



***Why Should Power
Transmission Distributors
Consider LM76 for Linear
Bearings, Shafting & Slides?***

Distributor Statement



***More Knowledge
More Experience
More Solutions***

4.9.2014

“Over time, people will come and go and businesses will come and go... There is only one constant, distribution.” Alan Haveson

LM76 is committed to the manufacturer/distributor business model. We firmly believe this relationship is critical to brand recognition and to the future growth of LM76. Thus, we affirm the following:

LM76 will not knowingly take business from a distributor who recommends our products to ***their*** customer.

If a distributor salesperson takes LM76 into an account, LM76 will not go around the distributor to back-door a sale.

LM76 will do all that is necessary to aid a distributor in securing business.

We know how much effort goes into securing new business in a crowded, fiercely competitive and commodity laden arena. Moreover, vying for business against active and well armed competitors takes focus, time, energy and expense. If a distributor takes LM76 into a prospect, they can be sure LM76 is there to win - as a team. We stand committed, focused and we will ***push the ball up-court for you!***

Each time I give a distributor Lunch and Learn, one of the first questions asked by an account manager is, “How are you going to protect me?” The answer is, “I can’t. You have to protect yourself.” If you bring LM76 into one of your accounts, it’s yours and make no mistake about it, ***we work for you.***

Some additional advantages of a partnership with LM76:

We do not advertise, go to trade shows or put our name on LM76 products. Simply stated, unlike our competitors, we are not openly competing with you in your marketplace.

LM76 design and engineering services are held in high esteem both domestically and internationally. We are determined to field the highest quality products coupled with the best engineering know-how in our industry.

If you have been burned by a manufacturer that took ***your*** business - income - from you in an underhanded manner, call LM76. We want to work with you!

Call me directly for more information about LM76 Distributor Sales.

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