



FIST 2017 DEALER PROFIT PACKAGE

Growth with **MAXIMIZED** profits

Shipments and terms are staged throughout the year, promoting wholegood inventory turns. This unique approach provides fresh current inventory so you can meet your “now” market needs and optimize profits on every sale with managed overhead.

Grasshopper offers terms with “pay as sold” Quik Pay Incentive [QPI] which passes additional margin back to the Dealer instead of a third-party floorplan company.

Profit is not about the length of time a Grasshopper sits on your showroom floor – it is about moving the inventory through and paying it off with optimized profit.

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THE GRASSHOPPER COMPANY

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FIST 2017 STOCKING & RESTOCKING



GRASSHOPPER WHOLEGOODS PROGRAM

Applicable to shipments of Grasshopper Equipment, Implements & Accessories

SUBMIT A QUALIFYING STOCKING ORDER BY 9/30/16

75% OF THE AVERAGE OF UNITS TAKEN 2015 & 2016 [SEPT 1, 2014-AUG 31, 2016]

AVERAGE PROVIDED BY GRASSHOPPER REPRESENTATIVE

TRADE DISCOUNT + QUIK PAY (SEE CHART PAGE 2)	27%	23%	20%
REQUIRED ORDER	75% of 2-year average	3-5 units	1-2 units

Shipments subject to product availability and company discretion. Submit stocking order Shipments #1 & #2 below on separate sales order forms. Minimum of 6 units will be delivered in a single shipment. Stock or Restock orders are not filled from the branch locations. Shipments from branch locations carry retail terms [NET 10 Day Terms].

Orders for retail units do not replace stock order units.

STOCK SHIPMENT 1
50% OF QUALIFYING ORDER
BASED ON 75% OF 2015-2016 AVERAGE

SHIP DATES
9/1/16 - 11/30/16
+ QUIK PAY (SEE CHART PAGE 2)

FINAL PAYMENT DUE
12/10/17
WITH
10% CURTAILMENT DUE
7/10/17
OR 0.75% MONTHLY INTEREST
UNTIL FINAL DUE DATE

STOCK SHIPMENT 2
REMAINING 50% OF
QUALIFYING ORDER
BASED ON 75% OF 2015-2016 AVERAGE

SHIP DATES
12/1/16 - 2/28/17
+ QUIK PAY (SEE CHART PAGE 2)

FINAL PAYMENT DUE
4/10/18
WITH
10% CURTAILMENT DUE
10/10/17
OR 0.75% MONTHLY INTEREST
UNTIL FINAL DUE DATE

RESTOCKING ORDER

SHIP DATES
3/1/17 - 6/30/17
+ QUIK PAY (SEE CHART PAGE 2)

FINAL PAYMENT DUE
7/10/18
WITH
10% CURTAILMENT DUE
12/10/17
OR 0.75% MONTHLY INTEREST
UNTIL FINAL DUE DATE

EXAMPLE 1: 10% Curtailment buys additional time – interest free – to pay for unit and applies directly to the invoice balance of the machine. Ex: \$10,000 Inv x 10% Curtailment = \$1,000 Curtailment || FINAL Due \$10,000 - \$1,000 = \$9,000

EXAMPLE 2: Dealer may pay .75% monthly interest (9% per annum) on the unpaid balance until the Final Due Date. Invoices are due in full at Final Due Date. Ex: \$10,000 Inv x 0.75% per month = estimated \$75/mo x 4 (August to December)

ALL ORDERS MUST BE SIGNED BY DEALER. Dealer may submit an approved order form with electronic signature at www.grasshoppermower.com/wgorders or via link on Dealer Depot. Alternatively, dealer may fax or mail signed orders using hard-copies of the order forms provided with this program or available for download on the Dealer Depot.

MONTHLY QUIK PAY INCENTIVE DISCOUNT SCALE

225, 300, 400, 600, 700, 900 SERIES			100V, 200V SERIES		
Payment By	27% + Quik Pay %	27% + Quik Pay % when paid within 10 Days of Invoice Date	Payment By	27% + Quik Pay %	27% + Quik Pay % when paid within 10 Days of Invoice Date
Dec 10, 2016	4.0	4.0 + 1	Dec 10, 2016	2.5	2.5 + 1
Jan 10, 2017	3.5	3.5 + 1	Jan 10, 2017	2.5	2.5 + 1
Feb 10, 2017	3.0	3.0 + 1	Feb 10, 2017	2.5	2.5 + 1
Mar 10, 2017	2.5	2.5 + 1	Mar 10, 2017	2.5	2.5 + 1
Apr 10, 2017	2.0	2.0 + 1	Apr 10, 2017	2.0	2.0 + 1
May 10, 2017	1.5	1.5 + 1	May 10, 2017	1.5	1.5 + 1
Jun 10, 2017	1.0	1.0 + 1	Jun 10, 2017	1.0	1.0 + 1
Jul 10, 2017	0.0				

Any terms are subject to completion and approval of all required credit forms and signed dealer agreement.
Payment is due immediately and in full when product is retailed or removed from Dealership.

