



***Otter***<sup>®</sup>

2020-2021 Dealer Partnership



## 2020-2021 Dealer Program

Otter has long been the undisputed leader in the development of the highest quality and most innovative ice fishing shelters and sleds on the market. As an Authorized Otter Dealer, you will enjoy the benefits of working with a first class organization. We are committed to providing uncompromising service and delivering the tools needed to grow your business and expand your customer base. Otter is a well-respected, stable and trusted manufacturer delivering the latest in innovation and design.

- **Best in class innovation** – Continuous development of new truly unique products and accessories
- **Unmatched quality** – The most durable sled on the market allows for the strongest, most rugged base for your flip over fish house.
- **Best in Class warranty** – 1 year warranty on fish houses and up to 2 years on sleds
- **Preparing you for success** -
  - Best in Class Sales, Marketing and Customer Service team for you and your customers
  - The Otter team is always available and can provide you the tools, training, and resources necessary to be successful.
- **Telling our story** – We are continuously building Otter brand awareness and providing our Dealers with tools to connect with new customers. Dealers have access to:
  - Content – New articles consistently produced on Otter products, info, tips, features and benefits. Dealers are able to use socially, in email newsletters, on their website and in-store.
  - New lifestyle & product images added annually to showcase Otter products, and to keep your marketing assets fresh and up-to-date.
  - Library of videos to use as needed, with new videos added annually
  - Sales support materials
  - Apparel and promotional items available for purchase

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411 WEST CONGRESS STREET, MAPLE LAKE, MN 55358



## DISCOUNT LEVEL – LARGE VOLUME

Dealers will qualify to purchase Otter products at a steep discount.

- **A solid position within your market** - That is visible and provable to us through your current customer reach and traditional and digital marketing efforts.
- **Proudly offer the Otter product line to your customers**
  - Represent and promote Otter products on your website, for which we will provide you with the product images and specifications to achieve this.
  - Display Otter product in your showroom or lot. If you purchase “Display” units from Otter, you must purchase 5 additional stocking models of that SKU.
  - Market and advertise Otter products following our Minimum Advertised Price (MAP) structure
  - Follow Otter branding guidelines for all logo and brand use, including all marketing materials. Any digital or printed materials that are not created by Otter must have approval from Otter’s marketing department prior to distribution.
- **Provide the highest level of customer service and support to your customers and market outreach**
- **The ability to buy and stock product commensurate with customer demand in your market.**
- **Advertise Otter products following our Minimum Advertised Price (MAP) structure.**
- **Maintain/Update company contact information annually for Otter marketing resources.**
- **Properly train and educate your staff on the Otter product line.**
- **Maintain a relationship in good standing with your Otter Sales Representative**

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## 2020/21 Seasonal NEW Dealer Program

### Qualifying Guidelines:

All potential Dealers will need to completely fill out an Otter Outdoors Credit Application and will be notified of acceptance by Otter after application has been processed.

### Qualifying Order:

- Support at least 1 Otter XT or XT PRO Shelter SKU's.
- Support at least 1 Otter XTH Hub SKU.
- Support at least 2 Otter Sled SKU's
- Support at least 8 Otter Accessory SKU's
- Minimum \$5,000(+) at Invoice **\*Non-cancelable**
- Pricing Level: Large Volume Pricing (10% off Standard Dealer Pricing) Net 30
- New Dealer Pricing: Additional 5%(DFI) off Large Volume Pricing if all terms met.
- Freight: FOB Maple Lake, MN

**MAP ENDS 1/15/2021** (Minimum Advertised Price) Policy in effect on **ALL XT PRO X-Over SHELTERS.**

**MAP HOLIDAY: 11/26/20 – 11/29/20**

**Violation of MAP will result in immediate termination of agreement.**

### New Dealer Terms:

#### **One Order to ship by 12-31-2020 Qualifies for:**

- Large Volume Price Level (10% off Standard Dealer Pricing)
- New Dealer Terms. 5% DFI Net 60
- **If full payment not received within terms, Dealer forfeits 5% DFI and standard large volume pricing applies.**

