



January 31, 2022

SB004-2022

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TO: ALL CANADIAN BOURGAULT DEALERS

ATTN: DEALER PRINCIPALS AND SALESPEOPLE

FROM: BRAD HICKS

SUBJECT: **B22-25HS Spring & B22-29HS / B22-27HS / B22-25HS Fall Harrow Programs****Spring and Fall Programs Apply to: XR751 & XR771 Harrows****NOTE: As per SB003-2022 Harrow prices have increased 2% effective immediately.**

SPRING HARROW PROGRAM

B22-25HS (Re-opened as per SB024-021)

- **25% LPI** – VERY limited supply of XR Harrows.

***** Product delivery is planned to be in time for Spring 2022 use. *****(Shipment dates expected March / April 2022), however delivery timing cannot be guaranteed)

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

FALL HARROW PROGRAMS

PROGRAM	B22-29HF	B22-27HF	B22-25HF
LPI	29%	27%	25%
EFFECTIVITY	31-Jan-22	1-Apr-22	1-Jun-22
	through	through	through
	31-Mar-22	31-May-22	31-Aug-22
(or until supplies last)			

***** Product delivery is planned to be in time for Fall 2022 use. *****(Shipment dates expected June / July 2022), however delivery timing cannot be guaranteed)

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

Sincerely,

Brad Hicks

Canadian Sales & Service Leader

Spring 2022 Harrow Program **Includes XR751 & XR771 Harrows**

NOTE: As per SB003-2022 Harrow prices have increased 2% effective immediately.

B22-25HS (Re-opened as per SB024-021)

- **25% LPI** – VERY limited supply of XR Harrows.
- Orders will have April 30, 2022 payment terms.
- Plus Multi-Unit discount if applicable (note changes to MUD program as per SB002-2022).
- 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 2022 use. *****

(Shipment dates expected March / April 2022), however delivery timing cannot be guaranteed)

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

Fall 2022 Harrow Programs **Includes XR751 & XR771 Harrows** Effective while supplies last

B22-29HF

- **29% LPI.**
 - B22-29HF orders will have October 31, 2022 payment terms.
 - B22-29HF is **effective January 31, 2022 and will run until March 31, 2022.**
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B22-27HF

- **27% LPI.**
 - B22-27HF orders will have October 31, 2022 payment terms.
 - B22-27HF is **effective April 1, 2022 and will run until May 31, 2022.**
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B22-25HF

- **25% LPI.**
 - B22-25HF orders will have October 31, 2022 payment terms.
 - B22-25HF is **effective June 1, 2022 and will run until August 30, 2022.**
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- Plus Multi-Unit discount if applicable (note changes to MUD program as per SB002-2022).
- Plus interest free trade carry for 12 months – with an approved credit line from DLL.

***** Product delivery is planned to be in time for Fall 2022 use. *****

(Shipment dates expected June / July 2022), however delivery timing cannot be guaranteed)

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

Low Rate Financing and Leasing

For retail financing contact DLL:

Doreen Faurshou – Business Development Manager **North AB**
Phone: 587-335-5716
Email: dfaurschou@leasedirect.com

Blair Miller – Business Development Manager **North SK**
Office: 306-955-2970
Mobile: 306-222-1088
Email: bmiller@leasedirect.com

Michael Hintze – Business Development Manager **Saskatchewan**
Phone: 306-201-5962
Email: mhintze@leasedirect.com

John Maxner – Business Development Manager **South AB**
Phone: 403-826-4750
Email: jmaxner@leasedirect.com

Natalie Haslund – Business Develop. Manager **South SK**
Phone: 306-807-6190
Email: natalie.haslund@dllgroup.com

Greg Wolitski – Business Development Manager **Manitoba**
Office: 204-396-1236
Email: greg.wolitski@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.
 - Retailed wholegoods order in excess of \$1,250,000.00 List Price will be eligible for a 3% LPI.

BOURGALT 2022 HARROW PROGRAM SCHEDULE

Effective January 31st – Runs Until August 30th, 2022 or Until Product is Consumed

- 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.