- Quik Pay Incentive Discounts are established by payment date. The Grasshopper Company will accept payments in advance of shipment and the applicable discount will be allowed.
- Late Payment: A carrying charge of one and one-half percent (1.5%) per month or the maximum legal rate, whichever is less, will be applied to all unsettled invoice amounts. Inventory sold and not paid immediately is past due and the dealer will be liable for late payment charges until the amount is paid in full. All equipment and parts shipments will cease until payment for sold and unpaid inventory is received.
- The Grasshopper Company, will withhold shipment to accounts whose account balance is not current. Accounts carrying any past due balance may not take advantage of applicable Quik Pay discounts. Any unearned discounts taken will be charged back.
- This program supersedes all previous programs, whether written, oral or implied. The Grasshopper Company reserves the right to modify or discontinue any program and incentive at any time. Prices may change without notice.
- Cash discount: Payments must be received, not postmarked, within 10 days of invoice date. Any cash payments received after 10 days time period will lose eligible discount. Cash discounts are only applicable on current accounts.

COST OF MISSING QUIK PAY INCENTIVE DISCOUNT

On shipments prior to Dec. 10, 2016: when Dealer submits payment within 10 Days of Invoice Date, Dealer is entitled to 4 + 1 Quik Pay Incentive.

If Dealer waits until the end of the discount credit period (July 10, 2017), the purchase will cost \$496 more on a \$10,000 invoice. In effect, Dealer has borrowed \$9,504 of \$10,000 purchase for 210 days or paid \$496 interest.

When annualized to 365 days, the 4.96% is as much as 9%.

By not taking the Discount, Dealer is missing opportunity to maximize the value of the purchase. This is known as a missed opportunity cost of not taking the available Quik Pay discount.

EXAMPLE FORMULA: Product Invoiced and Shipped Dec. 1, 2016 & Paid by Dec. 10, 2016 = $496 / 9504 \times 365 / 212 \times 100 = 9\%$
 $496 / (10,000 - 496) \times (365 / (July 10, 2017 - Dec 10, 2016)) \times 100 = 9\%$

PLACE WHOLEGOODS ORDERS ONLINE

grasshoppermower.com/wgorders

ALL ORDERS MUST BE SIGNED BY DEALER. Dealer may submit an approved order form with electronic signature at www.grasshoppermower.com/wgorders or via link on Dealer Depot. Alternatively, dealer may fax or mail signed orders using hard-copies of the order forms provided with this program or available for download on the Dealer Depot.



BULLETIN

DEALER BID ASSIST PROGRAM

EFFECTIVE Sept. 1, 2016 through August 31, 2017

ELIGIBLE END-USERS All tax exempt, non-profit organizations, including Federal, State, Local Government Agencies, Hospitals, Airports, Churches, Schools, Universities, 501C, NotFor Profit, etc.

PRODUCTS All Models (power unit and deck) except V Series. See V Series Model section on following page for details.

INCREASE YOUR PROFIT MARGIN WHEN BIDDING MINIMUM 15% OFF MSRP						
BASE DISCOUNT	+	BID ASSIST DISCOUNT (HELD)	+	REBATE	+	FREIGHT CREDIT for <u>normal</u> freight
27%		4%		See Chart – next page		100%

PRICING Dealer’s bid must be minimum 15% off MSRP for the entire bid equipment package sold, including unit/deck combination, accessories and implements. **DUE TO THE COMPETITIVE NATURE OF GRASSHOPPER PRICING, THE PRODUCT LINE IS VERY PROFITABLE FOR DEALERS. HOWEVER, A DEALER MAY NEED TO OFFER MORE THAN 15% OFF TO SECURE GOVERNMENT AND BID BUSINESS.**

GUIDELINES

1. Dealer must be current stocking dealer according to the Guidelines of the FIST Program.
2. Dealer must use MSRP for the Model year bid. A higher price than MSRP will cause the discount to be less than the 15% discount requirement.
3. National Cooperative Contracts, State Contract, BuyBoard, HGAC, GSA, TIPS, Fleet, National Accounts including CCW, SCI, FB, Grasshopper-subsidized Retail Financing, other Seasonal Sell-Through Programs and units with demonstrator discount cannot be combined with this program.
4. If bid unit is not in Dealer inventory, note “BID ASSIST” on sales order form submitted to factory at grasshoppermower.com/wgorders for clarification of 4% Bid discount allowed.
5. Grasshopper reserves the right to request further documentation on any information pertaining to the bid claim.
6. If End-User requires payment or lease options, contact the Grasshopper Bid Department for non-factory subsidized finance options and lease information.

