



#1532 - Bixby, OK

FDS Distributors is the fencing development and distribution partner for Trex. We support Lowe's through the entire process of selling and installing Trex Fencing:

- **PSEs:** training, sales support, marketing
- **Subcontractors:** training, technical support

Vendor Name: FDS DISTRIBUTORS

Vendor #: 93600

SOS #: 153539 | SOS Freight #: 31563

BUILDING MATERIALS LISTS

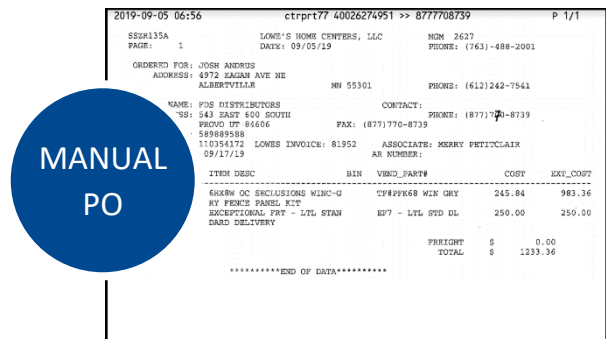
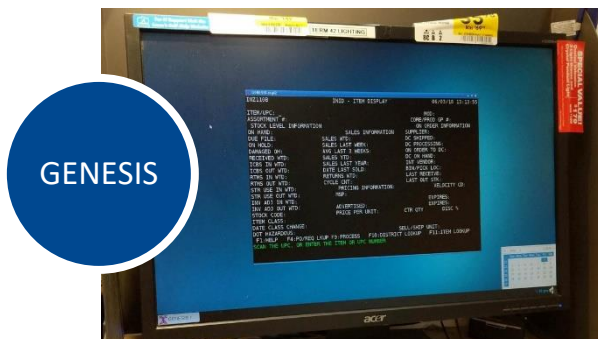
FENCING PARTS: (Just 3 components)

1. Panel Kits (all materials except concrete)
2. Posts (one post for all applications)
3. Post Caps

PRE-BUILT GATE PARTS: (Just 3 components)

1. Panel (standard and custom sizes)
2. Hardware Kits
3. Hinge Post stiffeners

ORDERING OPTIONS



SALES SUPPORT

- Need help figuring materials and pricing? Send us your layouts!
- Getting customer requests for samples and brochures? Email us at sales@yournextfence.com
- Have questions about the product or installation? Call us at 877-700-8739.



SHIPMENT



- Product ships LTL for job size orders and truckloads for large orders.
- Orders typically ship within 5-10 business days (2-3 week lead time)
- Product arrives on wrapped, banded and labeled pallets.

INSTALLATION SUPPORT

Installation Guides

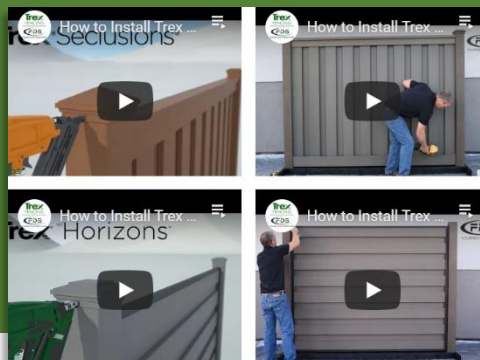
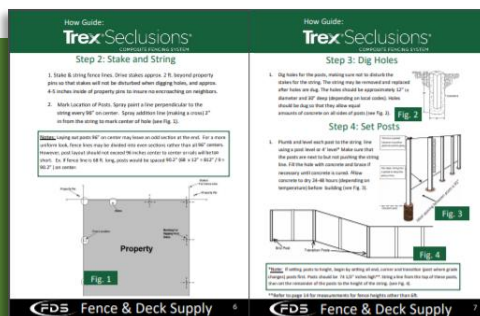
- SECLUSIONS (Vertical)
- HORIZONS (Horizontal)

Installation Videos

- Animated and Live Action
- Available in Spanish

Phone and Email Support

Our team is available from Monday-Friday, 7am-5pm MT. Call 877-700-8739 or email support@yournextfence.com



OUR COMMITMENT TO LOWE'S SUCCESS

Lowe's Promotion

When residential installation leads come to our offices, we reach out to the Lowe's PSE in a market. We will evaluate their interest beforehand to answer questions and give them rough installation pricing.

Our website promotes Lowe's as a source for Trex Fencing. Additionally, Project Spotlights and snapshots pictures on our blog and social media showcase PSE sales and provide contacts for future business.

An example Lowe's Project Spotlight on YourNextFence.com (Trex Fencing distribution website)

The screenshot shows a webpage titled "Project Spotlight: La Comunidad de Ninos School (Santa Fe, New Mexico)" by Eugene Sheely | May 8, 2018 | Project Spotlight, Seclusions. The page features the Trex Fencing logo and navigation links. The main content describes how the Children, Youth and Families Department (CYFD) of the State of New Mexico selected Trex Seclusions composite fencing for an early education center. It highlights the benefits of Trex fencing, such as privacy, durability, and resistance to weather. A photo shows the installed brown composite fence around a playground area with a red toy car. Contact information for Seth Snow, Product Specialist Exterior with Lowe's, is provided at the bottom.

