



**SEPT 23, 2024**

## **EARLY ORDER PROGRAM**

### **PROGRAM PERIOD**

Phase 1: Sept 23, 2024 to Nov 1, 2024

Phase 2: Nov 2, 2024 to Jan 3, 2025

### **DISCOUNTS**

Dealers who place at least 1 order during this EOP program earn a 25% dealer discount vs the standard 20% on all wholegood orders placed until the fall 2025 program. **EOP discounts (up to 4%) earned in phase 1 carry forward through May 31, 2025.**

### **ORDER PROGRAM INCENTIVES**

	Units ordered	EOP Discount	Factory stock discount*	Cash discount or terms**
Phase 1	1	0%	3%	3% or 360 days
	2-3	2%	3%	3% or 360 days
	4	4%	3%	3% or 360 days
Phase 2	Any	Earned in phase 1	3%	3% or 360 days

\*Factory stock discount only applies to in-stock Art's Way company inventory available for immediate shipment. Configurations and quantities are limited. Order must include serial number of unit in factory stock to be used for that order.

\*\*Terms offered through Northpoint Financial, or cash discount with Net30 payment.

### **FREIGHT**

FCA Armstrong, IA (units must be shipped or picked up within 20 days of notification from Art's Way)

### **TERMS & CONDITIONS**

1. This program does not apply to beet harvesters or defoliators
2. V-ditchers count as 1/2 a unit for order discount level purposes
3. Dealer signature must be on all orders
4. Only orders placed during Early Order Program will receive order program incentives
5. Early Order Program to be used in conjunction with most current published price book at the time of order entry
6. Orders will be shipped by order date at Art's Way discretion
7. Units not shipped or picked up within the 20 days after notification from shipping, will result in loss of early order and/or prepay discount
8. Art's Way Manufacturing Co., Inc. may change or cancel this program at any time without notice
9. Returns on cancelled orders may result in misc. charges back to the dealer
10. This program supersedes all previous programs, both written or verbal
11. Program disputes are at the discretion of Art's Way Manufacturing Co., Inc.



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**Early order program FAQ**

**Q1:** What discount will a dealer get on a single unit order, paying at the time of shipment/invoice?

**A1:** Any dealer can order a single unit during the program period with a 25% & 3% cash discount and Net30 terms. An additional 3% discount applies to units available for immediate shipment from Art's Way company inventory for a total discount of 25% & 6%.

**Q2:** Can a dealer mix and match discounts and payment terms?

**A2:** Yes, each order can have different terms. For example, a dealer can order 4 units during phase 1: one factory in stock unit Net30 terms at 25% & 10% discount (4% EOP + 3% factory stock + 3% cash), one as a new build unit with 180-day terms at 25% & 4% discount, and two factory-in-stock units with 360-day terms and 25% & 7% discount (4% EOP + 3% factory stock).

**Q3:** If a dealer orders a single unit early in the program and then another unit later in the program, can they get better discounts on the first unit they ordered?

**A3:** Yes, for orders during phase 1 only. If the dealer orders additional units during phase 1 which qualifies them for a higher discount tier, the dealer may request those higher discounts to be applied to orders placed earlier. This will not happen automatically and is the responsibility of the dealer to request a manual discount change on previously placed orders.

**Q4:** What does a dealer need to do to get 360-day terms on their orders?

**A4:** Contact your applicable Northpoint financial representative to get set up. Find the rep for your state/province at <https://northpointcf.com/find-a-sales-rep/>

**Q5:** Can Art's Way finance the 360-day terms instead of Northpoint?

**A5:** No. Art's Way is focused on being the best equipment manufacturer. Dedicated financial institutions are best suited to partner with dealers to meet their floor planning needs.

**Q6:** Can my dealer floorplan units through DLL or some other 3<sup>rd</sup> party?

**A6:** Yes. Dealers can choose to take the cash discount with Net30 payment terms and floorplan the units with their financial institution of choice. Art's Way would not be involved with the floorplan financing in this case.



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## Dealer Inventory Retail Support

During phase 1 of our early order program, we are offering a 3% statement credit to help dealers with existing inventory sell through their stock.

Request a 3% statement credit when you warranty register your unit. Unit must be retailed between September 23, 2024 and November 1, 2024 and warranty registered within 30 days of retail sale. Retail sales completed prior to September 23, 2024 do not qualify for this offer. Orders placed after September 22, 2024 do not qualify for this offer.

To claim this offer, simply reference “3% statement credit” in the comments section of the product registration form on the dealer portal. Program qualification will be confirmed and statement credit will be issued within 2 weeks of warranty registration.

The screenshot shows a web browser window at the URL [portal.artsway-mfg.com/productregistration](https://portal.artsway-mfg.com/productregistration). The page features the ART'S WAY logo and a navigation menu on the left with options like Home, Product Availability, Order Status, Order Entry, Product Registration, and Warranty Management. The main content area is titled "Create New Product Registration" and includes a link for the Sales Person Bonus Registration form. The "Registration Information" section contains several input fields: Customer, Owner (with a note to select or add an owner), Part, Serial Number, Product Line, Model, Delivery Date (mm/dd/yyyy), and Warranty Code. At the bottom of this section, the "Comments" field is circled in red and contains the text "3% statement credit".



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