CLAIM AND CREDIT PROCEDURE

To receive Bid Assist rebate and freight credit on sale, submit the following:

1. Payment in full to Grasshopper for entire bid package delivered. Do not deduct bid rebate or freight when paying invoice.
2. The 4% Bid discount is locked-in for Bid Assist. This discount is the only deduction that may be taken when payment for Bid package is made. The discount does not apply to freight. If unit is in paid Dealer inventory and less than 4% Bid discount was originally taken, Grasshopper will honor up to 4% Bid discount on Dealer’s account. Grasshopper will also credit the Dealer’s account normal freight based on Dealer’s freight bulletin, excluding LTL or Factory Rep delivery charges, when Dealer has not charged a freight or setup fee to the End-User. Turbine blowers and Shielded Sprayers will incur normal freight which is not credited.
3. Completed Warranty Card.
4. Copy of Invoice to bid customer.
5. Completed Claim Form.



BULLETIN

BID ASSIST REBATES

MidMount™ Bid Assist Rebates	
Model 225	\$405
Model 329B	\$455
Model 327KEFI	\$480
Model 335B	\$485
Model 321D	\$560
Model 325D	\$595
Model 329	\$575
Model 432	\$610

Frontmount™ Bid Assist Rebates	
Model 623T	\$375
Model 725KT	\$440
Model 729BT	\$460
Model 727T-EFI	\$480
Model 735BT	\$490
Model 721DT	\$550
Model 725DT	\$625
Model 729T	\$605
Model 932	\$685

ADDITIONAL BID ASSIST

Multiple Tractor/Deck Purchase to one End-User on one Invoice	
Qty Purchased Tractor/Deck	Additional Rebate
3	\$100 per Unit
4	\$130 per Unit
5+	\$160 per Unit

AND/OR

Multiple Implement* Purchase per Tractor/Deck Combination	
Qty of Implements Per Tractor/Deck	Additional Rebate
2 or 3	\$100 per Unit
4	\$130 per Unit
5+	\$160 per Unit

*Implements: PowerVac Collection Systems, additional mowing deck, Snowthrower, Dozer Blade, V-plow, Rotary Broom & mount, AERA-vator, Enclosure, Hydraulic Lift (as an option) Edge-EZE, Shielded Sprayer, Turbine Blower

V SERIES MODELS When the 100V and 200V series are bid at 10%+ OFF MSRP, Grasshopper locks-in 1.5% Bid discount and Dealer may receive freight credit for normal shipping costs.

EXAMPLE

Model 329B/61

MSRP (list price):	\$11,415.00	
15% Bid Discount:	-\$1,712.25	
Bid Price:	\$9,702.75	[15% off MSRP]
Dealer Cost (27% off):	\$8,332.95	
Net Margin:	\$1,369.80	
4% Quik Pay Discount:	\$333.31	[Locked-in for Bid Assist]
Bid Assist Rebate:	\$455.00	
100% credit for normal freight	varies	[Negates freight cost]
Total Margin:	\$2,158.11	[22%]

Date _____
 Dealer Name _____
 Bid Contact _____
 Dealer Account No. _____
 REP/DIST _____
 State Contract () National Cooperative Contract ()



GRASSHOPPER BID ASSIST CLAIM

SUBMIT ONLINE: grasshoppermower.com/forms/bidassist

CUSTOMER INFORMATION

Buyer Name: _____
 Organization: _____
 Mailing Address: _____

 Phone: _____
 Email: _____

CLAIM INFORMATION

Delivery Date: _____
 IRS Exemption No.: _____
 Bid Date: _____
 Customer Type:
 Municipal School/University
 State Cemetery/Church
 Federal Other

BID UNIT

PART #	SERIAL #	DESCRIPTION	MSRP
TOTAL			

MSRP TOTAL: _____ **Trade-In Information:** _____

TOTAL BID PRICE: _____

TRADE-IN: _____ Make, Model, Year

% of MSRP: _____ **Multiple Implement Rebate Request ()**

1-(Bid Price divided by MSRP)

BID REBATE: _____ **Multiple Unit Rebate Request ()**

(Refer Bid Assist Program for rebate amount)

GRASSHOPPER BID SERVICES

GOVERNMENT PURCHASING TOOLS

Grasshopper has State, National Cooperative and Federal contracts available to aid in the purchase of Grasshopper turf equipment. Most contracts carry the full Grasshopper line, implements and accessories. The benefit to the government customer is being able to purchase Grasshopper product from contracts secured through a competitive bidding process. Bid assist credits issued to the Dealer are based on the Grasshopper Bid Assist Program less any fees associated with the contract. The Grasshopper Company processes the reporting of all fees and usage reports associated with the contracts. Grasshopper dealers will be able to create quotes based on available contracts for your state on the *Grasshopper Quik Quote*, accessible from *Dealer Depot*.

