



HAMMONDS TECHNICAL SERVICES, INC.

INTERNATIONAL DISTRIBUTORSHIP AGREEMENT

This Distributorship Agreement is made by and between HAMMONDS **TECHNICAL SERVICES, INC.**, a Texas Corporation (hereinafter referred to as "HAMMONDS"), and **BAHQAQ TRADING ESTABLISHMENT** (hereinafter referred to as "Distributor"), of Kingdom of Saudi Arabia.

1. APPOINTMENT AND ACCEPTANCE

HAMMONDS hereby appoints Distributor its exclusive distributor for the sale of HAMMONDS parts, equipment and systems listed in Exhibit A, attached hereto and made a part hereof, together with such other products and equipment as the parties may from time to time agree (hereinafter referred to as the "Products") during the term of this Agreement, and Distributor hereby accepts HAMMONDS' distributorship appointment. Manufacturer reserves the right to sell, in the Territory and elsewhere, all of the Products covered by this Agreement, directly or through any other distributors or agents selected or appointed at any time by Manufacturer, especially if generated as military sales by, through or under some action by the US Department of Defense. Distributor shall not be entitled to any compensation with respect to any sale made directly by Manufacturer or made by any other authorized distributor or agent of Manufacturer or direct sales via some electronic medium or the internet. Notwithstanding, HAMMONDS will not appoint another agent in the territory during the term of this Agreement.

2. RESPONSIBILITIES OF HAMMONDS

HAMMONDS' responsibilities include:

- 2.1 To provide representatives to act in a consulting capacity for and furnish technical assistance to the Distributor or any of the Distributor's customers when requested by the Distributor.
- 2.2 To provide, a reasonable quantity of descriptive literature, technical information, promotional material and other related materials deemed reasonably necessary by Distributor for the sale of the Products. All such materials and information will remain the property of HAMMONDS, to be used only as agreed by HAMMONDS, and will be returned upon HAMMONDS' request.
- 2.3 To promptly assist Distributor in responding to or resolving any complaints or problems that the end user may have or encounter with the Products and to honor any warranty extended by HAMMONDS on the Products, in accordance with its terms.
- 2.4 To refer to the Distributor all inquiries related to the products and markets covered by the Distributor within the Distributor Territory defined in Exhibit B.
- 2.5 To do whatever else is necessary in HAMMONDS' judgment to aid Distributor in maintaining and enhancing HAMMONDS' reputation with the ultimate users of the Products.

3. RESPONSIBILITIES OF DISTRIBUTOR

Distributor's responsibilities include:

- 3.1 To promote and protect HAMMONDS' goodwill and reputation for quality products and to use its best efforts to promote the sale of the Products for use in their particular industry. In its marketing efforts, Distributor shall have access to HAMMONDS specifications and maintenance data and promotional material relating to the Products. Distributor shall protect all HAMMONDS proprietary information while in the possession of the Distributor. Distributor agrees and acknowledges that it shall not have or acquire any ownership or interest in the engineering concept, design, manufacturing process or other similar property relating to the Products, and Distributor shall not seek to patent or otherwise appropriate as its own, any such information or property. The Distributor agrees not to sell or represent any other fluid powered injection equipment that conflicts or competes directly with HAMMONDS Products without the expressed written consent of Hammonds Technical Services, Inc.



