



Dealer Application

Dear Prospective Dealer,

Thank you for your inquiry. Great Planes Model Distributors is a full-line, full-service wholesale distributor. Our customers are full-time hobby dealers located throughout the United States, Canada, and the world.

Through Great Planes, you have access to the best products available. Some of the industry's most popular manufacturers are among our profit-building exclusive lines: O.S., Great Planes Manufacturing, Hobbico, Futaba, Coverite, SuperTigre, Top Flite, DuraTrax, and HeliMax. Every purchase you make is backed by our continuing support services and hard-working promotions.

All existing and prospective customers must meet certain qualifications in order to be on, or added to, Great Planes' accounts listings. For example, "garage type operations" located in a residence or residential area are not eligible. All Great Planes dealers share equal competitive advantages through the integrity of our distribution channels. In order to become a Great Planes dealer, please submit the following information:

1. **Dealer Application** - must be signed and filled in completely. Please include a minimum of 5 credit references, plus a bank reference and general business information. If you are opening a new business and no business credit history is available, please send a current personal financial statement.
2. **Requirements** - You must meet all of the following:
 - A. Your business located in a business area.
 - B. This business operates on a full-time basis (open a minimum of 5 days and 45 hours per week).
 - C. You have a business phone number that is listed with directory.
3. **Verification** - Please attach all of the following to your application:
 - A. Three current pictures representative of your store's hobby inventory.
 - B. One picture of your storefront and surrounding location. Any location other than a conventional business, strip center, or mall will require additional documentation (i.e. photos of area, certification of zoning/conforming use permits, special explanations, etc.)
 - C. One picture of your business sign.
 - D. A copy of your current yellow pages and/or white pages business listing.
 - E. A copy of your state retail tax certificate.
 - F. A copy of store lease (first and signature pages).

Your application will be reviewed by our staff and you will be notified about acceptance as quickly as possible. (Please allow 3-4 weeks processing time under normal circumstances.) If you would like to place an order at the time you apply, please enclose it with your application. Once requirements have been satisfactorily met, your orders will be sent out on COD/secured funds until your credit has been approved. For your store to remain on active account status, you must purchase a minimum of \$250.00 net per month. Once your account has dropped from active status you will need to reapply before any new orders can be shipped.

Please complete the following dealer application and return it to us with all requested information. The more information you furnish to us with your application, the easier and more effectively we can serve your credit needs.

Thank You For Your Consideration

Great Planes Model Distributors Company
P.O. Box 9021
Champaign, IL 61826-9021
1-217-398-6300
1-800-637-7660
FAX 1-217-398-1104

Note: This application cannot be processed without a signature - See page 4

Store Information

Business Name _____
 Corporation Name (if applicable) _____
 Address _____
 City _____ State _____ Zip _____
 Business Phone Numbers () _____ () _____
 Fax # () _____ Cell # () _____
 Retail Tax Number _____ Purchasing Manager _____
 E-mail address & home page _____
 Landlord/Mortgage Holder (circle one)
 Name _____ Phone Number _____
 Address _____
 City _____ State _____ Zip _____

Owners Information

Your business is _____ Solely Owned _____ A Partnership _____ A Corporation _____ A Limited Liability Co.
 Please list names of all Owners (Principals)

Name _____ Home Address _____ City _____ State _____ Zip _____ Home Phone () _____ Social Security No. _____	Name _____ Home Address _____ City _____ State _____ Zip _____ Home Phone () _____ Social Security No. _____
Name _____ Home Address _____ City _____ State _____ Zip _____ Home Phone () _____ Social Security No. _____	Name _____ Home Address _____ City _____ State _____ Zip _____ Home Phone () _____ Social Security No. _____

Business Demographics

of years you have owned the store: _____ Are you original owner? _____
 If no, how many years under previous owners _____
 Number of Stores _____
 Number of employees:
 Full-time _____ Part-time _____
 Annual Retail Sales Volume _____
 Percent of business from: Walk-in customers _____ Over the Web _____
 Who are your customers? Consumers _____ Dealers _____ Both _____
 Do you have dedicated computer ordering capabilities at home? _____ at the store? _____
 What kind of internet connection do you have? None _____ 56k _____ DSL/Cable _____ Other _____ Not sure _____
 Do you have a point of sale system? No _____ Yes _____ Brand: _____

Store Hours	
Monday: _____ to _____	Thursday: _____ to _____
Tuesday: _____ to _____	Friday: _____ to _____
Wednesday: _____ to _____	Saturday: _____ to _____
	Sunday: _____ to _____

Store Location	Store Features	Category Breakdown	% of Volume	% of Space
<input type="checkbox"/> Strip Center <input type="checkbox"/> Mall <input type="checkbox"/> Free Standing <input type="checkbox"/> Home or adjoining building <input type="checkbox"/> Other Square Footage - Selling Space _____ Square Footage - Storage Space _____ Income of Area _____ (Low, Middle, High) Growth of Area _____ (None, Stable, Active)	<input type="checkbox"/> In-Store Videos <input type="checkbox"/> Slot Track <input type="checkbox"/> Train Layout <input type="checkbox"/> Class Room <input type="checkbox"/> Vending Facility <input type="checkbox"/> Flying Field Miles Away _____ <input type="checkbox"/> Lionel Authorized Dealer? Yes ___ No ___ Web Address: _____ _____ _____	<input type="checkbox"/> Race Track <input type="checkbox"/> Indoor <input type="checkbox"/> Outdoor <input type="checkbox"/> Attached <input type="checkbox"/> Close By <input type="checkbox"/> Public Track Miles Away _____		
Advertising <input type="checkbox"/> TV <input type="checkbox"/> Radio <input type="checkbox"/> Newspaper <input type="checkbox"/> Web Site <input type="checkbox"/> Newsletter <input type="checkbox"/> Promo Flier <input type="checkbox"/> _____	Promotions <input type="checkbox"/> Demonstration <input type="checkbox"/> Classes <input type="checkbox"/> Sponsored Events Other _____ _____ _____	Radio Control Total R/C Cars R/C Planes R/C Boats R/C Helicopters Model Railroad Roadrace Plastics Kites Rockets Skateboards Crafts Diecast Science Other		
Total			100%	100%

