



Thank you for showing interest in the Galassia products. We have had enquiries from a number of parties, and seek from you information to assist us to perform an initial assessment of your company.

**Required information:**

1. Company details
  - a. Company Name
  - b. Registered Address
  - c. Web site Address
  - d. Annual sales
  - e. Company Director/s names
  - f. Contact point: Name, Email, Phone Number, Cell/Mobile Phone
2. Distribution
  - a. Area of distribution (network areas)
  - b. Whether an exclusive or non exclusive territory is requested
3. Reason for distributorship
  - a. What is your company's experience in distribution of product for the floriculture or fashion industries
  - b. Why do you want to distribute Galassia products?
  - c. How will you manage distribution of Galassia products?
  - d. Do you have any products you currently manufacture or distribute which you perceive may compete with Galassia?
4. Anticipated volumes of trade.on a per annum basis

**The Galassia product**

Galassia is two products:

- a. An illumination device
- b. Fluorescent solution (bottles of 125ml)

Each bouquet requires its own illumination device. One bottle of formulation (150 mL) will treat at least 200 flower stems.

Ordering is through purchase of a number of batches. Each batch is 200 illumination devices and 30 boxes of fluorescent solution (9 bottles per box, 150mL each)

Costs: A cost structure will be quoted on volume ordered.

Illumination devices and fluorescent solution will not be sold separately. They are designed to work together.

**Procedure**

Galassia may accept, at its discretion, any requests for product on a non exclusive basis. If it accepts an order for product on a non exclusive basis, it will require:

- 1 Requests of orders in writing
- 2 Price will be quoted ex-factory
- 3 A formal agreement to only sell and distribute in the territory
- 4 Before delivery, the customer must:
  - a. Provide 10% deposit of the total order
  - b. Provide an irrevocable letter of credit for the remainder, payable on shipment from our factory

Any request for an exclusive distribution will be subject to formal negotiation and agreement, which will include:

1. A sign on fee payable by the customer
2. A minimum annual sales level to maintain exclusivity
3. Marketing / advertising agreement