



**LEADERS HOLDING CO.**<sup>TM</sup>

Est. 1971



## **Tropitone® Vendor Certification**

Our long term vision is that every team member will need to “Vendor Certify” on a brand every year by a certain date. The brands that a sales associate is vendor certified on they will make a higher commission rate than the vendors they are not certified on. A predetermined score must be achieved to earn the certification. Below is the Tropitone® Certification Review. Once completed, please submit your answers to Sales Leadership. Good Luck!

1. What is the lead time for Tropitone ®
2. What does Tropitone specializes in (What is unique about the company)?
3. List all the warranties on all products that Tropitone ® carries
4. What fabrics can be sold with Tropitone products?
  - How do you cross reference each of them?
5. Using FROG Play, what are the steps of processing the following Special Orders in FROG:
  - Cushion Furniture
  - Sling Furniture
  - Tables
  - Padded Sling
  - Resling
  - Cut yardage
6. Using a Contract Quote, how do you price out and process a Tropitone ® Contract sale?
7. Summarize Tropitone’s company story:
8. What is Tropitone’s Goal?
9. What is Tropitone’s Mission?
10. What are Tropitone’s competitive advantages?
11. Where to find company info
  - Contact
  - Rep
  - Pricelist

- Website
12. Product Knowledge
- Construction
  - Durability
  - Features and benefits
13. Tropitone has an umbrella company called:
- a) They do not have an Umbrella Company
  - b) Treasure Garden
  - c) Classic Cushion
  - d) Basta Sole
14. Tropitone has been in business since:
- a) 1972
  - b) 2000
  - c) 1954
  - d) 1925
15. What kind of paint system does Tropitone use?
- a) Spray Paint
  - b) Brush Paint
  - c) Paint Dip
  - d) Powder Coat
16. How much does it cost per piece to use a premium finish on any Tropitone item?
- a) \$5
  - b) \$15
  - c) \$11
  - d) \$17
17. Tropitone is manufactured in?
- a) Sarasota, FL and San Diego, CA
  - b) Irvine, CA and Sarasota, FL
  - c) Sarasota, FL and Shanghais, China
  - d) Ft Myers, FL and Guatemala, Mexico
18. For residential use Tropitone has a \_\_\_\_\_ warranty.
- a) 5 year frame and 5 year finish
  - b) 1 year frame and 1 year finish
  - c) 15 year frame and 5 year finish

19. For commercial use Tropitone has a \_\_\_\_\_ warranty?
- a) No warranty
  - b) 1 year
  - c) 5 year
  - d) 15 year
20. Tropitone has non-abrasive nylon glides on the bottom of all of their items.
- (a) True
  - (b) False
21. Tropitone usually ships in:
- a) 4 – 6 Weeks
  - b) 2 Weeks
  - c) 8 – 10 Weeks
  - d) 10 – 12 Weeks
22. What is the recommended cleaning method for Tropitone furniture?
- a) Soapy water and soft bristle brush, can add one cup of bleach per gallon of water.
  - b) Throw it in the pool
  - c) Pressure washer
  - d) Soft Scrub and or Comet
23. What kind of welding method does Tropitone use?
- a) J B Weld
  - b) Spot Weld
  - c) Soldered
  - d) Heli Arc 360 Degree Weld
24. All of Tropitone's cushion and slings have:
- a) UV inhibitors
  - b) 1 year warranty against manufacturer defects
  - c) all of the above