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- 3.2 When using HAMMONDS' name, trademarks and distinctive trade names, if any, to keep them separate from its own name, trademarks and distinctive trade names so as to preserve the distinctiveness thereof, and upon the termination of the Agreement, to discontinue any use whatsoever of HAMMONDS' name, trademarks and distinctive trade names. Distributor expressly acknowledges that it shall have no right, title or interest in HAMMONDS' name, trademarks or distinctive trade names during or after the term of this Agreement.
- 3.3 To incur no liability on behalf of HAMMONDS and in no way pledge or purport to pledge HAMMONDS' credit or describe or hold itself out as a dependent agent or legal representative of HAMMONDS for the performance of Distributor's activities pursuant to this Agreement.
- 3.4 To conduct business in its own name, in such manner as is necessary to perform its responsibilities thereunder, and to pay all expenses and charges for its employees, office facilities and activities, HAMMONDS having no responsibility whatsoever for same.
- 3.5 To save and hold HAMMONDS harmless from and against all claims and demands for the payment of expenses, losses or liabilities incurred by Distributor, or its employees, agents or representatives, by virtue of or in connection with this Agreement, excepting only claims and demands arising out of HAMMONDS' gross negligence or in connection with a defective Product.
- 3.6 To discharge and hold HAMMONDS harmless on account of any taxes or governmental charges which may be imposed with respect to income earned or payment received by Distributor by virtue of or in connection with this Agreement.
- 3.7 To maintain a minimum annual sales totaling \$100,000.00 (US\$).
- 3.8 Distributor to exercise efforts to employ Saudi nationals wherever necessary.

4. DISTRIBUTOR TERRITORY

- 4.1 The geographical area described and illustrated in Exhibit B shall be designated as the "Distributor Territory," herein referred to as "Territory." All inquiries coming to the attention of HAMMONDS and originating from within or without the boundaries of the Territory that are clearly intended for end use within the Territory, will be directed to the Distributor assigned to that particular Territory.

5. FACTORY DIRECT, CUSTOMER EXEMPTIONS

- 5.1 HAMMONDS manufactures specialized equipment for the U.S. military and Defense Fuel Supply. HAMMONDS reserves the right to sell directly to all U.S. Military without any consideration to the local distributor.
- 5.2 HAMMONDS reserves the right to deviate from normal published pricing when negotiating with U.S. governmental agencies world-wide.

6. EXPORT SALES

- 6.1 The Distributor may pursue any export sale on a non-exclusive, local basis. HAMMONDS reserves the right to sell to customers buying for export in the distributor territory without any commissions or consideration to the local Distributor. That is, merchants within Kingdom of Saudi Arabia may purchase from HAMMONDS, equipment for export that is not to be used within the Kingdom without consideration or commission to the local Distributor. In areas of conflict, the Distributor agrees to abide by guidelines set forth by HAMMONDS.
- 6.2 HAMMONDS reserves the right to deviate from normal factory pricing when negotiating sales for export.
- 6.3 These products may be subject to U.S. Export laws accordingly:
If you export or re-export these items, you are responsible to ensure compliance with the Export Administration Regulations available at www.bis.doc.gov <<http://www.bis.doc.gov>>. If these items were exported to you: **“These commodities, technology or software were exported from the United States in accordance with the Export Administration Regulations. Diversion contrary to U.S. law is prohibited.”**



The products/technologies and/or software that are covered by this Agreement are of U.S. origin or otherwise subject to U.S. Export and other foreign trade controls. The export, deemed export, re-export, or release of these products/technologies and/or software to other countries or parties may require the prior approval of the U.S. Government, the Governments of other countries, and/or international organizations such as the United Nations. Diversion of these products/technologies and/or software from the authorized destination contrary to U.S. and international law is prohibited. The Purchaser agrees to comply with all applicable laws and regulations of the United States, other relevant jurisdictions, and pertinent international organizations pertaining to the export, deemed export, re-export, or release of these products/technologies and/or software. Any violation of this Section, as determined solely by HAMMONDS, shall be deemed a material breach of this Agreement.

Distributor acknowledges and agrees that Distributor is responsible for compliance with all applicable laws and regulations relating to the transport, export and/or import of the Equipment. Customer further acknowledges that HAMMONDS does not guarantee that any Equipment purchased by Distributor can be exported or that proper licenses to export Equipment can be obtained. Where Distributor intends to export its Products, Distributor specifically agrees to determine if a U.S. export license is required and to obtain any required license(s) prior to exporting. Distributor acknowledges and agrees that Distributor may not export, re-export or transfer any Equipment to any country subject to a U.S. trade embargo or sanction or to any resident or national of these countries, or to any person, organization or entity on any of the restricted parties lists maintained by any U.S. Government agency, and may not allow any third party to so export, re-export or transfer the Equipment.

