



## Agents and commissions

To apply for agency rights with RWH, please email Marcus Bicknell using the email address [marcus@rainwaterharvesting.co.uk](mailto:marcus@rainwaterharvesting.co.uk) with your

Name

Company

Full Address

Phone and other contact numbers

VAT number

Short description of your activity, for example "supplier of building services and components to building trade in West Midlands" or "architects' trade organisation able to promote RWH products to them for a commission"

### ***Scenario 1: Agent's 10% commission***

Agent is set up with a username and password

Agent goes online to make a purchase destined for his customer

Agent pays RWH for goods, web price less 10%

Goods can be shipped to agent or to end customer

Agent can bill client web price, therefore earning 10% commission

Agent provides pre-sales support for customer including advising on choice of products to the extent possible

RWH handles shipment and after sales service by phone and email

### ***Scenario 2: direct ordering by agent's end client***

End client is also set up with user name and password

End client goes online to make a purchase

End client pays RWH for goods, web price less 10%

Goods can be shipped to any address

Agent receives additional 5% commission (accounted monthly from RWH accounts package) for a year after introduction

Agent provides pre-sales support for customer including advising on choice of products to the extent possible

RWH handles shipment and after sales service by phone and email

Note that most of RWH's products are priced online at between 8 and 12% below the manufacturer's recommended retail price, in some cases even lower. Therefore an additional 15% off that price brings RWH to an income level which leaves very small margins on manufacturer's shipped price.

Rain Water Harvesting, Unit A Harrier Park, Southgate Way, Orton Southgate,  
Peterborough PE2 6YQ, United Kingdom

Phone (+44) 1733 405100, fax (+44) 1733 230996, mobile +44 7748 111444  
[info@rainwaterharvesting.co.uk](mailto:info@rainwaterharvesting.co.uk) web site, [www.RainWaterHarvesting.co.uk](http://www.RainWaterHarvesting.co.uk)

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