STATE CONTRACTS

Grasshopper has secured State Contract agreements with numerous States across the U.S. Please check with your Factory Representative about State Contract purchasing programs for your State. Most All State Contracts have language allowing political sub-divisions such as schools, cities, counties etc...to "piggy-back" off these contracts. This saves agencies time and money from the tedious bidding process. Use the Bid Assist Claim form to submit sales activity to Grasshopper Company and note on the Claim form the State Contract used for the purchase on the claim form. State Contract units count towards VBPP. No other programs or subsidized finance programs can be used in conjunction with state contract program. The Grasshopper Co. can deny any claim that does not match state contract pricing or guidelines. Leasing is available with State Contract pricing.

If you have a State Contract for your State, be sure you have the latest price list available. The Grasshopper Company provides state contract flyers and most all contracts will be in *Quik Quote*.

NATIONAL COOPERATIVE CONTRACTS

The Grasshopper Company currently has contracts with **Buy Board, HGAC and TIPS** cooperatives. Each of these cooperatives have set pricing and carry Grasshopper's full line of equipment. Pricing changes based on the contracts dates associated with each competitive bid, so be sure to check the current pricing when quoting. The Grasshopper Co. will process all reporting and usage fees associated with the contract. Use the Bid Assist Claim form to submit sales activity to Grasshopper Company and note on the Claim form the Contract used for the purchase on the claim form.

Cooperative Contracts are ideal to use when there is no State Procurement Contract in a given state. National Cooperative Contracts work well for local government agencies such as schools, cities and 501c entities (non-profit). National Cooperative units count towards VBPP. No other programs or subsidized finance programs can be used in conjunction with National Cooperative program. Leasing is available with National Cooperative pricing. The Grasshopper Co. can deny any claim that does not match National Cooperative pricing or guidelines.

GSA

Grasshopper Mowers are available on GSA contract. If working with a Federal location such as a Military Bases (Forts, Camps, Air Force Bases), USDA, Naval Installation, Department of Interior etc...contact the Grasshopper Bid Department for pricing quotations, specifications or assistance in working with federal buyers for the purchase of Grasshopper equipment.





BULLETIN

FLEET ASSIST PROGRAM

EFFECTIVE Sept. 1, 2016 through August 31, 2017

ELIGIBLE END-USERS Fleet Operator - a full-time contractor or grounds maintenance professional who owns multiple commercial riding mowers (two 36" or larger walk-behinds equal one commercial riding mower). This Program is intended for Fleet Operators who:

- Intend to upgrade or expand their existing fleet
- Are not eligible for normal bid terms
- Are not part of a Preferred Customer Account

PRICING Selling one or more units (power unit + deck) to the same qualified Fleet Operator at minimum 1.5% off MSRP allows the Dealer to submit a Fleet Assist claim. These sales must be invoiced/delivered simultaneously to the same End-User to qualify for the following:

- 4% Fleet discount locked-in for Fleet Assist on the entire purchase, including Accessories and Implements purchased at the same time as the unit(s). The 4% discount is calculated on Dealer's net cost, excluding freight. If equipment was previously paid with less than 4% Fleet discount, additional discount up to 4% total will be entered on Dealer's account.
- 3% Fleet rebate **OR** Grasshopper Subsidized* Financing
- Freight credit for normal shipping costs as outlined on the Freight Bulletin, excluding LTL and Factory Rep Delivery cost when freight and setup charges are passed on to the End-User. Freight is not credited to Dealer for Turbine Blowers and Shielded Sprayers.

* Grasshopper Company contributes to buy-down of interest rate. Standard dealer participation fees apply to retail financing

GUIDELINES

1. Fleet Rebate or normal freight credits will be posted to Dealer's account once payment is received and the claim procedure has been approved. Do not deduct those credits at time of payment submittal.
2. Spiff Program and Volume Bonus Program will be applicable to the sale. No other programs may be combined with Fleet Program. May not combine multiple user purchases on single order.
3. V Series Models qualify for the 1.5% Fleet discount held for Fleet Assist and Grasshopper may credit normal freight when the machine is retailed at a minimum 10% off MSRP and the claim procedure described in this program is followed. V Series models do not qualify for the 4% Fleet discount locked-in for Fleet Assist **OR** 3% rebate, but may be financed with approved credit.

