



At Ingersoll Rand® Company, 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 and Compressed Air product lines, **effective June 10, 2019** for Power Tools and **July 1, 2019** for Compressed Air.

Your obligations under our new Authorized Reseller Program are outlined in the **Ingersoll Rand Company Authorized Reseller Policy**.

Among other benefits, our Authorized Reseller Program will ensure that all 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 will assist us in identifying and taking action against unauthorized sellers that are harming you, your customers, and consumers through the sale of damaged and diverted products.

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 Company 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, 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 included an Authorized Third-Party Reseller Packet on this web page (under Third Party Resellers heading), which contains links to 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) A Cover Letter to your reseller customers describing the Authorized Third-Party Reseller Policy and the purposes of our Authorized Reseller Program.
- (2) The Authorized Third-Party Reseller Policy;
- (3) A link to the Online Seller Application and Agreement

We ask that you forward a copy of the Authorized Third-Party Reseller Packet links 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.