



DISTRIBUTOR PROGRAM

Dear Solar Distributor,

MT Solar has exciting news. We are rolling out our new Distributor Program, and we want to partner with you. It's now easier than ever to offer fully configurable top-of-pole mounts to your customers. Solar customers are increasingly recognizing the advantages of dual-use, high-ground clearance mounts for residential and commercial applications. These mounts are also popular as parking canopies and in agrivoltaics projects.

Introducing MT Solar's Distributor Program

We've recently developed a T-O-P configuration tool that accommodates any PV module size in any environment or terrain. The Pole Mount AutoDesigner is central to our new program for racking distributors. When you're an MT Solar Distributor, you can customize our pole mounts in direct response to your customers' requirements, complete their orders using your own stock, and ship them directly from your facility.

How the Distributor Program Works

Being an MT Solar Distributor includes access to the Pole Mount AutoDesigner. Essential training on the AutoDesigner is included with the program, so you can use all its features with confidence and achieve the best results for your customers.

Through real-time engineering, the AutoDesigner verifies mount utilization and accounts for wind and snow loads affecting the installation site. It produces a comprehensive calculation packet, ready for a professional engineer's stamp. If needed, we can easily assist in acquiring PE stamps for these mount calculation packets for all 50 states.

The AutoDesigner also generates a complete bill of materials (BOM), which, along with a simplified SKU system, will detail all of the assembly parts needed for the order. Everything is accessible directly through your MT Solar account, including the ability to input your customer's warranty details. All interchangeable MT Solar pole mount assembly parts are readily available for you to maintain as part of your own stock. It's a modular, adaptable approach that lets you fulfill custom mount orders with speed and simplicity.

The BOM also specifies which rail lengths and components are required for the mount design. MT Solar mounts pair seamlessly with a variety of heavy-duty rails, including those that you're already likely to carry in your standard stock.

Why Stock MT Solar for Distribution?

The MT Solar Distributor Program lets you manage an off-the-shelf system that delivers custom results. By stocking mount parts on your terms, you can avoid lead times while providing a custom product from a small number of SKUs. Apart from saving time and freight costs, the MT Solar Distributor Program includes significant discounts for larger quantity orders. You can increase your profit margins when placing bulk orders.

It's also an opportunity to broaden your offerings with a proven, best-of-brand solution from an increasingly trusted name in solar racking. Our patented hoisting system is a favorite for installers looking for a safe and efficient installation experience.

We're excited to start working with you and helping you deliver an even better experience to your ground mount customers. Being an MT Solar distributor means having a partner in delivering top-of-the-line solutions, contributing to groundbreaking energy projects, and thriving in a growing industry.

We look forward to getting started with you!



DISTRIBUTOR PROGRAM TERMS

MT Solar Distributor Program Terms & Conditions

Payment Terms

45 day terms from date of sale.

40% discount off MSRP applied to first order.

40% discount off MSRP applied to orders of \$40,000 or more placed between November and February.

30% discount off MSRP applied to all other orders.

Program Requirements

Annual order minimum of \$100,000 required after the first year of program enrollment.

Return Policy

Unused parts in good condition may be exchanged for MT Solar credit on stocking orders placed between November and February during our yearly "swap-out" program.

Warranty

Solar mount warranty is 10 years from date of installation with warranty registration submitted within 60 days of installation. Warranty excludes paint.

To apply or inquire further, please visit:

www.mtsolar.us/distributor-program

or complete this page and return to your account representative.

Name: _____ Company: _____

Email: _____ Phone: _____

Signature: _____ Date: _____

Accounts Payable Contact: _____

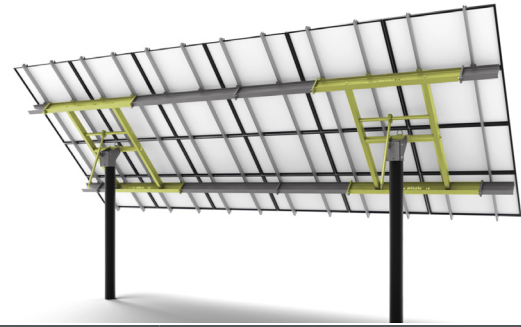
Accounts Payable Email: _____

Accounts Payable Phone: _____



Pole Cap (choose one per pole)

Part #	Description
MTS-PC-6	6 Inch Pole Cap Assembly
MTS-PC-8	8 Inch Pole Cap Assembly
MTS-PC-10	10 Inch Pole Cap Assembly



H Frame (choose one per pole)

Part #	Description
MTS-HF-SD	H-Frame Assembly - Standard Duty
MTS-HF-HD	H-Frame Assembly - Heavy Duty
MTS-HF-XD	H-Frame Assembly - Extra Heavy Duty



Wings (one size x four per array)

Part #	Description
MTS-SD-Wing-12	12 Inch Wing - Standard Duty
MTS-SD-Wing-24	24 Inch Wing - Standard Duty
MTS-SD-Wing-45	45 Inch Wing - Standard Duty
MTS-HD-Wing-12	12 Inch Wing - Heavy Duty
MTS-HD-Wing-24	24 Inch Wing - Heavy Duty
MTS-HD-Wing-45	45 Inch Wing - Heavy Duty
MTS-XD-Wing-12	12 Inch Wing - Extra Heavy Duty
MTS-XD-Wing-24	24 Inch Wing - Extra Heavy Duty
MTS-XD-Wing-45	45 Inch Wing - Extra Heavy Duty



Beam Splices (as many as needed)

