

## SONOTUBE® DISTRIBUTOR QUALIFICATIONS

### **Qualifications a prospective Sonotube distributor should meet:**

- (a) Good credit
- (b) Facility to stock major sizes
- (c) Adequate territory coverage
- (d) Good rating with architects and engineers
- (e) Good ratings with contractors
- (f) Carry related concrete accessory items

### **Types of firms most likely to meet these qualifications:**

- (g) Construction supply firms
- (h) Firms handling concrete forming equipment and accessories
- (i) Firms handling reinforcing steel and accessories
- (j) Building supply firms

### **Basic inventory (diameters and footage of each) recommended for a Sonotube distributor:**

- Most common diameters: 12", 18", 24", 30", 36"
- Most common lengths: 12' and 20'