

**Do you
have what
it takes to
become
an air-lux
partner?**

Your benefits as an air-lux partner

As an official air-lux distribution partner, you'll receive the best possible support from sales to assembly, whether that's through our experienced marketing team or with training by our fitters on-site. To avoid overlap with other sales partners, the sales area is clearly defined and serviced exclusively by you.

air-lux is the frameless glass façade system that sets standards throughout the industry. The unique and patented pneumatic insulation system guarantees an unbeatable seal, even in extreme weather. The air-lux sliding window system is suited equally to demanding construction projects and multistorey buildings. Find out for yourself: www.air-lux.com/en



4 great reasons to choose air-lux



Unique products

air-lux's innovative and unique products are world leaders in terms of impermeability, operating characteristics and safety.



Comprehensive expertise

As the leading Swiss metal and façade engineering company, we offer many years of experience and extensive know-how in the areas of planning, production and installation.



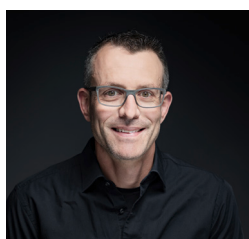
Collaborative sales concept

We attach great importance to a collaborative relationship set on an equal footing. Reciprocal trust forms the basis for a successful partnership.



Exclusive area rights

No competition from other distribution partners due to the allocation of exclusive, protected sales areas.



‘air-lux’s success is grounded in our team spirit. Whether developers, installers or sales partners, we think of ourselves as a family that can achieve the exceptional together.’

Lukas Knechtle, Owner and CEO,
Krapf AG, Engelburg, Switzerland

What we expect

air-lux has established itself as a leading supplier in the market. Values such as diligence, attention to detail and consistent customer focus are all ingredients in our recipe for success. And this is precisely the commitment we expect of our new sales partners.

Requirements for our sales partners

Companies

- ☒ Experience in value activities such as sales, planning, production and assembly
- ☒ Independent, self-motivated order processing

Quality

- ☒ The highest quality standards in all areas
- ☒ Customer satisfaction as the ultimate goal
- ☒ Implementation of a long-term company strategy

Network

- ☒ Network of relationships with architects, planners and builders in upscale residential construction
- ☒ Receive interesting enquiries relevant to air-lux
- ☒ Honest and fair dealings with partners

Focus

- ☒ High motivation drawing on your own initiative
- ☒ Active promotion of the air-lux brand
- ☒ Successful distribution of air-lux within the defined area



‘With air-lux, we have found a competent partner that is far more than just a system supplier. In addition, the product offers us access to new markets that are highly attractive to us.’

Wilhelm Korn (KORN Windows & Doors),
Sales partner northern Germany

How to become a partner



Do you have what it takes to become an air-lux partner? We look forward to meeting you. Share the following details of your company with us and Roman Büchler will get in touch with you personally.

- **Cover letter**
Why do you want to become an air-lux distribution partner?
- **Sales area**
In which market are you predominantly active?
- **Employees**
Total number of employees and a breakdown by areas of activity such as sales, planning, production, assembly.
- **References**
Max. of 10 projects with details on order volumes and the services your company provided.



Contact

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