Part #	Description
MTS-SD-Splice-57	57 Inch Splice - Standard Duty
MTS-SD-Splice-90	90 Inch Splice - Standard Duty
MTS-HD-Splice-57	57 Inch Splice - Heavy Duty
MTS-HD-Splice-90	90 Inch Splice - Heavy Duty
MTS-XD-Splice-57	57 Inch Splice - Extra Heavy Duty
MTS-XD-Splice-90	90 Inch Splice - Extra Heavy Duty

Rail Mounting Clamps (as many as needed)

Part #	Description
MTS-CLAMP-HOOK-4PK	Hook Clamp
MTS-CLAMP-ANGLE-4PK	Angle Clamp



DISTRIBUTOR PRICE LIST

*Prices Valid Until 11/1/24

	Part # for BOM	Description	MSRP Price	Dist. Price (30%)	Bulk Price (40%)
Pole Cap	MTS-PC-6	6 Inch Pole Cap Assembly	\$677.73	\$474.41	\$406.64
	MTS-PC-8	8 Inch Pole Cap Assembly	\$811.47	\$568.03	\$486.88
	MTS-PC-10	10 Inch Pole Cap Assembly	\$885.51	\$619.86	\$531.31
H Frame	MTS-HF-SD	H-Frame Assembly - Standard Duty	\$1,435.38	\$1,004.77	\$861.23
	MTS-HF-HD	H-Frame Assembly - Heavy Duty	\$1,813.80	\$1,269.66	\$1,088.28
	MTS-HF-XD	H-Frame Assembly - Extra Heavy Duty	\$2,215.98	\$1,551.19	\$1,329.59
Wings	MTS-SD-Wing-12	12 Inch Wing - Standard Duty	\$73.32	\$51.32	\$43.99
	MTS-SD-Wing-24	24 Inch Wing - Standard Duty	\$106.44	\$74.51	\$63.86
	MTS-SD-Wing-36	36 Inch Wing - Standard Duty	\$139.56	\$97.69	\$83.74
	MTS-SD-Wing-45	45 Inch Wing - Standard Duty	\$166.08	\$116.26	\$99.65
	MTS-SD-Wing-57	57 Inch Wing - Standard Duty	\$199.20	\$139.44	\$119.52
	MTS-SD-Wing-72	72 Inch Wing - Standard Duty	\$240.60	\$168.42	\$144.36
	MTS-SD-Wing-84	84 Inch Wing - Standard Duty	\$272.64	\$190.85	\$163.58
	MTS-HD-Wing-12	12 Inch Wing - Heavy Duty	\$86.34	\$60.44	\$51.80
	MTS-HD-Wing-24	24 Inch Wing - Heavy Duty	\$123.42	\$86.39	\$74.05
	MTS-HD-Wing-36	36 Inch Wing - Heavy Duty	\$160.50	\$112.35	\$96.30
	MTS-HD-Wing-45	45 Inch Wing - Heavy Duty	\$189.99	\$132.99	\$113.99
	MTS-HD-Wing-57	57 Inch Wing - Heavy Duty	\$227.07	\$158.95	\$136.24
	MTS-HD-Wing-72	72 Inch Wing - Heavy Duty	\$273.42	\$191.39	\$164.05
	MTS-HD-Wing-84	84 Inch Wing - Heavy Duty	\$309.42	\$216.59	\$185.65
	MTS-XD-Wing-12	12 Inch Wing - Heavy Duty	\$89.82	\$62.87	\$53.89
	MTS-XD-Wing-24	24 Inch Wing - Extra Heavy Duty	\$134.10	\$93.87	\$80.46
	MTS-XD-Wing-36	36 Inch Wing - Extra Heavy Duty	\$178.38	\$124.87	\$107.03
	MTS-XD-Wing-45	45 Inch Wing - Extra Heavy Duty	\$213.27	\$149.29	\$127.96
	MTS-XD-Wing-57	57 Inch Wing - Extra Heavy Duty	\$257.55	\$180.29	\$154.53
	Splices	MTS-SD-Splice-57	57 Inch Splice - Standard Duty	\$224.85	\$157.40
MTS-SD-Splice-90		90 Inch Splice - Standard Duty	\$319.32	\$223.52	\$191.59
MTS-HD-Splice-57		57 Inch Splice - Heavy Duty	\$262.11	\$183.48	\$157.27
MTS-HD-Splice-90		90 Inch Splice - Heavy Duty	\$367.44	\$257.21	\$220.46
MTS-XD-Splice-57		57 Inch Splice - Extra Heavy Duty	\$289.50	\$202.65	\$173.70
MTS-XD-Splice-90		90 Inch Splice - Extra Heavy Duty	\$414.63	\$290.24	\$248.78
Rail Mounting Clamp	MTS-CLAMP-HOOK-4PK	MT Solar Beam to Rail Clamp J-hook (Beam Clamp)	\$65.52	\$45.86	\$39.31
	MTS-CLAMP-ANGLE-4PK	MT Solar Beam to Rail Clamp Angle (Spread Clamp)	\$171.96	\$120.37	\$103.18
Add On Items					
Lift Bracket	MTS-Lift-Bracket	MT Solar Lift Bracket with Safety Chain	\$159.00	\$111.30	
Chain Hoists	MTS-Chain-Hoist	MT Solar Basic Chain Hoist	\$275.00	\$192.50	
Spin Prevention Kits	MTS-Anti-Spin	MT Solar Spin Prevention Bolt Kit	\$28.50	\$19.95	
Tilt Angle Indicators	MTS-Tilt-Angle-Ind	MT Solar Tilt Angle Indicator	\$55.00	\$38.50	
Shocks	MTS-Shock-Kit	MT Solar Shock Kit - High wind	\$615.00	\$430.50	