

INTERNET RESELLER POLICY

Effective September 2019

I. Purpose

The purpose of this Internet Reseller Policy (this “**Policy**”) is to set forth the policy and guidelines on sales and promotion of Cummins Power Generation Inc. (“**CPG**”) products and services, including, without limitation, Cummins, Cummins Power Generation, and Cummins Onan® branded products (collectively, “**CPG Products**”), through the Internet while protecting the intellectual property of Cummins Inc., CPG and their affiliates (collectively, the “**Cummins Companies**”), maintaining a strong CPG distribution channel, encouraging safe and appropriate use of CPG Products, and ensuring customer satisfaction.

II. Scope

This Policy applies to all authorized CPG Distributors, Dealers and Direct Accounts in the United States and Canada, including authorized retailers and catalog companies. This Policy pertains to all CPG Products and associated transfer switches.

III. Reservation of Rights

The Cummins Companies reserve all rights in their trademarks, trade names and other intellectual property, including, without limitation, the rights set forth in CORP 01-02-00-00 Protection of Cummins Proprietary Interests.

IV. Certain Definitions

A. “Dealers” means businesses located in the United States and Canada that obtain CPG Products from CPG or its Distributors which are authorized by Distributors to sell and service CPG Products. Dealers are identified by a dealer number and need to sign and return the dealer agreement stored in WWSPS.

B. “Distributors” means those CPG distributors who have executed a CPG Domestic Distributor Agreement.

C. “Direct Accounts” means businesses in the United States and Canada that obtain CPG Products from CPG or its Distributors and which sell CPG Products, along with a broad range of other merchandise, through their own national retail establishments or through a network of independent dealers/retailers.

D. “Internet” means the global information network that includes all systems utilizing Internet protocols. This includes, without limitation, the World Wide Web, e-mail, RSS, ATOM, IRC and instant messaging.

E. “Internet Resellers” means Dealers, Direct Accounts, and Distributors.

V. Policy Statement

This Policy protects CPG customers, its brands and its Internet Resellers. The objective is to establish a policy that leads online customers to an appropriate Internet Reseller to obtain proper product selection, sales, installation and aftermarket support. As such there are several broad policy guidelines:

A. Internet Resellers may offer the CPG Products identified on Addendum A as may be amended from time-to-time, for sale and fulfillment on the Internet to customers located in the United States¹ and Canada. Internet Resellers may not sell to Direct Accounts, OEMs, D-OEMs or customers located outside of the United States or Canada.

B. Internet Resellers must adhere to the Minimum Advertised Price (“MAP”) Policy attached as Addendum A. If no MAP is available for an Onan RV or CM Product, Internet Resellers may not publish pricing information on their websites.

C. THE RETAIL PRICE AN INTERNET RESELLER ACTUALLY CHARGES ITS CUSTOMER AND THE METHOD OF COMPUTING THE SAME ARE AT THE SOLE DISCRETION OF THE INTERNET RESELLER.

D. The Internet Reseller must have a bona fide office in the Distributor’s territory.

E. Internet Resellers must not sell to another Internet Reseller unless the purchasing Internet Reseller is an authorized Dealer.

F. The Distributor who is selling to the Internet Reseller is entitled to the revenue and margin from the sale to such Internet Reseller regardless of the final destination of the CPG Products.

G. This policy also applies to Internet Reseller’s login-and-password-protected private sites (including membership sites) housed on the Internet, except that the MAP Policy attached as Addendum A shall not apply to such sites.

VI. Requirements for Approval as an Internet Reseller

An approved Internet Reseller must:

A. Be designated as an authorized CPG dealer for the CPG Product lines represented;

B. Have e-mail access during normal business hours;

C. Identify a specific Internet sales contact by name, address, e-mail address and phone number (“**Internet Sales Contact**”), and provide such contact information to inquiring customers;

D. Ensure the Internet Sales Contact promptly responds to online inquiries or purchase requests.

E. Ensure the Internet Sales Contact communicates properly with the customer, including but not limited to:

- Confirming that the customer is located in the United States or Canada

- Informing customers of all required accessories and optional accessories

- Informing customers about available resources and sizing tools available on Cummins website

- Ensuring that the customer has appropriate installation and service support capabilities and/or that the customer is informed of and provided with contact information for appropriate local resources for authorized installation and service, including warranty service.