FIRST-TIME GRASSHOPPER USERS To qualify turf care professionals when purchasing Grasshopper for the first time, please submit grounds management verification. For example:

- Photo of End-User's fleet equipment, truck and trailer
- Link to End-User's website or copy of other advertisement
- End-User's business card including business name, contact name and address
- Itemized list of End-User's fleet (required on claim form), including year, current fleet make/model

CLAIM AND CREDIT PROCEDURE

1. Copy of Dealer's retail sales invoice to Fleet customer.
2. Completed Fleet Assist Claim Form & Grounds Management verification.
3. Warranty Registration Card for each power unit, deck & implement sold.
4. Payment for retailed equipment.
5. All claims must be submitted within thirty (30) days of the sale.

The Grasshopper Company will withhold shipment to accounts whose account balance is not current. Accounts carrying any past due balance may not take advantage of applicable Fleet discounts.

GRASSHOPPER FLEET ASSIST CLAIM



END-USER NAME AND ADDRESS _____

PURCHASER CLASSIFICATION _____
 (i.e. golf course, hospital, campground, etc.)

TYPE OF COMMERCIAL ACCOUNTS END-USER SERVICES:

____% Residential ____% Commercial/Business ____% Government ____% Other

SERVICES PERFORMED OTHER THAN MOWING: (CHECK ALL THAT APPLY)

___ Dethatching ___ Insect Control ___ Weed Control ___ Aeration ___ Snow

EQUIPMENT (MAKE, MODEL & YEAR) & IMPLEMENT USED BY END-USER:

Make	Model and Year	Implement

NEW GRASSHOPPERS PURCHASED: Retail Financed through ___YardCard ___Sheffield

Model and Serial No.	Mfg. List	Dealer Net Cost	Sale Price	Credit Earned

I CERTIFY THAT TO THE BEST OF MY KNOWLEDGE THE ABOVE IS TRUE, CORRECT AND ACCURATE, AND THE EQUIPMENT SPECIFIED HAS BEEN DELIVERED TO THE PURCHASER.

Date _____ Signature _____

DEALER NAME AND ADDRESS

To Be Completed In Full By The Dealer And Returned To The Factory With:

1. PAYMENT
2. WARRANTY REGISTRATION CARD
3. COPY OF INVOICE TO END-USER
4. VERIFICATION OF FLEET OWNERSHIP

2017 Program Details At-A-Glance - see programs for exceptions, exclusions, conditions, limitations



Bid Assist Program

for Government and Tax Exempt Organizations Only

<u>Grasshopper Models</u>	Normal Freight Credit*	Fuel Surcharge Credit	Bid Assist Rebate (based on model)	4% Quik Pay Locked-in		Factory-Subsidized Retail Financing	Lease Financing
If Discount 15% or more	Yes	Yes	Yes	Yes		No	Yes

* Sprayer and Turbine Blower freight is not credited
Higher cost of LTL and factory rep deliveries will be charged to dealer.

<u>V Series Models</u>	Normal Freight Credit*	Fuel Surcharge Credit	1.5% Quik-Pay Locked-in	Factory-Subsidized Retail Financing	Lease Financing
If Discount 10% or more from MSRP	Yes	Yes	Yes	No	Yes

* Higher cost of LTL and factory rep deliveries will be charged to dealer.

Fleet Assist

				And	
Multi-Unit Owners				<u>If Not Financed</u>	<u>If Financed</u>
<u>Grasshopper Models</u>	Normal Freight Credit*	Fuel Surcharge Credit	4% Quik Pay Locked-in	OR	Factory-Subsidized Retail Financing (but no Rebate Credit)
If Discount 15% or more	Yes	Yes	Yes		

* Sprayer and Turbine Blower freight is not credited
Higher cost of LTL and factory rep deliveries will be charged to dealer.

Q : What if I took Quik Pay earlier in the year but customer wants to finance this unit with his Fleet purchase?

A : If customer chooses to use retail finance, you still retain Quik Pay. But if customer does not finance, you save finance fee plus receive additional 3% Fleet Rebate Credit.

<u>V Series Models</u>	Normal Freight Credit*	Fuel Surcharge Credit	1.5% Quik-Pay Locked-in	Factory-Subsidized Retail Financing	Lease Financing †
If Discount 10% or more from MSRP	Yes	Yes	Yes	Yes	Yes

* Higher cost of LTL and factory rep deliveries will be charged to dealer.

† Lease options available to commercial accounts

FRONTMOUNT SALES ORDER - 2017



Order No. _____

PO # _____

Load No. _____

Telephone: (620) 345-6301

Fax: (800) 592-9748

Buyer's Name and Address:

Order Date: _____ Acct.# _____

Shipment Date Requested:

Ship To:

Ship Via:

Terms:

Subject to Factory Schedule & Approval. Phone in orders require a fax with dealer signature or an email follow up.

Fax orders to 1-800-592-9748 or email to nguyer@grasshoppermower.com. Buyer agrees to purchase from Seller the following described goods under the terms and conditions of this sales order. Stocking orders are considered fulfilled if delivery is later taken on other models than ordered on this sales order form.