#2556 – Santa Fe, NM

An example Lowe's PSE snapshot picture posted on our website and social media.



#3095 – Oakland, CA

MANAGING EXPECTATIONS

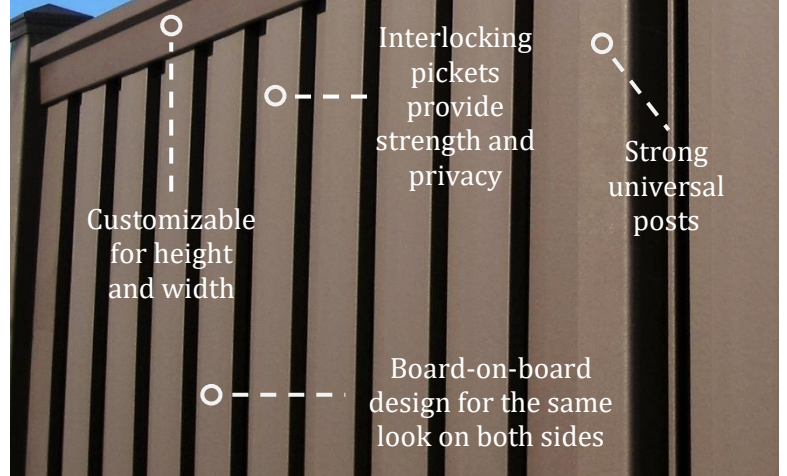
- **Special Order Process.** We work almost exclusively with job size special orders and our processes have been honed by years of experience. We understand that customers may not always know what to expect, so we have developed freight receiving instructions to help our customers prepare for the product and to troubleshoot any potential issues in shipment.
- **Product Inventory.** We carry a large inventory of all components in all colors. Manufacturing is constant and there are rarely instances where product is on back-order.
- **Problem resolution.** As with all custom order scenarios. We recognize there are potential areas where failure could occur and work to prevent these from happening. If they should, however, be assured that Lowe's and its clients are a top priority and we will work with you proactively to find reasonable solutions.

TREX FENCING SALES POINTS AND TIPS



Beauty, durability and privacy from every angle.

- Never needs painting or staining
- Withstands hurricane force winds
- Resists insects and won't warp, rot, or splinter



Advantages of Trex Fencing

- COMPARED TO WOOD. Longer-lasting. Much less maintenance. Manufacturer warranty.
- COMPARED TO VINYL. Higher durability and strength. No plastic shine. Eco-friendly.
- COMPARED TO OTHER COMPOSITES. No wood inserts. Proven history. Engineered systems.
- COMPARED TO MASONRY. Less expensive than finished masonry. Much easier to repair. More natural.



Engineering what's next in outdoor living.



Since 1996 Trex has invented, defined and perfected the composite building materials category, becoming the world's largest manufacturer of wood-alternative decking and fencing products. Trex continues to make strides in outdoor engineering, melding innovation with environmental responsibility and beautiful form with powerful function.

LOWE'S PSE FAQ

Do the posts need a PT insert? Except for hinge posts and fences over 8 ft. tall, Trex posts do not require reinforcement. In fact, they have been tested for wind loads over 100 mph.

Is Trex a panel system? No, Trex is a “stick-built” system like vinyl and wood. Unlike panel systems, Trex is easy to adapt for height and width.

Can you slope the fence? Yes! The posts use brackets that are specifically made for easy grade adjustment as the fence is being built.

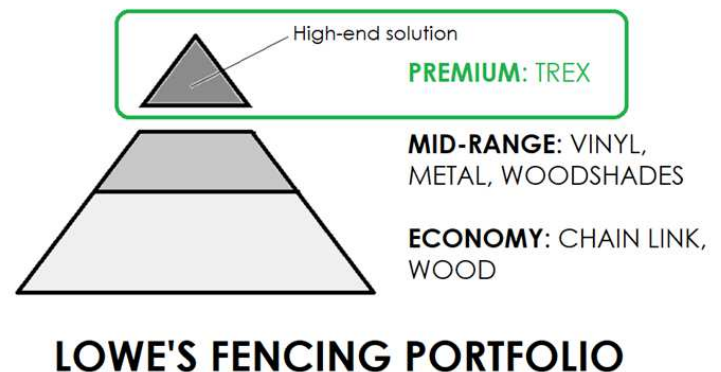
Do you have tabletop display? Yes, contact us for displays and other marketing materials.

Will the fence fade? Anything exposed to UV rays will lighten over time, especially if it has plastic content. Trex over-pigments its composites to offset that effect. When new, Trex is much darker than its intended color. After a season of exposure to sunlight, the color will lighten and return attractive color hues throughout its life.

WHERE DOES TREX FENCING FIT INTO LOWE'S PORTFOLIO?

