



Welcome to the SPI Home Drop Ship Program!

We would be happy to drop ship for you with respect to the following guidelines:

(NOTE: login for links below is -

User = reseller Password = spipartner)

- Current drop ship fee is \$10.00 per order
- Minimum for a drop ship order is at least one \$75.00 piece (not 10 \$7.50 items) We make exceptions when two pieces total at least \$100.00 to one address.
- While we do encourage you to take your own photos to avoid the "cookie cutter website" look, you may obtain images here:

<http://reseller.spi-home.com/spimages1000/>

- We also encourage you to stock your own below minimum order items.
- Inventory can vary dramatically (due to 3000 sku's) and SPI cannot guarantee stock until the day of shipping. Inventory feed here:

<http://reseller.spi-home.com/SPIinventory.csv>

- Valid resale numbers (certificates) must be on file
- We cannot provide shipping weights, cube or box sizes nor freight quotes, however useful information regarding our items may be found here:

<http://reseller.spi-home.com/SPIproductFactsAll.xls>  
(excel)

- We ship only within the US.
- If you have your own preferred shipping company we would be happy to ship on your account number -please provide and take advantage of your own negotiated discounts.
- We have also implemented a mandatory MAP (Minimum Advertised Price) Policy for **all** SPI items located here (**important, please read**):

<http://reseller.spi-home.com/SPIMAPPolicy.pdf>

MAP Pricing: <http://reseller.spi-home.com/mappricing.xls>

#### **-Of Special Interest to eBay Sellers –**

*In regards to the "Make Offer" option on eBay, which allows our customers to bypass MAP by letting eBay buyers purchase at below MAP.*

*After a lengthy review, we have decided that the "Make Offer" option is in violation of the spirit of MAP. As a result of this, we are no longer allowing its use on items from SPI by our customers who are selling our items on*



*eBay and other auction sites. You may continue to use “Buy It Now”, as long as the price is set at MAP or higher. (Per our guidelines, you may offer free shipping on our items; MAP applies strictly to the price not including shipping.)*

- Drop shipments to CA addresses require CA sales tax to be paid:

*Effective Jan 1 2012 we are forced to charge California Sales Tax on all shipments within the state of California. The effective rate will average 9% but varies significantly by location (there are over 5,000 taxing jurisdictions within the state).*

*By implementation we will add 10% to the wholesale amount, tax it and then remove the 10% leaving you with three line items;*

*Product cost (example \$100)*

*Dropship Fee (non-taxable)*

*California Sales Tax (in this example \$9.90)*

*If by chance, you already tax California shipments please provide your California resale number.*

*Unfortunately, **this is not optional** since we are based in California and cannot avoid it under California statute #1706. This will NOT affect shipments to other states or to your warehouse.*

- We encourage you to provide your own packing list with your contact and order information.
- **All Customer Service Issues regarding your drop ship customers must be dealt with by you**, the retailer. SPI does not have direct contact with consumers.

*Please note: All images and descriptions are copyrighted and remain the property of San Pacific International, Inc (SPI). SPI reserves the right to withdraw permission for use at any time and without cause. Images cannot be edited in any way, other than normal resizing to suit website demands.*

-Additional information may be found on our Terms & Conditions page:

<http://www.spi-home.com/terms.aspx>

-If you haven't already gained access to our website and would like to, please sign up as an Existing Customer using your SPI Customer Number here: [https://www.spi-home.com/Wholesale\\_signin.aspx?](https://www.spi-home.com/Wholesale_signin.aspx?)

Thank you – we look forward to a profitable relationship!