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STOCKABLE PRODUCTS

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Piedmont



DISTRIBUTOR SUMMIT

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Intro

We will give some recommendations...

...but we are here to learn from you!



Who is sitting next to you?



Company	Partner since	Experience
Wesco	2009	13 years
Vivaqua	2012	10 years
ProjecX	2013	9 years
Proserve	2013	9 years
H2O Innovación	2014	8 years
SG Projects	2015	7 years
Aquarep	2015	7 years
MAX USA	2016	6 years
Vovani	2017	5 years
ATS Water	2018	4 years
Coben	2018	4 years
FRC Agencies	2020	2 years
Inaqua	2021	1 year
Genesys Chile	2021	1 year
Aqua Technology	2021	1 year



TOP SELLING

Couplings

- Top-selling models & sizes

ROW	USA
DS(3)3.0	P2.0
P1.0	K2.0
DS3.0	P3.0
D2.5	K1.5
P4.0	D2.0
D1.5	K3.0
D2.0	K1.25



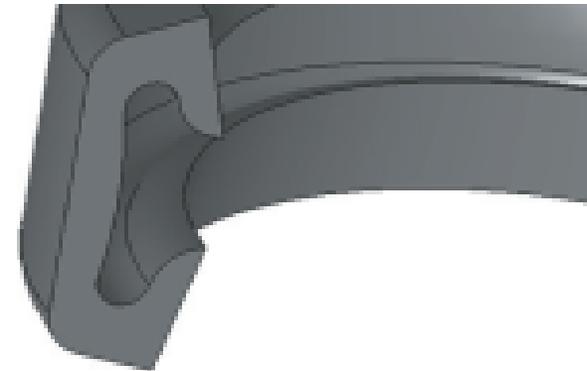
TOP SELLING

Hardware kits

- Top selling models: Valid for bolt, nut and washer

Coupling	Also compatible	Hardware size
D3.0	D-B [250-300]	M14-65
P1.0	F-K-P [075-100-125-150-200]	M8
P2.0	F-K-P [075-100-125-150-200]	M8
K2.0	F-K-P [075-100-125-150-200]	M8
P3.0	S-D-B [075-100-125-150]/ B 200 /F-K-P [250-300]	M10-60
K1.5	F-K-P [075-100-125-150-200]	M8
D2.5	D-B [250-300]	M14-65





Gaskets

- Top selling model: EPDM C-Shaped (Peroxide-cured)
- Top selling sizes:
 - 1.0" & 1.5"
 - 2.0" & 2.5"
 - 3.0"
- Different materials:
 - EPDM rubber – Drinking water applications
 - Nitrile – NBR – Service fluid with hydrocarbons < 66°C
 - Viton – Fluoroelastomer – FKM - Service fluid with hydrocarbons < 149°C





Cartridge elements

- Advantages of stocking cartridge elements:
 - Immediate availability – No orders lost due to long lead times
 - Optimized shipping to increase competitiveness
 - Minimum unit price – Maximum profit
- 2.5 OD – Most common standardized cartridge
 - Sizes: From 10" to 70"
 - Type: Melt-blown or String Wound, DOE or SOE
 - Selectivity: From 1 to 200 microns
- High Flow: 40" and 60" from 1 micron onwards
- Bags: 17" or 32" from 1 to 200 microns



- Cartridge element sale a fierce competitive market
- Search your market niche and let me know which selling price you need
 - 70 inches string wound cartridges
 - Perhaps 60" high flow cartridge elements
 - Let's find out the model and market price and take it over!



Filter housings

- Best option to stock: QPV Style
 - QPV-PCF-7-40 PN10
 - 1 unit: 1200 USD
 - Batch (Optimized shipping): Down to 900 USD (25% discount)
 - Also available for high flow cartridges
- Q Style
 - Q-PCF-12-40 PN10
 - Q-PCF-22-40 PN10