Account Status (You would like your account to be:)

____ COD/Secured Funds ____ COD/Check Acceptable ____ Cash In Advance
____ Open Account with requested available credit \$ _____
____ Credit Card (Visa or Mastercard — subject to convenience fee of 2.5%)

For extended credit limits, other documentation may be required. To save time, please enclose a current, audited financial statement, current profit and loss statements for one year and/or copies of your IRS forms (filed for the last three filings) claiming your business income.

ALL INFORMATION SUPPLIED TO GREAT PLANES MODEL DISTRIBUTORS WITH THIS APPLICATION WILL BE HELD IN STRICTEST CONFIDENCE.

Accounts Payable Contact _____ Phone Number _____
(If other than owner) (If other than shop)

Bank Information

Bank Name _____ Branch _____
Address _____ Phone () _____
City _____ State _____ Zip _____
Account Numbers (Business Only) Checking _____ Savings _____
Business Loan Account Numbers _____ Contact at Bank _____

Business References (List wholesale hobby suppliers first)

Name _____ Fax () _____
Address _____ Account Number _____
City _____ State _____ Zip _____ Buying: COD/Cash COD/Check CIA Open
Phone Number () _____ Credit Limit _____

Name _____ Fax () _____
Address _____ Account Number _____
City _____ State _____ Zip _____ Buying: COD/Cash COD/Check CIA Open
Phone Number () _____ Credit Limit _____

Name _____ Fax () _____
Address _____ Account Number _____
City _____ State _____ Zip _____ Buying: COD/Cash COD/Check CIA Open
Phone Number () _____ Credit Limit _____

Name _____ Fax () _____
Address _____ Account Number _____
City _____ State _____ Zip _____ Buying: COD/Cash COD/Check CIA Open
Phone Number () _____ Credit Limit _____

Name _____ Fax () _____
Address _____ Account Number _____
City _____ State _____ Zip _____ Buying: COD/Cash COD/Check CIA Open
Phone Number () _____ Credit Limit _____

Other Businesses

Do you own another business or have other business interests which should be considered with this credit application? If yes, explain.

Have you owned another business in the last five years? If yes, please list name(s), address, credit references and any other pertinent information.

I hereby acknowledge that the above information is correct and that any merchandise purchased from Great Planes Model Distributors Co. will be for resale only.

I understand and acknowledge that placing an order with Great Planes Model Distributors Co. constitutes doing business in Illinois and is therefore subject to the laws of the State of Illinois.

Should credit availability be granted by Great Planes Model Distributors, all decisions with respect to the extension or continuation shall be at the sole discretion of Great Planes Model Distributors. I understand that I may terminate any credit availability at my discretion at any time.

I agree to pay the Net Total before cash discount of my invoices in full within 30 days of invoice date. (Payment within 10 days allows me to take advantage of all cash discounts.) I acknowledge that if payment is not made within 30 days, a FINANCE CHARGE will be added to my account. All payments I make will be first used to pay any unpaid FINANCE CHARGE and then to pay the earliest charges on the account. Any FINANCE CHARGE added will be determined by applying a 1.5% periodic rate (18.0% ANNUAL PERCENTAGE RATE) to the average daily balance. I further understand that I may prepay the account at any time without penalty. I understand and acknowledge that it is my responsibility to give written notification to Great Planes Model Distributors prior to ① any change in ownership or ② an intended date to cease operation. I also understand that any account established based on the information furnished here is for my exclusive use and is not transferable.

In the event this account becomes delinquent and is turned over to any collection agency or attorney for collection, I agree to pay collection fees and/or attorney fees not exceeding 30% of the past due balance plus court costs, serving costs and/or any other miscellaneous expenses incurred as a result of my failure to pay.

I authorize Great Planes Model Distributors Co. to make whatever credit inquiries that it deems necessary in connection with this credit application or in the course of review or collection of any credit extended in reliance to this application. I authorize and instruct any person or credit reporting agency to compile and furnish to Great Planes Model Distributors Co. any information that it may have or obtain in response to such credit inquiries and agree that such information, along with this application, shall remain the property of Great Planes Model Distributors Co. whether or not credit is extended.

Signature _____ **Date** _____

Position _____

Signature _____ **Date** _____

Position _____

Corporations and Limited Liability Companies Only:

I hereby personally guarantee any indebtedness to Great Planes incurred by

(Corporate Seal)

Corporation or Limited Liability Co. Name
(Please Print)

Individual Guarantor/Owner **(Signature only)**

Individual Guarantor/Owner **(Signature only)**

A Corporation or Limited Liability Company application must be signed by the owners as personal guarantors of all purchases made by the corporation or LLC in order to receive a positive review for open account credit terms.

Note: Application cannot be processed without signature

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