

# RAWLINGS

## ACCESSORIES



FALL  
2012  
DEALER  
CATALOG



**Tanners**  
TEAM SPORTS

Tanners Team Sports  
is the World's Leading Supplier  
of Baseball Accessories and the  
Official Team Sports Accessories Licensee  
for Rawlings Sporting Goods

1.800.826.6373  
sales@tanners.com

DEALERNEWS@tanners.com

To subscribe, send your email address to dealernews@tanners.com and stay in the loop with everything that's happening at Tanners Team Sports. Each month we'll email the latest product news, specials, and exclusive buying opportunities available only to qualified Tanners dealers who subscribe.



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**Rawlings Eye Black**  
Sugg. Retail 4.99  
Item #EB1  
UPC 7-45492-98794-0



**Rawlings Adult Multi-Page Wrist Coach**  
Sugg. Retail 9.99  
Item #WC-B (black)  
UPC 7-45492-10087-5  
Item #WC-W (white)  
UPC 7-45492-98912-8



**Rawlings Handwarmer**  
Sugg. Retail 19.99  
Item #HW  
UPC 7-45492-98925-8



**Rawlings Field Towel**  
Sugg. Retail 9.99  
Item #FT  
UPC 7-45492-98928-9



**Mark V Basketball Scorebook**  
Sugg. Retail 6.99 Item # MARKV  
UPC 7-45492-10035-6



**Rawlings Mesh Gear Bag**  
18" x 24"  
Sugg. Retail 6.99  
Item #MGB  
UPC 7-45492-10086-8



**Rawlings Mesh Ball Bag**  
24" x 36"  
Sugg. Retail 7.99  
Item #MBB  
UPC 7-45492-10085-1



**Rawlings Wide-Body Eye Black**  
Sugg. Retail 6.99  
Item #EBW  
UPC 7-45492-98909-8



**Rawlings Youth Multi-Page Wrist Coach**  
Sugg. Retail 9.49  
Item #WCY-B (black) UPC 7-45492-98926-5  
Item #WCY-W (white) UPC 7-45492-98927-2



**Rawlings Coach's Whistle and Lanyard**  
Sugg. Retail 3.99  
Item #WL  
UPC 7-45492-10090-5



**Rawlings Basketball Net**  
Sugg. Retail 4.99  
Item #NET  
UPC 7-45492-98930-2



**Rawlings Inflation Needle**  
Sugg. Retail 1.49  
Item #NDL  
UPC 7-45492-10089-9

**Rawlings Kick-Off Tee**  
Sugg. Retail 7.99  
Item #KOT1 - 1" high (college)  
UPC 7-45492-10081-3  
Item #KOT2 - 2" high (high school and youth)  
UPC 7-45492-10082-0



**Rawlings Soccer Style Kick-Off Tee**  
Sugg. Retail 7.99  
Item #SOC-RF (right foot kickers)  
UPC 7-45492-98913-5  
Item #SOC-LF (left foot kickers)  
UPC 7-45492-98914-2



**Rawlings Place Kick Tee**  
Sugg. Retail 7.99  
Item #PKT1 - 1" high (college)  
UPC 7-45492-10083-7  
Item #PKT2 - 2" high (high school and youth)  
UPC 7-45492-10084-4



**Rawlings Football Coach's Clipboard**  
Sugg. Retail 9.99  
Item #CLIP-F  
UPC 7-45492-98911-1



**Rawlings 9" Pyramid Cone**  
Sugg. Retail 1.29  
Item #PC9  
UPC 7-45492-10093-6



**Rawlings 2" Disc Cone**  
Sugg. Retail .99  
Item #DC2  
UPC 7-45492-10092-9



**Rawlings Basketball Coach's Clipboard**  
Sugg. Retail 9.99 Item #CLIP-B  
UPC 7-45492-98929-6



**Rawlings Inflation Pump**  
Sugg. Retail 6.99  
Item #PMP  
UPC 7-45492-10088-2

**Fall Starter Pack - 40 Items Included**

The "Fall Starter Pack" gives you four each of the best-selling items in the fall line. Dealer pays one low price which is discounted 10% lower than if you ordered each of the items individually. Of course you can add to your order any of the other individual items too!





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U.S. POSTAGE  
PAID  
HOT SPRINGS, AR  
PERMIT NO. 405

**ATTN: ACCESSORIES BUYER** – New products and important buying information enclosed

## ORDER INFORMATION PRICING & POLICIES

**How To Order:** Orders can be placed by phone, fax, email, or through your Rawlings sales rep.

### **Domestic Sporting Goods Dealers and Distributors:**

As a manufacturer and packager of team sports accessories, Tanners Team Sports (Tanners) primary focus is selling on a wholesale basis through the traditional sporting goods supply chain, throughout America and the rest of the world. Buyers are encouraged to contact Tanners for confidential wholesale pricing information.

