



INDUSTRIAL
NANOTECHINC
A GLOBAL LEADER IN NANOSCIENCE SOLUTIONS

NANSULATE®

AWARD-WINNING ENERGY SAVING & ASSET PROTECTION COATINGS

Exclusive Distributor Package

for patented Nansulate® Products by
Industrial Nanotech, Inc.

www.industrial-nanotech.com
www.nansulate.com
www.nansulateindustrial.com

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Introduction

Distributors of Industrial Nanotech products are uniquely positioned to capitalize on the burgeoning global sustainability movement. In the current turbulent economic times, some businesses will fail, certain businesses will continue to remain viable, and yet others are poised to flourish. As governments and corporations focus on operational efficiency and reduction of energy consumption, Nansulate® coating technology as an energy efficiency solution with short payback, has become a popular solution that organizations are choosing to reduce costs and lower overall energy consumption. A combination of global events and economic factors make a Distributorship with Industrial Nanotech an exciting opportunity to be a part of a growth industry that is fueled by the necessity of companies to operate more efficiently, as well as the political and legal environments that are fostering the growth of the “green” movement with energy saving mandates and carbon and other emission related laws.

A combination of a powerhouse product created through the next generation of science - nanotechnology - a patented product line with multiple competitive advantages over past generation technologies, and a world class distributor program provides you with a platform to launch your business into profitability and reap financial rewards while also making a difference for our planet.

About Industrial Nanotech

Industrial Nanotech, Inc. specializes in developing sustainable, earth friendly nanotechnology-based solutions that are easy to use and designed to save energy, protect plant assets, and reduce carbon footprints. Our Nansulate® technology provides immediate energy saving solutions with short payback periods and long-term financial benefits to assist companies with rapid cost-cutting in both retrofit and new installations.

Industrial Nanotech is an official ALLY organization with the U.S. Department of Energy “Save Energy Now” Program and a member of the U.S. Green Building Council and Biodiesel Alliance.



Application Requirements

Our requirements to apply for a Distributorship are very simple:

- 1) Fill out the Distributor Profile Form.
- 2) Fax the form along with the following to 1-239-254-1381
 - a. Your Company Business Plan
To include:
 - *Executive Summary*
 - *Company Description*
 - *Competitive Analysis*
 - *Sales/Marketing Strategy*
 - *Management Team*
 - *Capital Resource Allocation*
 - *Details on Import Duties*
 - b. Distributor Price Spreadsheet

The Distributor Profile Form and accompanying information must be completed before we can continue with your request to become a Distributor.

Upon receipt of the information above, we will provide you with details of your territory size which is based upon the population and economic indicators of your area.

Once we have confirmed that your company fulfills our requirements for experience and resources, we will proceed by providing you with an Exclusive Distributor Agreement to review.

The Benefits of Being a Distributor

- 1) Exclusive rights to designated territory
- 2) Included in the Distributor Package
 - a. Dry Film Thickness Gauge
 - b. Wet Film Thickness Gauge
 - c. Hurricane mixer
 - d. Demonstration Kit (Hot plate, two thermometers, 1 coated/1 uncoated panel)
 - e. 50 Nansulate® 24-page Catalogues
 - f. 50 Blank aluminum panels for you to coat for handouts
 - g. Ongoing Online Training Modules through our dedicated distributor website
 - h. Marketing support through our ongoing magazine editorials, through PR specific to your region and through original copies of marketing brochures, images and logos for use in your own marketing materials
 - i. Designation as Official Nansulate® Distributor, and use of accompanying logo
 - j. Business stationary templates you can use for business cards & letterhead
 - k. Website template and/or content you can use
 - l. Weekly Distributor Newsletter and periodic Webinar Training
 - m. Kick-Off Distributor Launch Package and Call to get you started
- 3) Multiple-market opportunities - wide range of industries and applications
- 4) Represent award-winning technology - patented in the U.S. and other countries
- 5) Provide green, energy saving technology that is not available anywhere else
- 6) Exclusive Distributor Discount Structure
(Discounts are from the posted U.S. website price)
 - a. For orders less than 1 pallet*10% discount
 - b. For orders of 1 pallet or more and less than 10 pallets.....20% discount
 - c. For orders of 10 pallets (20 foot container).....25% discount

* 1 pallet = 144 1-gallon containers (144 gallons) OR 24 5-gallon containers (120 gallons)
10 pallets = 20 foot container
- 7) Flexibility to price for your market - We allow distributors to suggest prices in their region that will be marketable and allow them the ability to discount to contractors or customers. All retail prices must be approved by Industrial Nanotech in writing before being used or published. Please see our Distributor Pricing Spreadsheet for more details.
- 8) Earn rebate checks by hitting monthly sales volume. By selling 500 gallons in a month, you can earn a rebate of 5% of the US Retail product invoice total, prior to all other discounts. (Rebate percentage is calculated before your distributor discount).

