



416 CROWN POINT CIRCLE  
GRASS VALLEY CA 95945 USA  
PHONE (530)272-9036  
FAX (530)272-4306

**EXPORT DISTRIBUTOR APPLICATION**

THANK YOU FOR YOUR INTEREST IN MAIER MANUFACTURING. WE ARE VERY INTERESTED IN LOCATING NEW MOTIVATED DISTRIBUTORS TO REPRESENT THE MAIER PRODUCT LINE. MAIER MFG. IS A PROGRESSIVE COMPANY. WE CONSTANTLY HAVE NEW PRODUCTS TO OFFER. PLEASE FILL OUT THE FOLLOWING INFORMATION AND RETURN TO US.

DATE \_\_\_\_\_

COMPANY NAME \_\_\_\_\_

BILLING ADDRESS \_\_\_\_\_  
\_\_\_\_\_

SHIPPING ADDRESS \_\_\_\_\_  
\_\_\_\_\_

PHONE \_\_\_\_\_ FAX \_\_\_\_\_

YEARS IN BUSINESS \_\_\_\_\_ CONTACT PERSON \_\_\_\_\_

E-MAIL ADDRESS \_\_\_\_\_

**METHOD OF PAYMENT:**

**FOR ALL NEW CUSTOMERS, WE REQUIRE THAT PAYMENT BE MADE BY WIRE TRANSFER. WE WILL PROVIDE BANK INFORMATION AFTER YOUR APPLICATION HAS BEEN APPROVED.**

YOUR FREIGHT FORWARDERS NAME, ADDRESS, PHONE & FAX NUMBER AND CONTACT PERSON \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

WHAT GEOGRAPHICAL AREA TO YOU PROPOSE TO COVER \_\_\_\_\_  
\_\_\_\_\_

WHAT MAIER PRODUCTS ARE YOU MOST INTERESTED IN AND WHAT DO YOU ESTIMATE YOUR QUARTERLY PURCHASES TO BE?

STREET PRODUCTS \_\_\_\_\_  
DIRT BIKE PRODUCTS \_\_\_\_\_  
ATV PRODUCTS \_\_\_\_\_

HOW MANY SALES PERSONS DO YOU HAVE? \_\_\_\_\_  
HOW MANY TRAVEL ON THE ROAD? \_\_\_\_\_  
DO YOUR SALES PEOPLE SELL FOR OTHER COMPETING COMPANIES? \_\_\_\_\_  
IF YES, WHICH ONES? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

DO YOU HAVE A CATALOG? \_\_\_\_\_ ARE YOU A MAIL ORDER COMPANY? \_\_\_\_\_  
DO YOU HAVE A WEBSITE? \_\_\_\_\_

LIST THREE FACTORIES IN THE MOTORCYCLE INDUSTRY YOU CURRENTLY PURCHASE FROM EXCLUDING TIRE AND WHEEL MANUFACTURERS:

NAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
\_\_\_\_\_  
PHONE \_\_\_\_\_ FAX \_\_\_\_\_

NAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
\_\_\_\_\_  
PHONE \_\_\_\_\_ FAX \_\_\_\_\_

NAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
\_\_\_\_\_  
PHONE \_\_\_\_\_ FAX \_\_\_\_\_

DO YOU HAVE A MAIER CATALOG? \_\_\_\_\_

**OUR CONDITONS AND TERMS:**

- INITIAL MINIMUM ORDER REQUIRED IS \$1000.00
- NO ORDERS ACCEPTED UNDER \$500.00
- A MINIMUM OF \$1000.00 PER QUARTED/\$4000.00 A YEAR MUST BE MAINTAINED
- AVAILABLE DISCOUNTS ARE 5% FOR ORDERS EXCEEDING \$5000.00/10% FOR ORDERS EXCEEDING \$7500.00
- ALL ORDERS ARE SHIPPED FREIGHT COLLECT (FOB GRASS VALLEY)

**PLEASE ALSO PROVIDE THE FOLLOWING WHEN FAXING BACK YOUR APPLICATION:**

1. A COPY OF YOUR LETTER HEAD
2. A COPY OF YOUR BUSINESS CARD
3. (IF AVAILABLE) MAIL US A COPY OF YOUR CATALOG

**BEST REGARDS,  
EXPORT DEPARTMENT**