



# Meyer Products, LLC 2020/21 Sales Program Book

**Section 1:** Meyer Products, LLC Contact List

**Section 2:** Meyer Products, LLC Standard Policies, MAP Policy and Freight Instructions

**Section 3:** Meyer Products, LLC 2020-2021 Sales and Pricing Programs

**Section 4:** Meyer Products, LLC Bid Assistance Policy

**Section 5:** Meyer Products, LLC Fleet Discount Program

**Section 6:** Meyer Products, LLC National Account Sales Program

**Section 7:** Meyer Products, LLC Warranty Policy with Warranty Statements

**Section 8:** Meyer Products, LLC Advertising Policy

**Section 9:** Forms and Helpful Tools



## MEYER PRODUCTS, LLC CONTACT LIST

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 Cleveland, OH 44112  
 Phone #: 216-486-1313 or 800-877-7569  
 Sales Fax #: 216-486-1321  
 Technical Service Fax #: 216-486-9775  
[www.meyerproducts.com](http://www.meyerproducts.com)

Management	Contact	Extension	Email
Chief Executive Officer, Meyer Products	Mike Judson	2221	Mike.Judson@aebe-schmidt.com
Director of Operations and Supply Chain	Jason Ryant	2306	Jason.Ryant@aebe-schmidt.com
Director of Sales	Greg Blankenheim	(216) 346-3895	Greg.Blankenheim@aebe-schmidt.com

Sales	Contact	Mobile Phone	Email
Northeast Regional Sales Manager	Mark Burgess	(216) 346-9021	Mark.Burgess@aebe-schmidt.com
Mid-Atlantic Regional Sales Manager	Bill Matchett	(216) 346-6348	Bill.Matchett@aebe-schmidt.com
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Customer and Product Support	Contact	Extension	Email
After Sales Manager	Jon Glendinning	2212	Jon.Glendinning@aebe-schmidt.com
Customer Service Manager	Steve Fink	2297	Steve.Fink@aebe-schmidt.com
Technical and Product Support Representative	Jim Kost	2210	Jim.Kost@aebe-schmidt.com
Technical and Product Support Representative	Jimmy Sacco	2204	James.Sacco@aebe-schmidt.com
Customer Service Representative	Becky Cochran	2262	Becky.Cochran@aebe-schmidt.com
Customer Service Representative	Ansaris "Ali" Ali	2256	Ansaris.Ali@aebe-schmidt.com
Shipping Supervisor	Omar Simmons	2405 or 2230	Omar.Simmons@aebe-schmidt.com



Marketing	Contact	Extension	Email
Marketing Manager	Marge Lang	2200	Marge.Lang@aebi-schmidt.com

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Accounts Receivable	Kathy Szappanos	2299	Receivable@aebi-schmidt.com

## **STANDARD POLICIES**

### **1. DEFINITIONS:**

1.1 ORDER(S) – A directive from a Meyer authorized retailer to purchase goods.

1.1.1 Distributor orders are not consignment sales; payment is required according to terms outlined in the annually published Sales Program.

1.2 AUTHORIZED DISTRIBUTOR – A retailer who purchases directly from Meyer Products, LLC (“Meyer”, “Meyer Products”) with responsibilities defined by Meyer Products, LLC for Sales, Service and Warranty. Distributor must have qualified service technicians. Distributor’s service personnel must have attended a Meyer Service School online via webinar or in person in the past 12 months.

1.2.1 Only distributors classified as Level 3 Distributors are eligible to have an authorized dealer network.

1.3 AUTHORIZED DISTRIBUTOR – BRANCH – A retailer, subordinate to a main office, who purchases directly (or through main office) from Meyer Products, LLC, with responsibilities defined by Meyer for Sales, Service and Warranty. Distributor’s branch service personnel must have attended a Meyer Service School online via webinar or in person in the past 12 months.

1.4 AUTHORIZED DISTRIBUTOR – E-COMMERCE – Purchases directly from Meyer Products, LLC with responsibility for Web Development, Sales, Customer Service, Processing E-Commerce Orders, Shipping and Logistics. E-Commerce Distributors must hold annual product training meetings in order to review new products and services.

