

# Dropship Program



**1**

**Customer Orders with You**



**2**

**Send Order to Sullivans**



**3**

**Product Ships  
Directly to Customer**





## PRODUCTS

- Offer your customers a wide variety of products without stocking the inventory.
- Shop all our in-stock items without minimum order quantities, and have the product delivered directly to your customers!
- Want to list items on your website or post on Facebook? We'll provide you with product info, images, and data files that has everything you need! Email: [images@sullivangift.com](mailto:images@sullivangift.com)

## ORDERS

To place a dropship order, you can:

- Call customer service or your rep with an order for \$50 or more. They will waive the minimum order quantity to ensure it ships to your customer within 2-3 business days!
- Place an order on the web or by email ([dropship@sullivangift.com](mailto:dropship@sullivangift.com)) Add "DropShip" to your order comments or in the email with your preferred quantities and shipping information. Your order total will be adjusted on your invoice. Customer service will contact you to confirm order details and for credit card info, then we will ship to your customers within 2-3 business days. DO NOT include credit card info in your email.



## SHIPPING

- Orders sent to your zone ship at your standard Flat Rate Freight rate!
- Shipping to a different zone? No worries, it will ship at that zone's rate.
- We will email you the tracking information and you can share it with your customers!



**PAYMENT – Purchase only what you sell!**

- We will charge your credit card for each order and customers will receive a packing slip, without pricing.



# Sullivans®

Customer Service: 8am-5pm CT  
800.456.4568

800.785.4826 (Orders Only)

Fax: 605.338.2689

www.sullivangift.com

customerservice@sullivangift.com

Billing Address:

P.O. Box 5361

Sioux Falls, SD 57117-5361

## SALES TERMS

- Minimum opening order is \$400.
- Minimum reorder is \$150.
- A \$15 processing fee will be charged on reorders less than \$150.
- Items sold by pack need to be ordered in multiples of minimum pack quantities (i.e. "PK6" - order 6 each).
- All merchandise is shipped F.O.B., Sioux Falls, SD and will be shipped via FedEx Ground, UPS Ground or truck line unless otherwise specified.
- Sullivans reserves the right to ship up to 2 weeks prior to requested ship date unless otherwise specified.

## NEW ACCOUNT CREDIT OPTIONS

- For new accounts, prepayment of merchandise and shipping is required to expedite processing. Prepayment may be made by credit card or check. Please allow an additional 48 business hours for initial account establishment and order processing.
- New accounts who wish to apply for Net 30 terms should send a completed SULLIVANS credit application with their order. Credit application reviews may take up to three weeks for processing. You can choose to prepay your initial order to expedite shipping.

## DATING PROGRAMS

- Spring and Christmas Dating programs are available for qualified customers and must be requested at time of order. Contact your Rep or call Customer Service at 800.456.4568 for details.
- Minimum initial order for dating is \$1,500.
- Payment of dating invoices by check or ACH preferred.

## FREIGHT CLAIMS AND RETURNS

- Inspect shipment immediately upon receipt of merchandise.
- Report all damages, defectives and discrepancies to SULLIVANS Customer Service Department within 30 days of invoice date. During inspection, do not dispose of damaged items, packing material or outer cartons. Call tags may be sent.
- No merchandise can be returned without prior authorization from SULLIVANS. Unauthorized returns are subject to a 20% restocking fee and the customer is responsible for the return freight.
- Undamaged or returned merchandise must be in the original cartons and cannot be pre-priced. Returns not meeting these criteria are subject to a 20% restocking fee and the customer is responsible for the return freight.



- We do not recommend our products for outdoor use unless otherwise noted in our catalog. SULLIVANS is not responsible for any damage caused by the weather.
- SULLIVANS is not responsible for damages due to containers filled with liquid.
- Due to handcrafted techniques, colors and finishes on products may vary.
- All products are for decorative use only unless otherwise noted.
- We regret any typographical errors in this catalog and reserve the right to correct as necessary.

## PRICES EFFECTIVE

JULY 1, 2021. ALL PRICES AND PACKS ARE SUBJECT TO CHANGE WITHOUT NOTICE.

## SALES THROUGH THIRD PARTY WEBSITES

No Retailer is permitted to sell or offer to sell any SULLIVANS product to any third party e-commerce website, including but not limited to: amazon.com, ebay.com, Target Marketplace, and walmart.com (collectively, "Third Party Website"), without the express, written approval of SULLIVANS. In the event a Retailer violates this policy, SULLIVANS may terminate its business relationship with the violating Retailer, cancel, restrict or refuse any of the Retailer's pending or future orders, suspend Retailer's account, or exercise any other remedy available to SULLIVANS at law or equity.

## DARREN GYGI HOME COLLECTION (DGHC)

DGHC consists of made in the USA, giclee canvas wall art, processed on demand and shipped separately from regular Sullivans orders. This wall art carries separate terms, with a minimum order of eight mini prints. Please see website for more details.

