

Midmark Corporation
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September 16, 2025

Dear Midmark Distribution Partners,

We've thoughtfully reviewed our cabinetry pricing strategy and have made an adjustment we believe will best support our customers while providing the most competitive pricing.

Effective November 1, the new discount structure will align with the way Midmark capital equipment is quoted and processed. This means:

- **Consistency with Equipment Quoting:** Distribution partners will now add their pre-negotiated markup to the quoted cost for cabinetry projects, just as they currently do with equipment.
- **Extended Pricing Validity:** Pricing will now be aligned with GPO contract terms rather than the Midmark traditional calendar year cycle.
- **Tiered Discounts:** Will be based on a customer's aggregate spend and aligned with their current tier access.

This change will enable greater consistency and transparency in quoting across equipment and cabinetry, while also improving competitiveness and flexibility for customers of all sizes.

We appreciate your continued partnership and commitment to delivering the highest value to healthcare providers. If you have any questions about the updated structure or need assistance with upcoming projects, please don't hesitate to reach out to your Midmark Corporate Accounts Representative.

Designing better care.®

Jerry Stahl
VP, Corporate Accounts
Midmark Corporation