

■ SALES

HOW TO ORDER SHOCKWAVE PRODUCTS

Shockwave does not sell directly to Dealers, you must go through a Distributor.

- In **Canada**: You can order through Land 'N Sea/Paynes or Western Marine/Transat Marine
- In **USA**: You can order through Land 'N Sea.

Your local rep can help you with ordering what you need. They will also provide you with lead times, pricing and shipping costs. If you do not know your LNS sales rep, please contact Shockwave and we can put you in touch with your rep.

SELLING TIPS: 90-SECOND ELEVATOR PITCH

Why Marine Suspension Seating?

- Protects boaters from the shock of wave impact – reduces injury/provides comfort
- Allows boaters to travel with ease to their destination – despite the sea conditions
- Offers boaters the ability to reach their destination faster

WHY SHOCKWAVE S5 SUSPENSION?

- Purpose built marine suspension system designed to work and perform on the water – salt or fresh
- Safety – absorbs the shock of wave impact
- Built and tested to military standards, far exceeding recreational product requirements
- Tested on the water with our own boats capable of re-creating military conditions
- S5 fits virtually any boat and seat, allowing boats of any size or design to benefit from suspension seating
- World leader in marine suspension seating since 2001, supplying products to militaries and government agencies from around the world.

SELLING AGAINST COMPETITORS — S5 FEATURES

- Air-sprung damper – NOT a mechanical suspension
- 100% non-ferrous materials
- Designed and assembled in Canada

- Designed to look sporty and attractive
- On the fly adjustment for different payloads and sea conditions (switch on front of S5)
- On the fly adjustable rebound rate (dial on the front of S5)
- Compatible with any marine seat
- Used by law enforcement, search & rescue, government agencies, fishing guides and recreational boaters.

■ MARKETING

HOW TO ORDER A CARDBOARD STAND TO DISPLAY AN S5 IN YOUR STORE

Call Tanis to have one shipped to you. It's best to put a sandbag inside for added stability. It comes in 4 flat pieces with instructions to build it. The S5 fits perfectly into a recess on the top.

DEALER MARKETING ASSETS

You can access all our marketing assets for Dealers in the following location:

<https://www.dropbox.com/sh/mqyw3lpst4m6oye/AAC0D67gH8N52o-kcXJF6VIMa?dl=0>

S5 Sales Sheets and S5 Brochures are available on request, as are the print ready PDF files. If you would like another poster for your store, please contact us.

SHOCKWAVE SEATS SOCIAL MEDIA HANDLES

- 📷 @shockwaveseats #shockwaveseats #s5
- 📘 @shockwaveseats #shockwaveseats #s5
- 🐦 @ShockwaveSeats #shockwaveseats #s5
- 🌐 www.linkedin.com/company/shockwaveseats

CONTACT INFORMATION FOR SHOCKWAVE SALES AND MARKETING

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