



THE AIRPLANE FACTORY (Pty) Ltd
Registration no 2002/022837/07
Approved Maintenance Organisation 1264
Manufacturing Organisation M677

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Distributor Requirements:

- Must have experience in importing and selling aircraft.
- Must have a professional setup – ie be full-time in the aviation industry.
- Must be established on an airfield with hangar and office facilities.
- Must have facilities and staff to assemble, test fly and maintain aircraft.
- Must be an experienced pilot or employ experienced pilots.
- Must have good working relations with others in the industry and with the Civil Aviation Authority in that country.
- Must purchase and own at least 1 Airplane Factory aircraft which must be kept in pristine condition which is to be used for demo flying and display purposes.
- Must obtain certification approval for The Airplane Factory products in your country so as to be able to freely sell the products in that country.
- Must have the necessary trading and operating licenses to be able to legally conduct business in the aviation sector.
- Must advertise The Airplane Factory products in a national aviation publication every month.
- Must create an ongoing and evolving interest in The Airplane Factory products by writing editorials, hosting events, workshops etc.
- Must attend and display (or arrange for local dealers to attend and display) The Airplane Factory products at every major airshow and aviation convention / exhibition in the designated country / area.
- Must have a modern and regularly updated website.
- Must have phone, fax, and e-mail.
- Must meet agreed sales quotas of The Airplane Factory aircraft annually.
- May not sell products which are in direct competition to The Airplane Factory products.
- Must develop a reputation for service excellence and customer support.