

## **EXPORT DISTRIBUTOR/PARTNER AUTOMOTIVE INTERNATIONAL/VALUGARD**

**The ideal partner for distributing ValuGard products.**

**A. Markets Covered:**

Automotive Vehicle Manufacturers	Automobile Dealers
Automotive Vehicle Importers/Exporters	Body Builders
Truck Manufacturers	Trailer Manufacturers
Bus Companies	Government Vehicles
Municipalities	Detail Shops
Car Washes	Body Shops

**B. Territory Covered:** Exclusive distributorship to qualified company.  
They must have direct sales and sub-distributors that cover all major cities to qualify.

**C. Personnel:** Sales and Technical Representatives.

**D. Desirable Company:**

1. Usually a company with few products lines; able to devote quality time to selling ValuGard; or a dedicated department/division.
2. A company can make a substantial profit selling ValuGard; however it takes a strong aggressive effort to gain a good market share.
3. It is preferable that the company is already selling to some of the above markets, so they have established contacts, and can immediately have sales success.

**E. Financials:** Must be financially stable company that can remit in cash or Letter of Credit; 30 day terms available to qualified companies with credit rating.

**F. ValuGard Export Distributors:** Send both sales and technical personnel to Cincinnati, Ohio to attend our ValuGard Prep Excellence Training Seminar.  
No charge for the seminar.