



Est. 1994

Reseller Overview

ECOsmarte Water Systems

2015



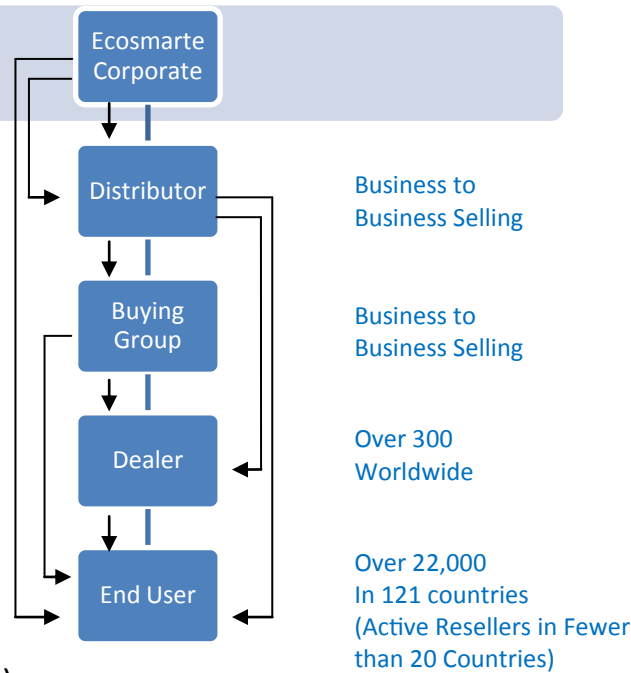
**BUILDER
SELECT**

Introducing Builder Select at the Rainwater Hotel Showroom

THE
RAINWATER
HOTEL®



Distribution Breakdown



Reseller Structures (Domestic/International)

Dealer: To become an official Ecosmarte dealer, you will be required to purchase a minimum of 6 units at the discounted wholesale pricing, 1 of which must be a programmable system with C02. Exceptions to the six unit minimum initial order requirement may be negotiated in the published Joint Venture territories only.

Business to Business and BUILDER SELECT

Buying Group: Establishing Buying group status requires a minimum purchase of 24 units,

3 of which must be programmable systems with C02. As a buying group, you will have the opportunity to supply dealers as well as retail customers while receiving the next highest percent of profit margin behind a distributorship. The advantage of having a buying group is that it does not require an annual stocking requirement. Buying groups are eligible to register architects, developers, contractors, and consumers at the Builder Select showroom at the Rainwater Hotel.

Distributor (By Invitation Only): As a distributor, you will have a specified and protected zone in which you can operate and distribute a designated amount of inventory. Distributors receive the highest percent of profit margin while being required to maintain a minimum of \$30,000 in inventory. The initial investment for a distributor of either Pool/Spa or Whole-House equipment is \$50,000 per product group. Thereafter, the distributor will be required to maintain specific inventory and hit specific purchase requirement to maintain exclusive territory. Each distributor receives a 3 year introductory contract with a 3 year renewal available. Territories will be defined in each contract and will provide dealer protection for that area, but will offer no protection for retail purchases. There is no restriction on where the distributor may sell domestically.

Enclosed are the two main brochures that we use for both dealers and customers; the first is the whole house water and swimming brochure that will hopefully help you understand frequently asked questions by our customers and become familiar with the price breakdowns for various products. The following three are the general overviews for the Pool/Spa, Whole-House systems.



ECOsmarte®

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