



Telephone: +1 217-398-6300

E-mail: mmintz@hobbico.com

FAX: +1 217-398-1104

Dear Prospective Customer,

Thank you for your recent inquiry. As the largest hobby distributor in the world, I believe you will find that **Great Planes Model Distributors** can offer you a large variety of products and services not available from any other single supplier.

Attached you will find a customer application. You may fax your completed application to me at +1 217 398 1104. Along with the application, it would be very helpful if you would include shipping information for our reference. The application was designed for our domestic customers; so if some of the areas of information requested do not pertain to your business, please disregard them. Please keep in mind that not all lines we represent are available for export to specific countries. If you have any additional questions or need more information, please feel free to contact me via fax at the above number, by phone at +1 217 398 6300, Ext. 1308 or by email at mmintz@hobbico.com. Once your application has been reviewed, you will be notified by e-mail.

We hope to hear from you soon, and to be given the opportunity to become one of your suppliers. As our current international customers have found, Great Planes is the hobby supplier for the world market.

I will look forward to hearing from you.

Best regards,

Melanie Mintz
International Customer Service Representative
Great Planes Model Distributors Company



CUSTOMER APPLICATION

Dear Prospective Customer,

Thank you for your inquiry. Great Planes Model Distributors is a full-line, full-service wholesale distributor. Our customers are full-time storefront hobby suppliers 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., Kyosho, Great Planes Manufacturing, Hobbico, SuperTigre, TopFlite, 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 areas 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. Customer Application** - Must be filled in completely. It also must include a minimum of 5 references, plus general business information. If you are opening a new business and no history is available, please send a copy of your lease agreement (or proof of ownership) along with your application.
- 2. Requirements** - You must meet all of the following:
 - A. Your business is a storefront operation in a commercially zoned 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 assistance.
 - D. For a new business, an opening order of **\$10,000.00** will be required.
 - E. For an established business, an opening order of **\$5,000.00** will be required.
- 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.
 - C. One picture of your business sign.
 - D. A copy of your current telephone directory business listing.

Our staff will review your application 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. For your store to remain on active account status, you must purchase a minimum of \$1,000.00 net per quarter (three months). Once your account has dropped from active status you will need to contact us to have your account re-activated 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 needs.

Thank You for Your Consideration

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

General Information

Business Name _____

Corporation Name _____

Address _____

City _____ State _____ Country _____ Postal Code _____

Business Phone Numbers () _____ () _____

Fax # () _____ E-mail address _____

European Customers- VAT Number _____ Web Site _____

Landlord/Mortgage Holder (circle one)

Name _____

Address _____

City _____ State _____ Postal Code _____

Owners Information

Your business is _____ Solely Owned _____ A Partnership _____ A Corporation

Please list names of all Owners (Principals)

Name _____ Name _____

Address _____ Address _____

City _____ City _____

State/Country _____ State/Country _____

Home Phone () _____ Home Phone () _____

Date of Birth _____ Date of Birth _____

Business Demographics

Years in Business _____

Number of Stores _____

Number of employees:

Full-time _____

Part-time _____

Annual Retail Sales Volume _____

Store Hours

Monday _____ to _____ Thursday _____ to _____

Tuesday _____ to _____ Friday _____ to _____

Wednesday _____ to _____ Saturday _____ to _____

Sunday _____ to _____

Who are your customers? Consumers _____ Dealers _____ Both _____

Do you solicit consumer business through national advertisements in magazines? ____ Yes ____ No

Business Location

- _____ Strip Center
- _____ Mall
- _____ Free Standing
- _____ Home or adjoining building
- _____ Other

- Square Footage - Selling Space _____
- Square Footage - Storage Space _____
- Income of Area _____ (Low, Middle, High)
- Growth of Area _____ (None, Stable, Active)

Retail Store Features

- _____ In-Store Videos
- _____ Slot Track
- _____ Train Layout
- _____ Class Room
- _____ Race Track
- _____ Indoor
- _____ Outdoor
- _____ Public Track
- _____ Flying Field
- Miles Away _____

Advertising and Promotions

Advertising

- _____ TV
- _____ Radio
- _____ Newspaper
- _____ Newsletter
- _____ Promo Flier
- _____ Other

Promotions

- _____ Demonstration
- _____ Classes
- _____ Sponsored Events
- Other _____

Category Breakdown

	% of Volume	% of Space
Radio Control Total	_____	_____
R/C Cars	_____	_____
R/C Planes	_____	_____
R/C Boats	_____	_____
R/C Helicopters	_____	_____
Model Railroad	_____	_____
Roadrace	_____	_____
Plastics	_____	_____
Kites	_____	_____
Rockets	_____	_____
Skateboards	_____	_____
Crafts	_____	_____
Other	_____	_____
Total	100 %	100%

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

_____ Letter of Credit _____ Credit Card _____ Cash In Advance (via Wire Transfer)

Business References (List hobby suppliers first)

Name _____ Account Number _____

Address _____ Credit Terms: COD/Cash COD/Check CIA Open

City _____ Country _____

Phone Number () _____ Credit Limit _____

Name _____ Account Number _____

Address _____ Credit Terms: COD/Cash COD/Check CIA Open

City _____ Country _____

Phone Number () _____ Credit Limit _____

Name _____ Account Number _____

Address _____ Credit Terms: COD/Cash COD/Check CIA Open

City _____ Country _____

Phone Number () _____ Credit Limit _____

Name _____ Account Number _____

Address _____ Credit Terms: COD/Cash COD/Check CIA Open

City _____ Country _____

Phone Number () _____ Credit Limit _____

Other Businesses

Do you own another business or have other business interests? If yes, explain.

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.

I authorize Great Planes Model Distributors Co. to make whatever credit inquiries 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 inquires 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 _____

Note: Application cannot be processed without signature

Great Planes Model Distributors Company

P.O. Box 9021

Champaign, IL 61826-9021

1-800-637-7660 or 1-217-398-6300

FAX 1-217-398-1104