

HH BROWN SHOE COMPANY INC. INTERNATIONAL APPLICATION

Please fill out the sections below that pertain to the areas of interest. The sections are marked as "All Applicants", "Retail", "Trading Company", "Distributor" and "Licensee". Some sections may overlap.

All Applicants

Brand(s) of Interest: _____

How did you become familiar with this Brand(s) _____

Registered Company Name: _____ Country of Registration: _____

Legal Status of Entity: _____ (i.e. Corporation)

D/B/A: _____ Bus. Phone: _____ Fax: _____

Address: _____

Years in Business: _____

Footwear Brands Carried: _____

Product Lines Carried: (i.e. Footwear, Apparel, etc.) _____

Do you maintain a website: _____ Web address: _____

Do you sell via the website: _____

Your Name: _____

Name

Title

Fax

Phone

Email Address: _____ Date: _____

Signature: _____

Retailer/Trading Company (only)

Number of stores purchasing for: _____

Current Retail Footwear Price Range: _____ Currency (i.e. US\$): _____

Required Attachments:

Store Listing: Trading Names and Addresses

Photographs of Interior/Exterior for each retail concept.

Trading Company (only)

Name of Retailer Purchasing for: _____

Address

City

Country

Purchaser agrees shipment authorized to Named Retailer only.

Distributor/Licensee (only)

Territory Covered: _____

Other Footwear Lines: _____

Targeted wholesale price points (footwear): _____ Currency (i.e. US\$): _____

Targeted retail price points (footwear): _____

Targeted Trading Area Countries: _____

Number of accounts currently serviced: _____ Net Annual Sales Volume: _____

Distributor (only)

Do you:

- Warehouse and Allow Fill-ins: _____
- One Time per Season Distribution: _____
- Have your own Showroom: _____
- Show at Trade Shows: _____ Which Trade Shows: _____
- Have your own Sales and Support Staff or Use Independent Reps: _____

Seasonal sample requirements: Fall: _____ Spring: _____

Make-Up (only)

Seasonal sample requirements: Fall: _____ Spring: _____

Licensee (only)

What product Categories are being considered: _____

Do you intend to also manufacture and sell Footwear: _____

Are you currently a Licensee for any other brands: _____

***** All Applications are subject to the terms and conditions as set forth solely by H.H. Brown Shoe Co., Inc.