7. DISTRIBUTOR COMMISSIONS

- 7.1 Due to the complexity of a system or customer request, there may be cases when the factory will be asked to handle a user sale directly. In such cases, the Distributor will be compensated as follows:

Commission: In Accordance with Exhibit C

Payment terms: 45 days after receipt of payment against invoice via wire transfer or equivalent.

- 7.2 HAMMONDS offers no point of destination commissions or split commissions with other territories.

8. ORDERS, PRICES, DISCOUNTS AND TERMS AND CONDITIONS OF SALE

- 8.1 Distributor agrees to send all orders for the Products to HAMMONDS' office in Houston, Texas for acceptance or rejection by HAMMONDS.
- 8.2 Unless agreed otherwise in writing by the parties, all Products sold by HAMMONDS to Distributor thereunder will be sold at the list prices in effect on the date of receipt of the order in question, less the appropriate discount set forth in Exhibit C, "Price & Discount Schedule." All prices quoted are Ex Works (Incoterms 2010) HAMMONDS' manufacturing plant in Houston, Texas. HAMMONDS may change prices and discounts at any time during the term of this Agreement.
- 8.3 All products sold by HAMMONDS are subject to HAMMONDS' Terms and Conditions of Sale for such Products in effect at the time of the sale, a copy of such Terms and Conditions being set forth in Exhibit D, attached hereto and made a part hereof for all purposes, except to the extent such Terms and Conditions conflict with this Agreement, in which case this Agreement shall prevail. HAMMONDS may change such Terms and Conditions of Sale at any time during the term of this Agreement. It is the responsibility of the Distributor to inform all customers purchasing HAMMONDS products that HAMMONDS' Terms and Conditions of Sale are a part of every transaction.
- 8.4 Invoices for the full amount of the Products will be rendered to Distributor when the order in question is shipped from HAMMONDS. Terms of payment are 50% due before work starts and 50% due prior to shipment. Payments are to be sent by wire transfer. Letters of credit are not accepted.



- 8.5 The prices indicated in HAMMONDS' price list do not include sales, use, excise or similar taxes, shipping and mailing costs, insurance charges or other charges by Federal, State or local governments. Any taxes or charges assessed will be to the Distributor's account.
- 8.6 Distributor will determine resale prices for the Products in its sole discretion.
- 8.7 Should Distributor require any special documentation other than a packing list, commercial invoice and Hammonds' standard bill of lading such needs, if agreed to be provided at time of sale, shall be charged at shipment at prices to be determined by Hammonds in its sole discretion and billed and paid at time of shipment. Nothing herein requires Hammonds to provide any other documentation.
- 8.8 Hammonds will service and support the service of its Products during the period this Agreement is in force and effect. Nothing herein will require Hammonds to travel to the Territory covered by this Agreement unless specifically agreed by Hammonds and the Distributor on a case by case basis and under such financial terms as may then be agreed. Service means advice and instructions and the sale and supply of parts as may from time to time be required.

9. WARRANTIES

HAMMONDS' liability to Distributor, and its customers with regard to the Products is expressed entirely by its standard warranties set forth in Exhibit D, attached hereto and made a part hereof for all purposes. HAMMONDS may change its standard warranties at any time during the term of this agreement upon sixty (60) days written notice to Distributor. All products will be covered by warranties in effect at the time of sale.

10. TERM AND TERMINATION

This agreement will continue in effect for an indefinite period of time until both parties or one of the parties intends to cancel. Cancellation by either HAMMONDS or Distributor will occur upon ninety (90) days written notice to the other party stating such intent. All orders placed with HAMMONDS and accepted prior to the receipt of the ninety day notice, will remain in effect notwithstanding the termination hereof.

