RAULAND–BORG CORPORATION
SCHEDULE "A"
INTERNATIONAL EDUCATIONAL MARKET

Includes all Rauland products used in the Educational Markets. The primary Educational Markets are institutions such as Schools (Public and Private), Colleges and Universities, but excludes Health Care and Correctional Facilities.

The Distributor further agrees that the bulk of his Rauland-Borg sales and service efforts, under this schedule, will be devoted to the Educational Market, and in the "Territory" referred to in the Distributor's Agreement.

The Distributor will staff the Educational Market segment to the appropriate sales hours based upon the Rauland Distributor Marketing Plan completed annually with the District Manager. To meet the level of sales hours agreed to, the appropriate staff for the Educational Market will be in place by: IN PLACE

In representing Rauland-Borg in the Educational Market, the Distributor agrees to maintain the required Demonstration Equipment so listed on the Rauland Distributor Marketing Plan, or will acquire the designated Demonstration Equipment by: TO BE DETERMINED

The representative Dollar Volume agreed to for the Educational Market is per the annual Rauland Distributor Marketing Plan.

It is further agreed that the Distributor will participate in all Rauland-Borg designated service schools and sales training seminars.

Approved this 30th day of MAY, 1997

RAULAND–BORG CORPORATION
3450 West Oakton Street
Skokie, IL 60076

By: Kenneth L. James
Ken James
Executive Vice President

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GERENCIA
Gerente General.
(Title)

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