

Prospective Distributor Questionnaire

A. Company Information

Business name	
Contact Name	
Business Type: <input type="checkbox"/> Retail <input type="checkbox"/> Wholesale <input type="checkbox"/> Manufacturing <input type="checkbox"/> Service <input type="checkbox"/> Other _____	
Business Federal ID#	Years in Business:
Federal ID/SSN/SIN:	

Contact Information	
Address 1:	
Address 2:	
City:	
St/Prov.:	Zip/Postal Code:
Country:	
Work Phone:	Fax:
Home Phone:	
Cell Phone:	
Email:	
Website:	

B. Current Business

1. Please provide a couple paragraphs describing your company and capabilities, including facilities, technical expertise, distribution channels, sales force, etc.

2. Please provide some details about your current business and markets served.

- a. Current Products

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b. Current Market Segments

- | | |
|---|--|
| <input type="checkbox"/> Livestock Production | <input type="checkbox"/> Environmental |
| <input type="checkbox"/> Waste Management | <input type="checkbox"/> Agricultural |
| <input type="checkbox"/> Home and Garden | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Human Health | _____ |
| <input type="checkbox"/> Companion Animals | _____ |

c. Annual revenue – prior year (\$US)

d. Total number of employees and number of sales staff (please include territories)

3. Proposed Business Funding. Please provide some information about how this new product line will be funded. (i.e. Existing business, private funds, bank loans, etc) Please provide as much detail as possible.

4. Are you interested in becoming a licensee and producing Ready to Use or Secondary Products from our Mother Cultures? Or are you interested in distributing Ready to Use Products?

C. Business References

1. Please provide business references including name, company name and contact information.

1. _____

2. _____

3. _____

2. What is your experience with Probiotics?

3. How did you learn about SCD? Who referred you?

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D. Distribution:

I. Targeted Industry/Industries

- | | |
|---|--|
| <input type="checkbox"/> Livestock Production | <input type="checkbox"/> Environmental |
| <input type="checkbox"/> Waste Management | <input type="checkbox"/> Agricultural |
| <input type="checkbox"/> Home and Garden | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Human Health | _____ |
| <input type="checkbox"/> Companion Animals | _____ |

2. Which SCD products are you most interested in distributing?

- | | |
|-------------------------------|---|
| SCD Probiotics Mother Culture | <input type="checkbox"/> ProBio Balance Original |
| _____ | <input type="checkbox"/> ProBio Balance Plus |
| _____ | <input type="checkbox"/> ProBio Food |
| Human Health | <input type="checkbox"/> SCD Essential Probiotics |
| _____ | <input type="checkbox"/> SCD Herbal Probiotics |
| _____ | <input type="checkbox"/> Xtra Immunity |
| Home and Garden | <input type="checkbox"/> All Seasons Indoor Composter |
| _____ | <input type="checkbox"/> All Seasons Bokashi |
| Secondary Products | <input type="checkbox"/> SCD Bio Ag |
| _____ | <input type="checkbox"/> SCD Bio Klean |
| _____ | <input type="checkbox"/> SCD Bio Livestock |
| _____ | <input type="checkbox"/> SCD Odor Away |
| Other | <input type="checkbox"/> _____ |
| | <input type="checkbox"/> _____ |

E. Quantities:

- SCD Probiotics has sliding scale pricing. Based on quantities ordered, you will qualify for certain discounts. What are the anticipated volumes you will be purchasing? Explain how you anticipate ramping up your business in our products.

- Will you be purchasing in pre-packaged bottles or gallons or do you prefer to buy in bulk, ie: totes, drums, or both? With your current business plan do you plan to purchase in small size packaging (1 liter, 1 gallon, etc) or in bulk (drum, tote)?

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F. Terms and Conditions

- To qualify for distributor pricing, a current approved application must be on file. This document will serve as a replacement for all previous “Terms & Conditions”.
- Newly Approved applicants must place their first order within 60 days of approval.
- Orders without shipping are subject to a handling fee.
- All orders are prepaid unless approved for credit terms after initial purchase.
- Credit Terms are not guaranteed to be granted and the review process can take 60 days for approval. Please ask your sales rep for an application if interested.
- SCD Probiotics doesn’t operate as a drop ship service. If orders are in case quantities and prepaid, exceptions can be made. Handling charges may apply.
- Without the written consent of SCD Probiotics applicant cannot repackage any SCD Probiotics product(s).
- The information supplied by the applicant will be used to obtain credit information for the purpose of opening a Net 30 day account and customer authorizes SCD Probiotics to contact all references in regard to credit and financial responsibility.
- If account becomes past due, SCD Probiotics reserves the right to put a “hold” on any future orders placed until the account is brought current. SCD Probiotics also reserves the right to apply a service charge at 1.5% per month. If the account is placed for collection, buyer agrees to pay 1.5% per month (18% per annum) service charge on unpaid balance. Buyer also agrees to pay all collection costs, including reasonable attorney’s fees when applicable.
- Returned checks are subject to a \$25.00 charge.
- Prices are subject to change without notice, however SCD Probiotics will try to provide 30 days notice whenever possible. Surcharges from our suppliers are passed on as received without notice.
- Claims of shortages, defects or errors in shipments must be reported to SCD Probiotics within 5 days of receipt of shipment. When verified, the seller’s liability shall be limited to replacement of goods and reasonable incidental handling charges. Failure to comply with this provision shall invalidate any claim by purchaser and purchaser shall be deemed to have accepted the goods and waived all claims.
- Returns will not be accepted without a Returned Materials Authorization Form issued by our customer service department. All returns are subject to a 20% restocking fee and returning freight.
- Credit Terms are not guaranteed to be granted and the review process can take 60 days for approval.
- If Terms and Conditions are not adhered to, Applicants’ distributor status and credit terms may be revoked.
- Terms and Conditions are subject to change at any time, without notice, and at the sole discretion of SCD Probiotics.

Please make sure to contact your Account Representative if you would like your company listed on our website.

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G. Applicant's Signature

I hereby apply for distributor pricing and to become an independent distributor of Sustainable Community Development's products. I declare that I have carefully reviewed this agreement and agree to its terms.

Signature of Applicant _____

Name (printed)

Date: ___/___/20___

FOR OFFICE USE ONLY																																									
Authorization date: ___/___/20___																																									
By: _____																																									
Status: <input type="checkbox"/> Approved <input type="checkbox"/> Denied <input type="checkbox"/> Pending																																									
Comments: _____																																									

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Please return this form to the below address or fax it to 816.876.2261.
 The approval process may take 5 - 10 business days.

Thank you for your interest in distributing the products of SCD Probiotics.