without notification to its customers. Please sign and date below to acknowledge and agree to our policies above.

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**Signature, Owner/Principal**

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**Print Name, Title**

\_\_\_\_\_

**Date**