



## Distributorship

### THE SIFCO PROCESS®

SIFCO ASC offers a portable, out-of-tank method of selectively electroplating, anodizing, and electropolishing for industrial applications that span a broad range of industries. The SIFCO Process® is approved by general industry, the military and many OEM's. SIFCO has been serving the industry for over 50 years and is the world leader in selective electroplating technology.

### EXCLUSIVE TERRITORY

SIFCO ASC will grant you territory exclusivity based on your demonstrated ability to provide sales and support within the geographic region.

### TRAINING

SIFCO ASC will provide you with necessary training to give you an excellent understanding of selective plating, as well as industry specific applications so that you will be able to:

- ▶ Identify good selective plating applications
- ▶ Develop application selling skills
- ▶ Conduct product demonstrations
- ▶ Prepare application specific quotations
- ▶ Train your customers

### TECHNICAL SUPPORT

We will provide the support you need to identify and successfully carry out selective plating applications in your territory. You will have access to our:

- ▶ World class R&D Department
- ▶ Application and Product Support Team
- ▶ Online technical information

### INDUSTRIES WE SERVE

- ▶ Aerospace
- ▶ Marine
- ▶ Military
- ▶ Oil and Gas
- ▶ Power Generation
- ▶ Printing
- ▶ Pulp and Paper

#### US Headquarters

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# Distributorship

## MARKETING SUPPORT

We want you to be successful! We will work with you as required to help you learn how to sell the SIFCO Process.

- ▶ We will promote you on our website and link it to your company site, as well as direct all inquiries for your territory to you.
- ▶ Product and Application Literature will be provided.
- ▶ SIFCO ASC will support your trade show efforts.

## SALES AND MARKETING

A successful distributor candidate for the SIFCO Process will have an established sales base in industrial markets and will have the demonstrated ability to provide professional and reliable sales and support.

The distributor must have a proactive sales and marketing plan in place and will have a technically oriented sales staff able to discuss technical applications with engineers and management.

- ▶ Website
- ▶ Literature
- ▶ Active participation in local/regional trade shows

## FINANCIAL SUPPORT

The distributor must have sufficient financial resources to support marketing efforts and to invest in the equipment and inventory necessary to support the distributorship.

- ▶ USD \$20,000 - \$50,000 initial investment for inventory of equipment, solutions, and supplies.

## PROPER FACILITY

The distributor must have sufficient warehouse facilities to safely and securely store chemicals, equipment and supplies.

## LOGISTICAL EXPERIENCE

The company must also have the logistical expertise to handle storage and shipment of chemicals that are considered as dangerous goods/hazardous materials in a legal manner, and in compliance with local and national environmental regulations.

## SPECIFICATIONS (PARTIAL)

Our process meets the following specifications

- ▶ MIL-STD 865
- ▶ AMS 2451
- ▶ MIL-A-8625
- ▶ AMS 2403
- ▶ AMS 2424
- ▶ BAC 5849
- ▶ BPS 4312
- ▶ FW 1309
- ▶ SS8443
- ▶ SS8494

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