



S&S New Dealer Application

Thank you for your interest in our products!

Please ensure the following items are included with your S&S Dealer Application submission:

- Complete an S&S Cycle Dealer application, including a detailed resume of shop's history and preferred vendor list (Drag Specialties®, Biker's Choice®, Custom Chrome®, etc).
- Proof of a full time service/sales business on retail zoned property (business license and resale tax exemption certificate – check with your State Department of Revenue).
- Proof of service tech credentials to include schooling and or resume.
- Provide a copy of yellow page ad, business website, or business card.
- Provide exterior photos of the establishment including the complete storefront and a permanent store front sign, and interior photos showing service area and showroom. (Please e-mail or mail photos - Maximum file size for email is 8 MB)
- Sign and return the original Dealership Application and MAP Policy Acknowledgement signature pages.
- The signature of the Dealer Principal on the submitted application serves as acceptance in servicing S&S customers already existing within their territory and acknowledgement of the annual S&S leveling process.

NOTE: S&S will not consider applications from performance shops and dealerships that cannot provide service and direct support to its customers.

The S&S Dealer Review team will assess and process applications on a regular basis to determine if adequate information has been provided. S&S reserves the right to deny any new application.

- S&S Performance Products for Polaris® Indian® vehicles are intended for sales to the Polaris dealer network. If you are a Polaris/Victory dealer wanting to carry and support the entire S&S product line, please ensure all applicable information is submitted for review.
- To become a "Standard Dealer", you must complete all of the above and be approved as a "Standard Dealer". Your Customer Support Representative can then instruct you on the "Authorized Dealer" process.
- To be an "Authorized" S&S Dealer, the applicant must have at least one service technician successfully complete the "distance learning" certification programs offered by S&S (IST®, Carb Tuning, Quick Set-up Installation) within 90 days of acceptance into the S&S Dealer Network. Upon completion, a "Standard Dealer" may be posted on our Dealer Locator as an "Authorized Dealer". Validation of completion will be done by the S&S staff upon submission. Failure to successfully validate and complete these courses with S&S will result in the "Standard Dealer" identification on our Dealer Locator. S&S may waive the technician requirement based partially on the shop location and territory size on a case by case basis. The Customer Support Representative will also instruct the dealer on further developmental opportunities such as specialized class offerings, "Authorized Dealer" benefits and identification as well as associated costs.

S&S is one of the few manufacturers that make frequent visits to its customers. S&S Staff travels throughout the world on Dealer Development trips as well as trade show, rally and race appearances. Any dealer wishing to have an S&S representative stop by their establishment should notify their Customer Support Representative for scheduling during future S&S staff visits to that market area. Continual verification of our dealer network is important to S&S. Dealers not operating under the guidelines listed throughout this publication may have their dealer status immediately terminated upon discovery.

S&S offers several key initiatives and programs for American v-twin dealers: Our Dealer Training and Certification Program, and MAP Policy. At a time when consumers expect excellence in the area of service and product knowledge, S&S makes it beneficial for shops to seek additional training and certification for its technicians. We have incentives for dealers at all levels to experience benefits by sending their staff to the S&S Training and Certification program offered through PowerSports Institute (www.psi-now.com). Please ask your Customer Support Representative for further details.

All orders are shipped via UPS unless they exceed the weight limit and require another form of transportation.

NOTE: All Dealer orders placed and "Pre-paid" for shipment within the continental United States will benefit by S&S applying our freight discount and handling charges to the order rather than the individual dealer's. Our Logistics Department negotiates the best possible freight rates, and we will pass that savings along to you. This will mean significant savings in truck and UPS freight charges, as we operate on a much higher discount level with the major freight carriers.

S&S accepts payments via COD, credit card, wire transfer or the receipt of certified funds. Dealers may send in a written request for a change in payment terms. After having an account in good standing for at least six months, completion of a credit application, and acceptable reference feedback, S&S will consider "Open Account" for qualified dealers. S&S Cycle, Inc. accepts Visa and MasterCard.

Once the above information has been received and approved, S&S will send a price list, applicable product updates, flyers and additional resources for you to begin putting together your initial order. A Customer Support Representative will contact you with your dealer number.



