



AFTERMARKET PRODUCT NEWS

DATE: September 21, 2011
TO: Jobbers and Outside Sales Representatives
SUBJECT: Jobber and OSR Sales Incentive Program

Cash rewards have never been greater!

SPX's Sales Incentive Program offers Jobbers and Outside Sales Representatives a chance to put cash in their pocket – up to \$200 per sale of qualifying Genisys EVO kits.

We've selected our most popular diagnostic scan tool kits – eight different packages with bonus cash incentives for sales made between September 26 and December 31, 2011.

Genisys EVO SPIFF (Sales Pay Incentive For Fast Sales)

The program is simple. Jobbers and Outside Sales Representatives that sell qualifying products will be rewarded with cash redemptions. We've made your job even easier by offering Genisys EVO's most popular and widely used kits backed by solid reputation and performance.

This SPIFF program is the perfect pair to our just-announced Genisys EVO Leasing Program, which includes a Genisys EVO bundle plus the 3871TPR-2YR kit. This leasing program offers shop owners and technicians an inexpensive, 24-month payment option that puts world class vehicle coverage and experience-based repair information right at their fingertips.

Sell the Leasing Program 3871TPR-2YR and redeem \$200 cash!

There is no limit on what you can sell. Each individual sale made through December 31, 2011 will offer cash redemptions ranging from \$50-\$200. Check out the kits line-up you can sell to redeem cash rewards:

- \$200 Cash Incentive – 3871TPR-2YR, Genisys EVO with TPR and 2 Years of Software Updates
- \$175 Cash Incentive – 3871TPR, Genisys EVO with TPR
- \$100 Cash Incentive – 3871, Genisys EVO with ABS/Air Bag Cables
- \$100 Cash Incentive – 3869, Genisys EVO OBD II Kit
- \$50 Cash Incentive – 3421-125, Genisys EVO Domestic/Asian/ABS Software with 4.0 4GB Card
- \$50 Cash Incentive – 3421-126, Genisys EVO Super Bundle Productivity Kit
- \$50 Cash Incentive – 3421-128, Genisys EVO USA 2010 European Software Update Kit
- \$50 Cash Incentive – 3421-129, Genisys EVO USA 2010 European Starter Kit with OEM Cables

For more information regarding any of the topics discussed in this Product News letter, please see the attached flyers. Visit us on the web at www.otctools.com, or contact customer service at 800-533-6127 for more product information.

Sincerely,

Alison Accavitti
Aftermarket Marketing Manager



655 EISENHOWER DRIVE
OWATONNA, MN 55060-0995 USA
TELEPHONE 507-455-7000
CUSTOMER SERVICE 800-533-6127
FAX 800-283-8685
TECH SERVICES 800-533-6127
FAX 800-955-8329

Put cash in your pocket.

By selling Genisys EVO® most popular kits

Jobber and OSR Sales Incentive Program*

September 26 – December 31, 2011

WHAT YOU MAKE	SELL	DESCRIPTION
\$200	3871TPR-2YR	Genisys EVO® New Leasing Program
\$175	3871TPR	Genisys EVO® with TPR
\$100	3871	Genisys EVO® with ABS/Air Bag Cables
\$100	3869	Genisys EVO® OBD II Kit
\$50	3421-125**	Genisys EVO® Domestic/Asian/ABS Software with 4.0 4GB Card
\$50	3421-126**	Genisys EVO® Super Bundle Productivity Kit
\$50	3421-128	Genisys EVO® USA 2010 European Software Update Kit
\$50	3421-129	Genisys EVO® USA 2010 European Starter Kit with OEM Cables

* Incentive offered for qualified Jobbers and Outside Sales Representative only (Valid only in the USA).

** Web based coupon available to end user for free 2011 software update.
Visit www.otctools.com/promotions.php after 10/5/2011.

