

## **Motion Industries #032620-MII**

Pricing for contract #032620-MII is based on what Motion Industries would offer to a large municipality or city, although it has been priced more aggressively due to the potential volume to Sourcewell participating agencies.

Motion Industries is willing to offer volume rebates or volume sales discounts to Sourcewell members depending upon the level of sales commitment by the individual members. Sales through the Sourcewell contract will be tracked by individual agencies and volume rebates or discounts may be initiated depending on total volume of sales by member. Motion Industries understands the Sourcewell contract price is a ceiling price and based upon customer sales, prices can be adjusted to meet the local market as well as volume rebates and discounts applied depending on negotiations with individual members.