

# Engineered Rotary Process Rules of Engagement

-The RFQ form will be completed by sales and submitted to the appropriate Product Manager

-Zero to 100 HP Contact: Tom Malberg

-100 to 500 HP Contact: Ed Redmond

-The entire specification should have an initial review by sales. All standard pricing should be included in the RFQ form. Any questions should be outlined and the associated specification line indicated.

-The specification should be provided with the RFQ form.

-Sales should provide guidance on the strategy of the quote:

-Quote to conform to everything

-Quote to be provided taking exceptions and providing the lowest price

-Model to be quoted

-Competition

-Any other pertinent information