Piperlink – Permeate connectors

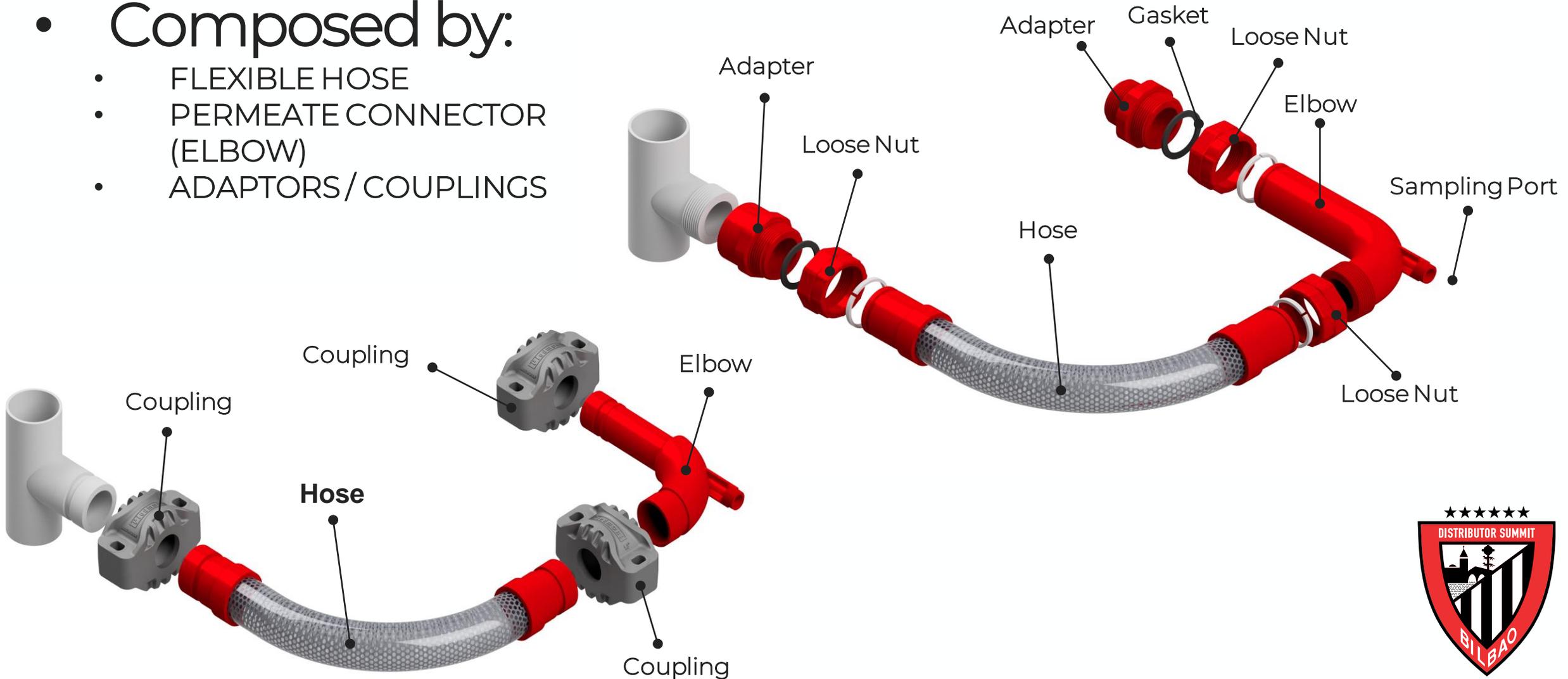
- Permeate collection is a critical part of water production in SWRO. Produce water quality shall be monitored and leaks shall be avoided.
- To collect the permeate from RO/UF pressure vessels each SWRO plant uses individualized designs:
 - Rigid connections in PVC or metal
 - Expensive flexible connections without complete product warranty