All additional orders placed after initial order will be at Standard Large Volume Pricing, Net 30, FOB Maple Lake, MN. **IMPORTANT! Absolutely no changes to New Dealer order(s), no cancellations accepted. Add-on orders need to be approved by OTTER.**



# 2020

## 2020/21 Otter Outdoors Domestic Master Price Sheet

Pricing Effective 4/1/2020-3/31/2021 Map Ends: 1/15/2021

MAP HOLIDAY: 11/26/2020 - 11/29/2020

MAP Pricing on All XT PRO X-Over Packages

Model #		UPC	MSRP	MAP	Large Volume Dealer Cost
	<b>Otter Pro Series Sleds</b>				
200817	Mini Otter Pro Sled Roto-Molded Black	609142011105	\$54.99		\$32.66
200818	Small Otter Pro Sled Roto-Molded Black	609142011204	\$79.99		\$52.26
200816	Small Ultra-Wide Sled Roto-Molded Black	609142011006	\$99.99		\$68.78
200819	Medium Otter Pro Sled Roto-Molded Black	609142011303	\$129.99		\$87.00
200820	Magnum Otter Pro Sled Roto-Molded Black	609142011402	\$169.99		\$111.32
200821	Large Otter Pro Sled Roto-Molded Black	609142011501	\$259.99		\$164.81
	<b>Otter Sport Series Sleds</b>				
200823	Small Otter Sport Sled- Roto-Molded Black	609142016100	\$49.99		\$30.66
200825	Medium Otter Sport Sled-Roto-Molded Black	609142016209	\$64.99		\$37.22
200827	Large Otter Sport Sled-Roto-Molded Black	609142016308	\$79.99		\$46.83
	<b>Otter Sled Only Travel Covers</b>				
200023	Otter Sled Travel Cover-Small Sled	609142013208	\$49.99		\$30.88
200025	Otter Sled Travel Cover-Small Ultra Wide Sled	609142013000	\$49.99		\$29.61
200020	Otter Sled Travel Cover-Medium Sled	609142013307	\$54.99		\$32.20
200019	Otter Sled Travel Cover-Magnum Sled	609142013406	\$64.99		\$36.77
200017	Otter Pro Sled Travel Cover-Large Sled	609142013505	\$69.99		\$45.56
200026	Otter Pro Sled Travel Cover-X Large Sled	609142013604	\$69.99		\$43.78
200024	Otter Sport Sled Travel Cover-Small	609142017107	\$13.99		\$9.88
200082	Otter Sport Sled Travel Cover-Medium	609142017206	\$19.99		\$13.12
200018	Otter Sport Sled Travel Cover-Large	609142017305	\$24.99		\$15.77
	<b>Otter Fish House Package Travel Covers</b>				
201019	Otter Fish House Travel Cover - Hideout	609142210195	\$59.99		\$34.24
200015	Otter Fish House Travel Cover - Cottage	609142018005	\$54.99		\$31.77
200014	Otter Fish House Travel Cover - Cabin	609142018302	\$59.99		\$36.59
200016	Otter Fish House Travel Cover - Lodge	609142018401	\$64.99		\$37.97
200022	Otter Fish House Travel Cover - Resort	609142018500	\$79.99		\$47.87
	<b>Otter Hyfax Runner Kits</b>				
201090	Sled Hyfax Kit-Hideout Pkg.	609142210904	\$39.99		\$25.72
200048	Sled Hyfax Kit - Small Ultra-Wide( Pro Cottage Pkg.)	609142012065	\$44.99		\$28.44
200049	Sled Hyfax Kit - Small Ultra-Wide (XT Cottage Pkg.)	609142012164	\$34.99		\$21.44
200042	Sled Hyfax Kit - Small (Small Pro Sled Only)	609142012263	\$29.99		\$18.98

