



9/1/21

Wallenstein Official Dealer Program



Wallenstein offers premium products that are designed for use by property owners, farms, rental yards, and commercial services. The diverse product line draws in new customers and fulfil the needs of existing customers.

As a member of the Wallenstein Official Dealer network, you receive benefits on pricing, advertising, and special promotions.

To qualify as an Official Wallenstein Dealer:

1. Dealer commits to stocking a minimum 3 pieces of serial numbered Wallenstein Product. As product is retailed, dealer will reorder to maintain stock commitment.
2. Dealer will maintain accurate live inventory; this will be done by product registration. Current dealer inventory will be displayed on www.wallensteinequipment.com. Inventory will be added upon invoicing through Cummings & Bricker, Inc and removed when the item is warranty registered (warranty registration can be completed via the Wallenstein dealer area OR via Cummings & Bricker, Inc warranty registration procedures).
3. Dealer is listed on the Wallenstein website with contact information and dealership website. Dealer website must also link to the Wallenstein website. In the case of multiple store dealerships, each location with 3 pieces of Wallenstein inventory is to be listed.
4. Wallenstein signage is to be displayed at dealership.
5. Signed agreement to advertise at current Wallenstein MSRP or "CALL FOR PRICE" (does not apply to used equipment)

Benefits to Official Wallenstein Dealer:

1. Trade discount of 25% + 3% on all orders.
2. Terms: additional 3% discount if paid by the 10th or 25th of the following month – OR net due 90 days from invoice.
3. Access to Early Ordering Program, see Early Ordering Program details.
4. Reduced or Free Freight, see Current Freight Rates.
5. Displayed on the Wallenstein website with live inventory.
6. Sales leads to be directed to closest Official Wallenstein Dealer.
7. Wallenstein signage and promotional materials.



Early Ordering Program:

1. **Early Order Program Period:** August 1st thru Feb 28th.
2. **Terms:** Minimum 3 units will receive extended terms, an extra 3% discount if paid by April 25th, net due July 25th (up to 360 days without accessing dealership floor plan). Orders on floor plan (Wells Fargo, DLL, or North Point) will receive 90 interest free days.
3. **Terms Alternative:** Quantities of less than 3 pieces will receive an extra 3% discount if paid within 60 days of invoicing, net due in 90 days. Orders of less than 3 pieces on floor plan (Wells Fargo, DLL, or North Point) will receive 90 interest free days.
4. **Freight:** Free freight on minimum 3 Wallenstein pieces. Reduced freight on less than 3 Wallenstein pieces, see current C&B freight rates. *

Current Freight Rates:

1. Free freight on items shipped factory direct. *
2. Free freight on minimum 3 piece Wallenstein order FOB C&B warehouse or factory direct. *
3. Reduced freight on less than 3 piece orders FOB C&B warehouse.

Current rate: \$150 on orders totaling less than \$5000 retail. *
\$250 on orders greater than \$5000. *

*** Freight Exception:** The WP1600 Series Wood Processor and LXT log trailers ship with a freight rate of \$500 to your dealership.

By signing this document, I agree to adhere to the qualifications of an Official Wallenstein Dealer. I commit to stocking 3 minimum pieces of serial numbered Wallenstein Product and as product is retailed, I will reorder. I agree to advertise Wallenstein product pricing at current Wallenstein MSRP or "CALL FOR PRICE" on all forms of media.

Dealership Name: _____

First Name: _____ Last Name: _____

Signature: _____