



FARO[®] AVIATION First Class Reseller Program

FARO[®] Aviation is a subsidiary of UNORTH[®]

FARO® G2

Aviation Headset



Rated **4.8/5** from over **1,000** pilot reviews!

Recommended and In Use by:



Student
Pilots



Experienced Pilots
and Instructors



Professional
Pilots



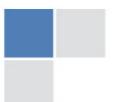
Company Profile – FARO® at a glance:

- ✓ Faro Aviation, subsidiary of UNorth LLC (established in 1999), is a privately owned and operated Aviation Supplier. Company initially focused on aviation software and integration of various aircraft devices with one another, including web based scheduling and airplane maintenance software.
- ✓ Faro Aviation next focused on fulfilling customized top-of-the-line aviation headsets for high-volume customers, including airlines, government entities, sensitive pilot and aviation programs, and flight schools. The result was a range of highly sophisticated Faro aviation supplies that are in use today.
- ✓ Starting in 2010, Faro headsets are also available on direct sale, with the same exact quality as customized orders. Faro headsets offer: state-of-the-art engineering, three-year replacement warranty program, and carry CE and FCC standards.

G2® Aviation Headset Highlights

- ✓ Amazing Noise Reduction- Up to 26 db PNR+®
- ✓ Weight: Only 13 oz
- ✓ American Engineering at its Finest
- ✓ MP3/iPod/iPhone Input
- ✓ Flexible Microphone
- ✓ Advanced Dual Volume Control
- ✓ Soft Silicone Gel Ear Protection
- ✓ Warranty: 3-Year Replacement
- ✓ Lifetime Wear and Tear Protection Program
- ✓ Available in 4 Unique Colors

Color Choices:



Raise profits – the dollars and sense of selling FARO® G2 Headset

Special reseller discount pricing with First-Class Pricing Structure

G2™ Headset reseller pricing

Tier	Min Purchase Amount	Discount
Tier A	N/A	Aproximately 23% Off of List Price, MAP Pricing Enforced
Tier B	\$25,000	Call for Pricing

Aviation Parts and Accessories

Tier	Min Purchase Amount	Discount
Tier A	N/A	Aproximately 30%-40% Off of List Price, No MAP Requirement
Tier B	\$10,000	Call for Pricing

*Please contact your account manager for pricing details

FARO® makes it easy to win your customers' business

FARO® is rapidly gaining brand recognition, and consumers are looking for FARO® products at their retail flight shops. With outstanding warranty replacement program, free wear and tear protection, and excellent customer service, FARO® provides the aviation community with inevitable choice of choosing FARO® over other brands

G2 Aviation Headset provides a unique experience to your customers by providing color-customization and outstanding warranty that is unmatched by other manufacturers.

FARO® products, including Aviation Headset G2 series:

- Drive more store visits by enabling personalization of product.
- Drop-ship option available
- No minimum-dollar amount per order
- Order via easy-to-use FARO® online ordering platform
- Same-day shipment for the orders received by noon PST
- Offer Warranty from the date of sale.
- Provide customers with Wear and Tear protection at no additional charge.
- Reduce work-load by having FARO® manage the warranty and returns directly.

Exclusive promotions for our reseller partners.

Free Website for our Resellers in Purchasing \$5,000 and above:

With ecommerce and web presence being inevitable part of day-to-day business, should your business require a website, FARO® provides your business with FREE WEBSITE WITH ECOMMERCE. Even if you have an existing website, you may be able to take advantage of this offer to redesign your website or add FARO® products to your website. These services will be provided by our parent company UNorth LLC.

*Restrictions apply; please check with your account manager for details

Special Discounts and Promotions

From time to time, FARO® Network Services offers our reseller partners special discounts and promotions on certain products and product families. These are communicated to you via e-mail and normally last from a couple of days to a couple of weeks. These are exclusive offers, and can be used to help your customers and to help you to build up your profit margins.



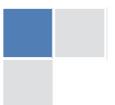
Product warranties.

FARO®'s First-Class warranty is our no-questions-asked replacement program that protects your customers' purchase of FARO® products for 3 years. With exceptionally low rate of repairs, FARO® is able to provide Replacement-Warranty for any product malfunction. Your customers can directly contact FARO® for replacement and have a new FARO® headset be shipped to them the same day.

During the warranty period, FARO® Network Services will repair or replace damaged equipment within one week of receipt at no charge.

Additional purchase protection.

In addition to our First-Class Warranty, FARO® also provides Life-Time replacement program for accidental damage, including drops, water, and power surges. Customers can simply return the damaged product and get a replacement headset at 50% of the price. FARO® takes care of the process for you. For details and reseller partner pricing, talk to your FARO® Account Manager or a Customer Service Rep.



Flexible returns.

Although FARO® Aviation Headset G2 has gone through extensive testing and we hope you never have to return a product; returns are easy at FARO®. We offer a no-risk, 30-day return policy from the invoice date. There is also no restocking fee for FARO® products returned in new condition and in the original packaging. Late returns and incomplete returns may incur a restocking fee. All returns require a Return Authorization (RMA) Number. Talk to your FARO® Account Manager or a Customer Service Rep to obtain an RA number.

Repair requests.

FARO®'s philosophy is simple: Make business easier for you and your customers. That's why during the 3 Year-Warranty Period, we simply replace the aviation headsets and you do not need to arrange for repair. To return a product for replacement, talk to your FARO® Account Manager or a Customer Service Representative. They will provide you with instructions and an RMA number for tracking purposes.

