2012 ValuFlo™ Pumps Residential Pricing Policy

Effective January 1, 2012, ValuFlo™ Pumps pricing is related to activity level. Volume achieved in the prior calendar year will define the discount from list price available to dealers and distributors. **Contact MDM For The 2012 Discount Schedule.**

Rebates are issued to dealers and distributors achieving sales increases that exceed higher level discount thresholds. Rebates are payable in ValuFlo™ Pump products.

Summary of Terms & Conditions

Freight:
- 0 - 19 units Ex Works ValuFlo™ Factory.
- 20 - 49 units Ex Works ValuFlo™ Factory, 50% credit if invoice paid within terms.
- 50+ units Ex Works ValuFlo™ Factory, 100% credit if invoice paid within terms.
- Extra freight for shipments to non-contiguous states, Mexico and Canada.

Terms:
- Standard terms are NET 30 days from date of SHIPMENT.
- Optional 1.5% 10, NET 30 must by PRE-APPROVED by ValuFlo™.
- MasterCard, VISA and Discover are accepted.
- Processing is AT THE TIME OF SHIPMENT, with 2.5% Processing Service Charge.
- Customers with approved credit may pay by credit card within 7 days, without Service Charge.
- A PENALTY may be assessed to all invoices not paid within terms.

Terms

Standard Terms are NET 30 from the date of shipment, NOT the date of receipt. NET 30 indicates the full amount due is to be paid within 30 calendar days from the ship date as indicated on the invoice. The payment must be received at ValuFlo™ by the 30th day! An optional 1.5% discount may be allowed IF approved in advance by ValuFlo™ and received within the 10 day period. Credit card orders are allowed using MasterCard, VISA or Discover only and must be processed at or prior to shipment. If the above terms are not met, a penalty may be enforced by ValuFlo™.

Example: A unit order is shipped from the factory on 04 March. Standard NET 30 terms allow for payment to be received on or before 03 April. Approved in advance, a 1.5% discount could be realized if payment is received on or before 14 March.

Freight

Standard freight policy is Ex Works or FOB (Freight On Board). This means that Title of Goods is transferred at the time that goods are picked up by common carrier and that the customer is responsible to pay the Ex Works or FOB amount, less any incentives allowed by ValuFlo™. Any and all freight incentives are based upon payment within Standard Terms. If an invoice is not paid within terms, the benefit will be forfeited by the customer.

Example: An order amount is $7,000 for 30 pumps and therefore a 50% freight allowance is offered if paid within terms. The total Ex Works or FOB amount is $236 with a potential $118 allowance. The invoice due date is 21 February. If payment is received on or before 21 February, the total payment due is $7,118. If payment is received on or after 22 February, the full $7,236 is due.

Stocking Agreements

Stocking Agreements are available to customers willing to agree to maintain specific inventory levels, willing to report weekly sales activity and to accept weekly inventory replenishment shipments, and to provide timely market feedback. Participants in Stocking Agreements obtain a 5% discount, added to the discount level to which their volume applies.

ValuFlo™

2012 PRICING

VALUFLO™ SERIES	MODEL	*2012 LIST PRICE
750	4200VAF12	433
1000	3300VAF21	435
	4500VAF21	454
	5100VAF22	480
	6100VAF23	494
TWO-SPEED 1000	3350VAF21.1HI-LO	1,037
TWO-SPEED PRIMER	4900VFP21.HI-LO	1,281
SALT WATER ADDERS	VALUFLO SERIES	22
WIRING VALUFLO 750 & 1000 FOR HV	ADD - HV TO PART #	19

**All prices are stated in USD*