



Watch® GmbH
A Water Company

Distributor Qualification Requirements

Watch Water is committed to the success of our brand and our distributors. Our goal is to offer distributorship to the most qualified people in each market and establish long-term mutually beneficial business relationships with our distributors. Watch Water distributor will enjoy exclusive representation of Watch Water products in the authorized territory and the most competitive wholesale prices from Watch Water.

Watch Water takes pride in setting high standards for its authorized representatives. We seek individuals and/or businesses that are able to meet all the following three qualifications and will be dedicated in promoting and distributing Watch Water products.

1. The prospective distributor must have experience in selling the products of interest, must have a local office in the pursuing territory.
2. The prospective distributor must have a technical support and service team who are trained to provide professional maintenance and service for units sold;
3. The prospective distributor must meet the mutually agreed annual sales quota, Watch Water reserves the rights to adjust the sales quota annually based on market demands.

Watch Water will work with its prospective distributors for a trial period of 12 months to develop specific regional markets. This arrangement gives both parties the flexibility to learn about each other's capabilities, establish trust and evaluate the sales potential for Watch Water products in the local market. Upon meeting all the above three qualifications within the trial period, the potential distributor will be appointed Watch Water distributor with a binding contract. The newly appointed distributor will be evaluated annually against the qualification requirements stated in the contract. The distributorship will be renewed if qualifications are maintained. If the distributor fails to fulfill the requirements as stated in the contract, the distributorship will be reassessed for possible termination. If you are interested in working with us and becoming a Watch Water distributor, please fill out the following Distributor Application Form to the best of your knowledge and email it to us at jbz@watchwater.de or fax it to +49 621 87951-99.

We will evaluate your qualification and contact you shortly.

Distributor Application Form

CONTACT INFORMATION:

Business name:

Business address:

City:

State/Province:

Zip code:

Phone :

Fax :

Email:

Company website:

Principal contact name:

Title:

Principal contact's email:

BUSINESS BACKGROUND:

Type of Business: Retailer Wholesaler Import/Export Manufacturer
Other (specify)

Products/services you currently offer:

Number of years in business:

Number of locations:

Number of employees in sales:

Number of employees in technical service:

Yearly revenue in US dollars:

DISTRIBUTION REQUESTS:

Watch Water products you are interested in distributing:

Your target market for distributing Watch Water products (countries/cities):

Please tell us briefly how you plan to promote and sell Watch Water products:(Attach separate sheet)

How many Watch Water units do you plan to sell in the next 12 months?

Authorized Signature:

Date of Application: