

Distributor Application 2011



Please fill out the following form.

- You may email or fax the application at business@greensteaminternational.com
- You may also mail the complete application to:
GREEN STEAM INTERNATIONAL Sp. z o. o.
Dojazdów 250, 32-010 Kocmyrzów , woj. małopolskie, Poland
- Please do not skip.
- Attach necessary evidence documents (i.e. bank statement, income statement, etc.).

Recommended Steps for Distributor Candidates :

As our products are specialized industrial machines, we require a distributor to be equipped with at least one showroom/warehouse/customer center location per sales territory. You will be required to arrange a team of technical specialists to assist your end users in case of any technical problems.

Steps:

1. Buy a sample directly from us or one of our vendors worldwide.
2. Confirm the products' performance and potential in your market.
3. Fill out this Distributor Application and send it to us.
4. Signify your interest in becoming our distributor by letting us know you will be able to fulfill the suggested **minimum order volume** and you will be equipped to **offer technical support** to your end users (at least one showroom/service center in the sales territory required.)
5. Visit us at our headquarters for comprehensive technical and operational training on the equipment.
6. Sign a contact with us to become our distributor.
7. An initial order should be placed within the time frame agreed in the contract to validate your distributorship status.

Applicant agrees as follows:

1. The information provided below is accurate.
2. SJE Corporation may investigate general background and reputation of the Applicant in reviewing this Application.
3. This Application does not bind Applicant to accept, nor does it bind Green Steam International to offer.
4. Green Steam International has not made any representations, assurances, or guarantees to Applicant as to the profitability or success of any distributorship. The profitability or success of distributorship depends on market conditions and economic factors that are beyond applicant's and Green Steam International control. Applicant's investment in any distributorship is made solely at applicant's risk
5. Any material misrepresentation or omission in the information supplied by Applicant to Green Steam International shall constitute grounds for Green Steam International to immediately terminate any Distributor Agreement that may be entered into by Green Steam International with Applicant.
6. This Application is submitted to Green Steam International Poland, and is governed by the laws of Republic of Poland.

Completed by Applicant

/ / 2011

(Print Name) Date:

*Denotes required fields.

I. DISTRIBUTORSHIP OVERVIEW	
1. Sales territory of interest*	Country (i.e. "Poland", "the Netherlands and Belgium") Please specify regions within the country of your selection. (i.e. "all regions of the country", "States of Alabama and Mississippi")
2. Expected distributorship start date* (mm/dd/yyyy)	
3. Current dealership(s)	Please list product brands and models you are selling or distributing.
4. How did you hear about us?	<input type="checkbox"/> Search engines <input type="checkbox"/> Internet ads (Google, Facebook, etc.) <input type="checkbox"/> Tradeshows <input type="checkbox"/> Friends, business associates, etc. <input type="checkbox"/> Social networking sites <input type="checkbox"/> B2B sites (Alibaba, EC21, etc.) <input type="checkbox"/> Other _____

II. APPLICANT OVERVIEW	
1. Full legal name of Applicant*	
2. Date incorporated or organized*	
3. Place of incorporation or organization*	4. Number of employees*
5. Office address*	
6. Office telephone number*	7. Mobile number
8. Email address*	9. Website
10. Trade names under which Applicant does business	
11. Applicant's national origin (registered country)*	
12. Owner and Officer Information*	Name and address % Owned Office held
_____ _____	

III. DETAILED BUSINESS INFORMATION

1. Business registration ID or number			
2. Current industry*	<input type="checkbox"/> Car wash / detailing	<input type="checkbox"/> Vehicle sales / rentals	
	<input type="checkbox"/> Cleaning / Janitorial	<input type="checkbox"/> Fleet management / Logistics	
	<input type="checkbox"/> Import / Distribution	<input type="checkbox"/> Government / Military	
	<input type="checkbox"/> Medical / Sanitation	<input type="checkbox"/> Weed control	
	<input type="checkbox"/> Other _____		
3. Current Products and Services Offered*			
4. Annual Revenue *	<u>2008</u>	<u>2009</u>	<u>2010</u>
(Specify currency)			<u>2011</u>
5. Current Total Capital * Please provide details of liquidated assets. (Specify currency)			
6. Current Balance * Please attach necessary financial statements. (Specify currency)			

IV. DISTRIBUTOR SURVEY

Questions	Yes or No?	If yes, please give details.
1. Has Applicant ever distributed or sold domestic, commercial or industrial steam cleaners?*	<input type="checkbox"/> Yes <input type="checkbox"/> No	(when, brands, products)
2. Has Applicant ever seen our products in person?*	<input type="checkbox"/> Yes <input type="checkbox"/> No	(when and where)
3. Does or will Applicant have a service center equipped to offer technical service to customers?*	<input type="checkbox"/> Yes <input type="checkbox"/> No	(locations, service provided)
4. Is a technical support team available?*	<input type="checkbox"/> Yes <input type="checkbox"/> No	(# of employees, specialties)
5. Does or will Applicant have a showroom / warehouse location within the sales territory of your interest?*	<input type="checkbox"/> Yes <input type="checkbox"/> No	(locations, size)
6. Has Applicant ever filed for bankruptcy?*	<input type="checkbox"/> Yes <input type="checkbox"/> No	

7. Has Applicant ever been terminated as a dealer of any product?*	<input type="checkbox"/> Yes <input type="checkbox"/> No
8. Have you ever imported goods of foreign origin to your country?*	<input type="checkbox"/> Yes <input type="checkbox"/> No (when, import volume, type and origin of goods)
9. Which other brand(s) of similar products are you currently considering?	

V. MARKETING AND SALES PLAN*	
1.	Why do you want to distribute our products in your country or region?
2.	What are your aimed markets and industries for our products?
3.	Briefly explain your marketing and sales strategies for our products in your market.
4.	What is your estimated annual sales goal for the first 3 years ?
5.	Please tell us why you would make a successful distributor.

Not : If you need more space, please attached additional pages.

I confirm that all information and data provided in the Application is true and accurate.

Printed Name of Person Signing _____

Title _____

Signature _____

Date _____