



JOB REGISTRATION & PROTECTION PROCEDURE

Please provide as much information as possible at the time of your QUESTECH specification. Job protection support is granted to a distributor who has promoted, invested and registered a specification of QUESTECH products in an open or dual market. The initial specifying QUESTECH distributor is asked to update this specification form every three months and submit to QUESTECH via email at jobregistration@questech.com, in order for job protection to remain in effect.

Today's Date _____ Distributor _____

Distributor Contact or Specifying Agent _____

Contact email address & phone number _____

Job Name: _____ Location(s) _____

Architectural Firm: _____ City/Town _____

Project Architect contact _____ Designer contact? _____

Samples Provided (circle) Literature Arch Folder Sample Boards Full Pieces Custom Samples

1st Sales Call Made to _____ **On (date)** _____

Bid Date _____ GC name? _____ Tile Contractor? _____

QUESTECH Product(s) Specified _____

Approximate Quantity: _____ In phases? _____ If yes, how many? _____

Date Material needed at the jobsite? Phase I _____ Phase II _____ Phase III _____

QUESTECH SALES REP _____ Date form recd _____

QUESTECH CUSTOMER SERVICE MGR _____ Date form recd _____

DATES FORM was updated by DIST _____

JOB PROTECTION PROCESS INTENT: To support our Distributors efforts at specifying QUESTECH products in their local market, for specifications that may "travel" and be installed in another QUESTECH distributor's market, and for those specifications in markets served by two QUESTECH distributors, we will utilize this Job Registration & Protection Form and process. Ideally we would encourage and expect that our distributors will work out a fair and equal specification compensation reimbursement agreement between themselves when one distributor supplies a job in their local market that was specified through the documented efforts & investment of another distributor. However in those rare instances where this "gentlemen's agreement" between our distributors is absent, the following procedure, form & support will be offered by the QUESTECH sales, customer service, and shipping departments to foster a fair and equitable collaboration for the common good.

JOB PROTECTION REIMBURSEMENT REBATE: Distributors are responsible for submitting, updating and tracking commercial jobs of Questech material. Questech recommends noting job name on PO's submitted to further solidify your claim to the job installation. If a job is sold by a distributor different than the original specifying distributor, we will assume that commission payments will be handled between those distributors on a fair and respectful basis. In the cases where a "gentlemen's agreement" cannot be reached, Questech will research all documentation of the job in question and if needed, will charge the distributor that sold the material an 8% upcharge, and credit the specifying distributor 8% of the material cost. In order for the specifying distributor to lay fair claim to a job, they must have submitted paperwork to Questech properly and provide 3 month updates as required.

NATIONAL ACCOUNTS EXCEPTION: In the case where a Distributor has secured a national specification of Questech material, that distributor may ship to any market without paying commission to the distributor located in the market of installation.