

2012/009858/07

## RESELLER POLICY

Our agreement with our Principals does **NOT** allow for trade with resellers. Resellers can be certain of the following when making requests for equipment:

- 1. All website inquiries will be validated as genuine.**
- 2. All website inquiries made for resale will be declined.**
- 3. All website inquiries to our Principals are forwarded to us if the request is in our territory.**

As Exclusive distributors of the products we supply, we will not provide a Purchasing department with 2<sup>nd</sup> or 3<sup>rd</sup> quotes.

We do not enter into pricing competitions between suppliers as our equipment is valued globally for its reliability, accuracy and affordability.

Our reseller policy is in line with the responsibilities of a distributor and is in place to:

- Protect the purchaser from excessive pricing added by resellers
- Ensure full technical and after sales support
- Protect warranty claims
- Ensure correct equipment is supplied
- Ensure correct equipment use
- Protect the brand