Model #		UPC	MSRP	MAP	Large Volume Dealer Cost
200043	Sled Hyfax Kit - Medium (Medium Sled/Cabin)	609142012362	\$39.99		\$24.46
200045	Sled Hyfax Kit - Magnum (Magnum Sled/Lodge)	609142012461	\$59.99		\$35.58
200047	Sled Hyfax Kit - Large (Large Sled/Resort)	609142012560	\$69.99		\$40.58
	<b>Otter Tow Hitches and Accessories</b>				
200086	Sled Tow Hitch w/ Pins(Sm, Med, Magnum)	609142004008	\$59.99		\$36.55
200085	Sled Tow Hitch Large w/ Pins (Large Sled/Resort)	609142004503	\$69.99		\$44.80
200037	Hitch Pivot	609142004022	\$44.99		\$25.98
200032	Universal Tow Hitch Adapter	609142004015	\$24.99		\$13.97
200948	Otter Flipper Hitch (Receiver Mount Hitch)	609142209489	\$19.99		\$11.45
200064	Universal Rear Sled Receiver Hitch w/ Pin	609142004039	\$24.99		\$14.78
200033	Tow Hitch Pin	609142004053	\$4.99		\$3.09
200036	Two Pk Replacement Hitch Pins (Sm,Med,Mag)	609142029407	\$8.49		\$4.88
200034	Two Pk Replacement Hitch Pins (Large Sled Only)	609142029414	\$8.49		\$4.95
	<b>Otter Pro Sled Combo</b>				
200078	Otter Medium Sled Combo(Sled-Hitch-Hyfax-Cover)	609142010399	\$269.99		\$164.80
	<b>Otter XT PRO X-Over Shelter Packages</b>				
201163	<b>Otter XT PRO Cottage X-Over Shelter Pkg.</b>	609142211635	\$699.00	X	\$489.27
201157	<b>Otter XT PRO Cabin X-Over Shelter Pkg.</b>	609142211574	\$949.00	X	\$619.27
201152	<b>Otter XT PRO Lodge X-Over Shelter Pkg.</b>	609142211529	\$1,049.00	X	\$694.35
201146	<b>Otter XT PRO Resort X-Over Shelter Pkg.</b>	609142211468	\$1,249.00	X	\$850.48
	<b>Otter XT X-Over Shelter Packages</b>				
200960	<b>Otter XT Hideout Package (ThermalTec 600)</b>	609142209601	\$499.00		\$351.45
201169	<b>Otter XT Cottage X-Over Shelter Pkg.</b>	609142211697	\$649.00		\$461.56
201176	<b>Otter XT Cabin X-Over Shelter Pkg.</b>	609142211765	\$749.00		\$508.48
201178	<b>Otter XT Lodge X-Over Shelter Pkg.</b>	609142211789	\$849.00		\$592.82
201173	<b>Otter XT Resort X-Over Shelter Pkg.</b>	609142211734	\$999.00		\$702.07
	<b>Otter VORTEX Thermal Hub Shelter Packages (New)</b>				
201534	<b>Otter VORTEX Cabin Thermal Hub Shelter Pkg.</b>	609142215343	\$329.00		\$236.69
201535	<b>Otter VORTEX Lodge Thermal Hub Shelter Pkg.</b>	609142215350	\$399.00		\$278.77
201536	<b>Otter VORTEX Resort Thermal Hub Shelter Pkg.</b>	609142215367	\$549.00		\$393.50
201537	<b>Otter VORTEX Monster Lodge Thermal Hub Shelter Pkg.</b>	609142215374	\$679.00		\$478.72
	<b>Otter Ice Fishing Accessories</b>				
201520	<b>Otter Pro-Tech 40 Rod Case (NEW)</b>	609142215206	\$149.99		\$95.36
201441	<b>Otter Pro-Tech 40 Deep Rod Case (NEW)</b>	609142214414	\$199.99		\$123.36
201432	<b>Otter Pro-Tech 48 Deep Rod Case (NEW)</b>	609142214322	\$249.99		\$149.38
201368	<b>Otter Pro Universal LED Light Kit</b>	609142213684	\$69.99		\$42.86
201527	<b>Otter Sidekick Shelter/Bucket Console (New)</b>	609142215275	\$39.99		\$26.07
200067	Rod Holder	609142029902	\$15.99		\$9.88
200083	Sportsman's Caddy Center Console (Roto-Molded)	609142029506	\$109.99		\$70.44
200077	Auger Shield 8" (Roto-Molded)	609142000284	\$69.99		\$39.63
200076	Auger Shield 10" (Roto-Molded)	609142000383	\$79.99		\$40.89
201044	Fish House Patch (Material Only-4 Pack)	609142210447	\$9.99		\$5.22

