



Environmental Technology, Inc.
Online Information Network!

Newsletter/ETI Interface **October, 1995**

"Providing Our Customers and Prospects With Timely Information"

New Price List . . .

- Last month, the Interface included a price list showing oem (original equipment manufacturer or master distributor) pricing. This was an error. The oem prices shown are intended to serve as a guide. Actual prices depend upon many variables: quantity, lead time, special markings, bulk shipping, etc. Thus, policy requires oem pricing only by written quotation.

Pricing . . .

- Normally, our products pass through at least one middle man or reseller before reaching the final customer or end user. From lowest to highest, these include the oem or master distributor, distributors or stocking representatives and contractors. Each reseller adds value to our products and, thus, deserves a fair profit for so doing. For example, an oem usually sells through a commissioned sales agent to a distributor. Stocking representatives and distributors usually sell to contractors. Your discount from the end user price depends upon two factors: the type of reseller comprising the majority of your customers and the purchase quantity of each product.

How to Obtain the Best Pricing . . .

- Quantity purchasing earns additional discounts. When practical, consolidate purchasing at a central location and stock products in anticipation of the heating and construction seasons. Make certain that we understand your position in the reseller chain. Please contact Customer Service for assistance with these matters.

Internet Service . . .

- We've established residence on the Internet! Our host name is eti.skyenet.net. [*Since changed to networketi.com. webmaster*] You can E-mail sales and technical support at the following addresses: helpdesk@networketi.com. Finally, you can reach our WWW (World Wide Web) home page at the following: <http://www.networketi.com>. It will be

another month, or so, before we get all of our data sheets on the "web".

If you have any questions, please e-mail: helpdesk@networketi.com