



August 27, 2021

SB017-2021

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TO: ALL USA DEALERS

ATTN: DEALER PRINCIPALS AND SALESPEOPLE

FROM: RON ALLAN

SUBJECT: **Sales Program B22-26HSUS & B24-HSUS Harrow Spring Program**

Applies to: XR751 & XR771 Harrows

Please Note: Harrow prices have increased by 8% effective immediately.

B22-26HSUS

- 26% LPI using the CPQ online pricer.
 - B22-26HSUS orders will have April 30, 2022 payment terms.
 - B22-26HSUS is **effective September 1, 2021 and will run until September 30, 2021.**
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B22-24HSUS

- 24% LPI using the CPQ online pricer.
 - B22-24HSUS orders will have April 30, 2022 payment terms.
 - B22-24HSUS is **effective October 1, 2021 and will run until product is consumed.**
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- This program replaces program B21-29HF.
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NOTES:

- Please be aware the CPQ online pricer will only reflect this increase on September 1, 2021.
- Units in this program are scheduled for Production in February / March 2022.

Sincerely,

Ron Allan

BOURGAULT B22-26HSUS & B22-24HSUS PROGRAM

Effective September 1, 2021 – Until Product is Consumed

Spring 2022 Harrow Program Includes XR751 & XR771 Harrows

NOTE: Harrow prices have increased 8% effective immediately.

- B22-26HSUS: 26% LPI – September 1, 2021 – September 30, 2021
- B22-24HSUS: 24% LPI – October 1, 2021 – product is consumed
- Payment is April 30, 2022.
- Plus Multi-Unit discount if applicable.
- Plus interest free trade carry for 12 months – with an approved credit line from DLL.

*** Product delivery will be for Spring 2022 use (Production dates are February / March 2022).

Low Rate Financing and Leasing

For retail financing contact DLL:

Justin Kincy – Retail Sales
Account Manager MT, ID, WA
OR, CO, KS
Office: 800-873-2474 Ext 3071
Mobile: 515-350-4137
Email: justin.kincy@dllgroup.com

Juli Lacumsky – Retail Sales
Account Manager ND, SD, NE,
MN
Office: 800-873-2474 Ext 3081
Mobile: 515-401-4502
Email: juli.lacumsky@dllgroup.com

Chris Clair – Retail Sales Account
Manager AR
Office: 800-873-2474 Ext 3070
Mobile: 515-393-9027
Email: christopher.clair@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.
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BOURGAULT B22-26HSUS & B22-24HSUS PROGRAM

Effective September 1, 2021 – Until Product is Consumed

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 order in excess of \$625,000.00 List Price will be eligible for a 2% LPI.
- Retailed wholegoods order in excess of \$750,000.00 List Price will be eligible for a 2.5% LPI.
- Retailed wholegoods order in excess of \$1,000,000.00 List Price will be eligible for a 3% LPI.
- **Customers must purchase at least 3 wholegoods serial numbers to qualify for MU discount.**

Other Incentives:

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

Additional Notes to General Order Guidelines:

- The online CPQ pricer is in effect for this program
- 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.



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

- Should the receiving Dealer require floor-planning for a transferred unit, Bourgault will be required to re-invoice the unit.
- 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.
- 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 <u>not</u> 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.