¹ For purposes of this policy, the United States includes Puerto Rico and the US Virgin Islands.

- Recommend that customer contacts a Cummins Authorized dealer for product installation, warranty and service support capabilities

Note: Technical documents for CPG products can be found on QuickServe Online (Manuals) and the Channel One Portal (Specification Sheets)

F. The Internet Reseller shall clearly display on its website accurate CPG branding, product information, and authorized CPG installation and service locators, as well as any additional information that the Cummins Companies shall determine, in their sole discretion, may be necessary and appropriate to ensure proper use of the Cummins marks. .

VII. Prohibited Internet Tactics and Practices

Given the realities of a multi-channel marketplace, CPG distribution agreements and the worldwide reach of the Internet, certain online marketing tactics and practices by individual Internet Resellers must be limited or prohibited.

A. International Sales. The products identified in the MAP Policy (Addendum A) are manufactured for use in the United States and Canada. They may not work properly, safely, or at all, in other countries without significant modification. Thus, Internet Resellers may not sell the products subject to the MAP Policy to customers located outside the United States or Canada and must take steps to ensure that the product will not be installed in one of those countries.

B. Spam. Under no circumstances shall Internet Resellers send commercial electronic mail messages as defined in the Federal spam law or the CAN-SPAM Act of 2003 or any similar statutes, as amended from time-to-time, with respect to any of the Cummins Companies' products and services that in any way indicates or implies that the message is from or endorsed by any of the Cummins Companies.

C. Domain Names. Internet Resellers shall not register or use Internet domain names of any trademarks, trade names, copyrighted materials, names, brand products, or any other assets owned by any of the Cummins Companies or any variations or deliberate misspellings thereof. Any Internet Reseller that is in possession of such domain names shall be required to stop using the domain names and transfer ownership to Cummins Inc. or its designee.

D. Affiliate Programs. Internet Resellers may sell CPG Products via third-party websites not owned or controlled by the Internet Reseller, including without limitation any site which offers a virtual "storefront", auction process or any other sales opportunity under the name or brand of a third party or co-branded with a third party so long as advertising on, and sales via, such sites comply in all respects with CPG's branding guidelines and MAP Policy.

E. Misleading Communications. Internet Resellers shall not use misleading advertising or any other public statement to imply that they are representatives of CPG. This includes, without limitation, the following words used in conjunction with any trademarks, trade names or copyrighted materials: "exclusive", "official", "factory", "direct from the factory", "factory outlet", or any other words that may mislead consumers.

VIII. Internet Reseller Cancellation

CPG, in its sole discretion, reserves the right to immediately withdraw any person's approval as an Internet Reseller without advance notice or right to cure, if it believes that the Internet Reseller is not performing in a way that appropriately represents any Cummins Company brand, including, without limitation, the Cummins Power Generation or Cummins Power Generation Onan® brands.

IX. Modifications

CPG reserves the right at any time to modify or cancel the terms of this Policy without advance notice.

ADDENDUM A

Cummins Power Generation Minimum Advertised Price Policy

CPG actively supports the advertising and promotion of CPG Products by its Distributors and Dealers. In order to encourage all of its Dealers to promote and invest in the marketing and sales of CPG Products and to promote the quality and value of the CPG Products, CPG has determined that it shall not support advertising or other promotional materials that have the effect of diminishing or detracting from the perceived value of CPG Products.

The following Minimum Advertised Price (“**MAP**”) policy shall apply to all Distributors and Dealers:

