



VF Imagewear, Inc.

VF Imagewear, Inc.
PO Box 140995
545 Marriott Drive
Nashville, TN 37211-0995

Dear Prospective Customer:

Thank you for your interest in purchasing products from VF Imagewear, Inc. Our brands include Red Kap[®], Bulwark[®], Wrangler Workwear[®] and Horace Small[®]. Generally, our products are sold for rental, resale or retail use, and we do not sell them to individuals or consumers.

Based on the need in an area, we are always looking to build strategic, long-term partnerships with potential distributors to grow our brands. Before we enter into a partnership, we need to understand your vision for growing your business with our brands, including your current method of sales, investment strategy for growth, and the value proposition that sets your business apart from competitors. This growth cannot be based on business from a bid in the works but must be from current actual business that you can give or transition to our brands. At that time, if we agree that this partnership will benefit both parties, you will be required to place a minimum opening order with a minimum annual volume of \$50,000.

The account set up process would then take anywhere from 3-4 weeks to complete, depending on your promptness to return all necessary information. If your need is urgent, the best course of action would be to go through one of our distributors that are set up to specifically sell to other distributors. Our VF team would be happy to provide contact information to these distributors at your request.

All Sales are subject to credit approval, which requires a separate credit application. All sales are on open term accounts, or on credit card (Visa, MC, and AMEX) accounts. We are unable to sell on a cash-in-advance or cash-on-delivery basis. Also, we are unable to provide you with pricing information until your pre-qualification form has been returned, and you have been sales and credit approved.

Sincerely,

VF Imagewear, Inc.

Based on the above information, I want to (please check one):

- Have a sales representative contact me in order to pursue opening an account with VF. (Please complete page 2 if you check this option and fax or email both pages to the number or email address below).
- Have a sales representative contact me in order to receive a list of distributors that resell VF Imagewear, Inc. products in my region.

***Fax this information and the attached form to (615) 882-5493 or email 54*teresa_likens@vfc.com**



VF Imagewear, Inc.

PROSPECTIVE CUSTOMER INFORMATION FORM
(This is not a credit application)

Fax or Email COMPLETED form to: (615) 882-5493 or teresa_likens@vfc.com

Company Name: _____

Contact Name: _____

Primary Business Address: _____

Are you an end user of VF product or a reseller? _____

Business Phone: _____ Fax #: _____

Email address: _____

Current source for VF product: _____

Business entity type (check one): Corporation _____ Sole proprietor _____
Partnership _____ LLC _____ Other (please describe) _____

Other Business Locations and
Warehouses: _____

Primary Business: Laundry _____ Reseller _____ Retail _____ Ad Specialty _____
Decorator _____ Catalog Sales _____ Web-based _____
Other (please describe) _____

Do you operate from (please check): Plant _____ Warehouse _____
Retail Store _____ Private Residence _____
Other (please describe) _____

Do you have a sales team? _____ How many sales people do you have? _____

What is your primary customer focus?

Will you stock inventory? _____ Or, do you plan to order as needed? _____

What products are you interested in? _____

Are you presently negotiating a bid or an order? (Please describe date bid is due, content, etc. Please note that VF Imagewear cannot provide pricing until your information is received and approved.)

How did you hear about VF Imagewear, Inc.? _____

Current Suppliers and annual spend with each:

Dunns No. (if applicable) _____ ASI No. _____ PPAI No. _____