



# BarDyne, Inc.

5111 North Perkins Road  
Stillwater, Oklahoma 74075 U.S.A.  
phone (405) 743-4337 or (800) 701-4337  
fax (405) 743-2012  
email HyPneu@BarDyne.com  
[www.BarDyne.com](http://www.BarDyne.com)  
[www.HyPneu.com](http://www.HyPneu.com)

## Distributor Application

Thank you for your interest in becoming part of the BarDyne team of international distributors. We strongly believe we have a unique and valuable combination of products and services that serve the international fluid power and motion control industry.

### Minimum Qualifications

Distributors of BarDyne products and/or services must meet certain requirements before being considered for qualification. At minimum, a qualified distributor must have the following:

- a. An established channel of distribution appropriate for the type of product and or service line.
- b. Representatives adequate to service the specified territory
- c. An infrastructure for ordering and shipping products
- d. Resources to adapt marketing, promotional, and product material for the target market
- e. Familiarity with export/import regulations pertaining to the target market
- f. An approved business plan for developing the territory
- g. Sufficient capitalization to meet the business plan objectives

In addition, distributors who have a qualified team of individuals with a technical background will be given favorable consideration.

### Exclusivity

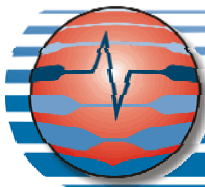
Exclusivity will depend on the qualification assessment and mutual agreement.

### Application

The Distributor Application is attached. In addition, please provide documentation that describes the basic business plan objectives as they relate to the product and or services your company would like to represent for BarDyne. We would be interested in knowing the amount of capital you feel would be required to sufficiently market the products and/or services in your target market. We need to know if your company has the capital available to meet those requirements. In addition, please provide a detailed description of the basic market strategy.

Please print and fill out the application and return by fax or mail to the address above. Feel free to use additional pages if the space provided is not sufficient to answer the questions.

Thank you.



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## Distributor Application

### CONTACT INFORMATION

Name			
Title			
Company			
Street Address			
City		State/Prov	
Postal Code		Country	
Phone		Fax	
Email			
Company Website			

### BUSINESS PROFILE

Type of Business			
Current Products/Services			
Years in Business		Number of Locations	
No. Sales Employees		No. of Technical Service Employees	
Who are the major shareholders or partners in your company? What roles do they play in the day-to-day operation of the business?			
Yearly Revenue in USD			

### MARKET PROFILE

Target Market Region (country/province/city)			
Number of customers in the Target Market Region			
To whom do you currently sell products/services?			
Briefly describe the customs and tax regulations pertaining to the Target Market Region			
Market Type	<input type="checkbox"/> Industrial <input type="checkbox"/> Educational <input type="checkbox"/> Both		

DISTRIBUTOR PROFILE			
Which BarDyne product/services would you represent	<input type="checkbox"/> HyPneu Software <input type="checkbox"/> BarDyne Seminars <input type="checkbox"/> Consulting Services <input type="checkbox"/> Other		
Which individuals within your company would make up the primary sales force for the product? What are their unique qualifications?			
Which individuals within your company would provide technical support for the product and what are their qualifications?			
What kind of resources do you have for translating and adapting basic marketing/product material for your own market?			
How would you market the product? Check all that apply.	<input type="checkbox"/> Trade Publications Ads <input type="checkbox"/> Trade Shows <input type="checkbox"/> Conferences <input type="checkbox"/> Direct Marketing <input type="checkbox"/> Personal Contacts <input type="checkbox"/> Other _____		
Who are your largest competitors and what are your competitive differences?			
Why would your company be a qualified distributor of the requested product/service for BarDyne?			
SALES FORECAST			
Provide your target dollar volume of annual sales for the next three years (USD). State the range from low to high. Note, we recognize forecasting is difficult, especially with a product or service you are not completely familiar with.	Year	Low	High
	1		
	2		
	3		

## Thank you.

Thank you for taking the time to complete this application. We know that this could possibly be the beginning of a very profitable relationship between us. We respect that the information that you have provided here is confidential. Therefore, the information will not be disclosed to any individuals within our organization who are not critical to the decision making process. All of our employees have signed confidentiality agreements and the information provided here is therefore protected. At no time will information be distributed or disclosed to any outside individual or organization.

Please give us a few weeks to process this application. We take this process very seriously and want to give the application you have submitted our most careful consideration.

If you have any questions regarding the application process, any of our products or services, or would just like to touch base with us, please do not hesitate to contact us.