

## DISTRIBUTOR POLICY

Australian Pipeline Valve (APV) welcomes and thanks you for your interest in becoming an APV distributor. APV distributors are envisioned as an extension of our network in order to supply and service customers quickly and efficiently. We value our partner's commitment and take pride in strengthening our business relationship. This policy will explain the requirements, benefits, and expectations of our distributors to effectively grow together.

### Requirements

APV will appoint a finite number of distributors in one territory. Sole distributors will be appointed in some regions or for nominated major accounts. All potential distributors will be required to meet the following requirements in order to act as an APV distributor:

1. Provide proof of ownership and business registration information.
2. Posses suitable business experience and expertise in valves and piping sales.
3. Own a website with their domain and be willing to set up an APV promotional page.
4. Required documents to submit: APV distributor application, proof of company registration, website, sales history of valves and client base.
5. Major target customers are: Oil & Gas Industry, Petroleum Industry, Chemical Plants, Power Stations, Mining, Process Industries etc.

### Distributor Benefits

In becoming an APV distributor, APV will provide the following benefits:

1. End-user leads will be forwarded
2. Preferential pricing, flexible payment arrangements & commission
3. Priority in production
4. Promotional products & literature supplied on-line, USB and hard copy
5. Training & quoting assistance
6. Spare parts traceability
7. Assist in presentations to end-users and exhibitions
8. Value added engineering & automation services
9. Project assistance
10. Major project references
11. Flexible project payment arrangements/commission options
12. Full set of installation and operations manuals available

### Commitment

Upon becoming an authorised distributor of Australian Pipeline Valve, the period of validity will begin at twenty four (24) months and will be extended indefinitely depending on an overall evaluation and accomplishments. During the agreement, distributors will be responsible for marketing and selling Australian Pipeline Valve brand name products in their territory and will be expected to register APV on end-user and EPC approved manufacturers lists and vendor lists.

Distributors will be expected to provide customer sales service and assist their customers with basic technical inquiries. Distributors will behave in a professional and ethical manner in order to serve their customers with excellent care and will follow the laws and regulations established in their territory. The Distributor will also abstain from falsifying or duplicating APV products and documentation without the written permission of APV.

### Upon Acceptance

Where requested, APV will provide an authorisation certificate and/or agency agreement upon acceptance as an authorised distributor. The distributor will also receive a starter kit of promotional literature and a suggested website page promotional summary and photos. Non-performing distribution agreements can be cancelled at any time after 24 months with notice at APV's discretion.