

GARMIN AUTHORIZED RESELLER POLICY

Garmin authorized resellers are authorized to purchase Garmin products from a Garmin Authorized Distributor. In order to ensure that our products are properly promoted and supported, Garmin has developed this Authorized Reseller Policy. Garmin reserves the right to modify this policy from time to time.

MAP Pricing

Garmin has established a Minimum Advertised Price for selected Garmin products. With respect to products for which a Minimum Advertised Price is specified on the current Garmin Price List ("MAP Products"), it is Garmin's unilateral policy to terminate a Garmin Authorized Reseller's authorization to sell any MAP Products if the Garmin Authorized Reseller's advertising of any MAP Product (i) fails to display prominently the Minimum Advertised Price for the product as specified on the current Garmin price list without any strike through or other obliteration of such Minimum Advertised Price, or (ii) contains a price lower than the Minimum Advertised Price set forth in the current Garmin Price List.

This policy applies to all forms of advertising including mailings, catalogs, displays at consumer exhibitions and shows, and any and all other forms of advertising media, including, without limitation, the Internet and any other electronic network. Any price information relating to Garmin products on an Internet website which can be accessed directly through any hypertext link or by any other method which uses the hypertext transfer protocol (http) is considered to be advertising for purposes of this policy. Electronic mail sent in direct response to a customer inquiry is not considered to be advertising.

This policy only concerns advertised prices, and does not relate to actual sales prices of any item.

This Minimum Advertised Price Policy applies only to resellers located in the USA.

Internet Auctions

Authorized Resellers must not sell or offer for sale any current Garmin product (excluding newly overhauled or used products) via any Internet auction website. Current Garmin products are defined as those which appear in the most recent Dealer Price Catalog. Any newly overhauled or used products sold via Internet auction site must be identified as such in the auction item description. Check with your Distributor for a list of current Garmin products.

Returns

Authorized Resellers must accept returns of defective Garmin products from end-consumers up to 60 days after purchase and provide a replacement or seek warranty service for the consumer via an authorized Garmin distributor.

Service

Authorized Resellers must provide the highest quality customer service when representing Garmin products and must not knowingly mislead or provide incorrect information to the end-consumer. Reseller shall clearly and conspicuously disclose in all their advertising and point of purchase materials that any accessories represented by them to be "Garmin compatible" are not manufactured or approved by Garmin and may not be of the same quality as genuine Garmin accessories.

Payment

Authorized Resellers must not submit charges on an end-consumer's credit card for Garmin products until such product is shipped by the Reseller.

Loss of Authorized Re-Seller Status

Garmin reserves the right to terminate the Authorized Reseller status of any reseller who fails to meet the standards defined in this Authorized Reseller Policy

GARMIN Authorized Reseller Application

Thank you for your interest in becoming an authorized reseller for GARMIN products. Please complete this application and mail or fax this form to:

Computer Incentives
Attn: Resellers Application
8320 Nieman Rd.
Lenexa, KS 66214

Fax: 877-463-2924

Company Name: _____

Company Address: _____

Address City State Zip

Phone number: _____ FAX number: _____

Contact Name and Title: _____ Email Address: _____

Please list any other company names under which you sell or operate: _____

- Which distributor(s) do you currently or wish to purchase Garmin products from?
- Do you currently sell other brands of GPS units? If so, what brands of GPS do you sell?
- What other electronics products do you sell?
- How do you plan to sell Garmin products?
- Do you have a retail store? If so what is the square footage?
- How long have you been in business?
- How many employees do you have?
- What was your company's total revenue in 2001?
- Do you have more than one location?
- Do you sell on the Internet? Please list all website urls.
- If so, what percentage of your sales takes place via the Internet?
- Are you aware of GARMIN's MAP Policy?

By submitting this application, you certify that you have read and understand GARMIN'S Authorized Reseller Policy and that the information supplied by you in this application form is true and correct.

Signature of Applicant: _____ Date: _____
Name: _____ Title: _____