



## RESALE APPLICATION

Thank you for your interest in the Applied Aeronautics resale program. The following provides information on our Dealer program and should answer most of your questions. Please complete and return the enclosed Dealer Application for consideration. Should you require any additional information, please let us know.

Warm regards,

A handwritten signature in black ink, appearing to read 'Meg Annand', with a period at the end.

Meg Annand  
Chief Operating Officer | Applied Aeronautics

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**NON-EXCLUSIVITY:** Upon acceptance of this application, the reseller will be granted the non-exclusive right to market and sell Applied Aeronautics products. Applied Aeronautics retains the right to market, sell and distribute their products globally at all times.

**TRIAL PERIOD:** Accepted applications will be subject to a 60-day trial period prior to formal acceptance in Applied Aeronautics resale program. The trial period will begin immediately upon execution of a formal resale agreement. A trial discount of 10% will be applied to all Applied Aeronautics branded products during the trial period.

**INITIAL ORDER:** An initial trial order of no less 1 Ready to Fly Albatross must be placed within 7 days of acceptance into the Applied Aeronautics resale program.

**PRICING:** Following the trial period, accepted resellers will be eligible to receive further price reductions on Applied Aeronautics products. Product prices are as published in Applied Aeronautics' most recent Reseller Price List. The Reseller Price List includes suggested retail pricing and product descriptions. Note that pricing quoted in the current Reseller Price List may change without notice. Please verify pricing at the time of order.

**MINIMUM ADVERTISED PRICE:** Applied Aeronautics requires all resellers to adhere to our Minimum Advertised Price policy. MAP for each product is 10% below the suggested retail price as per the current Applied Aeronautics Reseller Price list. Resellers may advertise short-term sale prices below MAP. However, a sale price must be advertised as such and cannot be advertised for more than 30 calendar days. If a reseller is found to be in violation of our pricing policy, resale privileges will be revoked at Applied Aeronautics sole discretion.

**BRANDING:** Resellers are not authorized to remove, cover, or tamper with any Applied Aeronautics logos, serial numbers and/or markings on any product for any reason unless previously agreed to in writing.

**REVERSE ENGINEERING:** Resellers shall neither reverse engineer, decompile, deconstruct, disassemble, synthesize, or extract any element of and/or otherwise discover any confidential information, nor request nor accept any disclosure of confidential information or intellectual property from a third party who reverse engineers, decompiles, deconstructs, disassembles, synthesizes, or extracts any element of and/or otherwise discovers any confidential information, nor otherwise attempt to derive confidential information or intellectual property contained or embodied in the goods.

**ORDERING:** To place an order contact Applied Aeronautics at 'info@appliedaeronautics.com'. Product quantity, product name, and part number are required as well as the customer name and address.

**PAYMENT:** Payment is to be remitted in full upon approval of the reseller's submitted order request. Payment is to be made via wire transfer.



**SHIPPING:** All orders will be shipped to the customer directly from the Applied Aeronautics warehouse. Reseller is responsible for providing complete and accurate shipping details to Applied Aeronautics. Applied Aeronautics preferred shipping method is UPS. Orders will be shipped to the delivery address noted on this application form. If you wish to have your orders delivered to an alternate address, please specify this in your purchase order. We aim to ship orders as soon as possible; however, we do not guarantee delivery or shipment dates.

For international orders, customers are responsible for any taxes, duties, tariffs, fees, VAT, etc. due upon receipt. Customers are also responsible for filing any claims with carriers for damaged and/or lost shipments. We are not responsible for delays, loss or damage resulting from shipments sent to incorrect, invalid addresses or correct addresses. Orders may end up being returned for various reasons including non-payment of tariffs, incorrect address, unclaimed at post office, etc. If a package is returned or rejected, the customer will be contacted and will have to pay for re-shipment. We advise using a traceable shipping method such as FedEx. Use of non-traceable shipping option (USPS) is at the customer's own risk as there is no way to retrieve or locate the package once it has been sent. We are not responsible for damaged or lost packages shipped via USPS at any time or under any circumstance.

**WARRANTY AND RETURNS:** Goods cannot be returned for any reason. This includes customer lack of product knowledge or no longer needing or wanting a product unless the item is defective. All products are checked before they mailed. In the event that goods are faulty, they must be returned to the Applied Aeronautics within 30 days of receipt, providing that the device has no physical damage or has not been altered beyond what is necessary to evaluate it. Any manufacturing defects identified during this time will be replaced with the same item. Applied Aeronautics will not accept goods that have been used more than the amount needed to assess their functionality. No refund will be made if the goods are found to be in working order and the lack of intended function is due to knowledge or assembly error on the customer part. In this instance, the goods will be returned to the customer at their expense. Applied Aeronautics will not be responsible if there is evidence that the product has been modified or an effort to alter the product to fix it has been made and therefore will not provide an exchange. If we can no longer provide one or more items of the actual order, order cancellations may occur.

Return shipment is the responsibility of the customer. All returns are credited as store credit upon receipt. Prior communication and a return number is required for returns. Once this return number has been issued, the customer must return the item within 10 days of the issue date. If the item is not shipped within that time frame, the return request will be voided. All order discrepancies must be communicated within 30 days of the order receipt. This applies to any orders in packages, missing parts in kits or products missing. After 30 days, Applied Aeronautics cannot be held responsible for any missing items.

**ORDER CANCELLATION POLICY:** Due to the custom and built to order nature in which items are manufactured orders may not be cancelled, after 24 hours of receipt. The Reseller acknowledges and accepts that it can often take 60+ days to fulfill an order due to its hand built nature.

<b>APPLIED AERONAUTICS RESALE APPLICATION</b>			
<b>COMPANY NAME</b>		<b>TAX ID</b>	
<b>BILLING ADDRESS</b>			
<b>PHONE NUMBER</b>		<b>EMAIL ADDRESS</b>	
<b>WEBSITE</b>		<b>FACEBOOK PAGE</b>	
<b>SHIPPING ADDRESS</b>			
<b>OWNERS NAME</b>			
<b>INDUSTRY</b>		<b>YEARS IN BUSINESS</b>	
<b>EST MONTHLY PURCHASES</b>	ALBATROSS KITS		
	ALBATROSS READY TO FLY		
	CUSTOM LITHIUM ION BATTERIES		
	APPLIED HD VIDEO LINK		
	FLAT MAPPING GIMBAL		
	CARRYING CASES		
I agree to abide by the terms and conditions listed above and Applied Aeronautics Minimum Advertised Price (MAP) policy. Further, I confirm that all information contained in this application is true and accurate.			
<b>OWNER SIGNATURE</b>			
<b>PRINTED NAME</b>		<b>DATE</b>	