



September 1, 2010

RE: Maxon GSA Contract # GS-28F-0013K 5 Year Contract Extension

Dear Maxon GSA Dealer:

I am excited to pass along the news that Maxon’s 5 year GSA contract extension has been approved; Maxon’s revised contract expiration date is **April 6, 2015**. As a result, the following discounts are applicable to GSA customers for use with the 2009 and 2010 pricebook’s. Effective immediately, August 31, 2010, all proposals with products specified from the 2009 and 2010 pricebook are required to have the following discounts applied:

Revised GSA Discount Tiers For All Products

List Price	Standard Lead Time Discount	Quickship Discount
0-\$30,000	67.1%	66%
\$30,001-\$75,000	69.3%	68.2%
\$75,001-\$150,000	70.4%	N/A
\$150,001-\$300,000	71.5%	N/A
\$300,001-\$1,992,032	73.7%	N/A

The only change from the discounts distributed July 27, 2010 is a consolidation of the 2 highest discount tiers.

With the exception of product illustrations identified with a watermark labeled EXCLUDED, all products in the 2010 pricebook have been approved and accepted on Maxon’s GSA contract. It is imperative that these products are being specified to expedite the final transition to the 2010 pricebook. Orders specified from the 2009 pricebook must be dated on/before and entered into the production system by September 30, 2010.

In addition to the revised discounts The Empower and Parallel product lines are eligible for the following discounts for panels and panel hardware, please contact your Maxon Representative for details.

Parallel Panel Promotion For Products In The July 2010 Pricebook (Expires 12/31/10)

List Price	Standard Lead Time Discount	Quickship Discount
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\$30,001-\$75,000	72.4%	71.4%
\$75,001-\$150,000	73.4%	N/A
\$150,001-\$300,000	74.4%	N/A
\$300,001-\$1,992,032	76.3%	N/A

**Empower Panel Promotion For Products In The July 2010 Pricebook
(Expires 12/31/10)**

List Price	Standard Lead Time Discount	Quickship Discount
\$30,001-\$75,000	71.2%	70.2%
\$75,001-\$150,000	72.2%	N/A
\$150,001-\$300,000	73.3%	N/A
\$300,001-\$1,992,032	75.2%	N/A

Maxon will work within the scope of GSA compliance requirements to minimize the complexity of this transition for our valued partners. A revised Customer Information Sheet is available at www.maxongsa.com outlining the Revised GSA Discount Tiers.

While many changes are taking place, Maxon remains committed to providing assistance to our partners. Please contact your Maxon Representative, Region Manager or Government Accounts Manager if you have any questions concerning products or discounts, the revised discounts pose a potential problem or prevent award of a GSA project.

Sincerely,



Abran Soria
Government Accounts Manager

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