<b>Model #</b>		<b>UPC</b>	<b>MSRP</b>	<b>MAP</b>	<b>Large Volume Dealer Cost</b>
200696	Fish House Patch Material-Black w/ adhesive	609142029209	\$11.99		<b>\$7.66</b>
200052	Fish House Patch Material-Clear w/ adhesive	609142029230	\$11.99		<b>\$7.63</b>
201179	Quick Snap Ice Anchor Driver Tool	609142211796	\$16.99		<b>\$9.98</b>
201042	Ice Anchor Kit (4-Pack) w/ Pouch	609142210423	\$24.99		<b>\$16.93</b>
201043	Shelter Hooks (3-Pack)	609142210430	\$14.99		<b>\$8.19</b>
201045	Overhead Storage Hammock	609142210454	\$29.99		<b>\$15.89</b>
201046	3 Pocket Cargo Storage Net	609142210461	\$34.99		<b>\$18.98</b>
201089	Adjustable Back Wind Support Pole	609142210898	\$19.99		<b>\$11.81</b>
200002	Adjustable Front Wind Support Pole	609142029308	\$19.99		<b>\$11.81</b>
	<b>Otter ATV/OFF-ROAD Trailers and Accessories</b>				
	<b>TRAILERS</b>				
201234	Otter Xpress 15 Off-Road Trailer	609142212342	\$399.00		<b>\$287.72</b>
201239	Otter Xpress 20 Off-Road Trailer	609142212397	\$499.00		<b>\$347.26</b>
201244	Otter Super Xpress Off Road Trailer	609142212441	\$599.00		<b>\$417.80</b>
	<b>ATV Accessories</b>				
200860	Otter Xpress 20 Travel Cover	609142043243	\$59.99		<b>\$29.68</b>
200544	Otter ATV Front Monster Box (Std. Lid)	609142044103	\$169.99		<b>\$108.52</b>
200545	Otter ATV Front Monster Box (Ext. Lid)	609142044202	\$179.99		<b>\$113.94</b>
200543	Otter ATV Rear Monster Box	609142044301	\$299.99		<b>\$189.91</b>
200553	Otter Auger Shield (up to 10" drill)	609142049306	\$89.99		<b>\$58.60</b>
200829	Otter ATV Bucket Holder	609142049207	\$34.99		<b>\$23.40</b>
200549	Otter ATV 3 Gal. Fluid Tank	609142205498	\$49.99		<b>\$34.73</b>



## **2020-2021 “MAP” PRICING AND INTERNET PROGRAM**

### **DESCRIPTION**

**Otter presents the “2020-2021 Dealer Minimum Advertised Price (MAP) and Internet Sales Program.”**

This is available to you as an authorized Otter Dealer that plans to utilize a “published price” format in any marketing or advertising campaign. If all of your advertised prices comply with this MAP Program, you will be authorized to sell and ship Otter products direct to customers within the continental United States.

Written authorization will be required for any dealer or Dealer to ship product internationally or be considered an international business partner.

### **PURPOSE**

To encourage customer interaction with a focus on the features unrelated to price, such as performance, quality, lifestyle engagement, safety features, warranty coverage, durability, etc., during the retail sales process.

### **MAP PROGRAM TERMS**

**Otter Brand Products:** The advertised price for Otter products cannot be presented to the public any lower than the published MAP pricing. The MAP price may or may not be less than the published MSRP pricing on the company’s websites at [www.otteroutdoors.com](http://www.otteroutdoors.com).

