

Dear Customer,

Spear & Jackson Group have change distribution channels in Australia & New Zealand for all Spear & Jackson products.

An exclusive distribution agreement has been signed with QEP Australasia for all brands including, Spear & Jackson Garden & Hand Tools, Eclipse Professional Hand Tools, Moore & Wright and Eclipse Magnetics.

Included with this communication are copies of the official announcements from Spear & Jackson Group and QEP Australasia for your reference.

#### **Summary of points enclosed.**

- QEP Australasia Pty Ltd have been appointed exclusive distributor for all Spear & Jackson brand products covering Spear & Jackson Garden & Hand Tools, Eclipse Professional Tools, Moore & Wright and Eclipse Magnetics,
- This agreement comes into effect as of 1<sup>st</sup> January 2025,
- There is no change to current pricing or trading terms for your account.
- As of 1<sup>st</sup> January 2025, all orders and invoicing will be via QEP Australasia.

To transition inventory from Spear & Jackson (Aust) to QEP, Spear & Jackson (Aust) will be closing our warehouses in Dandenong and Perth on 18<sup>th</sup> December. It is envisaged QEP will be up and operating on 2nd January 2025 fulfilling orders to all customers.

#### **How does the affect you.**

- Your current trading account with Spear & Jackson (Aust) will automatically be transferred to QEP Australasia and be active on 2<sup>nd</sup> January 2025.
- Pricing, trading terms and credit limits will be exactly the same as they would be in Spear & Jackson (Aust) systems.
- You will be required to sign a new credit application accepting QEP Australasia's terms and conditions of sale. Your account will remain active for 2-3 months following the transition date, 2<sup>nd</sup> January 2025, and will be followed up during this time if a signed application hasn't been received.
- If you do not complete a credit application by this date, your account will be made inactive pending a signed credit application. The account will be reactivated once the credit applications has been received by QEP.
- From 2nd January, 2025, all orders must be sent to QEP Australasia who will then invoice and deliver Spear & Jackson products.

- Should your system contact data not be updated before 2<sup>nd</sup> January 2025, the original Spear & Jackson telephone numbers, sales order e-mail addresses will be forwarded to QEP to capture your requirements.

### **What changes will you see?**

Very Few

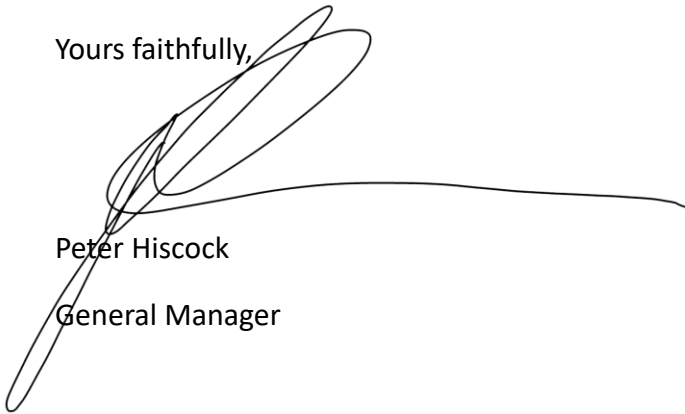
- Pricing remains the same,
- Trading terms and conditions remain the same,
- All Spear & Jackson BDM's, Customer Service, Marketing Teams are moving across to QEP.
  - Your current Spear & Jackson account manager, will remain your account manager.
  - Your Customer Service contacts will be the same people.

### **What Next?**

To ensure a smooth transition, we will be mailing a credit application to your business address.

It is our desire to make the transition as easy and seamless as possible. If you have questions, please do not hesitate to contact your account manager or our customer service team for assistance.

Yours faithfully,



Peter Hiscock

General Manager