1. Distributors and Dealers shall not advertise a CPG Product at a price that is less than the MAP for such CPG Product. MAP is for product only and does not include freight.
2. If there is no MAP published for an Onan RV or CV product, price cannot be advertised.
3. This MAP policy applies to all advertisements of the products in any and all media including, without limitation, flyers, coupons, mailers, inserts, newspapers, magazines, trade journals, catalogs, mail order catalogs, internet or similar electronics media (including but not limited to internet auctions), television, radio and public signage. However, promotional mailings with discounted pricing can be made within the Dealer's traditionally recognized trading area. Advertisements that offer gift cards, cash back, rebates, merchandise, or other items of value as an incentive to be provided with the purchase of a CPG Product, whether or not the alleged cash value of the incentive is advertised, that have the effect of reducing the net advertised price below the MAP are permitted only with prior written approval from Cummins, which shall address both the substance and duration of the promotion. Promotional discounts offered by CPG to a Dealer or Distributor may be passed on to customers and may be advertised at a proportional reduction from the established MAP without violating this policy provided that such discounts do not exceed the amount of the promotional discount offered by CPG and the duration of the advertisement containing the below-MAP price does not extend beyond the promotional period established by CPG.
4. CPG Products subject to this MAP policy sold as a package with other products not subject to this MAP policy may be advertised at any price at or above the MAP price for the applicable CPG Product (or, if more than one CPG Product subject to this policy is included in the bundle, the combined MAP prices for all such products).
5. The MAP price for a CPG Product applies only to advertised prices and does not apply to the price at which such a product is actually sold or offered for sale to an individual consumer. The Distributor/Dealer remains free to sell each CPG Product at any price or prices the Distributor/Dealer elects.
6. The MAP Policy does not establish actual sale prices. The PRICE A DISTRIBUTOR OR DEALER ACTUALLY CHARGES ITS CUSTOMER AND THE METHOD OF COMPUTING THE PRICE ARE AT THE SOLE DISCRETION OF THE DISTRIBUTOR OR DEALER.
7. The CPG Products and MAP may be changed from time to time at CPG's sole discretion. Distributors and Dealers are responsible for remaining current with MAP policy, CPG Products and pricing.
8. Violations of MAP shall be determined by CPG in its sole discretion.

Minimum Advertised Prices – Homes & Small Business - Generators

Effective September 2019

Cummins Portables	Model	Watts	Running/ Peak Watts	Weight	Fuel	Part Number*	MSRP (USD)	MAP (USD)
	P2500i	2500	2200/2500	50	Gasoline	A058U944	\$ 749	\$ 698
	P4500i	4500	3700/4500	100	Gasoline	A058U955	\$ 1,098	\$ 1,049
	P9500df	9500	7500/9500	200	Duel Fuel	A058U967	\$ 1,049	\$ 999

Connect™ Series Air Cooled	Model	kW	Voltage	Phase	Fuel	Part Number*	MSRP (USD)	MAP (USD)
	RS13A	13	120/240	1Ph	NG/LPV	A061C591	\$ 3,555	\$ 3,125
	RS17A	17	120/240	1Ph	NG/LPV	A061C596	\$ 4,195	\$ 3,690
	RS20A	20	120/240	1Ph	NG/LPV	A061C601	\$ 4,670	\$ 4,110
	RS20CA	20 Combo with 200A, SE, 3R ATS	120/240	1Ph	NG/LPV	A061C602	\$ 5,470	\$ 4,815
	RS13AE	13 - ext. cold w.	120/240	1Ph	NG/LPV	A062E510	\$ 3,875	\$ 3,410
	RS17AE	17 - ext. cold w.	120/240	1Ph	NG/LPV	A062E511	\$ 4,527	\$ 3,984
	RS20AE	20 - ext. cold w.	120/240	1Ph	NG/LPV	A062E512	\$ 4,969	\$ 4,372
	RS20CAE	20 Combo with 200A, SE, 3R ATS - ext. cold w.	120/240	1Ph	NG/LPV	A062E513	\$ 5,658	\$ 4,979

