

COLLABORATIVE ROBOT PARTNERSHIP PROGRAM



INCREASE YOUR SALES IN THE EXPANDING MARKET SPACE

Continual Margin Expansion

ADVANTAGES:

- » Get an **extra 5%** off current distributor contract price
- » Access rapidly growing collaborative robot market
- » Grow sales with existing customers
- » Easy-to-learn, Easy-to-use automation product
- » Easy-to-order systems - one part number for the entire system (more system opportunities to come)
- » Increased margins as a Lincoln Electric Cobot Distributor Partner
- » Training by Lincoln Electric on how to effectively demonstrate and sell cobots
- » Supported locally by Lincoln Electric

HOW IT WORKS:

1. Lincoln Electric & Distributor enter into a partnership agreement. See addendum for more information.
2. Distributor orders and maintains qty. (1) Lincoln Collaborative Robot package for every 35 sold-to store locations.
3. Distributor will automatically receive an additional 5.0% discount on subsequent orders of Collaborative Robot systems for 100% of their sold-to store locations.
4. Distributor must submit twice the annual audit form confirming continued stocking of qty. (1) Lincoln Collaborative Robot package for every 35 sold-to store locations.
5. Distributor must have two (2) or more Subject Matter Experts who are fully trained on how to program and troubleshoot collaborative robot systems for every 35 sold-to store locations. SME training programs to take place at Lincoln-Cleveland or at one of Lincoln's Regional Training Centers. Training requirement for distributor must be completed within six months of sign-up.

Contact your Lincoln Electric Sales Representative for full details.

*Store is defined as any location that handles hard-goods transactions.

See Partnership Program Agreement for full details. Program may be updated or canceled at any time.

Program Details

Product name	Product Number
Cooper™ Welding Cobot - CRX-10iA - Cart	AD2489-1
Cooper™ Welding Cobot - CRX-10iA/L - Cart	AD2489-2
Cooper™ Welding Cobot - CRX-10iA/L - Package	AD2495-2
Cooper™ Welding Cobot Water-Cooled - CRX-10iA/L - Cart	AD2489-12
Cooper™ Welding Cobot Water-Cooled - CRX-10iA/L - Package	AD2495-3
Cooper™ Welding Cobot Aluminum - CRX-10iA/L - Cart	AD2489-15
Cooper™ Welding Cobot - CRX-25iA - Package	AD2495-6
Cooper™ Welding Cobot Water-Cooled - CRX-25iA - Package	AD2495-7
Cooper™ Welding Cobot - GoFa - Cart	AD2501-1



CUSTOMER ASSISTANCE POLICY

The business of Lincoln Electric is manufacturing and selling high quality welding equipment, automated welding systems, consumables, and cutting equipment. Our challenge is to meet the needs of our customers, who are experts in their fields, and to exceed their expectations. On occasion, purchasers may ask Lincoln Electric for information or technical information about their use of our products. Our employees respond to inquiries to the best of their ability based on information and specifications provided to them by the customers and the knowledge they may have concerning the application. Our employees, however, are not in a position to verify the information provided or to evaluate the engineering requirements for the particular weldment, or to provide engineering advice in relation to a specific situation. Accordingly, Lincoln Electric does not warrant or guarantee or assume any liability with respect to such information or communications. Moreover, the provision of such information or technical information does not create, expand, or alter any warranty on our products. Any express or implied warranty that might arise from the information or technical information, including any implied warranty of merchantability or any warranty of fitness for any customers' particular purpose or any other equivalent or similar warranty is specifically disclaimed.

Lincoln Electric is a responsive manufacturer, but the definition of specifications, and the selection and use of specific products sold by Lincoln Electric is solely within the control of, and remains the sole responsibility of the customer. Many variables beyond the control of Lincoln Electric affect the results obtained in applying these types of fabrication methods and service requirements.