

FOSTER RAD

U.S. JAMA/LASER DISTRIBUTOR

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**TO: Our Future LASER Engineering Exhaust System Partner,
Welcome to the FOSTER RAD LASER Exhaust dealer program.**

Please look over this introduction to our program. It contains the information you will need to work with us in the months ahead and paves the way towards a profitable and rewarding relationship with FOSTER RAD, promoting and selling the LASER MOTORCYCLE EXHAUST SYSTEMS Product.

CONFIDENTIALITY AGREEMENT:

All terms of the FOSTER RAD LASER Exhaust dealer program are confidential. By submitting your application to FOSTER RAD, for our dealer program, you, your firm and all its employees and agents, agree to maintain this confidentiality.

PROGRAM SPECIFICS:

- 1. We want to have strategically located LASER Exhaust dealers throughout the North America, selling this premium exhaust system. We require a dedicated, committed, hard-working team at your business to accomplish this goal. If you are selected as a LASER MOTORCYCLE Exhaust dealer, you will have an area or region that is your exclusive domain. We will not populate your area with other LASER Exhaust dealers; you will be assured of a competitive advantage.**

It is important to display LASER Exhaust products at all times to ensure continued sales. Our combined successes depend on our end users ability to see the excellent fit and finish of the LASER product. Additionally, having a demo model installed on a motorcycle or scooter furthers the customer's experience and will ensure the sale. FOSTER RAD will provide the following promotional material and you as the dealer will display:

- LASER Exhaust products**
- A LASER Exhaust Display Banner**
- LASER Exhaust Promotional Literature and Display Holder**
- A LASER Exhaust Promotional Video.**

2. Staff:

A friendly, outgoing salesperson that has product knowledge is your best asset. Product knowledge sells. LASER has many cutting edge products that are made of the finest materials in a state of the art facility. LASER Exhausts products practically sell themselves.

3. Technical Help:

Need help with a sale or installation? We are here to help. Give us a call and we can help seal the deal or assist with any technical questions you might have. Our mission is to support you in selling the LASER Engineering Exhaust products.

4. Shipping Claims:

Shipping claims must be promptly reported to our sales department within 24 hours of receipt of damaged goods.

5. Warranty Claims:

All products must be examined when received and be worthy of sale or display. Customer warranty issues must be dealt with promptly. With regard to warranty issues, please contact our sales department for a RTV authorization within 48 hours. In

most cases we will ship a new part within 24 hours; if it is a stock item and falls within the warranty guidelines.

6. Feedback:

To continue a profitable and successful sales program, we require timely feedback of your experiences and consumer satisfactions. The motorcycle enthusiast is a knowledgeable source of information. We will assimilate all feedback and communicate with the JAMA/LASER management team, to let them know our end user's needs.

7. Plan to Succeed:

Sell, sell and continue to sell the LASER product; that will bring profitability to your bottom line. Remember selling a LASER system requires installation. Your service department will benefit also.

It is our primary concern that the end user be offered the premium LASER product in a fashion that reflects its inherent qualities with a sincere concern for customer satisfaction, thus your continued growth and profitability.

INFORMATION NEEDED:

Name of Business _____

Owner _____

Person(S) authorized by owner to purchase: _____

Corporation___ Partnership___ Sole Proprietorship___

Year Business Started _____

TYPE OF BUSINESS:

Accessory___ Authorized motorcycle dealer___

Repair shop___ Wholesaler___ Distributor___

New franchised Motorcycles sold:

Address _____

Town _____ State _____ ZIP _____

Telephone # _____ Fax # _____

E-mail _____ Website _____

Type of Business _____

Goal of Business _____

Provide the Following:

- Business license
- State Tax certificate

This information will be kept confidential.

Upon approval, we will ship you the LASER promotional tools and the dealers manual including:

- Product and Price lists
- Warranty terms
- Dealer agreement
- Bonus Plan.

We look forward to a fun and profitable relationship.

I have read the above requirements and agree to the above terms. **DEEPTONE EXHAUST SYSTEMS**

Signature of Dealer _____ (I.s.)

Date ___/___/___

Thank you,

Lenny Pedersen
Director Dealer Development
FOSTER RAD
LASER Engineering Exhaust Systems

Please fax this application back to us with copies of your business license and state tax certificate; we will respond promptly within 24 hours.

718-468-0425 (fax) Thank you!