

# Premier & Preferred Supplier & Installer Program FAQs

## What sales tools will you provide to help us sell AquaWalls?

Our continued growth is a direct result of our ability to reach the key owners, management companies and property personnel in specific, targeted markets. For each market that is setup with our Supplier(s), we utilize the latest industry data, via ALN, to launch a robust marketing and outreach campaign centered around AquaWalls. Becoming active in your region's apartment association also helps us to quickly establish credibility and get the word out about our partnership. In addition, we provide ten (10) professional sample packs to your company once you become a Supplier. Each additional professional sample pack passed the initial ten (10) can be purchased for \$50 each, plus shipping and handling.

## If an owner or management company calls AquaWalls, will you refer us first?

There are three options for owners and managers to procure AquaWalls and have them installed at their properties: (A) owners and managers can purchase systems directly from AquaWalls, be trained and have their maintenance staff install the systems (B) owners and managers can purchase systems directly and then rely on AquaWalls' Suppliers to install the systems or (C) they rely on AquaWalls' Suppliers to supply and install the systems. Our goal is to sell systems and see them installed properly and professionally. Although it is not always the case, most owners and management companies would prefer to work with a local professional they can call on and trust to install AquaWalls correctly vs. having their maintenance staff install the systems.

## Do we have to purchase massive quantities to be in the program?

No! The minimum number of systems per PO is 25 (which translates to 25 bathrooms) and can be a mix of different pattern selections. Suppliers receive special price breaks at 25 systems, 50 systems, 100 systems, 300 systems, and 500 systems. We also list an MSRP for all our pattern selections that stays consistent pattern-by-pattern. The more systems you purchase, the larger your margins.

## How do the systems come shipped?

AquaWalls are comprised of three panels per systems all of which are 96" tall. We can fit up to 25 systems on a single pallet. Because the systems are deemed oversized by shipping companies, the cost to ship one system is nearly the same as shipping 25 systems.

## Are the systems easy to transport and carry?

Yes! AquaWalls were designed to be lightweight and easy enough to carry by only one installer. Comprised of 1/8" acrylic, AquaWalls are easy to carry yet highly durable.

## How do we install the systems?

AquaWalls provides certified, onsite training for all our Suppliers. Training is one day for two systems to be installed. We perform training in a renovating or vacant unit. In addition, we provide online and technical phone support, with our trainers, for your installers when and if they have a question. With certified training, each bathroom transformation should take three hours or less including setup and breakdown. Lastly, we sell all our systems with individually boxed installation sundries for faster installation.

## Will we need any special tools?

Nearly all the tools are common and are likely in your tool inventory already. AquaWalls makes and sells a Wall Template Tool that helps speed the wall scribing/measuring process by ~25 minutes per bathroom. Each Wall Template Tool costs \$295 plus shipping and handling. AquaWalls also sells large, sausage-style caulk guns for \$65 plus shipping and handling, per gun, and are needed to apply our proprietary wall adhesive that comes in the box of sundries per system. Common tools needed for installation are clearly outlined in our installation guide.