S&S® CYCLE, INC. MINIMUM ADVERTISED PRICING POLICY (MAPP)

14025 COUNTY HIGHWAY G, VIOLA, WI 54664

- S&S Cycle will issue printed price lists indicating Manufacturer's Suggested Retail Pricing (MSRP) and maintain a current listing with effective date of MSRP on its internet website which can be amended at any time by S&S Cycle at its sole discretion. Any priced advertisement in any media such as but not limited to internet or similar electronic media, radio, television, flyers, posters, catalogs, mail order catalogs, magazines, e-mail newsletters, e-mail solicitations, coupons, mailers, inserts, newspapers, and public signage must be not less than the current MSRP as indicated on the printed price list or S&S internet website. Any pricing advertised that does not match or exceed that shown on the current printed price list or MSRP list on the S&S Cycle website will be a violation of this MAP policy and subject to enforcement procedures as identified later in this document.
- Sales of any S&S products listed on the current price list through third party retailing (such as eBay and Amazon) is allowed providing the listed price is not below MSRP.
- This MAP Policy applies only to advertised prices and does not apply to the actual price that S&S Cycle products are sold or offered for sale to an individual consumer within Reseller's location or over the telephone. Resellers are free to sell S&S Cycle products at any price they choose under these circumstances.
- The inclusion in advertising of any free or discounted products with a product covered by this MAP Policy would be contrary to this MAP Policy if it has the effect of discounting the advertised price of the included S&S Cycle product below current MSRP as indicated on the S&S Cycle internet website or printed price list.
- This MAP Policy does not establish maximum advertised prices. Resellers may offer S&S Cycle products at any price in excess of current MSRP.
- Pricing listed on an internet site is considered an "advertised price" and must adhere to this MAP Policy. Once the pricing is associated with an intent to purchase (adding to shopping cart or order), the price becomes the selling price and is not bound by this MAP Policy. Statements such as "add to basket to see price," "we will match any price," "call for price" or similar phrases are acceptable as long as the price advertised or listed for the products is not below current MSRP. In addition, discounts applied at checkout to the customer's entire order based on customers purchasing history with the Reseller, such as discounts for "frequent shoppers," do not violate this MAP Policy.
- S&S Cycle reserves the right to offer promotions on certain products. In such an event, we reserve the right to modify or suspend this MAP Policy in whole or in part by notifying all Resellers of the nature and duration of the change. S&S Cycle further reserves the right to adjust the MSRP with respect to all or certain products at its sole discretion. Such changes shall apply equally to all resellers.

Enforcement Procedures:

S&S has included its MAP Policy Enforcement Procedures in the Dealer Agreement to ensure all dealers signing the "acknowledgement" page is aware of the severity in which S&S will deal with violators of this policy. Any determinations by S&S under these enforcement procedures shall be binding upon the violator.

First Offense:

Dealer will receive notification of the nature of the violation and will be given thirty (30) calendar days to remove the offending print advertisements from publication and distribution and three (3) business days to remove any offending electronic advertisements from web pages, internet sites, or other electronic media.

Second Offense:

Dealer will receive a notification and the account will be placed on a non-ship basis for thirty (30) days from the date of notice.

Third Offense:

Dealer will receive a notification and the account will be placed on a non-ship basis for sixty (60) days from the date of notice.

Fourth Offense:

Dealer will receive a notification and the account will be placed on a non-ship basis indefinitely.

The administration of this MAP Policy and any determinations made under it are solely within S&S Cycle's discretion and authority. All questions about this MAP Policy should be in writing and directed via U.S. Mail to the Vice President of Sales, S&S Cycle Inc., 14025 County Highway G, Viola WI 54664. This policy is subject to change at S&S's sole discretion.



MINIMUM ADVERTISED PRICE (MAP) POLICY & ENFORCEMENT PROCEDURES ACKNOWLEDGEMENT/NEW DEALER AGREEMENT

I have read & understand the S&S® MAP Policy and its Enforcement Procedures and agree to all the terms and conditions. I understand that to violate the MAP Policy may result in permanent loss of my dealer status with S&S Cycle, Inc. S&S Cycle, Inc. reserves the right to terminate dealer accounts upon review.

