

Authorized Distributor Requirements

This document serves to ensure the ABO brand and its products have proper representation by its Distributors. We are seeking partners who possess industry skill, knowledge, and relevant experience to join the ABO global family. Our goal is to successfully develop and manage a distribution network and a platform for the sales of our product lines.

As an Authorized Distributor of ABO products, you will enjoy the following advantages:

- Representing a top quality manufacturer and globally recognized brand;
- 25 years on the market;
- Competitive pricing;
- Updates on current and newly developed products;
- Free product training and technical support;
- Free start up marketing package – brochures, visuals etc;
- Free Full Technical catalogues, installation, operation, safety manuals;
- Technical support.

The following qualifications are expected of a potential distributor by ABO:

- Proven experience in sales and distribution of industrial equipment - preferably with industrial valves - for processing industries such as wastewater, OEM machinery, food & beverage, pulp & paper, HVAC, oil & gas, refineries, chemical, petrochemical, pharmaceutical, power plants, or equivalent;
- Strong sales and marketing team;
- Sound financial management skills and business strategies;
- Sufficient manpower and infrastructure for receiving, dispatching and warehousing of goods;
- Comply with ABO Credit Control Policy;
- Maintain local inventory and a specific amount of minimum purchases per year.

If you meet the above criteria and would like to mutually benefit from a cooperation with ABO within a long-term partnership, we would like to hear from you. Please fill out the attached Distributor Agreement and email it to salesUSA@abovalve.com. All information provided will be kept strictly confidential within the ABO organization and only be used during the Distributor selection process. We will not share or disclose the information to any third-party entity. The submission and processing of the Distributor Application Form obligates neither ABO nor the applicant to become a party to any contract. Any investments and expenditures made by the applicant are the applicant's responsibilities and such investments and expenditures do not in any way obligate ABO into signing any contractual agreement with the applicant.

Thank you for your interest in joining the ABO family. We look forward to hearing from you!

Distributor Application Form

Company Name:

DBA:

Date of establishment:

Type of organization:

Federal Tax ID:

Address:

Billing address (if different):

Other locations & representations:

Website:

Email:

Tel.:

Company officers - name & title:

Main contact person for ABO:

Accounts payable contact:

Bank information / contact / account:

Trade references (min. 3):

a.

b.

c.

Office and warehouse area:

Number of employees:

Total sales 2017 / sales forecast 2018: \$ / \$

Territory and industries you are applying for:

Your target volume for ABO products - first 6 months / first 12 months: \$ / \$

I certify that all information provided in this application is correct.

(Signature)

(Printed name)

(Date)