1.5 AREA OF RESPONSIBILITY – The region in which a Distributor is permitted to market products, which is defined as the county in which the distributor’s business is located, and each adjoining county thereto, unless otherwise specified in writing.

1.5.1 Meyer distributors are not permitted to directly or indirectly market products to other resellers or end users outside their Area of Responsibility without the written consent of Meyer Products, LLC.

1.6 DEALER – Purchases from an authorized Meyer Products, LLC Distributor, with responsibility for Sales, Service and Warranty. Dealer’s service personnel must have attended a Meyer Service School online via webinar or in person in the past 12 months.

1.6.1 To become an authorized Dealer or maintain status as an authorized Dealer, the Authorized Distributor through whom goods are purchased must meet all purchase requirements as stated in the annually published Sales Program. Assuming these annually published requirements are met, the Authorized Distributor from whom goods will be purchased must notify Meyer Products, LLC, in writing, of any and all potential Dealers and fill out attached Dealer application for each prospective dealer.

1.6.2 All dealer applications are subject to Meyer approval. A Distributor's authorized dealers are subject to revocation at any time without prior notice. **Dealer Application Form No. #4-606R2** is included in the Forms Tab of this program book.

1.7 **TERMS OF SALE** – The terms of sale as defined in the Meyer Products, LLC Standard Policies will govern all sales of products to the Distributor. Any purchase order, other offer, or continuation of purchase containing additional or different terms is hereby expressly rejected, and the Distributor's acceptance of any products and/or placement of any order with Meyer Products, LLC indicate the Distributor's assent to the terms of sale.

1.8 **PROGRAM YEAR** – The time period when the current annually published Sales Program is valid. A Meyer Products, LLC Program Year runs from April 1 through March 31 of the following calendar year. The beginning of each Program Year coincides with the release of the annually published sales program.

1.9 **NON-EXCLUSIVITY** – Although Meyer Products, LLC selects its Authorized Distributors in a methodical process, the Distributor agrees that their approval as an Authorized Distributor in no way constitutes the grant of a franchise, other exclusive or special right to purchase or sell the products of Meyer Products, LLC. There is no franchise fee or other charge to the Distributor other than the cost of goods sold. Meyer Products, LLC reserves the right to sell to others and to decline selling to the Distributor for any or no reason, at its sole discretion, at any time.

1.10 **FORCE MAJEURE** – Meyer Products, LLC shall not be liable to the Distributor for any delay in delivery or other non-performance caused by discontinuing or substantial interference with its business, in whole or in part, by reason of fire, flood, earthquake, tempest, labor dispute, war, act of God, embargo, civil commotion, governmental regulations or any other cause beyond its reasonable control.

1.11 Meyer Products, LLC reserves the right to change program details, product design, construction, prices and specifications, without notice and without obligation.

## **2. ACCOUNT STATUS:**

- 2.1 Meyer Products, LLC reserves the right to refuse shipment to any Distributor.
- 2.2 Distributors who comply with the procedures and policies set forth by Meyer Products, LLC in this program book and with a current account balance are considered to be in Good Standing. Distributors who fail to comply with the procedures and policies set forth in this program book, or with a past due account balance, are considered to be not in Good Standing.
  - 2.2.1 Meyer Products, LLC reserves the right to refuse shipment to any Distributor with an account not in Good Standing.
- 2.3 Continued failure to comply with Meyer policies and/or delinquent payments may result in actions including, but not limited to: removal from the Meyer Distributor Locator, access to the Distributor Extranet blocked, forfeiture of any discounts and sales programs (e.g., Pre-Season Discount programs, Bid Assistance), Distributor's account placed on automatic status review, or termination of that Distributor or Dealer.
- 2.4 At its sole discretion, Meyer Products, LLC may enforce the following requirements in order for a Distributor to be featured on the Meyer Distributor Locator:
  - 2.4.1 Distributors must purchase a minimum of one (1) complete plow system per year from Meyer Products, LLC, to be featured as a plow retailer on the Distributor Locator.
  - 2.4.2 Distributors must purchase a minimum of one (1) tailgate or insert hopper spreader per year to be featured as an ice control equipment retailer on the Distributor Locator.
  - 2.4.3 Distributors who fail to meet this minimum requirement may, at Meyer's sole discretion, be classified as Parts and/or Service only providers on the Meyer Distributor Locator.
- 2.5 Any Distributor who exceeds 18 months without a purchase from Meyer may, at Meyer's sole discretion, have their account deactivated. Once an account has been deactivated, a distributor must go through the New Distributor application process in order to reestablish a direct buying relationship with Meyer Products, LLC.
- 2.6 Any Distributor whose purchases from Meyer in an 18 month period total less than \$2,500.00 may, at Meyer's sole discretion, have their payment terms adjusted to Cash in Advance.
- 2.7 All Distributors, regardless of account standing, are subject to a Status Review before any and all orders are released. This review can take up to two (2) business days. History of delinquent payments and/or lack of compliance with Meyer policies and procedures will result in an automatic Status Review before any and all orders can be released.

