



## 2018 OEM Discount Schedule for Major Pumps

2017 Total Qualifying Pump Purchases**	Eligible Pumps	2018 Discount from List Price*
1-19 Pumps	<b>Qmax Select</b> , Qflo, Qtwo, DSD, 8F Series, MG	<b>40.0%</b>
	non-Select configurations of the Qmax / Qmax-XS	35.0%
20-99 Pumps	<b>Qmax Select</b> , Qflo, Qtwo, DSD, 8F Series, MG	<b>43.0%</b>
	non-Select configurations of the Qmax / Qmax-XS	38.0%
100-299 Pumps	<b>Qmax Select</b> , Qflo, Qtwo, DSD, 8F Series, MG	<b>46.0%</b>
	non-Select configurations of the Qmax / Qmax-XS	41.0%
	<b>OEM's** Total Purchases of Product's from Hale during 2016 exceeded US \$5,000,000</b>	<b>48.7%</b>
	non-Select configurations of the Qmax / Qmax-XS purchased when OEM's** Total Purchases of Product's from Hale during 2017 exceeded US \$5,000,000	43.7%
300+ Pumps	Qflo, Qtwo, DSD, 8F Series, MG	49.0%
	<b>Qmax Select</b>	<b>52.0%</b>
	non-Select configurations of the Qmax / Qmax-XS	47.0%

\*List Price is determined using Hale's 2018 Prices Lists and 2018 Pump Configuration Worksheets. Discount applies to Q-Series, DSD, 8F-Series, and MG pumps.

\*\*Based on the OEMs legal entity consumption during the preceding year of Major pumps which include: Q-Series, DSD, 8F-Series, MG Pumps, and RSD (For Pump Count Only – Discounted as a Booster Pump)

**In order to receive the above discounts, Purchase Orders must be issued under and subject to Hale's General Terms and Conditions of Sale. Hale's acceptance of a Purchase Order with discounted pricing shall always be upon and subject to Hale's General Terms and Conditions of Sale. To avoid rejection of a Purchase Order, the following statement must be on the face of the Purchase Order:**

This Purchase Order is issued under and subject to the Hale's General Terms and Conditions of Sale, and no different or additional terms and conditions set forth or referenced in this Purchaser Order shall apply.

Hale's General Terms and Conditions of Sale are available on the Hale Products website at [haleproducts.com](http://haleproducts.com) or by contacting customer service.