



## Jones Bikes Distributor requirements

### Knowledge base

Distributors need to have the tools to keep dealers informed, and stock to keep them supplied. Jones Bikes requires its distributors to make a reasonable effort to gain knowledge about our products by visiting our support page (<http://www.jonesbikes.com/support/>), as well as watching our recent youtube videos (<https://www.youtube.com/user/Veloperator>) periodically to learn about new developments. In addition, we encourage our distributors to contact us by email or phone (listed at the end of this document) if they have any questions so that they can supply their customers with the highest level of service.

### Ordering

All distributor orders must be submitted using a current order form that is included in the distributor packet, and which will be revised and sent to distributors from time to time.

Distributors are expected to order in sufficient quantities to supply the local dealers without making them wait for products. This means that you project demand, and order at least 120 days in advance so that we can supply you with the products that you'll need to be able to meet the demand of your local shops. While we do offer lower quantity pricing for emergencies, distributors who rely on small stock-on-hand orders may lose their ability to distribute Jones Products at Jones sole discretion. Jones Bikes may deem them to be dealers rather than distributors in this case. While we try to keep products in stock, we do small production runs and frequently run out of inventory. Projecting your needs into the future is critical for this reason. We expect that you will order large quantities in advance to maintain your stock. We try to maintain stock on hand to be able to supply you with small orders as needed, but this isn't always possible. Plan accordingly.

### Sales

Jones Bikes products must be sold in store only. Any form of mail order sales—whether through a website or over the phone—will result in a cancellation of dealership. This includes sites such as Amazon, eBay, and any other similar site as well as the dealer's website. Jones Bikes products may not be sold online through any website without written permission from Jones Bikes. It is permissible to advertise Jones products in your online store if they cannot be purchased there.

Jones Bikes products may not be sold online through any website without **written** permission from Jones Bikes. It is permissible to advertise Jones products in your online store if they cannot be purchased there.

For retail pricing, please refer to our [Map Policy](#).

Jones Bikes sells direct worldwide to distributors, dealers, and retail customers. This allows riders to get Jones products even if dealers and distributors don't have what they need in stock. Dealers and distributors can get the upper hand by keeping products in stock at all times. We direct customers to local shops where available, and because most customers prefer to buy from a brick-and-mortar store, if dealers keep product in stock, they sell it.

### Other requirements

Distributors are required to maintain a full dealer list so that Jones Bikes can help direct customers to your dealers. This should be shared as a google doc that is kept up-to-date on a monthly basis.

### Pricing and shipment

Distributor is responsible for all shipping charges, duties, taxes, and fees associated with shipping of their orders. Payment is due at time of order for "stock on hand" orders and standard "pre-orders", and prior to shipment on 90-120 day lead time pre-orders. Once order has been packed, no changes can be made to it. No exceptions.

Pricing is broken down as follows:

10-50 of a SKU (in increments of 10), for immediate shipment, limited to stock on hand, subject to availability.

10-50 of a SKU (in increments of 10), 90 day pre-order (120 day pre-order for carbon).

60-100 of a SKU (in increments of 10), 90 day pre-order (120 day pre-order for carbon).

100+ (Carbon only) of a SKU (in increments of 10), 120 day pre-order, wire transfer, FOB.

300+ (Aluminum only) of a SKU (in increments of 10), 90 day pre-order, wire transfer, FOB.