2.7.1 Meyer holds full authority to enforce the status review process and may opt not to review any or all orders for a distributor or distributors at its sole discretion without notice. Meyer, by opting against a status review for a particular order or orders or for a period of time, does not forfeit its right to enforce a status review prior to releasing any and all new shipments. Meyer can resume enforcing status reviews for a distributor or distributors at any time without notice.

2.8 Meyer Products, LLC is not responsible for any late shipments or orders delayed by an automatic Status Review. As such, Meyer Products, LLC will not credit shipping charges or expediting costs for any shipments delayed by the Status Review process.

### **3. PURCHASE PRICES:**

3.1 **Commercial Plow Whole Goods, Parts and Accessories:** Plow Components (whole goods), associated Parts, and Accessories will be invoiced at current List Price less the distributor's earned discount as defined by the annually published Sales Program. Details on the Sales Program and the Program Summary Chart are located in the Sales and Pricing Program. Distributor discount qualifications are published annually, see Sections 4.2 through 4.6 of the Sales and Pricing Program to determine your discount level.

#### **3.2 WingMan, HomePlow and Off-Road Plow Whole Goods, Parts, and Accessories:**

3.2.1 ***WingMan, HomePlow and Off-Road Plow Components (Whole Goods):*** Whole goods will be invoiced at current MAP Price less the distributor's earned discount as defined by the annually published Sales Program. Details on the Sales Program and the Program Summary Chart are located within this section of the annual Sales Program. Distributor discount qualifications are published annually, see Sections 4.2 through 4.6 of the Sales and Pricing Program to determine your discount level.

3.2.2 ***WingMan, HomePlow and Off-Road Plow Parts and Accessories:*** Parts and Accessories will be invoiced at current List Price less the distributor's earned discount as defined by the annually published Sales Program. Details on the Sales Program and the Program Summary Chart are located within this section of the annual Sales Program. Distributor discount qualifications are published annually, see Sections 4.2 through 4.6 of the Sales and Pricing Program to determine your discount level.

3.2.3 **Ice Control Equipment, Parts and Accessories:** Ice Control Equipment (whole goods) associated Parts, and Accessories will be invoiced at current List Price less the distributor's earned discount as defined by the annually published Sales Program. Details on the Sales Program and the Program Summary Chart are located in the Sales and Pricing Program. Distributor discount qualifications are published annually, see Sections 4.2 through 4.6 of the Sales and Pricing Program to determine your discount level.

**3.2.4 Turbo Broom, Parts and Accessories:** The Meyer Turbo Broom, associated Parts and Accessories will be invoiced at current List Price less the distributor's earned discount as defined by the annually published Sales Program. Details on the Sales Program are located in the Sales and Pricing Program. Distributor discount qualifications are published annually, see Sections 4.2 through 4.6 of the Sales and Pricing Program to determine your discount level.

**3.2.5** Pre-Season and In-Season discounts may differ, but will be defined in the annually published Sales Program. See Sections 4.2 through 4.6 of the Sales and Pricing Program to determine your discount level.

#### **4. MINIMUM ADVERTISED PRICE POLICY (M.A.P. POLICY):**

4.1 To protect the investment of all distributors and to ensure the long term viability of the Meyer brand, Meyer Products, LLC has implemented a Minimum Advertised Price ("M.A.P.", "MAP") Policy. This policy covers any and all new whole goods (e.g., plows and spreaders) as well as Meyer's trademark and all copyrighted materials. For full details on the Meyer M.A.P. Policy, please read the document *Meyer Products, LLC Minimum Advertised Price and Internet Policy* included as Appendix A to the Meyer Standard Policies and included in this Meyer Sales Program.

