



December 9, 2009

## Mayline Announces GSA Project Registration Program

Effective January 1, 2010, The Mayline Group will launch a dealer project registration program for product purchased on GSA contract. Feedback from the field during the past several years has indicated that GSA projects are occasionally awarded to the Mayline Group in care of dealers who have not been the primary specifying dealer. We want to make sure that credit is given where due and the specifying dealer is not left out of the commission payment.

We also feel this will help incent our dealers to get more involved in specifying Mayline Group products to federal agencies at an earlier stage of development, and at the same time discourage other dealers from trying to pick off bids or low-ball installation services.

Here are the salient points of the program:

1. To qualify for registration, the project must be for \$50K list or greater.
2. The dealer must be a current Mayline Group dealer in good standing. Wholesalers are excluded.
3. Registration requests will be accepted ONLY for product purchased under Mayline's Federal GSA contracts using current GSA contract terms, conditions and pricing.
4. All registration requests must be submitted through and approved by a Mayline Group Regional Director of Sales.
5. Approval of project registrations is not automatic. Mayline reserves the right to accept or reject registration forms for any reason.
6. The current GSA commission rate of 12% will be split between the registered dealer and dealer named on the purchase order if there is a difference.

Please [click here](#) to view the GSA Project Registration form for additional terms and conditions. We feel this is a major step in solidifying relationships with those dealers willing to spend the time and effort to promote a growing segment of our business.

Good Selling!

Mayline Group

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