

TERRITORY GUIDELINES

Policy:

Greenheck Fan Corporation has appointed International Representatives globally to sell Greenheck manufactured products into a designated geographical location. Each representative has the right to protect the projects within their appointed territory.

A "territory" is defined as the location where the product will be installed. Consult your Regional Director when assistance is required.

A contractor office location does not define the territory. Only the installation point of Greenheck product defines territory.

Price control for a project INSIDE an appointed representative territory

The Greenheck representative, who is appointed to the territory where a project is located, will control all phases of pricing to all parties. All interested parties are to comply with the territory rep pricing. Territory rep pricing is to be assumed as minimum pricing. The quoting rep can quote higher than territory rep pricing, if desired.

All interested representatives located outside the installation point of the project are required to work with the appointed territory rep that will establish minimum pricing.

Discounting is to be requested via the appointed territory rep. Other representatives will be required to comply with the territory rep established pricing.

Price control for a project OUTSIDE an appointed representative territory

If a representative is asked to quote for a project in a territory outside their appointed territory by any contractor, engineer, or other organization, they are to contact the appointed territory rep for established pricing. A contractor location cannot determine the territory. The installation point designates territory.

The involved representatives may elect to exchange in writing between each other, any negotiated commission sharing and is recommended to provide a written copy of an agreed commission split to the factory with the purchase order(s). If commissions are non-negotiated, the Greenheck policy on commission splits will preside.

It is the responsibility of each appointed representative to determine the installation point of all projects and refer them if necessary. Representatives not sourcing the installation territory may be subject to loss of commissions.

DIRECT SOLICITATION OF BUSINESS INTO ANOTHER REP'S TERRITORY IS NOT ALLOWED.

Consult your Regional Director on any territory issues.