



October 3, 2022

SB076-2022

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TO: ALL US BOURGAULT DEALERS
 ATTN: DEALER PRINCIPALS AND SALESPEOPLE
 FROM: RON ALLAN
 SUBJECT: **B23-27USHS & B23-25USHS Spring Harrow Programs**

Apply to: XR751 (Early Order Required) & XR771 Harrows

NOTE: Harrow prices remain the same.

XR751 NOTE:

- Due to planning and availability concerns, any XR751 orders must be received between October 3rd and October 16th, 2022. Following this period the XR751 model will not be available to be ordered, nor will an existing order be able to be changed.

SPRING HARROW PROGRAMS

| PROGRAM | B23-27USHS | | B23-25USHS |
|-------------|----------------------------------|----------------------------------|----------------------------------|
| LPI | 27% | | 25% |
| MODEL | XR751 | XR771 | XR771 |
| EFFECTIVITY | 3-Oct-22 through 16-Oct-22 | 3-Oct-22 through 31-Oct-22 | 1-Nov-22 through 31-Dec-22 |
| | (or until supplies last) | | |

***** Product delivery is planned to be in time for Spring 2023 use. *****

(Shipment dates expected February / March 2023, however delivery timing cannot be guaranteed.)

Please Note: Orders received first on this program will have priority on delivery.

Sincerely,

Ron Allan

US General Manager/Sales Manager

BOURGAULT 2023 HARROW PROGRAMS SCHEDULE

Effective October 3rd, 2022 – Runs until December 31st, 2022 or Until Product is Consumed

Spring 2023 Harrow Program Includes XR751 & XR771 Harrows Stock or Retail Orders

NOTE: Harrow prices remain the same.

XR751 NOTE:

- Due to planning and availability concerns, any XR751 orders must be received between October 3rd and October 16th, 2022. Following this period the XR751 model will not be available to be ordered, nor will an existing order be able to be changed.

B23-27USHS

- 27% LPI
 - Orders will have April 30, 2023 payment terms.
 - B23-27USHS is **effective October 3, 2022 and will run until October 31, 2022.**
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B23-25USHS

- 25% LPI
 - Orders will have April 30, 2023 payment terms.
 - B23-27USHS is **effective November 1, 2022 and will run until December 31, 2022.**
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- Plus Multi-Unit discount if applicable.
- Plus interest free trade carry for 12 months – with an approved credit line from DLL.

***** Product delivery is planned to be in time for Spring 2023 use. *****

(Shipment dates expected February / March 2023, however delivery timing cannot be guaranteed.)

Please Note: Orders received first on this program will have priority on delivery.

- Freight Policy:

- o **All orders placed on B23-27USHS/25USHS - Spring 2023 Harrow Programs will be charged freight FOB St. Brieux as per SB066-2022**

BOURGAULT 2023 HARROW PROGRAMS SCHEDULE

Effective October 3rd, 2022 – Runs until December 31st, 2022 or Until Product is Consumed

Low Rate Financing and Leasing

For retail financing contact DLL:

Wade Beach – Retail Sales
Account Manager **MT, ND, SD,
MN, NE**
Phone: 605-655-4896
Email: wade.beach@dllgroup.com

Zeb Ollendick - Retail Sales Account
Manager **CO, KS, OK, MO & AR**
Phone: 515-201-5862
Email: zeb.ollendick@dllgroup.com

Chris Clair – Retail Sales Account
Manager **WA, ID & OR**
Phone: 515-393-9027
Email: Christopher.clair@dllgroup.com

Josh Suntken– Retail Sales
Account Manager **MS**
Office: 515-218-5383
Email: josh.suntken@dllgroup.com

Stephanie DeBoer – Team Lead – Retail
Sales Account Manager **NY**
Phone: 515-802-2316
Email: Stephanie.deboer@dllgroup.com

SALESPERSON INCENTIVES

Effective August 1, 2021 to May 31, 2022

SALESPERSON CASH BONUS INCENTIVES

0.5% of Dealer Net Invoice

Paid out monthly

- **Warranty Registrations must be** completed online at warranty.bourgault.com;
- Failure to complete the warranty registration within 30 days of delivery to the retail customer will void all Salesperson incentives.

ORDER GUIDELINES:

Qualifying products:

- All new serial-numbered wholegoods products as listed above

List Price Incentive:

- Calculated by multiplying the available discount rate by the list price of the unit, including options and assembly, but excluding freight charges

Multi-Unit Incentive:

- Retailed wholegoods ordered within a 12-month period by the same customer are eligible with the following restrictions:
 - Customers must purchase at least 3 wholegoods serial numbers to qualify for MU discount:
 - When purchasing 3 wholegoods serial numbers, the least value serial # will qualify for the below incentive.
 - When purchasing 4 or more wholegoods serial numbers, ALL serial #'s will qualify for the below incentive.
 - If units have been used by the customer, their value and quantity may be utilized to determine eligibility, however the used serial #'s will not retroactively qualify for a credit.
 - Retailed wholegoods order in excess of \$750,000.00 List Price will be eligible for a 2% LPI.
 - Retailed wholegoods order in excess of \$1,000,000.00 List Price will be eligible for a 2.5% LPI.