Connect™ Series Liquid Cooled	Model	kW	Voltage	Phase	Fuel	Part Number*	MSRP (USD)	MAP (USD)
	RS22	22	120/240	1Ph	NG/LPV	A051X280	\$ 9,825	\$ 9,135
	RS22	22	120/208	3Ph	NG/LPV	A051Y397	\$ 9,825	\$ 9,135
	RS22	22	120/240	3Ph	NG/LPV	A051Y398	\$ 9,825	\$ 9,135
	RS25	25	120/240	1Ph	NG/LPV	A051Y239	\$ 11,605	\$ 10,795
	RS25	25	120/208	3Ph	NG/LPV	A051Y399	\$ 11,605	\$ 10,795
	RS25	25	120/240	3Ph	NG/LPV	A051Y400	\$ 11,605	\$ 10,795
	RS30	30	120/240	1Ph	NG/LPV	A051Y401	\$ 11,835	\$ 11,385
	RS30	30	120/208	3Ph	NG/LPV	A051Y402	\$ 11,835	\$ 11,385
	RS30	30	120/240	3Ph	NG/LPV	A051Y405	\$ 11,835	\$ 11,385
	RS36	36	120/240	3Ph	NG/LPV	A051Y413	\$ 12,665	\$ 12,215
	RS36	36	277/480	3Ph	NG/LPV	A051Y416	\$ 12,665	\$ 12,215
	RS36	36	120/240	1Ph	NG/LPV	A051Y417	\$ 12,665	\$ 12,215
	RS36	36	120/208	3Ph	NG/LPV	A051Y418	\$ 12,665	\$ 12,215
	RS40	40	120/240	1Ph	NG/LPV	A051Y419	\$ 14,310	\$ 13,870
	RS40	40	120/208	3Ph	NG/LPV	A051Y420	\$ 14,310	\$ 13,870
	RS40	40	120/240	3Ph	NG/LPV	A051Y421	\$ 14,310	\$ 13,870
	RS40	40	277/480	3Ph	NG/LPV	A051Y424	\$ 14,310	\$ 13,870
	RS50	50	120/240	1Ph	NG/LPV	A054F630	\$ 15,375	\$ 14,950
	RS50	50	120/208	3Ph	NG/LPV	A054F636	\$ 15,375	\$ 14,950
	RS50	50	277/480	3Ph	NG/LPV	A054F647	\$ 15,375	\$ 14,950
	RS50	50	120/240	3Ph	NG/LPV	A054F649	\$ 15,375	\$ 14,950
	RS60	60	120/240	1Ph	NG/LPV	A054F666	\$ 19,255	\$ 18,635
	RS60	60	120/208	3Ph	NG/LPV	A054F821	\$ 19,255	\$ 18,635
	RS60	60	277/480	3Ph	NG/LPV	A054F833	\$ 19,255	\$ 18,635
	RS60	60	120/240	3Ph	NG/LPV	A054F835	\$ 19,255	\$ 18,635
	RS80	80	120/240	1Ph	NG/LPV	A054F838	\$ 24,720	\$ 23,985
	RS80	80	120/208	3Ph	NG/LPV	A054F849	\$ 24,720	\$ 23,985
	RS80	80	277/480	3Ph	NG/LPV	A054F852	\$ 24,720	\$ 23,985
	RS80	80	120/240	3Ph	NG/LPV	A054F857	\$ 24,720	\$ 23,985
	RS100	100	120/240	1Ph	NG/LPV	A054F867	\$ 28,945	\$ 28,095
	RS100	100	120/208	3Ph	NG/LPV	A054F870	\$ 28,945	\$ 28,095
	RS100	100	277/480	3Ph	NG/LPV	A054F873	\$ 28,945	\$ 28,095
	RS100	100	120/240	3Ph	NG/LPV	A054F874	\$ 28,945	\$ 28,095
	RS125 - 1	125	120/240	1Ph	NG/LPV	A063B604	\$ 31,520	\$ 30,445
	RS125	125	120/208	3Ph	NG/LPV	A063A442	\$ 30,625	\$ 29,585
	RS125	125	277/480	3Ph	NG/LPV	A063A449	\$ 30,625	\$ 29,585
	RS125	125	120/240	3Ph	NG/LPV	A063A453	\$ 30,625	\$ 29,585
	RS150	150	120/240	1Ph	NG/LPV	A063B605	\$ 34,555	\$ 33,375
	RS150	150	120/208	3Ph	NG/LPV	A063A483	\$ 34,555	\$ 33,375
	RS150	150	277/480	3Ph	NG/LPV	A063A484	\$ 34,555	\$ 33,375
	RS150	150	120/240	3Ph	NG/LPV	A063A486	\$ 34,555	\$ 33,375

* MAP applies to the model, not part number.

