



## Dealer Program

AET always welcomes the opportunity to expand our dealer network. The Dealer Program Level is the best starting point for most of our customers to begin their relationship with AET. As the manufacturer we try to support each and every one of our dealers regardless of their sales volume. AET's goal is to help to create a solid infrastructure with the newly emerging solar thermal industry.

With this goal in mind AET offers quantity discount pricing to all Dealers in this Program. Current pricing reflects the following quantities.

<b>Contractor 1-9</b>	<b>AET Authorized Dealer 10-49</b>	<b>AET Master Dealer 50+</b>
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A successful Dealer can easily move to the next level when their sales volume warrants the change.

In order to make our Dealer Program successful and beneficial to both the Dealer and AET we require that each applicant meet the following requirements:

- 1) Documentation of Training  
Dealer must complete solar thermal training course and provide documentation of completion of the training to AET before becoming an Authorized Dealer. Training can be provided by AET or FSEC as well as other schools.
- 2) Application Submitted and granted approval
- 3) \$350.00 Dealership Application Fee  
*Includes a Marketing Packet:*  
1 Fintube Sample, 50 Collector Brochures, 50 EagleSun™ Color Pocketed Sales Folders, 50 EagleSun™ Tabbed Folder Inserts (Benefits), 50 EagleSun™ Tri-fold General Information Brochures, 50 EagleSun™ System Brochure (Dealer Choice)
- 4) Purchase  
One (1) complete System (or system components, including collector, in excess of \$1,500.00) Preferably to be installed on your home.

### Conditions

Minimum Purchasing Volume to maintain Active Status\*:  
\$10,000.00 each fiscal year

\*Active Dealers have complete access to all AET programs including: Technical Support, Commercial Design Assistance, Lead Generation Services, and Sales and Marketing Assistance. Newly approved dealerships are considered "Active" for a period of 9 months, regardless of sales volume. Only Active Accounts will be listed for referrals.

### Distribution Centers

If there is a distribution center in your area, your account will be handled by the distributor with updates reported to AET for active status. Distributors buy in truckload quantities and therefore can typically supply products at the same 1-9 and 10+ price as AET, less the crating and shipping. Therefore is an immediate price and availability advantage to the dealer. AET is still seeking distributors in some areas to stock, distribute, train, market, deliver, prefab, and offer additional support to local dealers.



Alternate Energy Technologies, LLC

**Payment Terms**

All orders are prepaid until credit application is submitted and approved. Credit Terms are limited to 25 days. We accept all major credit cards, check, and wire transfers.

**Freight Charges**

All prices are F.O.B. point of origin. All shipments (domestic and international) are EX-Works distribution center. All products are shipped "Freight Collect".

**Crate Charges**

For Crating & Packaging of Collectors, and Absorber Plates add the following:

Domestic Collector Crates: 1 – 2 Collector(s) \$125.00  
Domestic Collector Crates: 3 – 12 Collector(s) \$ 95.00  
Export Collector Crates: 1 – 10 Collector(s) \$125.00

**Returns Policy**

All returns are subject to return authorization. No returned merchandise will be accepted without prior authorization from AET. If the return is authorized, the buyer will be issued a return authorization ("RA") number, which must be clearly marked on the package. We will credit the purchase price of all normally stocked merchandise returned in good condition, in original packaging, within 30 days of purchase. There will be a 15% restocking charge on merchandise returned after 30 days. Items not in saleable condition, not normally stocked, and special-order items, may not be returned for credit. All items must be returned freight-prepaid.

**Dealer Application**

Firm Name:	Webpage:
DBA:	Date:

Type of Business:  Sole Proprietorship  Partnership  Corporation  Other: \_\_\_\_\_

**Mailing Address**

**Shipping Address**

Company		Company	
Attention		Contact	
Street		Street	
City		City	
State/Zip		State/Zip	
Country		Country	
Phone		Phone	
Fax		Fax	



**Company Contact Information**

Please Enter the Following Business Information:

Principal Owner	Title	% of Ownership	Years w/ Company

Year company was established \_\_\_\_\_ Federal Tax ID #: \_\_\_\_\_

Resale Certificate: \_\_\_\_\_ State Contractor License: \_\_\_\_\_

**Primary Contact**

Name \_\_\_\_\_ Title \_\_\_\_\_

Email \_\_\_\_\_ Telephone \_\_\_\_\_

**Purchasing Contact**

Name \_\_\_\_\_ Title \_\_\_\_\_

Email \_\_\_\_\_ Telephone \_\_\_\_\_

**Accounts Payable**

Name \_\_\_\_\_ Title \_\_\_\_\_

Email \_\_\_\_\_ Telephone \_\_\_\_\_

Total # of employees \_\_\_\_\_

# In-house Sales Personnel \_\_\_\_\_ # Outside Sales Personnel \_\_\_\_\_

# Professional Engineers \_\_\_\_\_ # Service Trucks \_\_\_\_\_

# "Solar" Engineers \_\_\_\_\_ # Service Personnel \_\_\_\_\_

**Company Profile**

Are you presently involved in the Solar Energy Industry? Yes No

If no, what experience/skills do you have to enable your success in the solar industry?

\_\_\_\_\_  
\_\_\_\_\_

If yes, please explain your company's present involvement in the Solar Energy Industry:

\_\_\_\_\_  
\_\_\_\_\_



Alternate Energy Technologies, LLC

From what companies do you currently purchase or plan to purchase Solar Equipment? (specify current)

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What % of projected annual sales will be derived from Solar-based Domestic Hot Water? \_\_\_\_\_

What % of projected Annual Sales will be derived from Solar-based Space Heating? \_\_\_\_\_

Estimated Annual Sales \$ \_\_\_\_\_ Estimated annual purchase amount from AET \$ \_\_\_\_\_

Is your website designed for retail (ecommerce)? \_\_\_\_\_

What % of purchases are web based? \_\_\_\_\_

Services Offered: (Estimate where necessary)

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Are you licensed to do installations: yes no                      How many service personnel? \_\_\_\_\_

How many DHW installs performed per year? \_\_\_\_\_ Installation?    Yes    No

Pool panel installs?    Yes    No                      PV Installs?    Yes    No

Do you offer service?            Yes    No

What days / hours do you normally operate? \_\_\_\_\_

Do you offer Technical Support (to what extent, residential, commercial)?    Yes    No

What other services do you currently offer or plan to offer in the future? (please specify current)

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**Promotion Considerations:**

How do you currently, or plan to, promote your business and/or AET products? (please specify current)

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Signature

Date

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