

## JOINING FOAMETIX®

Our goal here at Foametix® is to build a successful network of properly trained and motivated individuals and to offer superior products and knowledge. Through this concept, we will brand Foametix as a household name.

By joining Foametix, you will be embarking into a projected \$10 Billion industry. We know of the many choices for your business opportunity and we assure that Foametix is the right choice. With a combined 40 years of experience in the industry, we are very confident in exceeding all expectations.

All Foametix dealers will receive the following benefits:

- Vinyl Trailer Wrap
- 1000 Custom Business Cards
- Proprietary Foam Products
- Extensive Education and Training Program
- Graco Parts Discounts
- Two Trade Show Appearances from our staff
- 50 Folders which include data sheets
- 2000 Tri-Fold brochures
- 50 Yard Signs
- 2 Cases of Samples
- \$1,000 towards print advertising
- 10 foametix hats
- 10 Foametix Polo Shirts
- 15 Foametix T-Shirts
- Industry Leading Website Listings
- Lead Generating Distribution
- 24/7 Technical Support Division
- Nationwide Marketing and Branding

To start the process of becoming a certified Foametix dealer, please fill out the dealer application and return to the address below:

**Foametix**  
**Attn: Application Department**  
**100 Enterprise Dr**  
**Cartersville, GA 30120**

## Certified Dealership Application (Confidential)

Foametix Corporation a Division of Burtin Polymer Laboratories 100 Enterprise Dr, Cartersville, GA 30120  
1-800-FOAMETIX info@ FOAMETIX.COM

### Personal Information/Work History

*Please Print or Type*

Personal Information:

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Telephone: Home: \_\_\_\_\_ Business: \_\_\_\_\_

Fax: \_\_\_\_\_ Cellular: \_\_\_\_\_

Date of Birth: \_\_\_\_\_ SSN: \_\_\_\_\_

Web Address: \_\_\_\_\_

E-Mail Address: \_\_\_\_\_

### Work History:

Present Employer (or most recent employer)

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

Company Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Are you an owner or partner in this business? Yes \_\_\_\_\_ No \_\_\_\_\_

Federal Tax ID: \_\_\_\_\_

Job Title: \_\_\_\_\_

Type of Business: \_\_\_\_\_

Have you ever run your own business? Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, what industry? \_\_\_\_\_ No. of years in business: \_\_\_\_\_

What was the sales revenue? \_\_\_\_\_ No. of employees: \_\_\_\_\_

### Business Plan

In your current proposed business plan what position will you hold? \_\_\_\_\_

What positions will you hire for? GM \_\_\_\_\_ Sprayer \_\_\_\_\_ Sales \_\_\_\_\_  
Assistant \_\_\_\_\_ Other \_\_\_\_\_

What City and State would you propose to operate in? \_\_\_\_\_

Would this business be your only focus? Yes \_\_\_\_\_ No \_\_\_\_\_

If a Foametix dealership is an addition to an existing business, what is the other

Business? \_\_\_\_\_

How much of your time will you allocate to the Foametix Dealership?

Full-time \_\_\_\_\_ Part-time \_\_\_\_\_

Will you operate from home or place of business? \_\_\_\_\_

Will you have a partner? Yes \_\_\_\_\_ No \_\_\_\_\_ If yes, will they be a managing partner? \_\_\_\_\_

If yes, what is your partner's name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Telephone: Home: \_\_\_\_\_ Business: \_\_\_\_\_

Fax: \_\_\_\_\_ Cellular: \_\_\_\_\_

Date of Birth: \_\_\_\_\_ SSN: \_\_\_\_\_

E-Mail Address: \_\_\_\_\_

Based on your preliminary analysis, what percentage of your projected sales will come from:

- New Single Family residence construction \_\_\_\_\_
- Commercial/Industrial construction \_\_\_\_\_
- Agricultural buildings \_\_\_\_\_
- Remodels/Renovations/Additions \_\_\_\_\_

### Sales and Marketing

Where did you hear about Foametix High Performance Insulation? \_\_\_\_\_

Do you have any sales experience? \_\_\_\_\_ How many years? \_\_\_\_\_

Have you ever tried to sell the benefits of a more expensive premium product? \_\_\_\_\_