Minimum Advertised Prices – Homes & Small Business ATS

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	Model	Amps	SE/NSE	Voltage	Phase	Cabinet	PN *	MSRP	MAP
								(USD)	(USD)
ATS	RA	100	NSE	240V	1Ph	3R	A045P692	\$ 355	\$ 330
	RA	100	SE	240V	1Ph	3R	A045P696	\$ 510	\$ 475
	RA	100 - Int.	NSE	240V	1Ph	1	A051C991	\$ 601	\$ 554
	RA	200	NSE	240V	1Ph	3R	A045P694	\$ 610	\$ 565
	RA	200	SE	240V	1Ph	3R	A045P697	\$ 750	\$ 660
	RA	400	NSE	240V	1Ph	3R	A050W633	\$ 1,705	\$ 1,650
	RA	400	SE	240V	1Ph	3R	A050W853	\$ 2,720	\$ 2,635
	RSS	100	NSE	240V	1Ph	3R	RSS100-6634	\$ 535	\$ 517
	RSS	200	NSE	240V	1Ph	3R	RSS200-6635	\$ 747	\$ 722
	OTEC	125	NSE	208V	3Ph	1	A040C960	\$ 1,370	\$ 1,325
	OTEC	125	NSE	208V	3Ph	3R	A040C962	\$ 1,640	\$ 1,585
	OTEC	125	NSE	480V	3Ph	1	A040C963	\$ 1,370	\$ 1,325
	OTEC	125	NSE	480V	3Ph	3R	A040C964	\$ 1,640	\$ 1,585
	OTEC	225	NSE	208V	3Ph	1	A040C977	\$ 1,970	\$ 1,905
	OTEC	225	NSE	208V	3Ph	3R	A040C978	\$ 2,285	\$ 2,205
	OTEC	225	NSE	480V	3Ph	1	A040C979	\$ 1,970	\$ 1,905
	OTEC	225	NSE	480V	3Ph	3R	A040C980	\$ 2,285	\$ 2,205
	OTEC	225	SE	240V	1Ph	3R	A040V598	\$ 4,335	\$ 4,190
	OTEC	400	NSE	208V	3Ph	1	A040C966	\$ 2,555	\$ 2,465
	OTEC	400	NSE	240V	3Ph	1	A040C967	\$ 2,555	\$ 2,465
	OTEC	400	NSE	480V	3Ph	1	A040C969	\$ 2,555	\$ 2,465
	OTEC	400	NSE	208V	3Ph	3R	A040C970	\$ 2,920	\$ 2,820
	OTEC	400	NSE	240V	3Ph	3R	A040C971	\$ 2,920	\$ 2,820
	OTEC	400	NSE	480V	3Ph	3R	A040C972	\$ 2,920	\$ 2,820
	OTEC	400	NSE	240V	3Ph	1	A040C974	\$ 2,555	\$ 2,465
	OTEC	400	NSE	240V	1Ph	3R	A040C975	\$ 2,920	\$ 2,820
	OTEC	600	NSE	208V	3Ph	1	A040C997	\$ 4,860	\$ 4,695
	OTEC	600	NSE	240V	3Ph	1	A040C998	\$ 4,860	\$ 4,695
	OTEC	600	NSE	480V	3Ph	1	A040C999	\$ 4,860	\$ 4,695
	OTEC	600	NSE	208V	3Ph	3R	A040D000	\$ 5,020	\$ 4,845
	OTEC	600	NSE	240V	3Ph	3R	A040D001	\$ 5,020	\$ 4,845
	OTEC	600	NSE	480V	3Ph	3R	A040D003	\$ 5,020	\$ 4,845
	OTEC	600	NSE	240V	1Ph	1	A040D004	\$ 4,860	\$ 4,695
	OTEC	600	NSE	240V	1Ph	3R	A040D005	\$ 5,020	\$ 4,845

