

The choice in fabricators is yours and never as simple as it first appears. Although it seems additional fabricators will equate to sales growth, the following are several items that should be considered prior to certifying a fabricator.

Fabrication Shop

- ❖ Size
- ❖ Equipment
- ❖ Capital Investment Capability
- ❖ Capital to Address Consumer Issues

Sales Capabilities

- ❖ Sales Outlet (retail / wholesale)
- ❖ Display & Sampling Investment
- ❖ Sales & Sales Growth Capabilities
- ❖ Consumer Service Level

Certification Process

Certification Participants

- Principal.....Lead fabricator.....Installers

Required Documents

- Wilsonart Solid Surface Manual.....Fabrication/Installation Checklist

Certification Process – Only the shop is certified not the individual

1. Legibly complete the fabricator and distributor information at the top of the form
2. Review each section of the manual and checklist thoroughly
3. The fabricator checks off the boxes located on the left hand side of each line upon completion and confirms their understanding of the process / information
4. The fabricator initials each box on the right hand side of each section upon completion and confirms their understanding of the processes / information
5. Complete the date in the Fabricator Acknowledgements section
6. Insure the fabricator reads and confirm their understanding of the Fabricator Acknowledgements before they sign and date the agreement
7. Sign and date on the line listed Distributor Representative and provide yellow copy to fabricator
8. Retain pink copy for Distributor records
9. Enter new certification on the B2B website under:
Solid Surface / Reports / Request to Add Fabricator (see Distributor “Request to Add Fabricator”.doc)
10. Forward white original to your Wilsonart Solid Surface Area Manager for their signature
11. Provide the B2B content and access information to the fabricator
The B2B Fabricator Letter Template located on the B2B Website will assist you to inform your fabricator of the general content along with a step-by-step access process to the website.

For questions please contact the Wilsonart Solid Surface Call Center at toll free 877.537.0533.