Piperlink – Permeate connectors

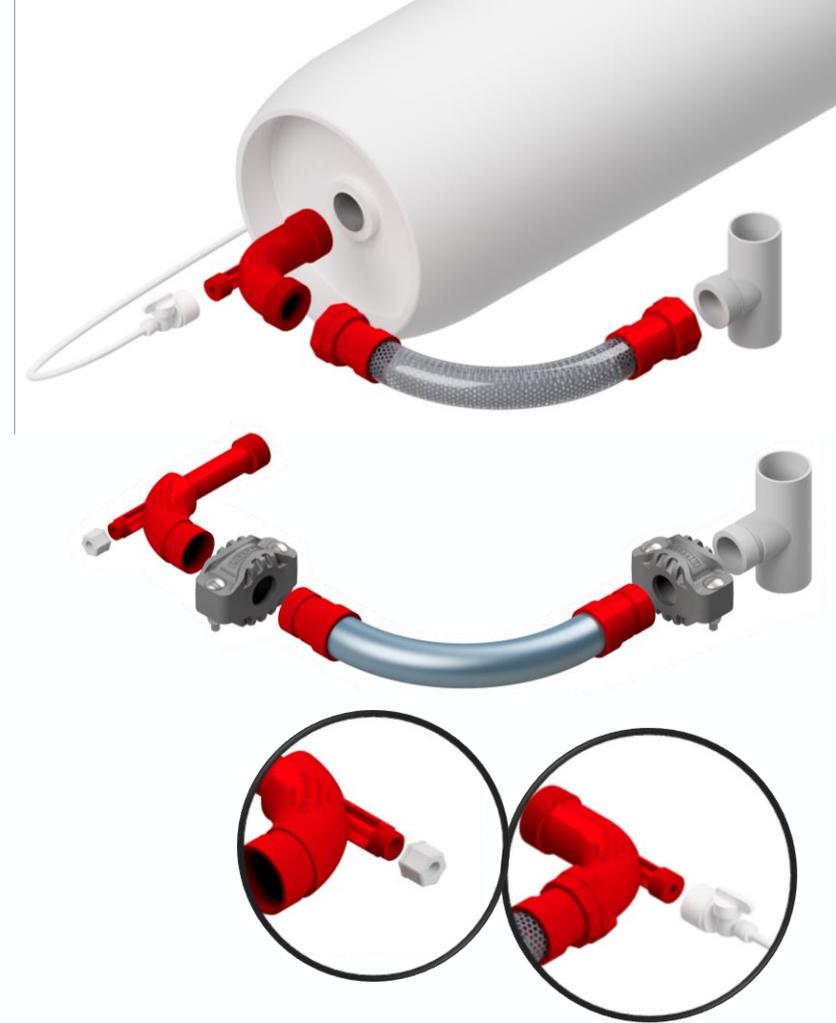
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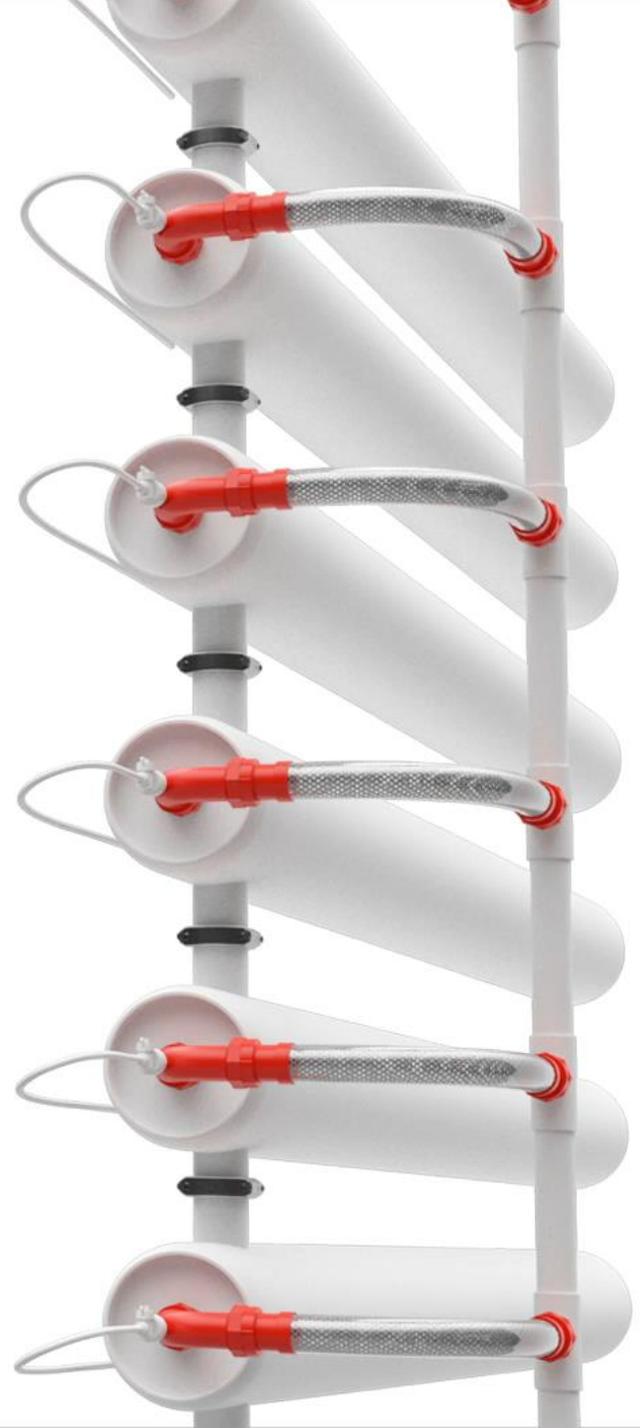
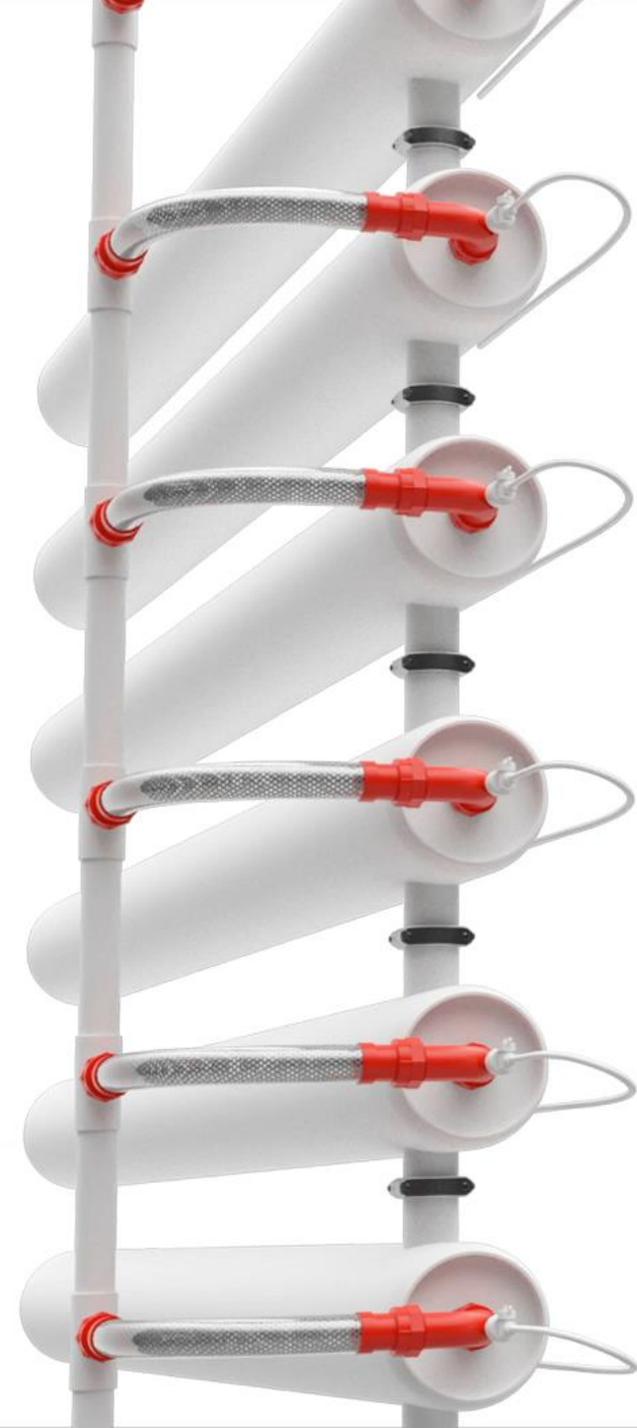
- FLEXIBLE HOSE
- PERMEATE CONNECTOR (ELBOW)
- ADAPTORS/COUPLINGS



Selling points:

- Simplified purchase process, less resources needed in the purchasing phase.
- 100% noncorrosive plastic material.
- Thermo-sealed (**glue free**).
- Certified for drinking water according to industry standards (**NSF**).
- **Customizable** products for a **plug-and-play** installation without any secondary operation (no need to cutting to size, welding, gluing...)
- Reduction of connections, **lower risk of leaks**.
- Integrated **sample port**: Probing testing can be done without disassembling the permeate connector.





Piperlink – Permeate connectors

- Product adaptation
 - Identify the most used connections in your market
- Distributor pack:
 - Elbow – Loose nut: 50 units
 - Elbow – Coupling: 10 units
 - Hose – 1.0" ID - 1 meter: 40 units
 - Hose – 1,25" ID - 1 meter: 20 units
 - Adaptors: 50 pieces each



Open discussion

- Are you missing any product?
- Which products have the longest rotation period?
- How can we help you to sell complementary products to your usual ones?
 - Trainings
 - Financial support from our side



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