If yes, describe: \_\_\_\_\_

Do you have any marketing experience? Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, in what areas: Trade shows \_\_\_\_\_ PR \_\_\_\_\_ Yellow Pages \_\_\_\_\_ Radio \_\_\_\_\_  
Television \_\_\_\_\_ Telemarketing \_\_\_\_\_ Direct Mail \_\_\_\_\_ Internet \_\_\_\_\_

What trade associations are you involved with? \_\_\_\_\_

What percentages of sales would you dedicate for marketing expenses? \_\_\_\_\_

How much will you dedicate for your initial marketing launch? \_\_\_\_\_

Do you have a computer with access to the internet? \_\_\_\_\_

### Construction Experience

Do you have any experience in the building industry? Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, what type of business? \_\_\_\_\_

Can you read a set of construction drawings? Yes \_\_\_\_\_ No \_\_\_\_\_

Do you have experience quoting jobs or giving estimates? Yes \_\_\_\_\_ No \_\_\_\_\_

Do you have any contacts in the building industry? \_\_\_\_\_ How many builders? \_\_\_\_\_  
architects? \_\_\_\_\_ HVAC contractors? \_\_\_\_\_ building officials? \_\_\_\_\_

Do you have any urethane foam experience? Yes \_\_\_\_\_ No \_\_\_\_\_

What is local code for R-value in:  
(1) walls \_\_\_\_\_ (2) attics \_\_\_\_\_ (3) cathedral ceilings \_\_\_\_\_ (4) flat roof \_\_\_\_\_

How many housing starts were there last year within a 1-hour drive of your proposed place of business? \_\_\_\_\_ How many are projected this year? \_\_\_\_\_

Where did you get this information? \_\_\_\_\_

### Financial

Have you ever prepared a business plan? \_\_\_\_\_

Can you prepare a cash flow analysis for you first year in business? \_\_\_\_\_

Have you ever managed an accounts receivable? \_\_\_\_\_

Who will handle the financial aspects of the business? \_\_\_\_\_

Will you have to finance the equipment purchase? \_\_\_\_\_

If yes, how will you finance the purchase? \_\_\_\_\_

How much operating capital will you have for the first year? \_\_\_\_\_

**Bank References:**

Bank #1: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Contact: \_\_\_\_\_

Bank #2 \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Contact: \_\_\_\_\_

Bank #3 \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Contact: \_\_\_\_\_

Bank #4 \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Contact: \_\_\_\_\_

**Trade References:**

Reference #1: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Contact: \_\_\_\_\_

Reference #2 \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_  
Contact: \_\_\_\_\_

Reference #3 \_\_\_\_\_  
Address: \_\_\_\_\_  
\_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_  
Contact: \_\_\_\_\_

Reference #4 \_\_\_\_\_  
Address: \_\_\_\_\_  
\_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_  
Contact: \_\_\_\_\_

**General Terms, Conditions, Personal Guarantee, and Authorization**

1. Payment terms are 2% 10 net 30 from invoicing of material. Invoices are generated upon shipment of the order. The 2% discount applies to the product only, not the shipping charges.
2. All bills become payable in full on the 30th day after shipment and, if not paid by the 32nd day after receipt of materials, are considered past due.
3. A service charge of 1.5% per month will be added to all amounts billed if not paid by the 35th day after receipt of materials.
4. No additional credit will be extended to past due accounts unless satisfactory arrangements are made with the credit department.
5. PERSONAL GUARANTEE: A personal guarantee will be required by Foametix to extend a line of credit for purchases.
6. I represent that the above information is true and is given to induce Foametix to extend credit to the applicant. My Company and I authorize Foametix to make such credit investigations as it sees fit, including contacting the above trade references and banks and obtaining credit information. My Company and I authorize all trade references, banks and credit reporting agencies to disclose to Foametix any and all information concerning the financial and credit history of my Company and myself.

**I have read and understand the terms, conditions, personal guarantee, and authorization statements listed above and agree to all of them.**

Authorized signature: \_\_\_\_\_

Printed name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_