

AUTHORIZED E•LAS•TEK™ DEALER AGREEMENT

SEPI offers attractive dealer pricing and support programs to increase authorized dealer profits. These include a competitive price structure and open-account purchasing.

To become and retain the status of authorized E•las•tek dealership, vendor must agree to adhere strictly to SEPI guidelines and advertise its products no lower than the established minimum advertised price, without exception. A comprehensive *Authorized E•las•tek Dealer Manual* will provide you with written documentation on SEPI's history, philosophy, guidelines, products, pricing, Warranty, and recommended application techniques.

SEPI will not supply E•las•tek coating products for resale other than to authorized dealers, and will only offer a Service Life Warranty on coatings sold through authorized dealerships.

SEPI will use various categories of dealers (retail, small commercial, or wholesale, etc.) to reach potential customers.

To the extent possible, SEPI will ensure dealers an adequate territory to create a profitable coating volume.

Authorized dealers will be presented with a plaque indicating they are a factory-authorized E•las•tek dealer and qualified to offer Service-Life Warranties on these products. The plaque remains the property of SEPI and must be returned if Authorized Dealer status is terminated for any reason.

Authorized dealers will agree to comprehensive SEPI training of all product sales and customer service representatives to:

1. Achieve total understanding of roof-coating customers' needs
2. Be able to recommend appropriate solutions (requires comprehensive knowledge of E•las•tek products and their proper application)
3. Reconcile discrepancies on modern application techniques
4. Explain Service Life Warranty information as requested

Authorized dealers will agree to:

- Stock adequate E•las•tek products in accordance with customers' needs and seasonal requirements
- Properly store E•las•tek products protected from heat and adverse weather
- Rotate product stock routinely as recommended by SEPI
- Properly display and represent E•las•tek products to the public and media, including proper use of all registered and common law SEPI trademarks and trade names
- Assure adequately trained staff to represent E•las•tek products to all roof-coating customers
- Utilize E•las•tek signage, banners, educational handouts, and promotional items as designated
- Offer customers viable solutions to basic coating requirements

SEPI shall renew Authorized Dealer's status annually to assure ongoing compliance with this agreement.

SEPI and/or the below-signed Authorized Dealer may terminate this agreement at any time with 30 days notice, without recourse.

SIGNED:

Structural Elastomeric Products, Inc. Representative

Date

Authorized Dealer Representative

Date