



CELLEX-C DISTRIBUTOR APPLICATION FORM

Thank you for your interest in Cellex-C. This Distributor Application Form is designed to help us get to know you and your company and to establish a business relationship. Please complete the application form and email it to info@cellex-c.com

MINIMUM REQUIREMENTS TO QUALIFY

If your company wishes to qualify as a Cellex-C distributor, we believe it is important that you have the following:

- 1) Established channels of distribution
- 2) Representatives to service your territory
- 3) An infrastructure for ordering, warehousing, shipping
- 4) Resources to adapt marketing and promotional material
- 5) Familiarity with export/import regulations in your territory
- 6) A business plan for the development of the territory

PURCHASING

All purchasing is in \$USD. as per Cellex-C's International Wholesale Price List. Shipments are F.O.B. Toronto.

EXCLUSIVITY

Exclusive distribution agreements are based on approved purchase minimums. Agreements without purchase minimums are non-exclusive.

CLIENT ACCOUNT DATA

NAME

TITLE

COMPANY

ADDRESS

CITY

PROVINCE / STATE

POSTAL CODE

COUNTRY

PHONE

FAX

REQUESTED TERRITORY

Please specify the country you are applying for.

PRESENT CHANNELS OF DISTRIBUTION

What are your present channels of distribution?

PRODUCTS PRESENTLY DISTRIBUTED

What products do you presently distribute?

MARKET SERVED

How many skin care professionals (doctors/derms/salons/spas) are there in your market and how many do you sell to?

SIZE OF BUSINESS

What are your approximate annual sales (in \$USD.)? Approximately how many people do you employ?

PACKING & SHIPPING FACILITY

Do you have your own warehousing, packing and shipping facilities? Please describe. Cellex-C products must be kept in a clean, secure, 24-hour air-conditioned area.

CUSTOMS

Are you familiar with all the customs and tax regulations pertaining to your territory? Who is your customs broker?

SPECIAL IMPORT REQUIREMENTS

Are there any special government registrations required of Cellex-C products before you can import them into your country? Are you able to comply with these requirements?

YOUR SALES FORCE

Please tell us a little about your representatives and their qualifications to sell a product like Cellex-C. Which territories does each presently handle?

MORE ABOUT YOU

It would also be helpful to know about your own qualifications and why you feel they are appropriate for representing a product like Cellex-C. Please attach background information on yourself.

MORE ABOUT YOUR COMPANY

Do you have other shareholders or partners? Could you please tell us a little about them and the role they play in your business.

MARKETING & PROMOTION

Do you have your own resources for translating and adapting basic marketing materials for your own markets? It is our expectation that distributors produce marketing materials in the language(s) of their country/territory. (We presently supply English only material for Canada and the U.S.)

CREDIT REFERENCES

Please provide us with the following credit information:

BANK (ADDRESS, CONTACT, PHONE NO.)

(1) MAJOR SUPPLIER (COMPANY, ADDRESS, CONTACT, PHONE NO.)

(2) MAJOR SUPPLIER (COMPANY, ADDRESS, CONTACT, PHONE NO.)

FORECAST

Forecasting is always difficult, but we require some indication of the size of market you intend to pursue. Please indicate your target dollar volume of orders—the amount of your purchases from us. Please state a range from low to high in \$USD.

	LOW	HIGH
YEAR 1		
YEAR 2		
YEAR 3		

BUSINESS APPROACH

Please outline your basic business approach and timetable for achieving this forecast. Please attach additional information if space does not permit.

INFORMATION FROM CELLEX-C

As an applicant, we are limited to supplying you with general background information on Cellex-C. In-depth product information will be provided to qualified distributors.

TIMING

Please allow a few weeks for Cellex-C International Inc. to review your company’s application. Other companies may have requested a similar territory and we need time to develop the appropriate strategy if we are to combine your interests with that of others.

CONFIDENTIALITY

We respect that you are submitting this application in absolute confidence. Therefore, Cellex-C International Inc. agrees not to disclose any of the contents to any other company or individual outside of our company without your expressed approval.

THANK YOU

We sincerely appreciate the time and interest you have taken in completing this application and look forward to speaking with you.