11. RETURNED GOODS POLICY

In the event that either the Distributor or HAMMONDS cancel a Distributorship Agreement, all unused, current merchandise in resalable condition may be returned to the factory at original distributor invoice cost less fifteen (15%) percent charge for restocking and is subject to the inspection and final acceptance of HAMMONDS.. Transportation costs to HAMMONDS will be the responsibility of the Distributor. The Distributor must submit a list of such inventory for return authorization prior to return or distributor may continue to sell remaining inventories at time of cancellation until inventory is depleted.

12. ANNUAL INVENTORY REVIEW

Not Used

13. DEFAULT

In the event that: (i) Distributor shall default in the payment of any sum payable by Distributor thereunder and such default shall continue for more than ten (10) days after the due date and written notice of such default; or (ii) Distributor shall default in the observance of performance of any other covenant or term contained in this Agreement and such default shall continue for more than thirty (30) days after written notice thereof; or (iii) bankruptcy, reorganization, arrangement or insolvency proceedings or other proceedings for relief under any bankruptcy similar law or laws for relief of debtors shall be instituted by or against Distributor, or Distributor shall become insolvent, bankrupt or admit in writing its inability to pay its debts as they mature; or (iv) Distributor shall make any assignment or transfer of Distributor's interest thereunder; then, in any such cases, HAMMONDS at its option, may;

- (a) Proceed by appropriate court action or actions, either at law or in equity, to enforce performance by Distributor of the applicable covenants and terms of this agreement or to recover damages for the breach thereof.



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- (b) By notice in writing to Distributor, terminate this Agreement immediately, whereupon HAMMONDS may, directly or by its agent, enter upon the premises of Distributor and take possession of any unsold Products not yet paid for by Distributor, any damage occasioned by such taking being hereby waived by Distributor. In the event of any such termination, in addition to other rights and remedies thereunder, HAMMONDS shall be entitled to recover from Distributor all sums accrued and unpaid by Distributor thereunder.

The remedies herein proved in favor of HAMMONDS, in the event of default as herein above set forth, shall not be deemed to be exclusive, but shall be cumulative and shall be in addition to all other remedies in HAMMONDS' favor existing in law, equity or bankruptcy.

14. GENERAL PROVISION

- 14.1 No right or obligation of either party may be assigned without the prior consent of the other party. This agreement will be binding upon and insure to the benefit of both parties, their successors and assigns.
- 14.2 This Agreement, including all exhibits hereto, supersedes all prior agreements and understandings between the parties, and constitutes the entire agreement between the parties regarding the subject matter hereof. Unless otherwise provided herein, this agreement may be amended only by agreement in writing signed by both parties.
- 14.3 The failure of either party to require performance of any provision thereunder will not affect that party's right to enforce such provision at a later time. No waive by either party of any provision, or breach of any provision, of this Agreement will be deemed to be further continuing waiver of any such or similar provision or breach.
- 14.4 Unless expressly provided to the contrary, nothing contained herein will be deemed to authorize Distributor to act for or on behalf of HAMMONDS, commit HAMMONDS to any obligation, extend any warranty or make any representation on behalf of HAMMONDS. This Agreement will not constitute Distributor an employee or agent of HAMMONDS for any purpose.
- 14.5 Any notice required or allowed under this Agreement will be sufficient if written and delivered in person, sent by registered or certified mail, or by telafax, addressed to:

HAMMONDS TECHNICAL SERVICES, INC.

910 Rankin Rd.
Houston, Texas 77073
Attn: Mr. Jeff Hammonds
Fax Number: 1-281-847-1857

And if to the distributor:

BAHQAQ TRADING ESTABLISHMENT

PO Box 31755
Al-Khobar 31952
Saudi Arabia
Tel: +966-3-882-8866
Fax: +966-3-882-9584
Email: bahlaq@bahlaq.com

or, to such other address or fax number as either party may designate by written notice to the other party.

