



August 4, 2011

Distributor / Representative Guidelines

1. Whirl Wind Aviation will not provide or accept territory protection or exclusivity for our dealers or representatives. Each man or firm is entitled to only the business that they generate or send to WWA. Whirl Wind Aviation is not actively seeking to add dealers but reserves the right to add dealers in any region we choose, and at any time. In the event there is already representation in a particular area when a new request is made, Whirl Wind Aviation will take into consideration the performance of existing regional dealers before the new dealer is approved.

Discounts / Commissions

2. Sales to dealers such as OEMs that take delivery of Whirl Wind Aviation product and warehouse, install or deliver to the end customer will receive a 10% discount on the product when invoiced by Whirl Wind Aviation.
3. Sales and shipments from Whirl Wind Aviation to the end customers based on dealer / representative referral or recommendation will result in a 5% commission or "finder's fee" that will be paid to the dealer / representative.
 - A. The customer ordering from Whirl Wind Aviation, or the sales representative, must inform Whirl Wind Aviation of this association at the time of the order. It must be clear that the sales representative was instrumental in confirming the sale for commission to be paid.
 - B. If the dealer / sales representative so chooses, the 5% commission may be split between the sales representative and the customer. This split must be requested of Whirl Wind Aviation by the representative at the time of the order.

This outline will serve as the Whirl Wind Aviation dealer / sales representative relationship operating document.

If you are interested in becoming a distributor or independent sales representative for Whirl Wind Aviation, please forward your personal and / or company credentials, including other current OEM relationships and your web site (if applicable) to Whirl Wind Aviation for review.

We will be in contact with you after review and consideration of your request.