Compliance Requirements

Intellectual Property:

Please understand that we have two assets we vigorously protect... our intellectual property and our corporate image. We aggressively defend against any and all attempts to infringe on our intellectual property or corporate image. Use of anything except our approved labels on containers of our product, use of our logos or information on any product not produced by us, or use of any literature for marketing or distribution in a format or method not approved in writing by our company shall constitute a violation of, and immediate termination of, the Exclusive Distributor Agreement and liability for a claim of patent rights and trademark infringement, which will be pursued to the fullest extent of the law.

If you are comfortable with the rules of the above paragraph, you will find our company to be extremely supportive of our Distributors, both in terms of our national, regional, and industry specific advertising and in terms of the resources available... world renowned leaders in the fields of nanotechnology and polymer science research.

Distributorship:

- 1) Upon receipt of your Exclusive Distributorship Agreement, sign and initial two copies and send both with original signatures, to:

Industrial Nanotech, Inc.
1925 Trade Center Way, Ste. 1
Naples, FL 34109, USA.

We will sign both copies and return one fully executed Agreement to you.

- 2) Payment of the Distributorship Package Fee of \$12,500.
(Refer to "Benefits of Being a Distributor" to see what is included in the Package)
- 3) Fulfill the quarterly minimum quotas outlined in your Distributorship Agreement.
- 4) Follow the strict compliance parameters for use of our logos, literature, and product labels.
- 5) Submit all marketing pieces, to include print literature, advertising materials, website pages, etc.. to Industrial Nanotech for approval prior to use.
- 6) Complete required Distributor Online Training Modules for product knowledge and application methods

Distributor Profile Form

Thank you for the time you're investing in preparing your Industrial Nanotech, Inc. Distributor Profile Form. Please fill out this form completely and submit it with your Company Business Plan. Our primary goal is to optimally serve you and your customers. This information helps us do that.

COMPANY INFORMATION			
Name of Company:			
dba name, if applicable:			
Address			
Phone:		Facsimile:	
Main Contact Name:		Position:	
Contact Address:			
Contact Direct Phone:		Facsimile:	
Contact Email:		Mobile:	
CEO Name:		President:	
Number of Employees:		Annual Sales:	
Dunn & Bradstreet #:		FEIN:	
Type of Business:		Website:	
Describe Your Customer Base:			
Number of Locations:		Products/ Services:	
# of Full Time Sales Staff Employees:		# Contracted:	
# of Full Time Technical/ Installation Employees:		# Contracted:	
Primary Brand Names You Offer:			

COMPANY INFORMATION

Please List Two Business References:

Reference #1:

Phone:

Reference #2:

Phone:

Please describe why you would like to be a Nansulate® Distributor:

What is the address of your main office? (We calculate territory boundaries from this address)

Street Address:

City:

State:

Postal Code:

Country:

List your projected Nansulate® product sales volume. (Year 1, Month 1 will begin on your Distribution start date):

Year 1: Months 1-3 \$ _____ Months 4-6 \$ _____ Months 7-9 \$ _____ Months 10-12 \$ _____

Year 2: Months 1-3 \$ _____ Months 4-6 \$ _____ Months 7-9 \$ _____ Months 10-12 \$ _____

Year 3: Months 1-3 \$ _____ Months 4-6 \$ _____ Months 7-9 \$ _____ Months 10-12 \$ _____

Desired Distribution Start Date:

Are You Planning to Provide Application of the Coatings?

If No: Who would be your source for this service?
(List company name, website, and phone number)

BUSINESS PLAN INFORMATION

The following should be submitted with your Distributor Profile Form. Not submitting these with your form could negatively impact your chances of becoming a distributor.

The PDF will allow you to add as much text as you like. Note, this may change the page numbering. Please also feel free to attach any other information such as graphs or charts.

- Your Company Business Plan (include: Executive Summary, Company Description, Competitive Analysis, Sales/Marketing Strategy, Management Team, Capital Resource Allocation, Import Duties)

COMPANY INFORMATION

Executive Summary

Company Description

Competitive Analysis

Sales Strategy

(Example of type of information to include: Number of salespeople, in-house or outside, retail locations, etc..)

Marketing Strategy

(Example of type of information to include: Social Media, Website Domain, Website, Print, Radio, TV, etc...)

Target Markets

Industrial Nanotech sells a broad range of products. Which markets are you planning to work in and which associated Nansulate® products, are you interested in representing?

Management Team

Capital Resource Allocation

Import Duties, and other Country Specific Information

Other Details You Would Like to Include

Submission Confirmation:

I am the designated representative of one of the above listed parties and, by this application, have read and agreed to the terms and conditions contained in the application.

Signature: _____

Printed Name: _____ Title: _____

Date: _____