

*Dear Applicant:*

*Thank you for expressing an interest in becoming a distributor for HARDEX® products.*

*For your convenience, please find the enclosed questionnaire, which after careful consideration, you may wish to fill out and return to our attention along with your trial order.*

*Sincerely,  
Sales Department  
Hardex Brakes Canada*

**HARDEX BRAKES CORP.**

**Head Office:** 907-1030 West Georgia St.  
Vancouver | BC V6E 2Y3 | Canada

**Tel:** +1.604.691.1775

**Fax:** +1.888.873.7090

**Toll Free:** +1.888.909.0808

**Email:** [sales@hardex.com](mailto:sales@hardex.com)

**Web:** [hardex.com](http://hardex.com)

**QUESTIONNAIRE TO PROSPECTIVE HARDEX BRAKES CORP.**  
**DISTRIBUTORS**

***Hardex Brakes Corp Mission Statement:***

Hardex Brakes Corp is committed to fully understanding and meeting the requirements of its customers. We realize that each of us, along with our customers and suppliers, play a vitally important role in the process of improving how we fulfill this commitment.

For every product, service or solution we offer, we strive to continually monitor and anticipate our customers' changing needs. This enables us to consistently meet their specific requirements and deliver a level of quality that leaves them delighted with their decision to do business with Hardex Brakes Corp.

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Please review and complete the form below, and return it to Hardex Brakes Corp for careful consideration. The following is a list of mandatory requirements and expectations at Hardex Brakes Corp in order to become a distributor.

Company Name \_\_\_\_\_

Address, Country \_\_\_\_\_

Contact Name \_\_\_\_\_

*We would like to apply for: (Mark only one)*

1.  **Dealer License:** Suitable for smaller companies with minimum annual purchase of \$50,000 USD.
2.  **Exclusive License:** Suitable for bigger companies with annual large volume purchase. (You should offer based on the population & number of cars in that country)

**TOTAL ANTICIPATED ANNUAL HARDEX BRAKES CORP SALES**

\$ \_\_\_\_\_ /USD

*We would like to distribute: (Check only one. If you apply for more than one product, you have to increase your annual purchase volume.)*

- HARDEX<sup>®</sup> Brake Pads (Passenger cars & SUVs)
- HARDEX<sup>®</sup> Brake Shoes (Passenger cars & SUVs)
- HARDEX<sup>®</sup> Brake Pads (Commercial Vehicles & Trucks)
- HARDEX<sup>®</sup> Brake Linings (Commercial Vehicles & Trucks)

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1. Hardex Brakes Corp requires distributors to have and maintain their own sales force, as well as standard product inventory.  
 I understand and agree to terms listed above
  
2. Hardex Brakes Corp requires all distributors to provide sales trace data in either a spreadsheet format every 6 months. These traces must be transmitted electronically to Hardex Brakes Corp email.  
 I understand and agree to terms listed above
  
3. Describe the geographical and environmental conditions of the area you normally and regularly sell in.

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Describe your business model(sales distribution):

# of Reps		% of Total Sales
_____	Field-Based Reps	_____
_____	Inside Sales Reps	_____
_____	Internet Sales	_____

4. List the items/parts you are currently successfully selling (or plan to sell) including:

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List other auto parts companies you currently buy from:

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Hardex Brakes Corp's decision on your request, of course, will not necessarily be based on and limited to the information above, and may well have to include other considerations, but the above information will be very helpful in arriving at our decision.

**CONTACT INFORMATION FOR HARDEX BRAKES CORP DISTRIBUTORS  
 APPLICANT**

**EXACT NAME OF BUSINESS**

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