

AUTOMATIC SOLUTIONS

BECOMING AN AUTOMATIC SOLUTIONS AGENT

There are opportunities everywhere you look in Australia for this fast growing and profitable industry. At Automatic Solutions we provide two of the most sought after emotions in today's society - "Convenience & Security".



Automatic Solutions Australia is an importer, manufacturer and wholesaler of gates, automation equipment, hardware, access equipment and security products. We have opportunities for agents in all parts of Australia. We receive customer enquiry from all over Australia that want these products and services.

The industry is profitable, interesting and rewarding.

Where do you fit? On the next few pages we have outlined how you can join the Automatic Solutions network and profit and build your business.

A TYPICAL AGENT

There really is no “typical” agent but the one thing which is common to all of our agents is their commitment and knowledge of the local community and area. We have had everything from quite large rural stock suppliers to semi-retired local tradesmen. Some add the agency as an extra bow to their existing business whilst others use it as a full or part time venture.

DAY TO DAY OPERATION

Every agent is supported by a branch office or showroom. The branch will provide a total support structure dependent on requirements. When the agent requires product this can be ordered from the showroom and delivered to the agent ready for delivery and/or install for the customer.

WHY NO FEES OR CHARGES?

The basic concept is that if we all tighten our belts a little we can get the product to the bush at the same price as the city. This requires the warehouse, the branch and the agent to share the load but it works. Marketing and advertising cost is covered by head office and the branch.

WHAT DOES THE AGENT MAKE?

Most agents make their real money in providing product and service either directly or indirectly through local contractors. Installation and service fees are 100% gross profit. On top of this they make approximately 33% markup on all Automatic Solutions product.

Automatic Solutions Australia - Agent Licence general conditions.

1. An agent will be able to provide either personally or through contractors an installation service of all Automatic Solutions products.
2. An agent is assigned a showroom from which to draw support and purchase stock.
3. An agent is not allowed to stock, sell or promote product deemed to be competitive to the Automatic Solutions product.
4. An agent can purchase all products at retail less 25% from the showroom allowing a 33% markup.
5. An agent will be supported via web site promotion including presence on Google etc.
6. An agent will be offered extensive sales and technical support and training.
7. An agent pays no royalties or ongoing fees.
8. An agent always retains first right to a showroom licence in the agents territory.

