

January 3, 2020

New MSRP Price List and Discount Structure for LT-3100 Satellite Communications System

Dear Partner,
Happy new year!

About 2½ years ago, in June 2017, we released our MRSP price list for the LT-3100 Satellite Communications System. It has been valid since.

Today we introduce an updated MSRP price list for the LT-3100 System.

There are a few changes:

- The product numbers 90-101143 and 90-101144 are removed. These order numbers covered complete LT-3100 systems, including either a pole mount or a bracket mount. We didn't see these order numbers being used a lot and therefore we have removed them from the price list
- We have made a price increase on the antenna mounts. Bracket Mount (91-100773) and Pole Mount (91-100774) are changed from MSRP EUR 55,- to EUR 65,-. All other prices remain unchanged

According to our Distribution Agreement, we must announce price increases with six months' notice. Therefore, the new LT-3100 price list will be used for all orders placed after July 3, 2020.

We have also made some clarifications to the LT-3100 Discount Structure. It is now written on its own page, separated from other products. The discounts are unchanged. We have added "Delivery terms for bulk orders".

The new LT-3100 MSRP Price List and Discount Structure are enclosed in this mail.

Should you have any comments or questions to the above changes, you are mostly welcome to contact us.

Thank you.

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