

(714) 902 - 9000

www.advancestorageproducts.com

Our goal is to develop and grow our relationships with our distribution partners. We consider ourselves an honest and professional company, and will treat all of our distribution partners with integrity in a consistent and straightforward manner.

Becoming a Distributor for Advance:

We seek to focus our sales through registered distributors who have the proven ability, experience and engineering background to successfully sell our products and are committed to representing and growing their business with Advance. Advance is not an open line. Advance does not assign exclusive territories to distributors and will share the names of other distributors in a specific territory.

Pricing & Multiple Distributors:

In order to provide the most competitive proposal, Advance develops prices for each opportunity uniquely. Pricing is calculated based on a combination of internal costs, current material costs and project size. Unit pricing will change based on volume or job size. When multiple distributors are pursuing the same opportunity, Advance will provide the same price to all distributors (Advance does not register accounts). The only exception may be with our Premier Partner distributors who receive an additional discount. Premier partners are selected based on their historical volume and commitment to Advance. Advance will notify competing distributors that they are bidding on the same project, but all other aspects of each bid (including custom engineering from previous projects) will be held strictly confidential to protect each distributors' request, Advance will bill customers directly, with a finders fee paid to the distributor. The purchase order from the end user must be written to Advance.

Bid Requests:

Our goal is to return bids within 24 hours (72 hours for more complicated jobs). Advance prefers that our distributors send written bid requests to our representative. This will help us to process your request faster and more accurately. When possible, please use Advance standard RFQ forms, again this will speed and simplify the process for everyone. Advance will provide plan and elevation drawings on request, please allow a few days of processing.

Processing an Order:

Upon receipt of a purchase order, Advance will provide an order acknowledgment and approval drawings along with a projected delivery date. We realize that is a lot of work to sign the acknowledgment and drawings, but since we build everything to order we have found this to be the best way to ensure that we produce exactly what you want and need. If requested, Advance will coordinate directly with your rack OEM to process the approval drawings for your project (this is our preference and leads to the fewest mistakes). Advance will not start production without signed approval drawings and final credit arrangements. Once Advance is released for production, the project may be produced at any time. Any changes to the order after release may result in additional costs. Since all products are built for the order, we can rarely accept a returned product. Advance will do our best to minimize costs for all change orders.

Confidentiality:

Advance requires that you treat all quotes, engineering data and manuals in a confidential manner.

National Accounts:

Advance may be directly to select national accounts with size and volume that requires factory direct pricing. In cases where Advance has a historical relationship with a National Account, we will notify the distributor of the relationship and in the majority of circumstances we will bid to a registered distributor if requested. Advance will not pursue distributor generated accounts directly without the distributor's input.

Fun:

Advance strives to meet or exceed all of your needs and expectations every day. We enjoy what we do and we are good at it, so be patient with us if we tell a bad joke once in a while. Success is a combination of many things coming together at the right time and place. We take our work very seriously but, at the same, time we want you to have some fun working with us along the way.

I.D.# 8-2000

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