- 14.6 Section headings are used only for convenience and shall have no effect on the interpretation of this Agreement.
- 14.7 This Agreement will be interpreted in accordance with the rules and regulations of Foreign Trade Dept., Ministry of Commerce, Kingdom of Saudi Arabia. However, any and all legal action that may be required regarding actions as a result of this agreement will take place in the State of Texas.



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- 14.8 If one or more of the provisions of this Agreement shall, for any reason, be held to be invalid, illegal or unenforceable in any respect, such invalidity, illegality or unenforceability will not effect any other provision hereof and this Agreement will be construed as if such invalid, illegal or unenforceable provision had never been contained herein.
- 14.9 In the event it shall be necessary for either party to take any legal action against the other to enforce its rights under this Agreement, the prevailing party shall be entitled to an award of its costs and reasonable attorney's fees.

IN WITNESS WHEREOF the parties have executed this Agreement this ____ day of _____, 2013.



HAMMONDS TECHNICAL SERVICES, INC.

By _____
Jeff Hammonds, General Manager

BAHLAQ TRADING ESTABLISHMENT

By _____

Title _____



HAMMONDS TECHNICAL SERVICES, INC.

EXHIBIT A
Listing of Products Covered by This Agreement

All injection system parts, equipment and systems manufactured by **HAMMONDS TECHNICAL SERVICES, INC.** These products include but are not limited to fluid power and mechanical powered additive injection systems with related calibration and electronic data collection systems as may be required by the customer. Systems are sized and quoted on an application basis. Systems can include mobile, stationary and portable units.

In this regard all spare parts will be supported for at least one year from the expiration or termination of this Agreement or appointment of another distributor/agent.



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EXHIBIT B
Designated Sales Territory

The following geographical area has been designated as **BAHLAQ TRADING ESTABLISHMENT** sales territory for HAMMONDS products.

The **BAHLAQ TRADING ESTABLISHMENT's** sole sales territory is: the Kingdom of Saudi Arabia.



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EXHIBIT C
Discount Schedule

BAHLAQ TRADING ESTABLISHMENT will receive a distributor discount off the quoted list price for HAMMONDS products as follows:

15% Discount on all injection systems and parts



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EXHIBIT D
Terms and Conditions of Sale

Terms and Conditions of Payment: Unless otherwise specified by specific order, terms of payment are: 50% due with order and 50% prior to shipment.. Payments are to be made from the invoice; no statements will be issued.

Past Due Accounts: It is understood that an interest rate of 1½% (18% annual rate), will be added to all past due accounts.

Attorney's Fees and Costs of Suit: In the event Buyer defaults in the payment of an account balance as specified in the Terms and Conditions of Payment, and it becomes necessary for Hammonds Technical Services, Inc. to place the collection of such balance in the hands of an attorney, or suit is brought in connection with same, Buyer agrees and stipulates that it shall be liable to Hammonds Technical Services, Inc. for cost of suit and reasonable attorney fees, which in no event shall be less than ten percent (10%) of the past due balance, or that portion of the balance then remaining unpaid.

Security Interest: Hammonds Technical Services, Inc. reserves a security interest in all equipment purchased but not yet paid for by the customer. Buyer shall be deemed to have acknowledged and/or granted such security interest by the acceptance of equipment. In the event of default by Buyer in the performance of any of its obligations under the purchase order, Hammonds Technical Services, Inc. shall have all the rights and remedies of a secured party under the Uniform Commercial Code of the State of Texas, including the right to immediately enter any premises where any equipment is located and retake possession of the same, together with the right to sell, lease or otherwise dispose of said equipment, at either public or private sales, whichever is more advantageous.

