

## **Duravit Reseller Selection Policy**

Duravit® products are special. They provide consumers with an unusually high level of quality. We care deeply how the products are sold, and we want to select our resellers carefully.

Therefore, Duravit has unilaterally decided to sell our Duravit® products only to those accounts which, in the sole and independent determination of Duravit, meet the following criteria:

1. The account does not disparage Duravit or its products, and the account does not misuse Duravit's trademarks by failing to show the ® symbol when identifying the products, or by mislabeling other manufacturers' products with the trademarks.

2. The account maintains a good reputation for financial soundness and business ethics and pays its bills on time.

3. Duravit is not looking for resellers who advertise Internet discounts to sell Duravit® products. Accounts that advertise discount prices on the Internet below 25 % of the list price do meet Duravit's unilateral criteria. Use of discount coupons specific to Duravit on the Internet is not consistent with Duravit's criteria.

4. The account does not engage in any illegal, deceptive, or improper retail practices. That includes using Duravit® products in bait-and-switch programs.

5. The account is focused on plumbing supplies.

6. The account sells only to customers that honor these criteria. The account is not authorized to appoint anyone as an "authorized" Duravit dealer.

This Retailer Selection Policy is adopted unilaterally. It is not a contract, or an offer to form a contract or agreement. Duravit does not request and will not accept any agreement about an account's compliance with the Policy. The Policy does not require any account to charge a particular price for any product. Accounts have the right to run their businesses the way they want, and Duravit has the right to run its business the way it thinks is best. The Policy describes the attributes of accounts that Duravit seeks to sell to. Duravit, in its own independent judgment, will not select accounts that do not meet the criteria of this policy and may terminate any accounts or refuse to accept orders from accounts that do not meet those criteria.

Sales representatives are not authorized to discuss this Policy or resale prices with any account. Sales representatives are not authorized to seek or accept any assurance of any account's compliance with this Policy. All questions about this Policy should be directed in writing to Timothy C.Schroeder.

It is Duravit's policy not to discuss the business dealings of any account with any other account. Duravit does not seek and will not accept complaints from accounts about the practices of any other account. Duravit acts in its sole interest, based on its own information and decisions, in administering this Policy.

Duravit may change or discontinue this Policy at any time. Duravit may suspend, waive, or determine not to enforce the Policy in situations where Duravit believes that is warranted. No account has any right to rely on the continued existence of the Policy or to application of the Policy to any other account.. No account has any right to rely on the Policy's continuing unchanged.

Duravit may accept or reject orders from any account at any time for any reason.

This policy is only in the USA.