



Pty Ltd

SJ ENTERPRISES

PLATINUM SERIES



INTERNATIONAL DISTRIBUTOR APPLICATION

Please complete and send or fax to the following address:
7 O'Connor Court Gepps Cross 5094 Adelaide SA Australia

Phone: +61 8 8359 8732

Fax: +61 8 8359 8732

Email: info@cycoflower.com

Web: www.cycoflower.com

CONFIDENTIALITY NOTICE

All information provided herein is considered confidential and will not be shared by SJ Enterprises Pty Ltd with any third party without written consent of an authorized representative of the applicant. The following information must be provided in order to be considered as a distributor of SJ Enterprises Pty Ltd Cyco Platinum Series products. Please provide as much information as possible. PLEASE NOTE: THIS QUESTIONNAIRE DOES NOT CONSTITUTE A CONTRACT OR ANY OFFER FOR DISTRIBUTORSHIP. SJ ENTERPRISES PTY LTD RESERVES THE RIGHT TO ACCEPT OR REJECT DISTRIBUTOR APPLICATIONS AT ITS SOLE DISCRETION.

Name: _____

Title: _____

Telephone No.: _____ ()

Country code	Main Number	Extension
_____	_____	_____

Email address: _____

PREPARED BY

Name: _____

Title: _____

COMPANY INFORMATION

Company Name: _____

Type of entity: _____

Organized under the laws of: _____

Street Address (include P.O. Box): _____

City/State/Province: _____

Postal Code/Country: _____

Telephone No.: _____ ()

Country code	Main Number	Extension
_____	_____	_____

Fax No.: _____ ()

Country code	Main Number	Extension
_____	_____	_____

Website: <http://www.> _____

Name: _____

Title: _____

Telephone No.: _____ ()

Country code	Main Number	Extension
_____	_____	_____

Email address: _____

Please indicate below your main type of business:

- Hydroponics Retailer Other, please explain below

ORGANIZATION

1) What year was your business established?

2) In which countries do you wish to distribute SJ Enterprises Pty Ltd products

3) Is your company a division or subsidiary of another? Yes No
 If yes, please list the name and location of parent company and affiliates:

4) How many people does your company employ? 0 – 10 11 – 20 21 or more

5) How many sales representatives are in your company? 0 – 10 11 – more

6) Please provide us with your company’s sales (in USD) for the following years:

2014 US \$ 2015 US \$
 2016 US \$

Projected earnings for 2017 US \$

SALES & MARKETING

1) How many sales representatives will be selling our products?

Country/Territory :.....	No. of Sales Representatives :.....
Country/Territory :.....	No. of Sales Representatives :.....
Country/Territory :.....	No. of Sales Representatives :.....
Country/Territory :.....	No. of Sales Representatives :.....



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2) Are these sales representatives experienced in hydroponics nutrient/additive sales?

Yes No

3) Will you hire or appoint a marketing manager for our products? Yes No

If No, please explain:

4) What hydroponics nutrient/additives manufacturers and products do you currently represent?

5) What hydroponics category (or categories) does your company specialize?

6) How do you promotionally support your product lines in general?

- Trade Shows
- Direct-mailings
- Trade Magazines
- Other
- Direct-mailings
- Other

7) Number of Accounts and Distribution channels

Total No. Accounts Total No. Distribution Channels

8) What markets do you focus on?

9) Do you currently purchase SJ Enterprises Pty Ltd products?

Yes No

If yes: Directly from SJ Enterprises Pty Ltd From a Distributor

(please Identify):

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10) What are the specific Tariff rates/Import duties on hydroponic nutrients/ additives for each country / territory in which you wish to distribute SJ Enterprises Pty Ltd products?

11) Does VAT apply in any country/territory in which you wish to distribute SJ Enterprises Pty Ltd Products? Yes No

If yes, do you have a VAT Number? Yes No

Specific types of products you are interested in distributing. Check all that apply:

Entire Catalog Nutrients & Additives Mediums

Are there any products you are prohibited/restricted from selling in any country/territory in which you are interested in distributing SJ Enterprises Pty Ltd?

Yes No if yes , please explain

SALES PROJECTIONS

Please complete the table below for projections for all of the markets in which you wish to distribute SJ Enterprises Pty Ltd products.

Sales Projection	1 st Year of sales	2nd Year of sales	3rd Year of sales
Estimated No. of Customers			
Estimated No. of Customers			
Estimated sales (USD)			

REFERENCES

1) Bank Reference

Name of your Bank: _____

Address: _____

Telephone.: _____

Fax No.: _____



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COMMERCIAL REFERENCES

(USA if available, otherwise, please provide us with at least 2 international references);

Business Name: _____
 Address: _____

 Contact Name: _____
 Contact Telephone No.: _____

 Business Name: _____
 Address: _____

 Contact Name: _____
 Contact Telephone No.: _____

ORDER LOGISTICS

Import Destination

(list for each country/territory in which you wish to distribute SJ Enterprises Pty Ltd products)

Country/Territory:	Airport:
Country/Territory:	Airport:
Country/Territory:	Airport:
Country/Territory:	Airport:
Country/Territory:	Airport:

PAYMENT: Who is responsible for payment?

Name: _____
 Address: _____

 Contact: _____
 Contact Telephone No.: _____
 Contact Fax No.: _____
 Contact Email Address: _____



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SHIP-TO: Please provide the exact ship-to address for orders

Name: _____
 Address: _____

 Contact: _____

 Contact Telephone No.: _____
 Contact Fax No.: _____
 Contact Email Address: _____

INSURANCE Is a Certificate of Insurance required with each shipment?
 Yes No

INSURANCE Is SGS inspection (or other) required?
 Yes No

Freight-Forwarder: Please specify if there is a particular freight forwarder that you prefer, use presently or that you have worked with in the past.

Name: _____
 Address: _____

 Contact: _____

 Contact Telephone No.: _____
 Contact Fax No.: _____
 Contact Email Address: _____



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THE FOLLOWING INFORMATION MUST ACCOMPANY THIS QUESTIONNAIRE:

- Any required authorization to import into each country or territory in which you wish to distribute SJ Enterprises Pty Ltd products
- Summary of Sales/Marketing growth strategy
- List of all countries where you are requesting distribution rights
- A corporate brochure from your company, if available
- Current examples of marketing materials (flyers, brochures, advertising copy, etc.)

Feel free to include any other information which demonstrates your qualification to act as an SJ Enterprises Pty Ltd distributor.

Thank you for taking the time to complete this Questionnaire.

It is important to SJ Enterprises Pty Ltd to ensure that our distributors are knowledgeable of the market, experienced in sales and marketing, and have financial security to properly act as our representative in their territory(ies).

We will thoroughly review this questionnaire and contact you as soon as possible.

Please do not hesitate to contact us if you have any questions or comments. Your interest in becoming a distributor for Cyco Platinum Series products is greatly appreciated.

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