

FAQ:
European Master Distributors (EMD)

Q: Which countries are Northern or Southern Europe?

A: See below

North	South
Germany	Italy
Netherlands	Switzerland
Belgium	France
Luxemburg	Spain
Iceland	Portugal
UK&Ireland	Austria
Russia	Bosnia, Slovenia, Croatia
Norway	Czech Republic
Poland	Slovakia
Sweden	Hungary
Finland	Greece
Lithuania	Bulgaria
Latvia	Romania
Estonia	Turkey
Belarus	Israel
Ukraine	
Denmark	

Q: What products can I buy from EMD?

A: Media related products: media in bags (1cuft), PK12 and PK18.

Q: Can I continue ordering exw Doraville?

A: Only when ordering full container loads.

Q: Will this have any impact on current price?

A: No, same price as in PuraPik (EU Pricebook).

Q: How should I proceed when I need to buy products?

A: Create a PuraPik quote, using EU Pricebook, and send the PO to your assigned EMD. You will get, as usual, 25% discount on MLP.

Q: Who will invoice me?

A: EMD will invoice. Contact details are provided separately.

Q: Which currency will be used?

A: EURO. Beginning of each month, EMD will communicate the exchange rate that will be used for the given month.

Q: Which INCOTERM will be used for POs?

A: Ex-works Eschwege and Ex-works Melzo.

Q: What are payment conditions with the EMD?

A: Same you have now, maximum 60 days.

Q: Is there a Minimum Order Quantity?

A: Yes, 1 full pallet of each product.

Q: What is the number of units per pallet?

A: Bags: 30 units. They will be bags with 1cuft capacity of media, instead of boxes.

PK12: 30 full modules. 2 halves per box.

PK18: 40 full modules. 2 halves per box.

Q: What is the brand shown on the packaging?

A: Purafil brand.

Q: Will this affect to current European Odor Agreement?

A: No, ETT will continue supplying media blends and odor equipment as they are doing now.

Q: What happens if I win a project with equipment?

A: You must send 2 POs. One to Filtrair for the empty unit (with or without particulate filters), and a second one to the EMD. Equipment will be collected in Madrid or at Moovle, and media will be collected at the EMD location.

Q: What happens if I have a need for a non-standard product not considered under this agreement, pouches for instance?

A: If you plan in advance with your EMD, they will be able to place an order for a full pallet of that product. Price must be agreed with them.

Q: Can I buy from the EMD that I want?

A: No, you must follow the list on question 1. Only if there is not availability of a product in one of them you will be allowed to buy from the other one.

Q: What is the lead time?

A: 2 weeks on standard products (high volume products). Non-standard products: CHM, PCBAM, MUA, ETB.