

NGE, INC. DEALER NETWORK AND POLICIES

Welcome to the NGE, Inc. Dealer Network. NGE, Inc. anticipates dealers will aggressively represent the Mat Hoist® name and our specifications in good faith when working with architects, structural engineers, contractors and schools. Your good faith is demonstrated by effective communication with our office, and fulfillment of dealer policy.

Specifications Process:

1. NGE, Inc. expects your active participation with architects to get the Mat Hoist® specified with projects in which there are gymnastic and/or wrestling programs. The Mat Hoist® system provides a unique inside niche to the dealer, as it is registered with the U.S. Patent & Trademark office. (Registration number 2,542,225)
2. If NGE, Inc. products are not specified; acquire approval as an equal, based on our manufactured product, not other manufacturer's specifications.
3. The Mat Hoist® model 1000 has a distinct advantage over all others as it is the only mat storage system load tested for safety. It has proven itself safe for over thirty years.

GENERAL POLICY

Dealer Pricing:

Dealers should be able to price the Mat Hoist® model 1000 or 500 plus possible additional clamps from the current dealer price sheet.

1. NGE, Inc. requires the following prior to any requests for assistance.
 - a. Name of institute, address and estimated bid or purchase date.
 - b. Architect firm and name of architect in charge when appropriate.
 - c. Product attachment procedure which is usually clamps.
 - d. Copy of the specifications if other than ours.
2. All prices are good for 30 days. Refer to the DEALER PRICE LIST on each project for current costs.

Purchase Orders, Advances and Payment terms:

1. Correct model numbers for the Mat Hoist® and attachment clamps must appear on your purchase orders (see sample price sheet).
2. Submit purchase orders as soon as possible to book pricing estimates, and to assist preparation for manufacturing.
3. A fifty percent (50%) advance is required approximately four weeks prior to shipment date in order to put your request on the production schedule.
4. Balance is due thirty (30) days from invoice date.
5. All requested changes to purchase orders are initiated by telephone and immediately confirmed in writing by letter or fax.

Production and Shipping:

1. Our standard Mat Hoist® will ship within approximately four (4) weeks from receiving the 50% advance. Additional time may be necessary during peak season and/or for any special customization.
2. All Mat Hoist® products are FOB our factory with 3rd party freight billing to dealers.

3. Acceptance of the product from the freight company is your responsibility. Occasionally, slight cover damage is incurred, and is typically acceptable. If you are undecided call NGE, Inc. You must immediately assess for any product shipping damage and record such on the Bill of Lading with the driver's signature. You must then file damage claims with the freight company.
4. **EXTREMELY IMPORTANT:** The Mat Hoist® helical gear motor is ordered based on the THREE PHASE voltage available at the specific location for suspension. **YOU** must supply this information on the purchase order. Is it **208, 230 or 460?** The architect for new construction or the building superintendent of existing schools has this information.

Installation:

1. NGE, Inc. demands that all dealers use qualified installers. Dealers must supply NGE, Inc. with their installation company's name, address and telephone number.
2. The installer must show proof of a current insurance liability certificate, which must be on file with NGE, Inc. prior to shipping.
3. NGE, Inc. supplies basic installation instructions to dealers. It is the dealer's responsibility to get this information to the installer. We will assist installers with any clarification or on site problems.
4. NGE, Inc. is not responsible for on site electrical wiring to the motor, nor problems that arise from incorrect wiring into the three phase motor. The total Mat Hoist® is checked at the factory for proper function prior to shipping. As a note of emphasis to you, there have been times electricians have incorrectly wired into the motor which will cause incorrect rotation. Raising the unit with incorrect rotation crushes the limit system which is there as a safety factor.
5. Once installation is complete, NGE, Inc. requires that dealers have a Mat Hoist® demonstration sheet signed by an institute representative or contractor to protect all parties (see sample demonstration sheet). It is logical that you request the installer to conduct this demonstration, and complete the form.

General:

1. Dealers are responsible for submittals and shop drawings. Drawings are available to you on the Architect link on the Mat Hoist® website.
2. Alteration of NGE, Inc Mat Hoist® will void the warranty.
3. Costs incurred from problems with installation or incorrect electrical wiring are not the responsibility of NGE, Inc.
4. All Mat Hoist® products are fabricated as ordered; including the three phase motor

ordered.

I have read the Representative Policy above and understand and agree to the above terms.

Signature

Print Name

Date

Title

Mat Hoist® Dealer Stuff

Dear Sales Manager,

This letter is our invitation for your company to be listed on our website dealer locator. (New site is www.mathoist.com) (Under construction.) This Dealer locator will direct Architects, Schools, Coaches and inquiries about our Mat Hoist® to you. If a lead comes in from your sales territory, your company will be listed as one of the companies for them to contact.

Being listed on our Dealer locator requires faithful representation of the NGE, Inc. Mat Hoist®. This means getting our Specs to Architects, Contractors, and Schools. We are the Mat Hoist® company, it is our trademark and it has been abused by Architects and others for a long time.

We manufacture the best and safest mat hoist storage system available. Our load test and specs confirm this, as does the thirty years of success manufacturing the Mat Hoist®.

Please sign and return to us via fax or email. By signing here I indicate that our company will faithfully represent NGE, Inc. as a Mat Hoist® Dealer.

Signature Title Date

Print Name

Company

Selling Territories:

Address

City State Zip

Phone

Fax

Email