# FLAT RATE FREIGHT

Sullivans®

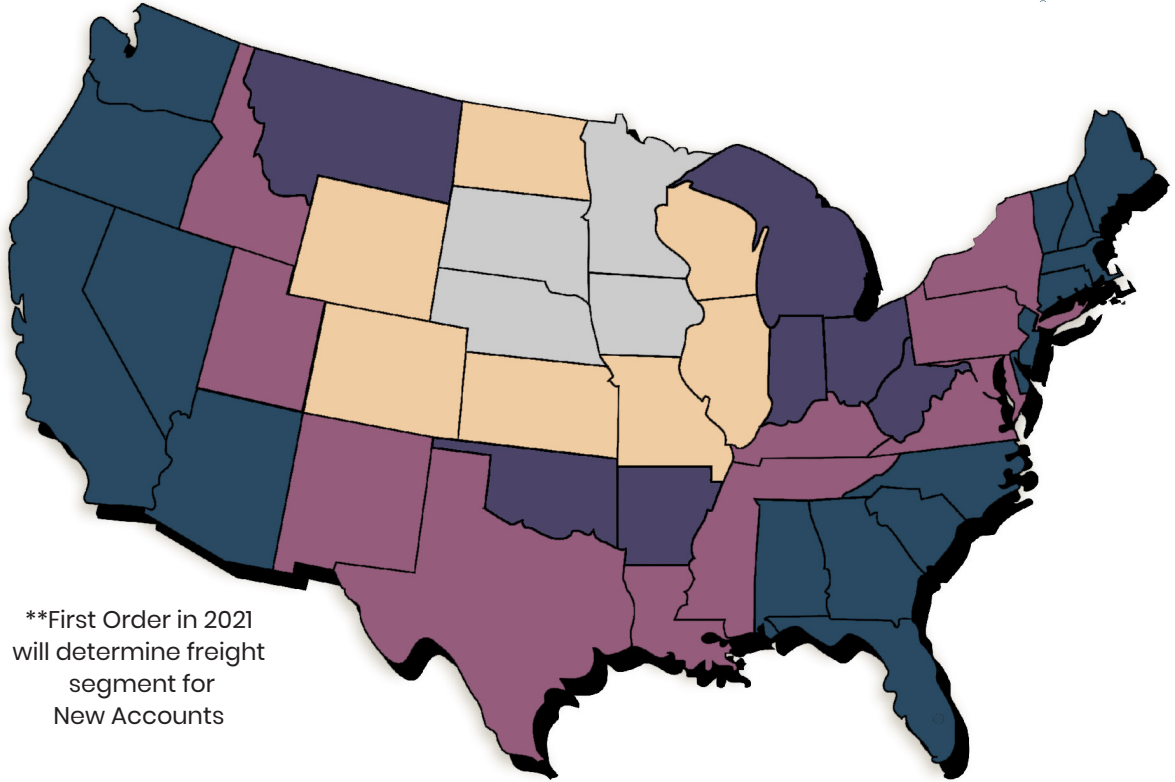
**Zone 1**  
Iowa  
Minnesota  
Nebraska  
South Dakota

**Zone 2**  
Colorado  
Illinois  
Kansas  
Missouri  
North Dakota  
Wisconsin  
Wyoming

**Zone 3**  
Arkansas  
Indiana  
Michigan  
Montana  
Ohio  
Oklahoma  
West Virginia

**Zone 4**  
Idaho  
Kentucky  
Louisiana  
Maryland  
Mississippi  
New Mexico  
New York  
Pennsylvania  
Tennessee  
Texas  
Utah  
Virginia

**Zone 5**  
Alabama  
Arizona  
California  
Connecticut  
Delaware  
Florida  
Georgia  
Maine  
Massachusetts  
Nevada  
New Hampshire  
New Jersey  
North Carolina  
Oregon  
Rhode Island  
South Carolina  
Vermont  
Washington DC  
Washington



\*\*First Order in 2021 will determine freight segment for New Accounts

## 2020 Shipped Sales Total = 2021 Freight Level

Sales Total	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
\$50,000 +	5.75%	6.75%	7.25%	8.75%	9.75%
\$20,000 - 49,999	6.75%	7.75%	9.25%	10.25%	11.25%
\$15,000 - 19,999	7.75%	9.25%	10.25%	11.25%	12.25%
\$10,000 - 14,999	9.25%	10.25%	11.25%	12.25%	13.5%
\$7,500 - 9,999	10.25%	11.25%	12.25%	13.5%	14.75%
\$5,000 - 7,499	10.75%	11.75%	12.75%	14.25%	15.5%
\$2,500 - 4,999	11.25%	12.25%	13.5%	14.75%	16%
\$1,000 - 2,499	11.75%	12.75%	14.25%	15.5%	16.5%
\$100 - 999	13.5%	14.75%	16%	17%	18%

- **Please note, any order that ships after July 1st will have the rates applied**
- Rates apply to Best & Cheapest Ground (FedEx Ground or UPS Ground) & Truckline orders only
- Fixed Rates listed apply to first order shipment and subsequent, if any, backorders
- Rates apply only to lower 48 states; Alaska, Hawaii, & all international rates charged are actual
- Premium Freight requests (Next Day, 2nd Day, US Parcel Post, etc.) will ship at actual rates
- Special requests—Inside Delivery, Lift Gate, etc.—will be charged at actual rates on top of fixed rate
- Flat Freight Rates effective 1/1/20 to 12/31/20 on orders shipped within those dates
- Customers shipped sales total in 2019 will determine freight rate applied within their zone in 2020
- Flat Rate Freight does not apply to 48" x 48" and 20" x 60" giclee canvas prints

\*For terms and conditions on flat rate freight, promotional savings, and our dating program, please see our website, your rep or customer service.