

G. If the government provides you with a budget they must stay in and tells you what parts they are interested in and the quantities but the total is going to be slightly over budget tell them you will see what you can do and call them back. Contact Tom Nagle, there have been several times that Tom has authorized me to make small adjustments on part prices so that we make our money and make their budget. Also if the parts are going to be actions from the custom shop or any other parts out of the custom shop speak with Ron Engell on adjusting the prices. A couple of times this year I had to adjust pricing on custom actions for the government and then provide it to Ron for the approval.

Note: If the government or a contractor/distributor asks for the quote date to be extended and the pricing has not changed you may extend it another 30-45 days. If the pricing has changed check with Tom Nagle before extending any pricing.