Signature _____

Date _____

Print Name _____

PLEASE SEND APPLICATION AND OTHER REQUIRED DOCUMENTS TO:

dealerdevelopment@sscycle.com

– or –

*S&S Cycle
Attn: Dealer Development
14025 Cty Hwy G
Viola, WI 54664*

– or –

+1-608-627-1488 (fax)



S&S® CYCLE NEW CUSTOMER APPLICATION

Please check all applicable to your dealership:

- S&S Cycle, Inc. Service and parts reseller Dealership
- H-D® Franchise Dealership
- Victory®/ Indian® Dealership
- Manufacturer/Custom Bike Builder

Name of Business:		Sales Volume Last Year:	
Street Address:		Projected Sales for this year:	
City:	State:	Zip Code:	Country:
Billing Address:			
City:	State:	Zip Code:	Country:
Phone:	Fax:	E-Mail:	
Web Site Address:		Business Hours:	
Sole Proprietorship: <input type="checkbox"/>	Partnership: <input type="checkbox"/>	Corporation: <input type="checkbox"/>	State of Corporation:
		Tax ID:	
		State:	

NAME OF OWNERS, PARTNERS SHAREHOLDERS, OFFICERS

Name	Title	Home Address	City/State/Zip Code	Phone
1.				
2.				
3.				

MAJOR INDUSTRY REFERENCES

1.	Name:		Dealer Account #:		
	Address:		City:	State:	Zip Code:
	Phone:	Type of Account: Open <input type="checkbox"/> C.O.D. Check <input type="checkbox"/> C.O.D. Cash <input type="checkbox"/>			
2.	Name:		Dealer Account #:		
	Address:		City:	State:	Zip Code:
	Phone:	Type of Account: Open <input type="checkbox"/> C.O.D. Check <input type="checkbox"/> C.O.D. Cash <input type="checkbox"/>			
3.	Name:		Dealer Account #:		
	Address:		City:	State:	Zip Code:
	Phone:	Type of Account: Open <input type="checkbox"/> C.O.D. Check <input type="checkbox"/> C.O.D. Cash <input type="checkbox"/>			

All unpaid accounts will pay interest at the rate of 1.5% per month and there will be a \$15.00 return check fee on each check returned to S&S Cycle, Inc. The account will be placed on hold.

Legal Firm Name: _____

By: _____
Signature
Title
Date

The undersigned jointly and severally if more than one, hereby unconditionally and absolutely guarantee to S&S Cycle Inc. the prompt and full payment and performance when due of all indebtedness and obligations whether arising by orders, over limit, returned checks, refused shipments, or in any other manner which (business name) _____ may now or at any time hereafter owe S&S Cycle Inc., including without limitations interest and collection costs specified in any document evidencing securing or pertaining to any such indebtedness and obligations and for the purpose of securing payment of indebtedness now or hereafter owing from applicant to S&S Cycle Inc., the applicant hereby grants a security interest to S&S Cycle Inc. in and to inventory of parts, apparel, accessories and equipment including but not limited to those parts apparel, accessories and equipment received from

Signature of Owner/Officer
Title
Date

✓ CHECKLIST

APPLICATION CHECKLIST

To avoid delays, be sure to include the following:

- Completed S&S Cycle Dealer Application, with signed & dated MAP Policy and Enforcement Procedures Acknowledgement
- Photos of the interior & exterior of the establishment, and signage (via e-mail or mail - Maximum file size for email is 8 MB)
- One or more major motorcycle industry/vendor references
- Business license and resale tax exemption certificate – check with your State Department of Revenue
- Yellow page ad, business card, and/or website
- Proof of service technician credentials, to include schooling or resume

Once the above information has been received and approved, S&S will send a price list, applicable product updates, flyers and additional resources for you to begin putting together your initial order. A Customer Support Representative will contact you with your dealer number.

PLEASE SEND APPLICATION AND OTHER REQUIRED DOCUMENTS TO:

dealerdevelopment@sscycle.com

– or –

*S&S Cycle
Attn: Dealer Development
14025 Cty Hwy G
Viola, WI 54664*

– or –

+1-608-627-1488 (fax)