

PEM Fabricator Partner Program

Benefits and Eligibility Criteria

Penn Engineering & Manufacturing Corp. (“PEM”) has developed the **Fabricator Partner Program** (the “Program”) to recognize and collaborate with select fabrication companies. This professional and mutually beneficial initiative is intended to strengthen loyalty, promote Participant’s customers’ businesses, and reinforce Participant’s brand as a trusted industry leader.

Benefits

Program participants will receive the following benefits:

- Exposure on PEM’s website and social media accounts as a preferred fabricator
- Marketing insight and feedback based on market trends and Participant’s exposure on PEM’s website and social media accounts
- Access to a network of design engineers specifying PEM and looking for reliable fabricators
- Use of a PEM Preferred Fabricator branding badge to display on Participant’s website and in approved marketing materials.
- Co-marketing and referral opportunities with PEM
- Early access to PEM’s new products, services, or initiatives

Eligibility Criteria

Program participants must meet the following eligibility criteria, both at the time that they apply for acceptance into the Program as well as during their participation in the Program:

- Participant must continue to meet its minimum purchase requirement (as identified in the Participant’s Fabricator Partner Program Agreement) of PEM’s fastening solutions year-over-year for each year during which it participates in the Program and demonstrates continued growth in purchases above and beyond such minimum threshold, reflecting an ongoing and expanding commitment to PEM’s fastening solutions
- Of the fasteners used or resold by Participant, Participant primarily uses PEM’s fasteners

- Participant maintains a record of on-time delivery and consistently high-quality performance for customers in a manner that meets or exceeds industry quality standards
- Participant can provide positive feedback or references from existing customers
- Participant demonstrates and maintains financial and operational stability in its business
- Participant adheres to PEM's Code of Conduct, which is available at https://www.pemnet.com/wp-content/uploads/sites/2/2026/07/PennEngineering-Business-Partner-Code-of-Conduct-1.Jul_.26.pdf and which may be updated from time to time
- Participant agrees to meet biannually with the PEM marketing team to discuss its industry market share and assess competitive threats to preferred fabricator relationship
- Participant has completed the Program interview process with PEM's marketing leadership team members and have received a formal notice of acceptance from PEM into the Program