



January 31, 2022

SB054-2022

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TO: ALL US BOURGAULT DEALERS

ATTN: DEALER PRINCIPALS AND SALESPEOPLE

FROM: RON ALLAN

SUBJECT: **B22-24HS Spring & B22-28HS / B22-26HS / B22-24HS Fall Harrow Programs**

Spring and Fall Programs Apply to: XR751 & XR771 Harrows

NOTE: As per SB051-2022 Harrow prices have increased 2% effective immediately.

SPRING HARROW PROGRAM

B22-24HS (Re-opened as per SB024-021)

- **24% 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	B22-28HF	B22-26HF	B22-24HF
LPI	28%	26%	24%
EFFECTIVITY	31-Jan-22 through 31-Mar-22	1-Apr-22 through 31-May-22	1-Jun-22 through 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,

Ron Allan
US General Manager/Sales Manager

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

NOTE: As per SB051-2022 Harrow prices have increased 2% effective immediately.

B22-24HS

- **24% 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 SB052-2022).
- 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

B22-28HF

- **28% LPI.**
 - B22-28HF orders will have October 31, 2022 payment terms.
 - B22-28HF is **effective January 31, 2022 and will run until March 31, 2022.**
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B22-26HF

- **26% 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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B22-24HF

- **24% 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.

BOURGAULT 2022 HARROW PROGRAM SCHEDULE

Effective January 31st – Runs Until August 30th, 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.

BOURGALT 2022 HARROW PROGRAM SCHEDULE

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

- 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.
- 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:

- Bourgalt 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.
- Bourgalt does not require deposits, but Dealers are encouraged to obtain deposits to protect their interests.
- Bourgalt 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.
- Bourgalt 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 Bourgalt that order is ready may be subject to interest charges at 1% per month. Bourgalt Shipping will inform the Dealership by fax or phone.
- Units retailled 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 retailled 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 invoices(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
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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.