



NEXUS
TECHNOLOGY

For Snow & Ice

*Fresh
Exciting
Technology*



MP²

Patent Pending

SNOW & ICE PRODUCTS

PERFORMANCE

ECONOMY

CONVENIENCE

SAFETY

MP² Specialist

Program Guideline

Functionality of an MP² Specialist

- Experienced in the application of Snow & Ice Removal products.
- Will aggressively promote Muncie Power's line of Snow & Ice Removal products.
- Dedicated and competent inside and outside sales personnel deemed mutually appropriate for the local market.
- Work diligently to meet mutually agreed sales goals for local market.
- Complete Muncie Power Products recommended training for sales and service of the product line.
- Perform training in the operation and service of products sold to local end users.
- Maintain a recommended inventory of service parts for NEXUS and MESP product lines.
- Maintain sales demonstration models of the NEXUS and MESP products.



Scope of the MP² Specialist Program

Muncie Power Product's (MPP) MP² Specialist Program is designed to place and promote MPP's line of Snow & Ice Removal products into the snow and ice vocational market. MPP recognizes that the type of company serving these marketing areas will vary in type, from current MPP Master Warehouses, OEMs and other traditional Truck Equipment Distribution companies that specialize and serve in this unique product offering.

In 2004 MPP created a Snow & Ice Removal Department. That department's focus is the development, sales and support of Central Hydraulic Systems, Spreader Controls, Liquid Delivery Systems, Temperature Sensing, Lighting Controls and all other products associated to serving the needs of the Snow & Ice Market.

In early 2006, at the NTEA Work Truck Show, MPP launched the new NEXUS Technology, a family of innovative system solutions. NEXUS Technology offers innovative, cutting-edge solutions that blend technology, economy, convenience and safety. It was the first major step towards placing the MPP name at the forefront of Snow & Ice Removal Products. The goal is become the industry's premiere supplier of system solutions for this market and other markets as they develop.

In order to realize this goal, MPP recognized that a unique and highly trained group of "Specialists" would be needed to distribute and service this product. The MP² Specialist Program was created out of this recognition to build alliances with businesses and end users in this market segment. Listed below are the mutual commitments and expectations between MPP and its group of MP² Specialists. These terms outline the qualifications, responsibilities, and outline the unique products and systems identified within the MP² Specialist program, along with product pricing not found in other standard price sheets.

Terms of Agreement

1. **PRODUCTS:** The scope of this MP² Specialist Program is limited to those products normally used in Central Hydraulic Systems, Spreader Control and Liquid Delivery Systems. This would include the NEXUS family, MESP family, pumps, PTOs, tanks, filters and other ancillary products used in the applications of Snow & Ice Removal trucks.
2. **PRICING:** MP² Specialist pricing will be published for the NEXUS and MESP products and other pre-packaged systems. Non-standard systems will be quoted as required. All other core products used for a Snow & Ice Removal systems such as: PTO's, pumps, filters, directional control valves, etc. will be competitively discounted and those discounts will be determined by MPP. We expect the auxiliary products that complete the total system to be MPP components.
3. **WARRANTY:** Muncie Power Products extends it's standard limited warranty to 24 months on all Nexus Technology systems. See detailed warranty statement.
4. **PROMOTION AND SALES SUPPORT:** MP² Specialists agree to aggressively promote, specify, support and sell MPP's complete line of Snow & Ice Removal products as defined in the Price Sheets for the MP² Specialists and other related MPP core products. This specifically requires dedicated and qualified end user sales contact for the purpose of converting competitive specifications and persuading the inclusion of MP² and other MPP component specifications.

Muncie agrees to assist MP² Specialists in local sales calls, tradeshow and open houses where such has been mutually agreed upon in advance.

5. **TRAINING:** MP² Specialists will attend MPP training events for the MP² Specialists Program as they are established and requested.

6. **INVENTORY:** MP² Specialists should carry a recommended unit and service parts inventory as required by local demand and recommendations of MPP.
7. **TERM:** Each party may terminate this agreement with 60 days written notice to the other of that intent.
8. **PERFORMANCE:** MP² Specialists in conjunction with a MPP representative will make an evaluation assessment of product sales potential specific to each MP² Specialist's local marketing area. That assessment will be the basis of regular performance reviews.
9. **TERRITORY:** Areas of primary responsibility will be assigned specific to each MP² Specialist. These areas are not necessarily exclusive to a MP² Specialist.
10. **DEMO EQUIPMENT:** At MPP's discretion, MESP and NEXUS products will be given a special discount for demo units. Annually, MP² Specialists can order one of the NEXUS systems and one each of: MESP-3000 or MESP-2500 series systems for this purpose. These demo units must be delivered and invoiced before March 31 of each year
11. **STATE DOTs:** State Department of Transportation business often requires special pricing and considerable factory support due to several factors: competitive, logistical and product support. Therefore, MPP reserves the right to exclude such end users from this agreement in the event that the MP² Specialist is not successful in obtaining this business. These will be reviewed on a case by case basis.

Agreed upon this date

Signature of MP² Specialist

Signature of MPP Representative



**Muncie[®]
Power
Products**

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