



Oasis ®

WWW.OasisNGV.com



Who we are...

- Little Big Company based in Judea, Tauranga
- 20 people – 9 Admin and 11 Workshop



What we do...

- We design and manufacture innovative and high quality products for the Compressed Natural Gas Market (CNG) and Food Industry.



How do we do it...

- Lean Manufacturing (Systems – Processes)
- DIFOTIS (Delivery In Full On Time In Spec)
- KANBAN systems

Our USP (Unique Selling Points)

- DIFOTIS
- Customization
- Ultra High Flow





Our World Presence



- Canada
- USA
- Mexico
- Venezuela
- Colombia
- Peru
- Europe
- Israel
- Turkey
- China
- Korea
- Australia
- Indonesia
- Thailand
- Malaysia



Latin American Markets We Have Participation

Mexico – Colombia – Peru – Venezuela

Profile of Oasis Partners/Agents in Latin America

- New Start-ups & Proactive Companies
- Small Companies
- Big Focus on Customer Satisfaction
- Only Represent a Couple of Brands
- Have Understanding of the Market
- Have Complementary Products
- Really Like Our Products
- Understand Our Philosophy and USPs





How Do We Choose/Find Our Agents

- We meet people in Trade Shows and also we get contacted by email from Companies interested in the distribution.
- We then qualify them
 - We use a questionnaire to gather basic information
 - We request a Sales Plan for the first 2 years with clear targets
 - We evaluate the Sales Plan
 - We give them an Agency Appointment Letter
- It is important to meet them personally if this is not possible a Video Skype meeting should be a minimum.



Barriers and Issues

- **Duties & Taxes in Some Countries**
- **US Dollar Value Fluctuation**
- **Late Payments – Payment Terms**
 - **Credit Limits**
 - **Payment Methods**
- **New Governments/Politics**
- **Distance – Importance of Visits vs Time/Cost**
- **Language**





Oasis Ultra Fast Fill System™