BOURGALT 2023 HARROW PROGRAMS SCHEDULE

Effective October 3rd, 2022 – Runs until December 31st, 2022 or Until Product is Consumed

- Retailed wholegoods order in excess of \$1,250,000.00 List Price will be eligible for a 3% LPI.
- If a dealer sells a serial number with a multi-unit discount and then brings that serial number back on trade before it has been used for one season, all multi-unit discounts for all serial numbers involved in that transaction will be charged back to the dealer.

Other Incentives:

- Bourgault Rewards, Volume Bonus, and Special Salesperson Cash Incentives apply unless otherwise specified.

Additional Notes to General Order Guidelines:

- The CPQ online pricer is in effect for these programs.
- All orders will be processed on the Dealership's approved Floorplan line.
- Bourgault does not require deposits, but Dealers are encouraged to obtain deposits to protect their interests.
- Bourgault reserves the right to charge a cancellation fee of up to 5% of the invoice price on any cancelled orders. This will be billed to the Dealership's wholegoods Account.
- Bourgault reserves the right to charge a cost-recovery fee for any changes or amendments to a placed order; (this charge is also applicable to a wholegoods option kit that has already been packaged for shipment).
- Wholegoods Options returned with an authorization number may be subject to a *10% Restocking Fee to a maximum of \$3,000.00*.
- All shortage claims must be submitted with a packing list within ten (10) days after receipt of shipment; failing this, the Dealership will be billed for the appropriate parts.
- Units not picked up within 15 days after notification by Bourgault that order is ready may be subject to interest charges at 1% per month. Bourgault Shipping will inform the Dealership by fax or phone.
- Units retailed by a Canadian Dealer to the United States will be re-invoiced to the Dealer using the USA Price Book and programs in effect at the time of ordering. The selling dealer will also lose 50% of the Volume Bonus on the invoice - refer to Sales Bulletin SB009-2011. Similar procedures exist for a USA Dealer selling new wholegoods in Canada.
- Units retailed by a Canadian Dealer outside of North America will be ineligible for all program discounts and will be re-invoiced to the Dealer at full USA list Price.
- Certain models may be limited in quantity based on production capacity.
- The above listed programs are subject to change or cancellation at any time.
- Provided expected shipment dates are estimates only and not a guarantee of product delivery.



FOR RE-INVOICING PURPOSES ONLY

TRANSFER OF DEALER INVENTORY

Box 39 St. Brieux, SK S0K 3V0
 PH: 306-275-2300 FX: 306-275-4443

TRANSFER POLICY BETWEEN DEALERSHIPS

1. Should the receiving Dealer require floor-planning for a transferred unit, Bourgault will be required to re-invoice the unit.
2. Both Dealerships are required to have an agreement on the following items prior to Bourgault processing a transfer:
 - Rights to Volume Bonus, only one Dealer shall receive Volume Bonus.
 - Freight from St. Brieux to the original buying Dealer is not recoverable from Bourgault.
 - PDI is not the responsibility of Bourgault.
 - Terms are not transferable from one Dealer to the next.
 - Discounts are transferable.
3. Bourgault will charge the receiving Dealer \$100.00 for processing fees related to the re-invoicing.

| Transfer from: | |
|----------------|-----|
| Dealer Name | |
| Address | |
| Telephone | Fax |

| Transfer to: | |
|--------------|-----|
| Dealer Name | |
| Address | |
| Telephone | Fax |

| Invoice No. | Description | Qty. | Serial No. | Invoice Amount |
|-------------|-------------|------|------------|----------------|
| | | | | |
| | | | | |
| | | | | |
| | | | | |

Transferring Dealer agrees to the transfer according to the following conditions:

| | Yes, I am retaining | No, I am not retaining |
|--|---------------------|------------------------|
| Volume Bonus | ! | ! |
| Freight associated with original invoice | ! | ! |
| PDI costs | ! | ! |
| Other responsibilities, i.e. _____ | ! | ! |
| Transferring Dealer Signature | Printed Name | Date |

Receiving Dealer:

I agree to accept the unit(s) indicated above on 12-day terms from the date of invoice. Settlement to the transferring dealer for miscellaneous charges not included on the invoice(s) will be my responsibility.
 I acknowledge that the above unit(s) is subject to a security interest by the authorized financing agent.

| | | |
|----------------------------|--------------|------|
| Receiving Dealer Signature | Printed Name | Date |
|----------------------------|--------------|------|

| Bourgault Authorization: |
|-----------------------------------|
| ! Credit and re-invoice |
| Bourgault Authorization Signature |
| Date |

PROCEDURES

1. Transferring Dealer completes and signs form, then faxes transfer form accompanied with a copy of original invoice(s) to the Receiving Dealer.
2. Receiving Dealer authorizes transfer and faxes copies of transfer form and invoice(s) to Bourgault.
3. Bourgault processes credit and re-invoices.