



Dear Reseller,

At Ingersoll Rand, we are committed to you and your customers—the resellers and third-party resellers that have been helping our company deliver innovative, best-in-class products for more than 100 years. To protect the Ingersoll Rand® brand and the integrity of our authorized distribution channels, Ingersoll Rand is announcing and implementing an Authorized Reseller Program for our Power Tools product line in Canada, **effective July 1, 2020**.

Your obligations under the Authorized Reseller Program are outlined in the attached **Ingersoll Rand Authorized Reseller Policy (Canada)**.

Ingersoll Rand has successfully launched our Authorized Reseller Program in the United States. Among other benefits, the Authorized Reseller Program has ensured that sellers of Ingersoll Rand products understand and take the steps necessary to ensure product quality and provide the excellent customer service that is integral to the reputation of our brand. In addition, our Authorized Reseller Program has assisted us in identifying and taking action against unauthorized sellers that are similar to the ones harming you, your customers, and consumers through the sale of damaged and diverted products. We will now implement the same program in Canada.

Pursuant to the Authorized Reseller Policy, you may sell Ingersoll Rand products for purposes of resale only to customers who are classified as “Authorized Third-Party Resellers.” To become and remain an Authorized Third-Party Reseller, your reseller customers will be required to abide by the attached **Ingersoll Rand Authorized Third-Party Reseller Policy**. You may also sell our products directly to end users.

Please also note that the Authorized Reseller Policy restricts the manner in which you may sell Ingersoll Rand products online. Specifically, without Ingersoll Rand’s prior written consent, you may sell Ingersoll Rand products online only on your own proprietary websites, subject to our **Online Sales Guidelines**. You may not sell Ingersoll Rand products as a third-party seller on marketplace websites such as Amazon, eBay, Staples, Jet, or Walmart Marketplace, without prior written consent from Ingersoll Rand. Our rules regarding online sales will be strictly enforced.

Additionally, the Authorized Reseller Policy requires that you forward the Authorized Third-Party Reseller Policy and any other materials requested by Ingersoll Rand to your reseller customers. For your convenience, we have attached an Authorized Third-Party Reseller Packet, which contains all of the documents that you are required to forward to your reseller customers at this time. The Authorized Third-Party Reseller Packet contains:

- (1) the Authorized Third-Party Reseller Policy; and
- (2) a letter to your reseller customers describing the Authorized Third-Party Reseller Policy and the purposes of our Authorized Reseller Program.

We ask that you forward a copy of the attached Authorized Third-Party Reseller Packet (Letter and Policy) to each of your reseller customers as soon as possible and thank you in advance for your cooperation and assistance.

Thank you for your careful attention to the attached documents and for your continued support of Ingersoll Rand.

Sincerely,

IR Canada Sales & Service ULC

[selleradminiatorator@irco.com](mailto:selleradminiatorator@irco.com)