

# *Let us make the sale for you !*

## *You just collect the cash !*

Gain specialized  
sales support

Control inventory  
costs

Keep the customer  
occupied until you  
can speak with  
them

Let our colorful  
DVD presentation  
sell for you.

Our presentation  
will explain to your  
customer why they  
need to purchase a  
skimmer from you!



## **Do you want help increasing sales ?**

Then please take just a moment and read what we can do to help.

### **How ? Think of it as adding a specialized sales person to your staff, on us !**

Protein skimmers can be a good sale for your shop, good margins, and a customer that will return happy that their tank is doing well. D & D Marine Enterprises is the only company currently offering to help you make that sale. We have realized for some time that stores have to overcome a lot of problems in today's market to compete, and make the sale. D & D Marine has invested in you! We have produced a tool to help retailers cope with all of the pressures. You can have the advantage, yes even over mail order ! The customer can walk into your store, see the product, and learn what it will do for their aquarium.

For some stores, it is the need to explain to a customer why a protein skimmer is a good investment and a wise purchase. For other stores it is simply the difficulty of finding the space to inventory another box !

Our Kiosk is designed to communicate to your customer the reasons why they should purchase a quality protein skimmer from YOU !

Our DVD presentation explains in an colorful video format, what skimmers do, why they are important, and the details and selling points of our products. We will sell the product for you, our goal is for you to get the order.

We have done all of this to help you make that sale while, controlling inventory and costs. We feel that your efforts are so important to the industry that we are willing to subsidise a large part of the cost of these kiosks. You can add this sales tool to your abilities for less than the cost to put one Terminator II skimmer on your shelf.

It is your choice, you can choose to make a one time small investment in the kiosk, using it as a display to sell from. This method means cutting costly inventory, you will for your small investment have an attractive display to sell from and take the order. Then simply call your distributor and order the product for your customer.

Many stores will use the kiosk as a tool to help the buyer make the decision to buy. You may then choose to have inventory on hand to send your happy customer home with. We do encourage inventory were it is possible.

### **How do I find out if I can participate in this program ?**

Many of our distributors have the D & D Marine Enterprises promotional kiosk in stock. Simply call your distributor's representative and ask for details. They will be happy to provide you with the quality service you always receive from our distributors.

If for any reason your local distributor does not have a unit on hand locally for you, you may contact us directly. We will either make arrangements through your distributor or in some cases will ship to you directly.

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