

# Xantrex Distributor & Dealer M.A.P. Pricing

To maintain the value consistent with the high quality and brand image of Xantrex Mobile Products, Xantrex is implementing a new Minimum Advertised Price (MAP) policy. As a Xantrex dealer I distributor, you are expected to provide quality sales, service, and support to the Xantrex buying community and the MAP policy is designed to ensure that you are able to do so.

Although Xantrex dealers & distributors remain free to establish their own prices, if Xantrex identifies a dealer/distributor advertising below the Xantrex MAP prices for specified products, for the first time the dealer/distributor will be subject to a warning and if after 14 days the dealer/distributor is still in non-compliance, an immediate stop shipment of said product for 60 days will be applied. Second violations of the MAP program within the calendar year will result in immediate stop shipment of all MAP related Product for 120 days. Further violations within the 2015 calendar year may result in a permanent loss of all MAP related product and reduction in overall discount structure or loss of dealer/distributor status.

This MAP policy will go into effect as of January 1, 2015 and will at that time apply to specified Xantrex Inverter/Chargers products and accessories. This means all Xantrex dealer & distributor partners will be required to agree not to advertise our products in print, on the web, or in action I auction sites for anything less than MAP defined pricing. Xantrex and its partners will monitor advertised sales prices to protect you and ensure compliance with this policy.

Xantrex will assume no liability for its enforcement of its Minimum Advertised Price policy. Xantrex reserves the right to modify its MAP policy without prior notice.

We look forward to your support, as this program will help ensure price stability in our markets. Thank you for your attention and cooperation.