



余姚斯贝斯曼制冰系统有限公司
YUYAO SPACEMAN ICE SYSTEMS CO., LTD.

Distributor Qualification Requirements

Spaceman is committed to the success of our brand and our distributors. Our goal is to offer distributorship to the most qualified people in each market and establish long-term mutually beneficial business relationship with our distributors. Spaceman distributor will enjoy exclusive representation of Spaceman products in the authorized territory and the most competitive wholesale prices from Spaceman.

Spaceman takes pride in setting high standard for its authorized representatives. We seek individuals and/or businesses that are able to meet all the following three qualifications and will be dedicated in promoting and distributing Spaceman products.

1. The prospective distributor must have experience in selling the products of interest; must have a local office in the pursuing territory;
2. The prospective distributor must have a technical support and service team who are trained to provide professional maintenance and service for units sold;
3. The prospective distributor must meet the mutually agreed annual sales quota; Spaceman reserves the rights to adjust the sales quota annually based on market demands.

Spaceman will work with its prospective distributors for a trial period of 12 months to develop specific regional markets. This arrangement gives both parties the flexibility to learn about each other's capabilities, establish trust and evaluate the sales potential for Spaceman products in the local market. Upon meeting all the above three qualifications within the trial period, the potential distributor will be appointed Spaceman distributor with a binding contract. The newly appointed distributor will be evaluated annually against the qualification requirements stated in the contract. The distributorship will be renewed if qualifications are maintained. If the distributor fails to fulfill the requirements as stated in the contract, the distributorship will be reassessed for possible termination.

If you are interested in working with us and becoming a Spaceman distributor, please fill out the following Distributor Application Form to the best of your knowledge and email it to us at sales@spaceman-company.com or fax it to +01-626-614-8137. We will evaluate your qualification and contact you shortly.



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Distributor Application Form

Contact Information

Business name: _____

Business address: _____

City: _____ State/Province: _____ Zip code: _____

Phone #: _____ Fax #: _____

Email: _____

Company web address: _____

Principal contact name: _____ Title: _____

Principal contact's email: _____

Business Background

Type of Business: Retailer Wholesaler Import/Export

Manufacturer Other (specify) _____

Products/services you currently offer: _____

Number of years in business: _____ Number of locations: _____

Number of employees in sales: _____

Number of employees in technical service: _____

Yearly revenue in US dollars: _____

Distribution Requests

Spaceman products you are interested in distributing: _____

Your target market for distributing Spaceman products (countries/cities): _____

Please tell us briefly how you plan to promote and sell Spaceman products: _____

How many Spaceman units do you plan to sell in the next 12 months? _____

Authorized Signature: _____ Date of Application: _____

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