

Florida Exemption Certificate Requirements:

1.) No tax will be due when the sale meets the following conditions:

- both the buyer and the seller are located outside Florida; and
- the property, at the time of sale, is outside Florida; and
- the seller ships the goods from a point outside Florida by common carrier to the buyer's customer.

The only tax applicable would be the Florida use tax, which may be imposed on the buyer's customer in Florida, provided the Florida customer is not a reseller of the goods, or otherwise exempt.

2.) Tax will be due when:

- the goods are drop-shipped to the dealer's Florida customer from the seller's facility in Florida;
- the goods are drop-shipped to the Florida customer from the seller's facility outside Florida, but the seller uses its own transportation;
- the goods are drop-shipped from the seller's facility outside Florida, but the terms of the delivery require the drop-shipper to collect the sales price from the Florida customer; or
- the seller is a Florida Manufacturer. The seller is required by rule to collect tax from the buyer, because the buyer is an unregistered out-of-state dealer that is unable to furnish a Florida Annual Resale Certificate for Sales Tax.

Therefore, if the Buyer does not have a Florida Resale Certificate, and the sale meets the conditions explained in item # 1 above, we will accept a letter on company letterhead from the Buyer with the following details:

This letter is in regards to our out-of-state drop shipments.

Subject: "No Nexus" Letter

We are not registered in Florida and are not required to be. The products purchased from your company are being purchased for resale and drop shipped to our customer in Florida. We understand the products are being shipped by common carrier from a location outside of Florida.

Our home state tax ID number for (MN, as an example) is (1234-5678, as an example).

Signed and dated by the Buyer along with address and phone number.

Example

# ABC Company

January 1, 2020

Wilmer  
Dayton, OH 45417

Re: Florida Exemption

Dear Sir or Madam:

This letter is in regards to our out-of-state drop shipments.

Subject: "No Nexus" Letter

We are not registered in Florida and are not required to be. The products purchased from your company are being purchased for resale and drop shipped to our customers in Florida. We understand the products are being shipped by common carrier from a location outside of Florida.

Our home state tax ID number for OH is 12345678.

Cordially,

John Doe  
ABC Company  
Dayton, OH  
123-456-7890