Minimum Advertised Prices – RV & Commercial Mobile

Effective September 2019

Onan RV Generators	Model	List Price - USD	MAP - USD
	RVQG2800 2.8HGJBB-1120A	\$2,690	\$2,374
	RVQG2500 LP 2.5HGJBB-1121A	\$2,920	\$2,576
	RVQG2800 2.8HGJBB-1124A	\$2,770	\$2,444
	4KY-6747R*	\$3,465	\$3,057
	4KY-26100R	\$3,390	\$2,991
	3.6KY-26120R	\$3,935	\$3,472
	RVQG5500 LP 5.5HGJAB-1119J	\$4,780	\$4,218
	RVQG5500 LP 5.5HGJAB-1270J	\$4,780	\$4,218
	RVQG5500 EVAP 5.5HGJAB-7103K*	\$4,540	\$4,006
	RVQG5500 EVAP 5.5HGJAB-6755K*	\$4,540	\$4,006
	RVQG5500 5.5HGJAB-901K	\$4,450	\$3,926
	RVQG5500 5.5HGJAB-1038K	\$4,450	\$3,926
	RVQG6500 LP 6.5HGJAB-1272J	\$6,160	\$5,435
	RVQG6500 LP 6.5HGJAB-904J	\$6,160	\$5,435
	RVQG7000EVAP 7HGJAB-6756K*	\$5,720	\$5,047
	RVQG7000 7HGJAB-1036K	\$5,635	\$4,972
	RVQG7000 7HGJAB-900K	\$5,635	\$4,972
	RVQG5500 EFI 5.5HGJAA-600J	\$4,565	\$4,028
	RVQG5500 EFI 5.5HGJAA-1273J	\$4,565	\$4,028
	RVQG7000 EFI 7HGJAA-97J	\$5,715	\$5,043
	6HDKAH-1044N	\$9,170	\$8,091
	8HDKAK-1046N	\$10,270	\$9,062
	10HDKCA11506G	\$11,340	\$10,006
	12.5HDKCB-11506G	\$12,365	\$10,910

Onan CM Generators	Model	List Price - USD	MAP - USD
	5.5HGJAD-2138	\$4,750	\$4,191
	5.5HGJAD-2274	\$4,810	\$4,244
	5.5HGJAD-2558	\$4,875	\$4,301
	5.5HGJAD-2140	\$4,765	\$4,204
	5.5HGJAD-6759	\$4,790	\$4,226
	7HGJAD-2139	\$6,115	\$5,396
	7HGJAD-2560	\$6,355	\$5,607
	7HGJAD-2141	\$6,150	\$5,426
	7HGJAD-6760	\$6,275	\$5,537
	5.5HGJAE-2131	\$4,585	\$4,046
	5.5HGJAE-2555	\$4,645	\$4,099
	5.5HGJAE-2135	\$4,600	\$4,059
	5.5HGJAE-2136	\$4,910	\$4,332
	5.5HGJAE-2144	\$4,970	\$4,385
	5.5HGJAE-6757	\$4,720	\$4,165
	7HGJAE-2132	\$5,945	\$5,246
	7HGJAE-2556	\$6,160	\$5,435

	7HGJAE-1912	\$5,980	\$5,276
	7HGJAE-2137	\$6,350	\$5,603
	7HGJAE-6758	\$6,110	\$5,391
	6.5HGJAE-2145	\$6,450	\$5,691
	6.5HGJAE-3554	\$6,450	\$5,691
	7.5HDKAL-1	\$9,970	\$8,797
	7.5HDKAL-2	\$9,970	\$8,797
	7.5HDKAL-3	\$10,340	\$9,124
	7.5HDKAL-5	\$9,970	\$8,797

ONAN CM GENERATORS	Model	List Price - USD	MAP - USD
	10HDKAG61731	\$10,960	\$9,671
	10HDKAG11322	\$11,330	\$9,997
	10HDKAG61733	\$11,330	\$9,997
	5HDKBC-2860	\$9,220	\$8,135
	5HDKBC-2861	\$9,420	\$8,312
	5HDKBC-2905	\$9,630	\$8,497
	7.5HDKAT41934	\$10,580	\$9,335
	8.0HDKAU41934	\$10,695	\$9,437
	6.0HDKAV41934	\$9,590	\$8,462
	10HDKCC42345	\$11,695	\$10,319
	12HDKCD-2209	\$12,630	\$11,144

Dealers and Distributors must complete, sign and return this form to CPG. In addition, Distributors must supply a copy of this MAP policy to any new or existing Dealer. By signing below, Distributor or Dealer acknowledges that it has received and read this MAP policy.

Company:_____ Date:_____

Authorized Representative:_____

Cummins Instructions Only

Distributor:

1. Please upload the signed and scanned copy in WWSPS under the dealer account
2. Email the signed and scanned copy of the agreement to the respective Territory/Dealer Manager