

## ErosionControlBlanket.com Distribution Policy

1. We always need to earn your business, we never expect it or take it for granted.
2. We only sell through distributors and never direct to end users
3. We respect your business and your customers by always including you in market decisions in your area.
4. You get first right of refusal in your market area to all new products we develop
5. You belong to our ECB team meaning
  - a. Invitation to our annual distributor meeting which we call ECB-U
  - b. Use of our Hospitality suite at the international conference.
  - c. Contact with all our other distributors to share ideas and Best Management Practices. Knowing others in your line of work that do not compete with you will only benefit and grow your business.
  - d. We are always on top of the industry in terms of product approvals and quality.

Last but not least you have my promise that if we grow our respective business together, you will never have to worry about how your erosion control manufacturer will treat you or your business.



**Erosion Control**  
BLANKET