**Product Branding:** Otter has invested and will continue to invest in its proprietary branding in the public marketplace. All public advertising shall include the “Otter” Logo. The product name and description used in any and all forms of advertising media will directly reflect those listed in the “Otter Catalog” and on the company’s websites at [www.otteroutdoors.com](http://www.otteroutdoors.com).

No private labeling or branding will be authorized without written consent from the Otter corporate offices. To inquire about private labeling and the volumes required please contact your Otter Sales Manager.

### **MAP PROGRAM BENEFIT**

Dealers that participate (see next page), and comply with the terms of this MAP Program, will be authorized to MARKET, SELL AND SHIP all Otter products by store, catalog, flyer or via the internet.

### **ELIGIBLE PRODUCTS**

Otter Shelters: XT Pro X- Over Shelters all sizes Cottage to Resort.

### **MAP HOLIDAY**

There are two MAP holidays this year where customers are able to advertise below the MAP pricing. They are: Thursday, November 26 – Sunday, November 29, 2020 and Jan 15, 2021 – March 31, 2021.

### **INTERNET POLICY**

All sales activities, including those over the internet, should be consistent with the obligations and limitations in the current Otter pricing structure. Any statements made through the internet shall include but not be limited to “Additional Freight and Sales Tax where Applicable”. Any advertised prices greater than MSRP will be considered acceptable if they are represented as “all inclusive” or “value added” proposition (e.g., “fully assembled”).

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## FINAL SALE PRICE

This MAP Program applies only to advertised prices and the prices used for the marketing of Otter Products. The final per unit sale price to the consumer of any Otter products will be determined by you as the “Authorized Dealer”, following negotiation, discounts if any, fees or surcharges if any.

Internet sales may be transacted at prices below MAP Program pricing, so long as the sale price is not reflected on the web page, or in the secure internet shopping cart (e.g., acceptable pricing descriptions or statements are “call for pricing”, or “request a price at email@XYZ.com” for actual “Specials” and any available “Discount Programs”). It is *not acceptable* to reflect lower prices on the web page or electronic shopping cart. It is not the intent or suggestion that the terms of the Otter MAP Program or any descriptive pricing model dictates or controls the sale price to the consumer.

## VIOLATIONS

A violation is defined as any marketing or advertising that represents Otter Products at prices below the aforementioned MAP Program prices. Public Pricing that violates the MAP Program could appear in catalogs, newspapers, billboards, promotional flyers, web pages (including electronic shopping carts) or any other form of media which identifies a price. It is also a violation of the MAP Program to sell and ship Otter Products for resale to a non-authorized dealer without consent from Otter or one of its Distributors private catalogs, flyers or via the internet marketing tools.

The penalties for violating this MAP Program are:

- 1st violation (unintentional) – warning directly to dealer.
- 2nd violation (or 1st intentional violation) – written warning and notification to the point of distribution which is to include the loss of any annual support offered by Otter (such as early buy, marketing tools and support or any annual discount opportunities).
- 3rd violation (or 2nd intentional violation) – termination of right to participate as an Otter Authorized Dealer and/or marketing to the public utilizing the Otter MAP Program.

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## FREQUENTLY ASKED QUESTIONS

- **As a dealer can we use a Credit Card to purchase products?**
  - Yes you can, credit card payments are subject to a 3% surcharge (processing fee) applied to the total purchase, including freight.
  
- **How do we submit our orders?**
  - There are (2) two ways to submit orders to Otter.
    1. Submit via your online portal at [www.otteroutdoors.com](http://www.otteroutdoors.com). To receive your login credentials, email us at [customerservice@otteroutdoors.com](mailto:customerservice@otteroutdoors.com)
    2. Email your order to your Sales Representative
  - For “custom orders”, “special orders”, “display orders” or orders that require any type of extra attention please send an email to [orders@otteroutdoors.com](mailto:orders@otteroutdoors.com).
  
- **How do we receive our invoices?**
  - All of our invoices are emailed directly to your Accounts Payable contact in our system within 24 hours of the shipment leaving our facility.
  - If you have not received an invoice from us or have any inquiries regarding invoicing, please email us at [AR@exploreios.com](mailto:AR@exploreios.com) or give us a call at 1-877-46-OTTER (866-466-8837).
  
