

eSmokeClub Wholesale Policy

Introduction

eSmokeClub is pleased to offer our customers wholesale pricing on all our existing and future products. Wholesale pricing provides you the benefit of selecting from our wide variety of available products to be purchased at prices that leave YOU room for re-sale profit as well.

With hundreds of products in stock, eSmokeClub has a large and continually growing selection of eSmoking products available for 8 different and unique types of electronic cigarettes. Accessories for each are plentiful as well including a variety of cases, chargers, DIY mixing equipment, replacement batteries and atomizers, as well as both refillable and pre-filled nicotine cartridges – among others. We'll soon be featuring our own branded and fantastic tasting eLiquids featuring 4 sizes (5ml, 10ml, 30ml and 50ml), 6 strengths, and over 65 flavors and growing. More unique and interesting products are on the way as well!

Our Location

We have a warehouse staffed and located in Attica, Michigan. All products ship from us directly to you out of this warehouse only via USPS.

Requirements

Wholesale pricing is available to all customers following a quick approval process. Residents of Michigan are required to submit a copy of their IRS tax exemption form for our permanent records, otherwise a 6% sales tax will apply. Other than satisfying our minimum order amounts, there are no additional requirements to be met.

Pricing

Our prices are already very low – lower than most. We do not believe in gouging our customers, and you'll find our wholesale discounts are generous and very competitive. Wholesale discounts are broken up into levels and are based on the size of the order - the larger your order, the larger the discount. You will receive individual wholesale codes (one for each level) for use at checkout from our website. When used these codes will automatically apply the following discounts if the given price point has been met. Price points simply represent the total minimum dollar value required as shown in your shopping cart before your discount is applied.

Level	Price Point	Discount
1	\$550	30%
2	\$900	35%
3	\$1,500	40%
4	\$5,000	45%

Table 1: Wholesale Discounts and Price Points

We do not set limits on the resale value of our products sold to wholesalers. You can charge as little or as much as you want with your customers. We believe that once a product has been purchased by you, the decision as to what to do with it should also be up to you!

Ordering

Orders are easily submitted by fax or phone – our friendly staff will help you through the ordering process and answer all your questions. You may also simply build up a shopping cart on our website at www.eSmokeClub.com and checkout using your supplied wholesale codes.

Exclusions

Due to existing heavy discounts, wholesale pricing cannot extend to certain items such as multipacks, bundles, or existing items that are already on sale. Wholesale prices can only be extended to kits, eLiquids, and accessories that are purchased as single items and that are not on sale.

Note that your shopping cart total might include multipack or sale items. Purchase of these items will in fact count towards meeting the price points above. However, the excluded items themselves will not be discounted. Therefore, if you have added multipacks or sale-priced items to your kits, you are still able to purchase them at that time, but the wholesale discounts will only be applied to those items which are not excluded.

Shipping

Wholesale customers will be charged shipping as a direct pass-through charge only - we do not attempt to profit off shipping as others do. We will determine the estimated shipping costs and require that you pay that amount in advance before your items ship out.

Availability

We continually update our supplies and purchase in high volumes to keep costs down for customers like you. It is not uncommon for vendors in this industry to run out of various products, but we work very hard to ensure that rarely happens here. While it is always possible an item may sell out while you are placing an order or before we can update the website, we have a strict policy of NOT listing that are known to not be in stock. The exception to this rule is for products that are from time to time clearly marked and offered as pre-order only. With larger orders it is possible that in some cases we may not have enough items in stock to completely fill your order. We suggest you place your order as early as possible to allow us time to stock your items if necessary. A deposit of 30% is necessary for orders that require us to place a new order with the factory.

A special "Wholesale" category exists on our website, and all items available at wholesale pricing having been placed in this category. Is it important that you **ONLY** shop for items in this category if you wish to receive wholesale pricing. If an item you want is not available in the Wholesale category please let us know.

Packaging

Our kits and other items are mostly generically packaged at this point (excluding our eLiquids which are on the way). This provides wholesalers the opportunity to sell a product that is not necessarily pointing customers back to us. This may change at some point in the future, but not for some time more than likely.

Quality and Warranty

We took our time and sourced products from manufacturers who stand behind their products so that we can stand firmly behind you. Most vendors simply ship you parts as received, but we perform additional extensive testing of our own (for all normal or reasonably sized orders) in our warehouse on each item we ship as well including pre-testing of chargers, batteries and even atomizers (which are tested with a machine designed to simulate puffing and to verify vapor output). Our standard warranty is 6 months on everything excluding eLiquids and cartridges. We do not offer a "try before you buy" policy, so once opened and/or evaluated most items cannot be returned for refund or exchange. [View our Terms and Conditions here.](#)

You will receive warranty requests from time to time, and we suggest that you order replacement parts so that you can handle your customers' warranty issues quickly when necessary. Most wholesalers find it convenient to ship us a batch of warranty items once per month or two only for replacement by us rather than item by item. This helps to save us both on labor and shipping costs as well.

Commissions on Replacement Parts or Refills

In addition to your wholesale codes, you will also receive an Affiliate code for use by your customers. You will always be welcome to send your customers back to us and/or our website if desired for replacement parts or refills. In that case we will offer your customers an 11% discount with a minimum \$20 order, and we will also credit your account with 11% commission for each referral sale you generate. Your customers will receive free shipping on orders over \$20.00.

The customer discount and commission excludes tax and shipping. Customers will not receive discounts off multipacks or items that are already on sale as these items are typically discounted more than 11% already. Commissions will still be paid out to you however based on the total value of the items purchased. Also note that as of now our affiliate system does not allow you to check your sales on your own. You must rely upon us to send you affiliate reports showing commission earned. Commissions are paid out once monthly but only after reaching \$100 total. You can request that we hold your commissions interest free in your account to be applied to future purchases if desired.

Drop Shipping

Drop-shipping options do exist. [Contact us](#) for more details.

Customer Support / Service

You will find us here for you when needed, whether by phone or email. Your customers can call us as well. Many suppliers talk about customer service and support, but we truly believe in it. The customer is always right as far as we are concerned even when they are not, and while you cannot please everyone every time, you certainly can show that you care and are humble and apologetic if problems do arise. That is how we operate - period.

Marketing Materials

The availability of marketing materials is limited at this point. You are authorized to use our product text and product photos if you are selling those same products purchased from us only. If desired, we will update you and make available any and all promotional materials that are developed in the future. Also note we can create and ship high-quality eSmokeClub business cards to you with and without your Affiliate code on them for a nominal charge. See sample here:



Restrictions

Based on FDA and governmental requirements and perhaps despite what many of us may believe, we do not and you are not permitted to market or sell any of our products to anyone under the age of 18. You must also follow all rules and regulations as set forth by your community, state, or government regarding use and sales of electronic cigarettes and related accessories.

You are also not permitted to make any health claims regarding the use of our products. We do not and you are not allowed to market our products as smoking cessation or "stop smoking" products, nor are they to be marketed or used as drug delivery products. You must make it known to your customers that these products are not meant to treat or cure any diseases or illnesses, and that there is no claim that these products are healthy or healthier than real cigarettes. Rather they are considered only to be an alternative to real cigarettes.

Our Newsletter

[Sign up for our Newsletter](#) directly from our website to make sure you receive all the latest news and info including promotional offers new products!

Refer to our [Startup Guide](#) for tips and tricks, and if you have any additional questions or comments please don't hesitate to [contact us](#) on our toll free number or by email.

Warmest regards,

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