Freight, Installation and Erection: Unless specifically stated in a Proposal, all prices quoted are F.O.B. Hammonds Technical Services, Inc.'s plant, Houston, Texas and no freight, installation or erection services are included. Such services may be arranged through Hammonds Technical Services, Inc. on an independent basis.

Taxes: The prices stated in Hammonds Technical Services, Inc. published standard price lists are exclusive of any local, state or Federal sales or use taxes of any kind (unless otherwise stated in the proposal).

Design Changes: Buyer acknowledges that equipment designs and manufacturing techniques change from time to time, and that Hammonds Technical Services, Inc. has reserved the right to make changes in the design of equipment hereafter manufactured and/or to change techniques in the manufacturing of such equipment, without incurring any obligation to the Buyers of previously manufactured equipment.

Cancellation of Purchase Orders: A purchase order may not be canceled by the buyer unless approved in writing by Hammonds Technical Services, Inc. Buyer agrees that should it request a cancellation, such request shall be deemed to be coupled with an agreement by Buyer to pay to Hammonds Technical Services, Inc. a sum of money sufficient to reimburse Hammonds Technical Services, Inc. for the material cost, engineering costs, direct and indirect labor cost, and general and administrative expenses attributable to the equipment covered by the purchase, plus the contemplated profits to Hammonds Technical Services, Inc. from the purchase.

Delivery: The delivery time is determined by considering the production requirements of the items covered by the order, in connection with the total production requirements of Hammonds Technical Services, Inc. with respect to its existing orders. The delivery time quoted is subject to change pending receipt of Hammonds Technical Services, Inc.'s orders on outstanding quotations prior to the placement of an order for a specific quotation. Hammonds Technical Services, Inc. shall not be liable for any delay in delivery occasioned by reason of a reduction of its production capacity due to war, civil strife, strikes, floods, fires or other casualty losses, acts of God, or any other causes unavoidable, beyond the control of Hammonds Technical Services, Inc., or foreseeable at the time a proposal is made. Buyer's performance under the Purchase Order entered into pursuant to a specific proposal shall not be excused by reason of any change in the specified delivery time occasioned by reason of the foregoing causes.

Warranty: All items manufactured by Hammonds Technical Services, Inc. are warranted against defects in materials and workmanship, if properly installed and maintained, for a period of one (1) year from date of shipment. Hammonds Technical Services, Inc.'s obligation under such warranty is limited to the return and replacement of defective parts within said one (1) year period, F.O.B. Hammonds Technical Services, Inc. plant in Houston, Texas. Labor charges incurred by Hammonds or others are not covered under the warranty. No other warranties of any type, either expressed or implied, shall be binding upon Hammonds Technical Services, Inc. Buyer agrees and stipulates that Hammonds Technical Services, Inc. shall not be liable to Buyer for loss of use of equipment, production losses due to down time for repairs and modifications, or any other consequential damages, the same being expressly assumed by Buyer.

Hammonds Technical Services, Inc.'s warranty shall not apply to pump diaphragms, plungers, packing, mechanical seals, valves or other parts which must be replaced due to: (1) normal wear, where such parts may reasonably be expected to wear out within the warranty period, (2) abuse, (3) misuse, (4) failure to follow operational instructions, (5) failure due to handling of noncompatible materials, (6) a loss occasioned by an act of God or other causes beyond the control of Hammonds Technical Services, Inc. (7) failures directly caused by or related to improper maintenance services, repairs or adjustments performed by others without Hammonds Technical Service, Inc.'s expressed approval or (8) items specifically excluded from warranty within a specific proposal or (9) by items not manufactured by Hammonds Technical Services, Inc.

Any and all warranty service must be performed by Hammonds Technical Services, Inc. personnel or by those specifically authorized by Hammonds Technical Services, Inc. All repairs and/or modifications must be specifically approved and authorized by Hammonds Technical Services, Inc., prior to the initiation of any warranty activity.