



## **Distributor and Resale Information**

We welcome promotion and sales of Mini-Maxi-Skimmer™ product lines by distributors and other resellers. Sales can be easily made by asking a few simple questions when on a sales call for other products, thus increasing your bottom-line profits. We believe our progressive discount schedule to be very generous and welcome your inquiry. Ask for our "Resale Info Kit".

### **General:**

- Stocking is not required. All standard items in stock for same/next day shipping
- Ship to your location or drop ship
- Products are well known - sold since 1990
- National advertising and news releases in magazines
- Free product literature/catalogs
- Demo kits available at reasonable cost
- Technically competent assistance
- Prompt responses to your inquiries for price, problem-solving, etc.
- Support via telephone, fax and email
- Assistance with sales techniques as requested
- Competitive product information and costs available
- Repeat and multiple sales common
- 12 month warranty

### **Range**

The metalworking industry uses oil skimmers for coolants and parts washing. We have the most extensive selections available. Our "cog poly" belt is exclusive and well-liked. Less expensive units with flat poly belts are available for the economically minded. Stainless steel units/belts for parts washers. The wastewater and pollution control markets are growing and capabilities range from belts 1" to 4" wide that can reach down less than 1 ft. or as much as 100 ft.! A new innovative Maxi-Skimmer™ has variable collection rate of 1 - 20 gph! Up to 100 gph with one Maxi-Skimmer™ unit. Custom and specialty products quickly designed with small lead time. Mini & Maxi Skimmers™ have a good industrial reputation.

**Interested?** Contact our Distributor/Resale Manager to discuss your questions and request an application form. We'll then send a "Starter Sales Kit" upon approval.

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Wayne Products...Manufacturers of Oil Skimmers, Blowers and Filter/Ventilator Systems

### **Wayne Products, Inc.**

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