Qty	Order	Description	Qty	Order	Description
FrontMount Power Units			FrontMount Power Unit Options		
	531623	Model 623T		533550	Folding ROPS in lieu of fixed
	531888	Model 727EFI		533576	Grammer Susp (installed 600)
	531890	Model 725KT		533577	Grammer Susp (installed 721DT/700 a/c)
	531900	Model 729BT ⁶		533578	Grammer Susp (installed 700/900)
	531920	Model 735BT ⁶		533543	Hydraulic Deck Lift (installed 700BT ⁶)
	532121	Model 721DT		533544	Hydraulic Deck Lift (installed 700T ⁶ L/C)
	532127	Model 725DT ⁶		533521	Hydraulic Deck Lift (installed 725K/727EFI)
	532151	Model 729T ⁶		533532	Hydraulic Deck Lift (installed 721DT)
	532181	Model 932		503218	50# Counterweight
				503219	100# Counterweight
				503220	Counterweight Mt Kit
				504642	Trash Shield Kit (900 Series)
				504643	Trash Shield Kit (700 Series)
				504644	Trash Shield Kit (600 Series)
FrontMount Power Unit Tire Options			FrontMount Decks		
	533512	L.P. Tires (installed 623T)		532982	Model 3344 44"
	533513	Turf Tires 20x10x10 (installed)		532800	Model 3348 48"
	533517	Turf Tires 22x10x10 (installed)		532801	Model 3348PF 48"
	533537	L.P. Pkg (installed 623T)		532802	Model 3452 52"
	504240	Turf Tires Kit T/T6 (20x10x10)		532803	Model 3452PF 52"
	604816	Turf Tires Kit T/T6 (22x10x10)		532804	Model 3452RPF (rear discharge)
	533502	WS Single Fork (600 Installed)		532805	Model 3461 61"
	533505	WS Single Fork (700 AC Installed)		532806	Model 3461PF 61"
	503922	WS Single Fork Kit (600/700)		532807	Model 3461RPF (rear discharge)
	503261	Dual Fork Kit (600)		532979	Model 3472PF 72"
	503263	Dual Fork Kit (700 air cooled)		532980	Model 3472LSR (rear discharge)
	503267	Dual Fork Kit (700 Liq.-Cooled)		532356	Model 3552PF (rear discharge)
	503276	WS Dual Fork Kit (4-Wheels)		532360	Model 3561PF (rear discharge)
	503274	Swept Axle Beam Kit-WS (900)		532364	Model 3572PF (rear discharge)
				504784	Limited Univ Harness 600T & 700T
				503068	Powerfold Armrest Control
				503221	Grammer seat arm rest control mt

Authorized Dealer Signature: _____

Date: _____

MIDMOUNT SALES ORDER - 2017



Order No. _____

PO # _____

Load No. _____

Telephone: (620) 345-6301

Fax: (800) 592-9748

Buyer's Name and Address: _____

Ship To: _____

Order Date: _____ Acct.# _____

Ship Via: _____

Shipment Date Requested: _____

Terms: _____

Subject to Factory Schedule & Approval. Phone in orders require a fax with dealer signature or an email follow up.

Fax orders to 1-800-592-9748. Buyer agrees to purchase from Seller the following described goods under the terms and conditions of this sales order. Stocking orders are considered fulfilled if delivery is later taken on other models than ordered on this sales order form.

Qty	Order	Description	Qty	Order	Description
M2 Power Units			M1 4X Rear Discharge Decks - Factory Installed		
	534065	M2 124V-41		534001	100V-48R
	534050	M2 124V-48		534005	100V-52R
	534051	M2 126V-52		534006	100V-61R
	534052	M2 126V-61		534321	321D-48
	534053	M2 125V-48		534322	225-52
	534054	M2 125V-52		534325	325D-52
	534055	M2 125V-61		534330	329-52
200V Power Units				534332	329B-52
	534080	226V/52		534340	225-61
	534081	226V/61		534348	325D/329-61
	534083	225V/52		534350	329B/335B/327EFI-61
	534084	225V/61		534368	325D/329-72
	534085	227V/52 EFI		534370	329B/335B/327EFI-72
	534086	227V/61 EFI		534356	432-61
MidMount Power Units				534375	432-72
	534121	M1 225/48	Mulch kits		
	534122	M1 225/52		504548	41" Mulching Pkg
	534123	M1 225/61		504551	48" Mulching Pkg
	534149	M1 321D/48 (Kubota)		504567	52" Mulching Pkg
	534151	M1 325D/52 (Kubota)		504569	61" Mulching Pkg
	534157	M1 325D/61 (Kubota)		504571	72" Mulching Pkg
	534162	M1 325D/72 (Kubota)	MidMount Attachments & Accessories		
	534167	M1 327EFI/52		533551	Folding ROPS in lieu of Fixed
	534168	M1 327EFI/61		533519	L.P. Tires (Installed)
	534169	M1 327EFI/72		533579	Grammer seat (200)
	534171	M1 329/52 (Kubota)		533580	Grammer seat (300/400)
	534176	M1 329/61 (Kubota)		533581	Grammer seat (329B/335B/327EFI)
	534181	M1 329/72 (Kubota)		503339	Light Kit-LED
	534172	M1 329B/52 (Big Block Briggs)		503307	Light Kit
	534177	M1 329B/61 (Big Block Briggs)		503637	HD Roller Kit w/side roller
	534178	M1 329B/72 (Big Block Briggs)			
	534183	M1 335B/61 (Big Block Briggs)			
	534184	M1 335B/72 (Big Block Briggs)			
	534201	M1 432/61 (special order only)			
	534206	M1 432/72 (special order only)			