Packaging and shipping.

The shipping choice is yours.

FARO® offers many shipping options: next-day, second-day, or ground-freight delivery. Need your products today? We can even arrange same-day delivery. You can also elect to provide your own freight carrier. Let your FARO® Account Manager know at the time you place your order which shipping method works best for you.

Drop-Shipping Option.

FARO® will drop-ship your orders at no additional charge (Reseller must provide 3rd party account number. Depending on the volume of orders, other options may be available to you. check with account manager for more detail.

Packaging.

FARO® will package your customer's order carefully, using the latest packaging technology and materials. We package in marked, cardboard boxes, depending on product and order size. We also use special packaging for freight and pallet deliveries.

Shipping.

FARO® adds a shipping fee based upon order value and weight. Ask your FARO® Account Manager for shipping and handling estimate when you request a quote.

Fast delivery.

We ship all in-stock items the same day! Submit your order before 3:00 p.m. EST. weekdays or before 1:00 p.m. EST on Saturday.

Order tracking.

We make it easy to track orders. All shipment initiated by FARO® can be tracked on-line, simply go to flyfaro.com, log into your account, and click on Order History. Click on the tracking number for delivery information (U.S. Web site and customers only).

Back-ordered items usually ship within an average of three days. For details on a specific back-ordered item, talk to your FARO® Account Manager or a Customer Service Rep.

Credit terms.

We offer many ways to pay for orders, via prepayment (like a check), cash on delivery (COD), credit card, wire, and payment on credit (upon approval). A purchase order is not required to place an order unless the order value is more than \$1500.

Credit card sales.

If you plan to pay by credit card, there's no need to establish credit terms with us.

Compliances.

- FCC: Ensuring quality and compliance
- CE: Ensuring product standardization and compliance

"Great Value! Won't find a better deal on a brand new headset. Great color selection. (I have the green and I like it). Very Comfortable. I have take the Faro's on 3-5 hour flights and I forget I have them on."

Review by Josh (Posted on 04/01/11)

"I really like this headset and have used it multiple times in a noisy Piper Cub. With this headset, I can hardly hear the roaring engine and clearly hear other pilots. It's very comfortable and I love how you can choose your own color! A HIGHLY recommended product!"

Review by bribritx (Posted on 3/16/11)

"I am very satisfied. The price is incomparable. "

*Review by tal
(Posted on 2/7/11)*

"I must say a Great Headset, more comfortable that my instructors DC's Thanks."

(Posted on 12/8/10)

Review by Israfel C.

"I am very proud of our reseller program and hope you'll join our team. We're committed to working with you and have an extensive program designed for your success. It starts with products and profits and extends to our dedicated Reseller Account Team and free Tech Support"

Our goal is simple: We want you to consider FARO® an important part of your business.



Michael Journey, Director, FARO® Aviation USA

Market development.

To help you get the most out of your reseller partnership with FARO® Network Services, we offer programs and services to enhance your sales efforts. We can provide you with a wealth of resources to help you educate, inform — and close sales.

FARO® Online Presence Program.

Make better sales calls with catalogs, licensed Logo integration®, data sheets, technology overviews, and leave behinds.

FARO® Marketing Program

In addition to our online-presence program, FARO®'s marketing program goes as far as licensing our Logo on your



business card and even ordering them for you.

How to order:

There are many ways to do business with FARO® Aviation. We provide you with many options so that you can choose the one that best works for you and your business. Once your reseller account is activated, you'll receive login information for FARO Reseller Platform. **You'll always receive the best pricing by using the online ordering process.** Other ways to place your order include:

- Call Customer Service Rep: 855-FLY-FARO, 24 hours a day, 7 days a week.
- Fax orders: 408-378-7629, 24 hours a day, 7 days a week.
- E-mail orders: reseller@flyfaro.com.
- Mail orders: PO BOX 1116, CAMPBELL, CA 95009-1116
- Contacting your FARO® Account Manager during normal business hours.
- Set up an account at flyfaro.com and shop using our FARO® On-line Catalog.

*Additional Fees may apply to phone/fax orders. Check with your account manager for details



How to become a FARO® reseller:

We offer our reseller partners volume-based discounts, pre-sales engineering, product sales training, and a dedicated FARO® Network Services Account Manager to help with quotes, ordering, and any special customer needs you have. View the Reseller Program details

Please provide the following items to enroll in our program:

- ✓ Completed Reseller Application
- ✓ Reseller Certificate or Seller's Permit (aka Vendor's License in some states)
- ✓ Tax Exemption Certificate
- ✓ Signed Reseller Agreement

Reseller Application.

You may also request forms by contacting your FARO® Account Manager, or any FARO® Customer Service Rep.

We're very glad that you have decided to offer your customers the opportunity of experiencing FARO® quality products and services.

The FARO® team looks forward to working with you.



Contacts:

FARO® Account Manager:

Kevin Walton

1-855-359-3276 x782

kevin.walton@flyfaro.com

FARO® Customer Service:

Phone: 855-FLY-FARO or 855-359-3276

Fax: 800-321-0746

E-mail: reseller@flyfaro.com

FARO® Address:

Mailing Address: Faro Aviation – UNorth, PO BOX 1116, Campbell, CA 95009

Address: 1900 Wyatt Dr, Suite 13, Santa Clara, CA 95054

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