



With our offices in the UK and USA we have many years experience supplying the world's oil and gas, pharmaceutical, detention and health industries with the equipment to facilitate a safe smoking environment.

We are committed to a large investment in marketing and brand awareness with a cutting edge website which will drive sales traffic towards our local distributor. This is coupled with a huge increase in global product awareness through extensive exhibition and conference promotions and a knowledgeable, informed International sales team.

We are looking to expand into new markets and are constantly looking for distributors who are keen to seize the opportunity of being our exclusive distributor in their region.

On becoming a Ciglow™ Flameless Lighter distributor you will receive:

- A Discount on all our sales prices
- A kickback on any online sales made
- Direct access to technical and sales support
- Strong products, established brand with worldwide defined markets
- UK design team = innovation + mid to long term results
- Being a distributor of a successfully launched brand = long term ROI

**Distributor requirements:**

We respectfully request that any company looking to become a Ciglow™ Flameless lighter distributor adds value from their end. To this we request the following:

- A commitment to marketing and promoting the Ciglow™ brand
- Hold a minimum stock level to ensure delivery to customers are not delayed
- Share the Ciglow™ business culture which is based on Safety, Protection, Innovation and Professionalism.

Offices at:

85 – 89 Duke Street, Liverpool, L1 5AP, UK  
Tel: +44(0) 151 709 8800  
Fax: +44(0) 870 130 6637

410 Park Avenue, New York, NY 10022, USA  
Tel: +1 212 231 8229  
Fax: +1 320 514 9980

## **Cooperation Proposal Outline**

We understand that building a stock can be a costly endeavor and would require some financial commitment and risk from our distributors.

That's why we try to keep the start-up quantities as low as possible; however combined with a minimum volume to keep the logistic cost per unit low enough to remain competitive.

Distributors will have exclusivity in their region based on targets, determined by certain a recurring monthly order. Regions need to be clearly outlined and in line with their capabilities in terms of:

- Sales
- After-sales support
- Marketing capabilities
- Order volumes

Ciglow Industrial Services will prepare marketing support through online marketing and marketing tools such as:

- Roll-up banners
- Leaflets and catalogues
- Marketing gifts
- Events and road shows

We have a strong belief that regional efforts help us to grow globally. Therefore we build in an incentive for all our distributors to share some of the global returns.

If you have any queries or want to get started please do not hesitate to contact us.

We look forward to hearing from you,

***The Ciglow Team***

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