

## **A Partnership with Sanxin**

Sanxin is actively seeking new Agents. This process will continue throughout 2011. Geographical regions in which Sanxin Agents operate their businesses will be defined cooperatively between Sanxin and the companies and individuals who represent Sanxin. There are three fundamental principles:

- ◆ All agency agreements will operate for the mutual benefit of Customers, Sanxin's Agents and Sanxin
- ◆ Strong technical and sales support will be available from Sanxin for each and every Agent
- ◆ Sanxin will not sell directly into any sales region in which a Sanxin Agent has been appointed, except through the Sanxin Agent in that sales region

Sanxin will appoint Agents who already have a good reputation in their markets, or who impress Sanxin with the sincerity of their business approach, combined with an appropriate degree of product knowledge and expertise with diamond wire drawing dies. As there will be a high level of on-going communication between Sanxin and its Agents, some preference will be given to English proficiency in addition to proficiency in the main language or languages of the sales region.

Sanxin Agents are expected to establish contact with and stay in contact with prospective customers in their sales regions. For this, Sanxin Agents earn commission at rates determined between Sanxin and its Agents and which may be varied in accordance with market conditions in different regions of the world. An agreed rate of commission is included in the Agent's Price Lists which Sanxin issues. There will be only one Sanxin Price in any given sales region, namely the price defined by the Agent's Price List. Quotations, Order Confirmations and Invoices bearing the Sanxin Logo will all be issued in accordance with the prices defined in the Agent's Price List.

Multi-National Orders: Multi-national customers may purchase a product in one country, then transport it to one of their plants in a different country. Recognition will be given to the efforts of more than one Sanxin Agent, where appropriate.

Exclusivity: Sanxin will make every reasonable effort to provide exclusivity to its Agents in their sales regions. However, there is no requirement for Sanxin Agents to be associated only with Sanxin products and services.

Startup Package: A special Startup Support Package is available to assist new Sanxin Agents to get a proper feel for promoting Sanxin products in their region. This includes technical information, an initial Agent's Price List, Sanxin brochures and full support from Sanxin to authorize running of Obligation-Free Trials of Sanxin dies in the region of interest.

How to Contact Sanxin: Companies or individuals interested in becoming a Sanxin Agent are warmly invited to contact Sanxin to learn in more detail how a Sanxin Agency operates. This is an excellent business opportunity for the right companies or individuals. You will be treated with respect by Sanxin and you will be rewarded for your efforts in proportion to results which you achieve.

All applications will be treated with absolute confidentiality.

Sanxin Wire Die, Inc.  
2025 Woodbrook Court  
Charlottesville, VA 22901  
U.S.A.

Phone: 434-906-2340  
Fax: 434-220-0475  
e-mail: [admin@sanxinamerica.com](mailto:admin@sanxinamerica.com)

If you are phoning, please ask for Doug Thornton or, if you prefer, just fax or e-mail contact details of your own and Doug will make contact with you.

You can also reach Doug Thornton directly by e-mail  
[doug\\_thornton@sanxinamerica.com](mailto:doug_thornton@sanxinamerica.com).