Authorized Dealer Signature: _____

Date: _____

M1/M2 VACUUM COLLECTION SYSTEMS & DECK OPTIONS SALES ORDER - 2017

Order No. _____



PO # _____

Load No. _____

Telephone: (620) 345-6301

Fax: (800) 592-9748

Buyer's Name and Address: _____

Ship To: _____

Order Date: _____ Acct.# _____

Ship Via: _____

Shipment Date Requested: _____

Terms: _____

Subject to Factory Schedule & Approval. Phone in orders require a fax with dealer signature or an email follow up.

Fax orders to 1-800-592-9748. Buyer agrees to purchase from Seller the following described goods

under the terms and conditions of this sales order. Stocking orders are considered fulfilled if delivery is later taken on other models than ordered on this sales order form.

Qty	Order	Description	Qty	Order	Description
M1 Vac Drives			200V Collection Systems		
	503184	M148D Vac Drive Kit w/blades		503182	V52 Vac Drive Kit w/blades
	503176	M152 Vac Drive Kit w/blades		503183	V61 Vac Drive Kit w/blades
	503177	M161 Vac Drive Kit w/blades		504197	8F Catcher w/mount
	503178	M172 Vac Drive Kit w/blades		504200	12F Catcher w/mount
M1 Collection Systems				504189	8HT Hard Top Twin Bag w/mount
	504195	8F Fabric Top Twin Slide-In Bag		504192	12HT Hard Top Triple Bag w/mount
	504199	12F Fabric Top Triple Slide-In Bag		503960	8F/8HT Counterweight kit
	504190	8HT Hard Top Twin Slide-In-Bag		503961	12F/12HT Counterweight kit
	504193	12HT Hard Top Triple Slide-In Bag			
	503197	Model 16 Lever Act Hopper			
M1 Collection System mt kits			M2 Collection Systems		
	503550	Model 8F-HT/12F-HT M1		503158	M241 Vac Drive Kit w/blades
	503551	Model 16 200 M1		503168	M248D Vac Drive Kit w/blades
	503552	Model 16 300/400 M1		503169	M252D Vac Drive Kit w/blades
M1 Collection System Weight Kits				503157	M261D Vac Drive Kit w/blades
	503893	M161 Weight mt kit Kubota		504196	8F Catcher w/mount
	503894	M148/52 Weight mt kit		504188	8HT Hard Top Twin Bag w/mount
	503893	M161 Weight mt kit 300AC		503956	M241 Weight Kit
	503898	M172 Weight mt kit		503955	M248/52 Weight Kit
	504165	50 lb counterweight kit			
	504166	100 lb counterweight kit			
	504167	150 lb counterweight kit			
	504168	200 lb counterweight kit			
	504169	250 lb counterweight kit			
Mulch kits					
	504548	41" Mulching Pkg			
	504551	48" Mulching Pkg			
	504567	52" Mulching Pkg			
	504569	61" Mulching Pkg			
	504571	72" Mulching Pkg			

Authorized Dealer Signature: _____

Date: _____

IMPLEMENTS & ACCESSORIES SALES ORDER - 2017



Order No. _____

PO # _____

Load No. _____

Telephone: (620) 345-6301

Fax: (800) 592-9748

 Buyer's Name and Address: _____

 Ship To: _____

Order Date: _____ Acct.# _____

Ship Via: _____

Shipment Date Requested: _____

Terms: _____

Subject to Factory Schedule & Approval. Phone in orders require a fax with dealer signature or an email follow up.

Fax orders to 1-800-592-9748. Buyer agrees to purchase from Seller the following described goods

under the terms and conditions of this sales order. Stocking orders are considered fulfilled if delivery is later taken on other models than ordered on this sales order form.