### **International Sporting Goods Dealers & Distributors:**

Sporting goods distributors and dealers outside of the USA should contact Tanners and request a copy of our International Program, Pricing & Policies. Orders may also be placed with the Rawlings International Department and, in Canada, through Rawlings Group Canada (our exclusive stocking distributor in Canada).

**Consumers:** In the rare situation when a consumer is unable to find one of our products at a traditional retail outlet, Tanners may satisfy the customer by selling the item to him directly, at suggested retail price plus applicable freight charge. A credit card is required for consumer orders. Payment by check or money order is acceptable if the shipping charge is quoted in advance of the order.

### **No Minimum Order Requirement:** It's that simple.

We try to make ordering from Tanners easy and pleasant, and we are happy to serve even when you need a special order, a small fill-in order, or need a rush delivery or drop-ship. We're even happy to break cases with no penalty if that helps you — because we appreciate your business.

**Payment Policy:** Many dealers prefer an open account with Tanners. Others prefer the convenience of using VISA, MasterCard, Discover, American Express or JCB. COD orders are shipped upon request. 

**Open Accounts:** Provide us with your Rawlings account number to be setup with an immediate open account with Tanners. Dealers without a Rawlings account number should provide credit information. Complete contact information (with email, telephone and fax numbers) must be provided to establish credit. Standard terms for open accounts are Net 30 Days, although extra dating is offered on qualifying preseason booking orders. Some first-time buyers are encouraged to use a credit card or take delivery COD, then revert to open account status on subsequent orders.

**Freight Policy (Domestic Orders):** Tanners does not offer free freight. All orders are shipped FOB Tanners Warehouse. Orders are shipped via UPS, FedEx Ground, or LTL carrier with freight charges added to your invoice. Or, if you prefer, orders can ship freight collect by providing us with your UPS or FedEx Ground account number. At the buyer's risk, we can ship via parcel post, but only when UPS or FedEx Ground are not possible.

**Prices:** Suggested retail prices are shown in the catalog. For wholesale prices, request a copy of our Dealer Price List. Regular Dealer Price applies year-round except during Spring or Fall buying program — buyers may combine Spring/Fall order(s) for more favorable buying terms. Again, Regular Dealer Price and standard payment terms apply except during buying program periods.

## 2012 FALL SPORTS ACCESSORIES

**The Official Licensee for Rawlings:** Tanners is the Official Team Sports Accessories Licensee for Rawlings Sporting Goods. All Rawlings accessories are manufactured, warehoused, distributed and sold by Tanners exclusively. Tanners' prices and programs are completely separate and independent from those offered by the Rawlings Group. Thank you for understanding that these discounted prices and favorable terms are offered to dealers based solely on their commitment to Tanners and this accessories line. Tanners' General Manager must approve any exceptions to this buying program. Please do not submit non-qualifying orders as this is unfair to dealers who do participate and qualify, and unnecessarily delays processing your order.

**Sales Reps:** Tanners is represented in the field by the Rawlings sales force. Contact your local rep for help or to place an order, or contact Tanners directly. Let us know if you need help contacting your local Rawlings rep. See pages 29-30 for listings.

**Returns:** Return authorization is required whether for credit, exchange or refund. Short-pays are not accepted. Shortages, damaged freight, and shipping/invoicing errors must be reported within 30 days of invoice date to avoid 20% restocking fee. Goods must be like new to be considered — used, damaged or price-stickered product may not be returned.



**HOT SPRINGS** – The Birthplace of MLB Spring Training: Friends, customers and baseball fans are always welcome at Tanners Team Sports Inc.'s facilities in Hot Springs, Arkansas. Tanners' Hot Springs headquarters is nestled in the countryside of America's heartland, in the foothills of the Ouachita Mountains, just a few miles from the natural thermal baths at Hot Springs National Park. The city of Hot Springs is steeped in baseball history, making it a unique setting for a company like Tanners. Hot Springs' ties to MLB began as early as 1886 with the arrival of the Chicago White Stockings (forerunner of the Chicago Cubs) for spring training, where players could "boil out" the off-season with hot baths, run the mountain roads, and play baseball. By the 1940's every major league team had trained in the Spa City resort town — including baseball legends like Babe Ruth, Rogers Hornsby, Cy Young, Honus Wagner, and Satchel Paige.