- **After we place our order when should we expect it to ship or be available for pickup?**
  - All orders are processed in approximately (3) business days from the time of submission.
  - Expedited shipping or pickup can be made available but is contingent upon scheduling and current inventory availability. We recommend that you plan for (3) days but we will make every effort to accommodate if possible.
  
- **How do we find marketing support materials?**
  - Utilize your login and access to the FTP page on our website. This is a wealth of knowledge that offers you a simple resource for most of your technical questions and access to marketing tools. For more information see the enclosed marketing information.
  
- **How do we handle warranty issues or claims?**
  - Please review the “Otter Warranty Policy” then utilize our online “Warranty Claim Form” that can be found on our website under the “Customer Service” link listed below.  
<https://www.otteroutdoors.com/customer-service/warranty/>

## ADVERTISING AND MARKETING ASSETS

The following items/benefits are available to all our dealers to use at their discretion.

### 1) **FTP Site Access**

Online access to Otter Product Images, Lifestyle Photos, Videos, Sell Sheets, Installation Instructions, Logos, Warranty Info and more!

- Go to [www.otteroutdoors.com](http://www.otteroutdoors.com)
- Click on **FTP Login** in the top nav bar  
**Username: otterftp**  
**Password: prolodge**
- Click on the Otter Outdoors
- Navigate from here as needed

### 2) **Advertising and Marketing Material Available**

- Catalogs
- Sell Sheets
- USB Drives with Videos, Photos, Sell Sheets and more
- Apparel

### 3) **Social Media**

Facebook: <https://www.facebook.com/otteroutdoors/>

Instagram: @otteroutdoors



## WHO'S WHO AT OTTER

### ADDRESS

Otter Outdoors  
411 Congress St W  
Maple Lake, MN 55358

### CUSTOMER SERVICE HOURS

Monday – Thursday: 8:00 AM – 3:00 PM  
Friday: 8:00 AM – 2:00 PM

### SHIPPING HOURS

Monday – Friday: 8:00 AM – 3:00 PM

### GENERAL

NAME	PHONE	E-MAIL
Customer Service - General	1-877-46- OTTER	customerservice@otteroutdoors.com
Customer Service - Orders		orders@otteroutdoors.com
Accounts Receivable – Customers A - L Marcia Knase	320-963-2562	Marcia.Knase@exploreios.com
Accounts Receivable – Customers M-Z Kathy Larson	320-963-2555	Kathy.Larson@exploreios.com

### MANAGEMENT

NAME	POSITION	PHONE	E-MAIL
Jennifer Johanneck-Eystad	President	Office: 320-963-2532	Jennifere@exploreios.com
Troy Tufto	Sales Manager	Cell: 320-248-9544	Troy.tufto@otteroutdoors.com

### INSIDE SALES & MARKETING

NAME	CONTACT	PHONE	E-MAIL
Marcus Manser	Field Account & Promotions Manager	Office: 320-963-2543	marcus.manser@otteroutdoors.com

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## BUSINESS INFORMATION

Type of Business: \_\_\_\_\_

Date Business was established: \_\_\_\_\_

Are you a: \_\_\_\_\_ Corporation \_\_\_\_\_ Partnership  
\_\_\_\_\_ Sole Proprietorship \_\_\_\_\_ Other

Tax Exempt: \_\_\_\_\_ Yes \_\_\_\_\_ No

If yes, a Tax Exempt Certificate must be completed and sent with application.

### Bank Information:

Name of Bank: \_\_\_\_\_

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

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

Contact Person: \_\_\_\_\_

### Please provide (3) References:

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

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

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

Business Relationship: \_\_\_\_\_

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

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

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

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Business Relationship: \_\_\_\_\_

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

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

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

Business Relationship: \_\_\_\_\_

I confirm that the above information is true and accurate. I authorize Innovative Outdoor Solutions to contact the above references and/or bank for the purposes of establishing credit. I have read the terms stated within this document and agree to these conditions.