Qty	Order	Description	Qty	Order	Description
FrontMount Attachments & Accessories			FrontMount Attachments & Accessories		
	533410	48" Snowthrower		533442	*AERA-vator™ 40"
	533416	60" Snowthrower		533452	*AERA-vator™ 60"
	503642	Spout Rotation/Manual 600/700/900		503346	*AERA-vator™ Electric Lift
	503646	Spout Rotation/Electric Lift Kit 600		503324	*40" AERA-vator™ Hyd Lift Adapter
	503647	Spout Rotation/Electric Lift Kit 700		503220	Counterweight Mt Kit
	533484	48" Dozer Blade		503218	50# Counterweight
	533486	60" Dozer Blade		503219	100# Counterweight
	504232	Dozer Foot Controls		533460	46" Dethatcher
	533487	60" Electric lift V-Plow		533465	60" Dethatcher
	533488	60" Manual lift V-Plow		533226	Buffalo Turbine Blower
	533489	*48" Hydraulic Dozer Blade		504800	Joystick control Turbine Blower
	533490	*60" Hydraulic Dozer Blade		605841	Single rocker control Turbine Blower
	504800	Joystick control for hyd dozer		533430	Sprayer 30 Gallon 132"
	533492	*60" Hydraulic Dozer/Manual Lift		533431	Sprayer 30 Gallon 52"
	533420	48" Broom		533434	Spray Wand 20' Coil
	503567	Fixed Mt Kit-Broom		533436	Sprayer 30 Gallon 52" EMS
	533425	60" Broom		503187	Aluminum Canopy
	503562	*Bi-Directional Mt Kit-Broom		533392	Sunshade
	504800	Joystick control for Bi-Di mt		504565	Mulching Package - 3344
	503282	Gage Wheel Kit (std w/Bi-Di)		504566	Mulching Pkg- 3348 / 3348PF Deck
	503303	Broom Jack Kit-Fixed Mt		504567	Mulching Pkg- 3452 / 3452PF Deck
	533405	Enclosure (700/900) 2010.5		504569	Mulching Pkg- 3461 / 3461PF Deck
	503604	Fabric panel kit w/window		504571	Mulching Pkg- 3472 / 3472PF Deck
	503601	Fabric panel kit-Fixed Broom			
	503602	Fabric panel kit-Dozer Blade			
	503603	Metal panel kit w/floor mat			
	503951	Electric Wiper kit			
	503270	Heater kit			
	503269	Heater Quick Coupler kit			
	503328	Enclosure light kit LED 2010.5			
	503340	Enclosure light kit Halogen 2010.5			
	481740	Tire Chains 20x10x10			* Requires Universal Wiring Harness
	503918	Wheel Spacer kit (5-Bolt)			
	504745	Tire Chains 20x10x8/10 (G2-T6-T)			
	503946	Wheel Spacer kit G2/T6/T			

Authorized Dealer Signature: _____

Date: _____



POLICY

FREIGHT DAMAGE POLICY

REPORT ALL FREIGHT DAMAGE OR PARTS SHORTAGES TO GRASSHOPPER FACTORY IMMEDIATELY.

620-345-8621 **parts@grasshoppermower.com**

It is the responsibility of Dealer to perform a reasonable delivery inspection of all equipment and parts prior to signing for any shipment.

DO NOT file Grasshopper Warranty Claims to report Freight Damage or Parts Shortages

Always take pictures of all Freight Damage – a successful claim may depend on them

LTL SHIPMENTS

- ❖ Dealer representative must inspect under plastic or shrink wrap covering Tractors, Decks and other wholegoods and open all Implement and Accessory boxes and inspect contents.
- ❖ All exceptions and damage must be noted on the Delivery Receipt or driver's handheld device in order to file a damage claim.
- ❖ Submit a copy of original signed delivery receipt with comments and a list of repair parts (Including part numbers) to Grasshopper to ensure claim handling process proceeds without delay. *Please include photos.*
- ❖ A claim may also be filed with the carrier for labor required to repair damaged equipment. Submit applicable number of labor hours.

GRASSHOPPER TRUCK SHIPMENTS

- ❖ Inform truck driver of damage or shortage immediately upon inspection and note it on Bill of Lading.
- ❖ Dealer should submit a list of parts and/or labor for freight damage claim.

FEDEX SHIPMENTS

- ❖ Keep all shipping labels, boxes or packing materials for FedEx inspector review for minimum of 5 business days after claim is filed.
- ❖ Upon report of damage to Grasshopper Co., a replacement order will be shipped and a new invoice will be issued.
- ❖ Grasshopper will issue a credit to your account after the damage claim is paid by FedEx.

NOTICE: All Freight companies and The Grasshopper Company allow time for dealers to perform a reasonable delivery inspection. If you choose not to inspect arriving shipments and do not note any damage or shortage on Carrier delivery receipt, neither the freight company nor The Grasshopper Company will pay any claim or offer consideration for any visible or concealed damage or shortage.