

## **Eastern National**

### **Product Submission Process and Guidelines**

Eastern National stores and eParks.com offer a curated mix of educational and interpretive products by vendors and regional artisans at a wide range of price points and materials. All product sold at Eastern National locations must be approved by the National Park Service operating the individual location.

If you are interested in selling to Eastern National, please review the following guidelines, policies, and procedures for our vendors.

### **Product Requirements**

Eastern National is a 501(c)3 not-for-profit cooperating association, supporting the interpretive, educational, and scientific programs and services of the National Park Service and our other public trust partners. We exclusively carry high quality educational and interpretive products produced both domestically and internationally. Made in the U.S.A products are given priority review.

All products must:

1. Reflect Eastern National's mission.
2. Include an interpretive message either on the product, or on the product packaging.
3. Must give visitors knowledge of the themes interpreted at the location where they are sold.
4. Serve as an extension of the visitors' park experience.

Due to our number of locations, vendors must:

1. Be able to drop ship to individual sites.
2. Be able produce around a reorder in a maximum of 60 days.
3. Be set up for ACH electronic payments and must invoice in a compatible manner.

### **Product Categories**

We currently retail product in the following categories: apparel, home décor, accessories, replicas, commemorative, craft, art, jewelry, toys and games, and publications. Our current assortment, consumer trends, and demand are all considered when evaluating a new vendor in any category. Categories accepting submissions are subject to change with assortment needs.

### **Book Submissions**

If you are an author or a book vendor, please know we currently work with distributors for all book inventory, and all books are subject to review and approval by the National Park Service.

### **Item quality**

All products are evaluated on quality, cost, profit margin, retail price, value compared to comparable items, and minimum order requirements.

### **How to submit your product to Eastern National**

In order for us to properly process and review all vendor submissions, we kindly ask that the below guidelines are followed, and that product meets the minimum requirements outlined above.

Fill out the Product Submission form linked to the “Selling to Eastern National” page on [easternnational.org](http://easternnational.org). Please include links to photos or a product catalog.

Next Steps – The purchasing department will review your submission. All submissions are carefully reviewed for quality, educational content, price, and appropriateness for our locations. If we determine that your product is a good fit for our mission, you will be contacted. If you are contacted, your product or custom development will still be subject to approval by the National Park Service before stocking it in our stores.

Thank you for your interest in Eastern National!