Authorized Signature/ Printed Name: \_\_\_\_\_

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

Personal Guaranty

**Personal Guaranty.** In consideration of Rhino, Inc. or its affiliates, including but not limited to Innovative Outdoor Solutions, Inc., American Roto Tool, Inc. and Rhino Tuff Tanks, LLC, Otter Outdoors, LLC, Beavertail Products, LLC, and Wave Armor, LLC (collectively referred to herein as “Rhino”) extending credit to Applicant, the undersigned (“**Guarantor**”) unconditionally guarantees to Rhino the full and prompt payment of all obligations of Applicant at any time owing to Rhino under the Agreement, including the payment of attorney’s fees and other expenses incurred by Rhino in enforcing the Agreement or this guaranty. This is a guaranty of payment and not collection. It is understood that this guaranty will be a continuous, continuing and irrevocable guaranty and indemnity for such indebtedness. Venue and jurisdiction for any legal action will be in Wright County, State of Minnesota. Guarantor understands and agrees that Rhino is under no obligation to proceed against Applicant for the collection of any indebtedness arising from the Agreement. This Agreement shall bind the heirs, administrators, representatives, successors and assigns of the undersigned and may be enforced by or for the benefit of any affiliate, assignee or successor of Rhino. **The undersigned Guarantor, recognizing that his or her individual credit history may be a necessary factor in the evaluation of this guaranty, hereby consents to and authorizes Rhino to obtain a credit report regarding the undersigned, from time to time as Rhino deems appropriate in its sole discretion.**

Printed Name/ Guarantor: \_\_\_\_\_ Date: \_\_\_\_\_

\*\* This application needs to be emailed to Accounts Receivable or faxed to: 320-963-6192. Orders will not be accepted until the application is accepted and payment method is approved.

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## CONTACT UPDATE FORM

We know a lot can happen in a year. Please take a minute to complete this form to ensure we have the correct contact information for your company and staff. Please email to [customerservice@otteroutdoors.com](mailto:customerservice@otteroutdoors.com) when completed. Thank you.

### BILLING ADDRESS:

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

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

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

Main Phone: \_\_\_\_\_

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

### SHIPPING ADDRESS:

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

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

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

\* If applicable, please attach additional documentation outlining any specific freight instructions

### ACCOUNTING & PURCHASING:

#### Accounts Payable:

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

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

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

#### Buyer:

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

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

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

All invoices are sent via email within 24 hours of shipment. In the case you do not want them sent to the AP email address above, please specify a new one here: \_\_\_\_\_

### MARKETING:

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

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

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

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

### LOGISTICS / SHIPPING:

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

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

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

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## DEALER LOCATOR / LEAD REQUEST FORM

The online Dealer Locator tool allows consumers to locate Authorized Otter Outdoors Dealers in their area and will be utilized by Otter to direct consumer leads to those dealers who comply with our requirements.

Our goal is to send leads to dealers that have enough Otter product knowledge to answer basic product questions, have stock or can willingly get product in a timely manner and have a web presence promoting the Otter brand.

### To qualify to be listed on our Dealer Locator and receive leads from Otter, you must:

- Complete and return this request form to [customerservice@otteroutdoors.com](mailto:customerservice@otteroutdoors.com).
- Have placed and received orders from your Distributor within the past year.
- Have stock on hand or be willing to immediately order product to meet the consumer demand.
- Have working knowledge of the Otter products you market.
- Provide accurate contact information with updates if there are any changes.
- Indicate on your website that you are an Authorized Otter Dealer.

### COMPANY INFORMATION

Company: \_\_\_\_\_ Contact(s) \_\_\_\_\_

Address: \_\_\_\_\_ E-mail: \_\_\_\_\_

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

This must be a phone # that is answered regularly and messages returned promptly

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

Purchase products through Distributor: \_\_\_\_\_

Otter products I plan to market (check all that apply):  FLIP OVER SHELTERS  HUB SHELTERS  SLEDS  
 ACCESSORIES

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

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

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