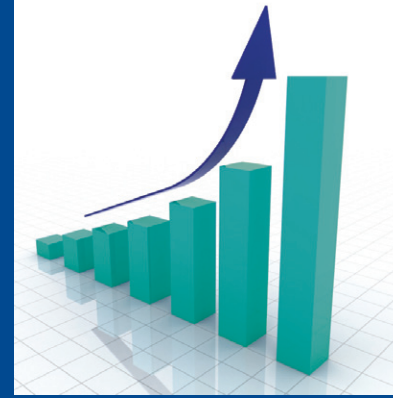


How we'll increase your sales and profits

Our approach to adding business . . .

Our Primary Goal



- We'll make pre-qualified prospect calls that:
 - Address operator concerns.
 - Educate your Sales Team.
 - Leverage customer relationships to convert to your Program.
- Cost-stability is part of our DNA. Our last two price increases were in Oct-2008 and Oct-2011.
- We believe in sampling to prove our solutions work. Taking an order is the longer term goal.
- We shorten the prospecting process with customer-friendly, professional proposal formats.
- We utilize E-Z to use spreadsheets to assess an account's profitability before a proposal is submitted.
- We educate your Sales Team on how to present your Chemical Program.

- We work with and for you. We won't directly sell operators.
- When possible we partner with one distributor in a market.
- We're flexible in providing distributors precisely what they want, when they want it.
- Our national brand-targeted products give you a use-cost advantage.
- We'll make pre-qualified prospect calls without limit.
- Success is a function of engaging our distributor's Management Team from the onset.

To increase our distributors' chemical sales and profits and to help secure their customers.

We're Soapers . . . We Understand



www.chemnet-systems.com
877-395-7627 (SOAP)

2/19/2012



**WAREWASHING,
KITCHEN, LAUNDRY
& HOUSEKEEPING
PROGRAMS**

How we'll help secure your customers . . .

- Enhanced chemical margins help offset marginal food and non-food pricing.
- Co-marketing chemicals with other products will increase your overall business and profits.
- We'll show you how to increase customer loyalty and add value by delivering efficient, credible service.
- Our broad spectrum products work well. When we need a different product, we build it quickly, often within weeks.
- We offer an affordable, private label program for those that choose to market their own brand.
- We'll come and help you fix technical or product problems.

Why partner with TMA / Chemnet to Grow Your Chemical Program?

Key reasons to consider TMA's Sanitation Program:

- To turn around stagnant chemical sales and profits.
- To protect your business when your provider switches their allegiance.
- To start up or renew your own Chemical Sanitation Program.
- When we can immediately fix a problem or fill a need that enhances your Program.

We'll effectively and clearly communicate:

- Inquiries to our Sales and Technical Staffs, and to Management, will be answered within hours.
- When we learn of a problem, we'll jointly fix it.
- Detailed, annual Business Reviews.
- An annual "How Are We Doing" Performance Review.
- Special tracking reports as requested.

We'll invest our Chemical and Distribution expertise to help you grow:

- We'll take the time to survey your market, your competitors and your current offering.
- We'll co-develop a Sales / Merchandising Program comprised of:
 - Offering the right products:
 - Products that meet your customers' cost and performance expectations.
 - Products that are profitable to market.
 - Effective POS and merchandising materials.
 - Marketing Support.
 - In-market technical and sales support for the Program's Kick-off.
 - Hands-on technical, troubleshooting, product, training and installation support.
- We'll reliably service your orders.