



## Approved fabricator scheme

### Become Liniar Approved and demonstrate the highest quality

In order to reassure your customers they are purchasing fully approved Liniar products, all Liniar fabricators are encouraged to apply for Approved Fabricator status.

The scheme is designed to reward the loyalty of Liniar's fabricators by awarding Approved status to those meeting a set of criteria, completing an application form and subjecting their operation to a full technical audit.

In return, successful fabricators receive a number of benefits, including:

- Recognition as one of Liniar's major partners
- Preference on any installer marketing leads generated by Liniar
- The right to use the 'Liniar Approved' logo on their website, fleet and paperwork
- A 'Liniar Approved' wall plaque for their reception area
- The ability to host an installer-focused tour and demonstration at Liniar's premises

### How to apply .....

The Liniar Approved Fabricator Scheme is open to all Liniar fabricators, no matter what size – you just need to fulfil the following criteria:

- complete an application form,
- confirm you are fully compliant with CE Marking to BS EN 14351
- have a signed Liniar Supply Contract in place, AND
- have a written dispute resolution process in place

If this describes your firm and you'd like to apply to become a Liniar Approved Fabricator, please complete the attached application form and return it to Ruth Hodgkinson at the address below.

# Frequently asked questions



## What happens once I've applied?

Once we receive your form, it will go through a validation process involving your supply agreement, order history and payment history. The Liniar technical team will arrange a date to visit your site and carry out a full audit. If successful, you will be notified by letter and your Approved status will be effective from the date of the letter.

## What will I receive?

If successful, you will receive a pack containing:

- A confirmation letter setting out the terms of your acceptance
- A numbered certificate confirming your scheme acceptance for one year
- Liniar Approved logo files on a USB stick, to use on your website, stationery, advert etc.
- Liniar Approved window stickers
- Liniar Approved van stickers
- Terms and conditions for Liniar Approved Fabricators

## What if I use a part that Liniar doesn't manufacture?

You will not be penalised – instead, you can complete a Non-Liniar Part Approval form. If we are satisfied that the part confirms to Liniar standards and makes commercial sense for the fabricator to use, we will grant approval (or suggest alternatives if approval cannot be granted) in order for you to maintain Approved Fabricator status. These forms will also be fed into future Design and Development plans for new products.

## How will the rebate be calculated?

The rebate will be calculated annually based on sales from the anniversary date of achieving 'Approved' status and paid back as a credit against future sales, using the following criteria:

- Using only Liniar steel and aluminium 2% rebate
- Using only Liniar hardware, mouldings and mechanical components 10% rebate

## When will the rebate start?

Your rebate will become effective on all sales from the date at which 'Liniar Approved' status is granted. Any sales prior to this date will not be taken into account when calculating rebates.

## How and when will the rebate be issued?

The rebate will be issued as a credit note against future sales on your account. You will be notified of the value within one month of the anniversary of your 'Liniar Approved' status being confirmed and a credit note will be issued.

## How will the scheme be monitored?

Approved Fabricator status will be reviewed at intervals by a member of the Liniar Technical team, as well as purchases monitored to ensure that all Liniar parts are still being used. Liniar reserves the right to carry out spot checks on products supplied by Liniar fabricators as part of the audit process.

## How will lead generation work?

When a homeowner enquiry arrives through the Liniar website, Liniar Approved Fabricators will have priority over other fabricators. As the Liniar brand gains wider recognition, we see increasing numbers of leads being generated through our various marketing activities and channels.

## What happens if my firm is rejected?

If an application is rejected, you will be notified by letter, together with the reason for rejection. You must wait a period of three months before reapplying.

## How long will my approved status last?

Liniar reserves the right to remove Approved status and the associated rebate at any time if the terms are not adhered to.