



DISTRIBUTOR INFORMATION

A PLEDGE OF COMMITMENT



As a manufacturer that sells only through distribution, we are acutely aware of the importance of our distributors. They are our sole sales conduit. As you consider the decision to enroll as a distributor, we hope you will seriously ponder the advantages, qualifications, and simple requests we list below.

We pledge to give you whatever is needed to grow your business and provide Cartell to your customers.

ADVANTAGES

- No stock requirement
- No minimum ship requirement
- Drop shipping always available
- Prepay discount, per approval
- Volume discounts on products
- Free listing on website
- Free marketing literature
- Free demo products
- Free, expert technical support
- Fast repair turn around
- Periodic updates/incentives
- National advertising

SIMPLE REQUESTS

- List Cartell on your website
- Include Cartell in your catalog
- Display Cartell literature in branches
- Offer customers drop shipping
- Refer customers to Cartell in repair situations
- Send customers to our tech support team

PRICING AND DISCOUNTS

Distributors receive at least 25% off installer pricing. Terms are net 30 days. A 1% discount is awarded to those pre-approved, whose account is not in arrears, and pays an invoice within 15 days.

DEFINITIONS AND QUALIFICATIONS

We define a distributor as a wholesale organization whose sole focus is to stock and sell products to professional installers. If the interested organization does any type of installation, it will not qualify as a distributor.



CARTELL.COM

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TECH SUPPORT/RMA'S
SHIPPING
ACCOUNTING
INSIDE SALES
ORDERING (DISTRIBUTORS ONLY)

(717) 532-0033, OPTION 1
(717) 532-0033, OPTION 2
(717) 532-0033, OPTION 3
(717) 532-0033, OPTION 4
SEND POs TO ORDERS@CARTELL.COM