Become a Licensee

Become an Officially Licensed Manufacturer of Pan American World Airways LLC Licensed Product(s)

Dear Prospective Licensee:

If you decide to research the possibility of becoming a licensed manufacturer, we require that you complete and return the License Application. Please also submit all other required documentation as requested in the last section of the License Application. Send this information to:

Pan American World Airways, LLC
Licensing Department
104 E 600 South
Suite 836
Heber City, UT. 84032

Please be advised that all costs and expenditures associated with artwork, concepts, samples, prototypes and proposals prepared and submitted by a prospective licensee to Pan American World Airways LLC in connection with a license, are to be borne solely by the prospective licensee.

Please also note, it is the policy of Pan American World Airways Licensing Department not to accept unsolicited submissions of creative ideas or materials. Accordingly, when you send us information about your company, do not include confidential or proprietary information, such a product concepts, designs, ideas, original artwork, or other proprietary information, as Pan Am seeks to avoid possible future misunderstandings when products developed by our company or licensees might seem to others to be similar to their own creative work. You acknowledge and agree that Pan Am at all times has many products and projects in various stages of development and that the results of these endeavors may be similar or identical to your own products and projects.

Pan Am will not begin review and consideration of any application until all portions of the application and its supporting documentation are submitted in their entirety.

We thank you for your interest in the Pan Am brand.

PAN AMERICAN WORLD AIRWAYS, LLC
104 E 600 South, Suite 836
Heber City, UT. 84032

LICENSEE APPLICATION FORM

Company Info:

Company Name:			
Address:			
Contact Person:		Title:	
Phone:		Fax:	
Email:		Website:	

Number of Years in Business:		Number of Employees:		State of Incorporation:	

If not Incorporated, please list principal owners and type of business:

PRODUCT INFO

Description/list of product(s) for which you are seeking a license:							
Does your company currently manufacture and/or sell the product(s) being submitted:							
Yes		No					
Are you willing to make products exclusively for Pan Am?				Yes		No	
Estimated wholesale selling price (per unit):							
Estimated retail selling price (per unit):							
Timeline for prototype to be available for review (upon request):							
Total production time:							
Proposed release date:							

SALES AND DISTRIBUTION INFO

TERRITORIES- Specify all territories that you are seeking licensing and indicate whether you currently sell in those territories. For international markets, list specific countries in which you currently sell.					
US:		Canada:		Mexico:	
Europe:					
South America:					
Central America:					
Middle East:					
Australia/NZ:					
Asia:					
Other:					

SALES INFO

TYPE	# of Reps		
Own Sales Force		Total Annual Sales Volume (current year):	$
Outside Reps			
Agents			
Total Annual Sales Volume (previous year):			$
Percentage of overall sales derived from licensed merchandise			%
If currently making similar product, wholesale $ volume for most recent year.			$

Estimated Sales Volume of the items you wish to manufacture under this license:					
Year 1:		Year 2:		Year 3:	
Accounts to whom you plan to sell the licensed product:					
1					
2					
3					
4					
5					

SALES INFO CONT.

Type of Account	% of Sales Volume	Primary Accounts Sold To
Distributors		
Department Stores (Bloomingdales, Nordstrom)		
Mass Merchants (Sears, JCPenney)		
Discounters (Wal-mart, Kmart)		
Warehouse Clubs (Costco, BJ's)		
Drug Store Chains (Walgreens, RiteAid)		
Grocery Chains (Stop & Shop, Albertsons)		
Homecenter/Hardware (Lowes, Home Depot)		
Toy Stores (Toy R Us)		
Sporting Good Stores (Dicks, Olympia)		
Book Stores (Barnes & Noble, Borders)		
Office Supply Stores (Staples, Office Max)		
Convenience Stores		
Travel Centers		
Gift/Specialty Stores		
On-line Retailers		
Catalog		
Direct to Consumer		
Other (specify)		

LICENSING INFO

Does your company currently manufacture any other products under licensing contracts?

Yes		No	

If yes, specify below:

Licensing Company	Property	Years under License	Territory/Territories

Proposed term of license?

Start Date	/ /	End Date	/ /

MANUFACTURING INFO

Will your company actually manufacture this product?	Yes		No	
If no, who will manufacture the product?				
Where will the product be manufactured (country of origin):				
Number of factories you currently do business with:				
Do you currently have production capacity to meet the anticipated demand?	Yes		No	
Do you plan to maintain minimum inventory quantities?	Yes		No	
If Yes what Quantities?				

MARKETING INFO

Do you plan to advertise and promote the product?	Yes		No	

If so, what type:

Consumer Advertising	
Trade Advertising	
In-Store Materials	
Sales/Trade Incentives	
Press Release	
Co-op Advertising	
Other (Specify)	

Does your company use an advertising agency?	Yes		No	

Agency Name:			
Address:			
Contact Person:		Title:	
Phone:		Fax:	
Email:		Website:	

What amount of advertising and merchandising funds do you plan to spend to promote this new licensed product in the first year?	$

Does your company have product design and artwork capability?

	Yes		No	

If yes,

in house	
outside agency	

Does your company have a formal Quality Control Program?	Yes		No	

Explain your customer service/support resources

FINANCIAL/ INSURANCE INFORMATION AND REFERENCES

Are you bonded?	Yes		No	

Do you carry liability insurance?	Yes		No	
If yes, please list carrier and limits:				

Bank Reference:

Bank Name:			
Address:			
Contact Person:		Title:	
Phone:		Fax:	
Email:			

Business References:

Please list four retail and licensing references we can contact for an opinion on your product line and performance:

Company Name	Contact Person/Title	Phone/Email
1.		
2.		
3.		
4.		

COMMENTS/OTHER:

CONDITIONS FOR SUBMITTING A LICENSEE APPLICATION FORM

Please include any or all of the following information. Please note, the more information submitted, the quicker

Pan American World Airways, LLC can make a decision on your application:

1. Annual Report and/or other financials
2. Sales catalogs, brochures or sell sheets
3. Company press materials
4. Letters of recommendation

Please be advised that all costs and expenditures associated with artwork, concepts, samples, prototypes and proposals prepared and submitted by a prospective licensee to Pan American World Airways Inc. in connection with a license, are to be borne solely by the prospective licensee.

Issuance of a licensed product agreement will depend greatly on the product, quality, creativity, sales projections and channel of distribution.

A guaranteed minimum licensed product royalty and an advance upon execution of the signed agreement is expected.

Any licensed manufacturer of Pan American World Airways LLC must have comprehensive general liability insurance coverage, including product liability insurance, naming Pan American World Airways LLC, as additional insured. Specific details of a license will be discussed with you should it be determined that a licensed product would be beneficial to both parties.

Legal Notice Regarding Proprietary Information:

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not include confidential or proprietary information, such a product concepts, designs, ideas, original artwork, or
other proprietary information, as Pan Am seeks to avoid possible future misunderstandings when products developed by our company or licensees might seem to others to be similar to their own creative work. You acknowledge and agree that Pan Am at all times has many products and projects in various stages of development
and that the results of these endeavors may be similar or identical to your own products and projects.

If you ignore Pan Am's policy and submit any creative suggestions, ideas, notes, drawings, concepts, designs, original artwork, or other information (collectively, "Unsolicited Submissions"), the Unsolicited Submissions shall be
deemed, and shall remain, the property of Pan Am.

None of the Unsolicited Submissions shall be subject to any obligation of confidence on Pan Am's part and Pan Am
shall not be liable for any use or disclosure of any Unsolicited Submissions.

_____ Yes, I have read the CONDITIONS FOR SUBMITTING A LICENSEE APPLICATION FORM to Pan American World Airways, LLC (signature required)

Information Submitted By:	

Signature:	

Date:	/ /