With a full line of fencing solutions, Lowe's is competitively positioned to capture all levels of the market. Many consumers will not settle for economy or mid-range products. Trex Fencing fills the high-end fencing niche.

While higher income consumers are more likely to be able to afford a Trex fence, customers will come from all parts of the market. Examples: Customers along busy roads will want sound-muffling and full privacy. Baby boomers want long-lasting alternatives to wood to reduce fixed income liabilities. Urban dwellers often have two-income households and do not want to deal with maintenance burdens.



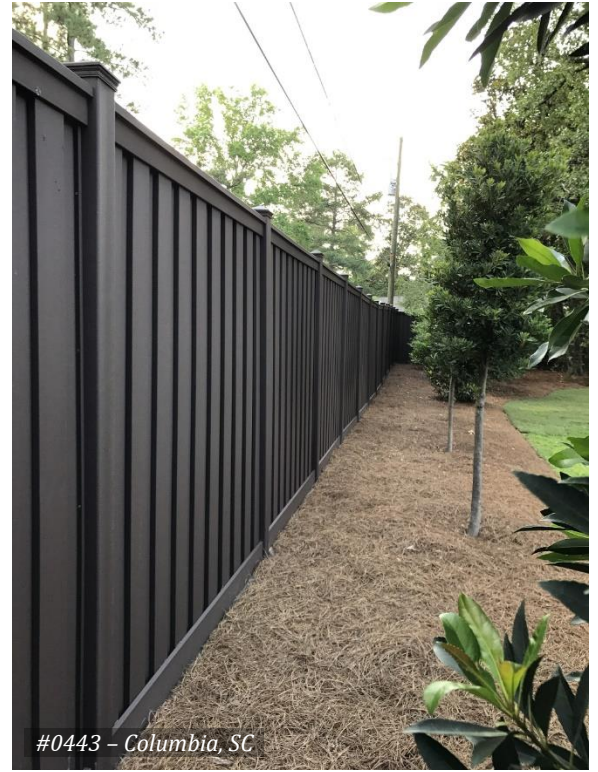
In almost all cases, a customer's sensibilities regarding aesthetics are a good indicator of qualification. Trex is a design-oriented product. Consumers that invest in landscaping and upgrading their properties are more open to options, regardless of income level.

KEY DIFFERENTIATORS

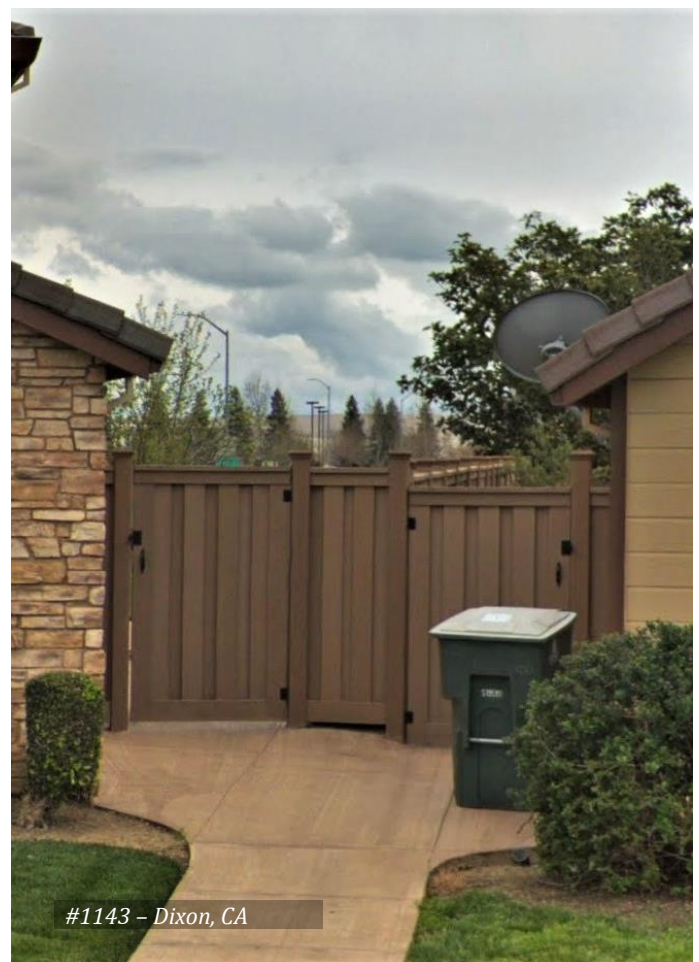
- Customers are becoming used to the idea of beautiful designs (fencing is just as much about aesthetics as it is about function)
- Higher-end customers don't typically have time or desire to maintain their fences
- "Get a stained fence without the staining"
- No rotting or rusting (posts don't need wood infill)
- For some buyers: "I want my fence to stand out. I want to be unique."
- Brand name. Trex is the outdoor living leader. Leverage that.
- 25 Year Residential Warranty
- Fully private (no gaps between pickets)
- Same look on both sides

PSE PROJECT GALLERY

The following photos are samplings of PSE-sold projects throughout the United States.



PSE Projects



PSE Projects