Jobber and OSR Sales Incentive Program

Sales Rep. Name _____
 Address _____
 City _____ State _____ Zip _____
 Phone _____
 E-mail Address _____

Offer ends December 31, 2011
 This form must be postmarked
 by January 15, 2012 and mailed to:
 SPX Corporation
 655 Eisenhower Drive
 PO Box 995
 Owatonna, MN, 55060, USA

End Customer Name* _____
 Business _____
 Address _____
 City _____ State _____ Zip _____
 Phone _____
 E-mail Address _____

* Use multiple forms for multiple customers.

Part No.	Description	Serial No.	Qty.	Incentive Payment	Total
3871TPR-2YR	Genisys EVO® New Leasing Program			\$200	
3871TPR	Genisys EVO® with TPR			\$175	
3871	Genisys EVO® with ABS/Air Bag Cables			\$100	
3869	Genisys EVO® OBD II Kit			\$100	
3421-125	Genisys EVO® Domestic/Asian/ABS software with 4.0 4GB Card Kit	N/A; Original sales receipt only.		\$50	
3421-126	Genisys EVO® Super Bundle Productivity Kit	N/A; Original sales receipt only.		\$50	
3421-128	Genisys EVO® USA 2010 European Software Update Kit	N/A; Original sales receipt only.		\$50	
3421-129	Genisys EVO® USA 2010 European Starter Kit with OEM Cables	N/A; Original sales receipt only.		\$50	

The Jobber and OSR Sales Incentive Program ("Incentive Program") is offered to qualified Jobbers and Outside Sales Representative ("Participants") who sell the above identified Genisys EVO products between September 26, 2011 and December 31, 2011 ("Program Period"). Subject to these terms and conditions, SPX will pay Participants the applicable incentive for each qualified sale. To be eligible for an incentive, Participants must submit this form with complete and accurate information including but not limited to serial numbers, if applicable. All forms must be accompanied with a copy of the sales invoice showing the sale(s) to the end user who will register the product. Photocopied original sales receipts must be computer-generated. Faxed, handwritten and/or carbon copy receipts will not be accepted. Submissions must be postmarked on or before January 15, 2012. Telephone submissions will not be accepted. SPX will pay incentives in one lump sum in the form of a check in U.S. dollars issued by SPX. Allow 6-8 weeks after the Program Period for processing. Cash redemption value of this offer is 1/100 of 1 cent.

The recipient of any incentive under this Incentive Program will be solely responsible for payment of all associated taxes, if any. A W-9 form will be required along with the recipient's tax identification number if SPX pays \$600 or more to a single recipient. The award or any interest in any incentive is not transferable.

This Incentive Program may be modified, suspended or discontinued by SPX at any time without notice. SPX will use reasonable efforts to ensure that sufficient warning is given should the Incentive Program be modified, suspended or discontinued, but will not be responsible for any losses or damages caused by its modification, suspension or discontinuation. SPX reserves the right to terminate a Participant from participation in the Incentive Program, without notice, due to misrepresentation, noncompliance with the Incentive Program rules or any other aspect of the Incentive Program or any conduct detrimental to the interests of SPX. In the event of any controversy or dispute regarding this Incentive Program, the determination of SPX will be final and conclusive for all purposes. The undersigned Participant agrees to indemnify and hold harmless SPX, its affiliates, officers, directors, employees and agents, from any and all claims, losses, damages, liabilities, judgments or settlements, including reasonable attorney fees and costs, incurred by such indemnified parties on account of any act, omission or breach of this Incentive Program by Participant. To the fullest extent permitted by law, SPX will not be liable for any incidental, special, punitive or consequential damages. This Incentive Program is void where prohibited by law. The Incentive Program will be governed by and interpreted in accordance with Michigan law (without regard to its principles of conflicts of law). All parties submit to the exclusive jurisdiction of the state and/or federal courts located within the State of Michigan for any dispute, claim or matter related to the Incentive Program.

Signature _____ Date _____

By signing this form, you agree to the Terms and Conditions stated below.

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