



## Our Mission

We believe in the power of biology.

Tainio is the benchmark of quality, innovation and service in agriculture, turf, horticulture, environmental restoration, and home gardening.

Continually evolving and adapting to our ever-changing environment, we strive to develop the best biological products for optimum soil and plant health. In partnership with Nature, we are driven to provide solutions that promote healthy food, fiber and medicine.

Together we work to build a sustainable world for this and future generations.

Tainio – Natural Growing Through Biology





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PO BOX 19185 · SPOKANE, WA 99219

### **Changing Times**

The E.P.A. is pulling more and more chemicals from the market, leaving fewer options for farmers. In partnership with Tainio Biologicals, you can offer affordable solutions by setting up programs for your customers that require little or no chemical use.

The organic food industry has grown and continues to expand into a multi billion dollar industry. As public demand grows, so do the numbers of farmers who are choosing to transition to organic status. Tainio Biologicals has several products that are approved for organic use by the WSDA Organic Program and the Organic Material Review Institute (OMRI).

### **A Chance to Make a Difference**

- Our environment is in trouble.
- The American family farm is going under.
- Public health is at risk.
- A few huge corporations control a system that is at best expensive and no longer effective, as well as controversial and potentially deadly. Our goal is to teach the world a better way of farming based on balance and moderation.
- Our BFMS products are environmentally friendly and non-harmful.
- We can help boost the farmer's income by increasing yields while lowering fertilizer and chemical use.
- By using the Tainio BFMS program the farmer can produce healthy, nutritionally balanced food for the consumer while making a healthy profit.

As a Tainio Biologicals distributor you can sleep at night knowing you are doing your part to help save our environment from destruction and preserve an important part of our country's heritage, the family farm.

Together we can make a difference!





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Dear Friend(s),

Welcome! We are happy to hear that you are considering joining us as a new distributor, and we look forward to working with you.

There are a few basic criteria that we look for in a distributor.

1. You must have at least a basic background in agriculture or turf management.
2. You must have the time to dedicate to building a customer base and servicing your customers. We strongly discourage taking this on as a part time business.
3. Together we will establish a minimum sales per year requirement, based on your existing customer base and your area's demographics.
4. As we would be working closely together and you would be representing our products, we feel that it is important for us to meet in person. Ideally, we would love for you to visit us at our facility and get to know us and our staff. If this is not possible, we may send a representative to meet with you at your office.
5. We at Tainio Biologicals strive to always live by our mission statement, (enclosed), and seek those who are like-minded in values and goals.
6. You will need to purchase a distributor starter kit, which includes a set of DVDs from one of our past seminars, 25 brochures for your customers, 10 sets of BFMS crop protocols, a copy of the Soil Biology Primer by the Soil & Water Conservation Society, and a distributor price list. You may pick this up at the time of your visit, or we can send it to you later once you make your final decision. The cost is \$100.00.

The first step is to complete the enclosed short questionnaire and a credit application. Please fill these out and mail or fax to our office, along with any information about your company and/or a résumé.

Enclosed are some answers to frequently asked questions about becoming a Tainio Biologicals distributor. If you have further questions, please feel free to call, e-mail or fax us!

Sincerely,  
Dennis Warnecke  
Director of Sales and Technical Support





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**Please Help Us Get to Know You!**

Please print. Answers may be attached on additional sheets of paper if more space is required.

1. First Name \_\_\_\_\_ Last Name \_\_\_\_\_

2. Company Name (if applicable) \_\_\_\_\_

3. Address \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

4. Phone (        ) \_\_\_\_\_ Fax (        ) \_\_\_\_\_

E-mail \_\_\_\_\_ Web site \_\_\_\_\_

5. Do you have a background in agriculture or turf management? \_\_\_\_\_

If yes, please explain.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

6. Are you currently employed or have any other involvements that would prevent you from devoting full time to your customers and your business? \_\_\_\_\_

If yes, please explain.

\_\_\_\_\_  
\_\_\_\_\_



7. Do you currently own or operate a business involving agriculture or turf management?

\_\_\_\_\_

*If yes, please explain and answer questions 8,9&10. If no, please skip to question 11.*

8. What products does your company currently market?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

9. What types of customers do you currently call on? (i.e. fresh market vegetable growers, grain growers, fruit growers, golf courses, etc.) List in order of your largest volume of business to the smallest.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

10. a. What is your company's annual sales volume? \_\_\_\_\_

b. What is your projected sales volume for the next two years? \_\_\_\_\_

11. How did you first learn about Tainio Biologicals? \_\_\_\_\_

12. Do you currently or have you ever used any Tainio Biologicals products? \_\_\_\_\_

If yes, please list which one(s), for what applications, and from whom you purchased them.

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