**PRODUCT DISTRIBUTION CHANNELS**

**GALINTEL COFFS HARBOUR**
Manufactures the goods in Australia

- **GALINTEL CHANBOUR WAREHOUSE** (Services large customers in NSW/VIC and local customers)
  - DISTRIBUTOR CUSTOMER
  - RESELLER CUSTOMER
  - BUILDER – END CUSTOMER

- **GALINTEL SYDNEY WAREHOUSE** – Services NSW
  - DISTRIBUTOR CUSTOMER
  - RESELLER CUSTOMER
  - BUILDER – END CUSTOMER

- **GALINTEL MELBOURNE WAREHOUSE** – Services Vic
  - DISTRIBUTOR CUSTOMER
  - RESELLER CUSTOMER
  - BUILDER – END CUSTOMER

- **GALINTEL BRISBANE WAREHOUSE** – Services QLD
  - DISTRIBUTOR CUSTOMER
  - RESELLER CUSTOMER
  - BUILDER – END CUSTOMER

**AUSTRALIAN IMPORTER OF LIKE GOODS**
The importer also acts as reseller and sells direct to the builder

- DISTRIBUTOR CUSTOMER
- RESELLER CUSTOMER
- BUILDER END USER

- BUILDER END USER