#### **5. PRE-SEASON AND IN-SEASON PAYMENT TERMS:**

5.1 Pre-Season Order Payment Terms will be defined and governed by the annually published Sales Program(s), which becomes effective on April 1 of the program year. See the Sales Program Summary in section 4.2 of the Sales and Pricing Program section of this program book.

5.2 Stocking Level 1, 2 and 3 Distributor Standard In-Season Order Terms: Standard orders will qualify for Net 30 Day Payment Terms.

5.2.1 To be classified as a Stocking Level 1, 2 or 3 Distributor, that retailer must place a qualifying Pre-Season Order for the current program year or have reached a continuing sales representation agreement with Meyer Products, LLC.

5.2.2 All invoices for Stocking Level 1, 2 and 3 Distributor standard orders become past due after thirty (30) days.

5.3 Retailers who do not place a Pre-Season Order will be considered Non-Stocking Level 1 Distributors.

5.3.1 Non-Stocking Level 1 Distributor Standard Order Terms: Standard orders for Non-Stocking Level 1 retailers will qualify for Net 10 Day Payment Terms.

5.3.2 All invoices for Non-Stocking Level 1 Distributor standard orders become past due after ten (10) days.



5.4 Special Order Terms: Throughout the program year, Meyer, at its sole discretion, may offer various special buying programs with non-standard payment terms. Terms will be clearly defined for each program. Qualifying orders will receive the special program terms as defined by that particular program for qualifying program orders only.

5.5 No Pre-Season or In-Season shipments will be made for a Distributor whose account is past due. In addition, Distributor accounts that are past due will be placed on automatic status review per Standard Policies, Section 2.

## **6. ORDERS/SCHEDULING:**

6.1 Meyer Products, LLC will make every effort to ship orders in a timely fashion.

6.2 Meyer Products, LLC is not liable for Distributor order entry errors or incorrect shipping instructions.

6.3 Meyer Products, LLC reserves the right to prioritize single line Meyer Distributors when demand exceeds production for any or all of the following: whole goods, parts, and accessories.

6.4 Unless otherwise specified, open order line items will ship as early as available. Items not initially available to ship will be backordered and will ship when they become available. Separate orders placed on the same day may have different ship dates depending on product availability.

6.5 Each purchase order submitted by a Distributor will be entered as its own order and processed and shipped on an individual basis. If a distributor submits multiple Purchase Orders to Meyer at one time, or if Meyer Products processes more than one distributor order in the same day, each order will be shipped separately. Freight charges for each individual shipment will be added to the invoice for that individual shipment. Meyer standard practice is that orders are not combined, held or consolidated for shipping purposes.

6.6 All Orders, as well as Order Changes, will be acknowledged via fax or email from Meyer Products, LLC. It is each Distributor's responsibility to review all acknowledgements and advise Meyer of any changes or discrepancies immediately.

6.7 Acknowledgements are considered final orders unless Meyer Products, LLC is notified in writing within 24 hours of a change by the Distributor. It is the sole responsibility of the Distributor to advise Meyer Products, LLC of any discrepancy **in writing** via fax: 216.486.1321, or email: Becky.Cochran@aebi-schmidt.com.

6.7.1 Changes or additions to original purchase orders must be clearly marked. Meyer Products, LLC is not responsible for errors, duplicate orders and similar orders due to the receipt of a distributor purchase order multiple times. A Distributor purchase order sent to Meyer multiple times will be entered as a new customer order each time it is received.

6.8 The scheduled shipping date for each line item on an order acknowledgement is the estimated date when that item is projected to be ready to ship. This date is subject to change at any time due to lack of inventory or vendor's ability to adequately supply Meyer Products. Meyer Products is not responsible for any liability or claim due to delivery conditions.

6.9 Orders are scheduled to maximize freight savings, meet customer shipment expectations and balance production levels.

## **7. SHIPMENTS:**

**7.1 Refused shipments are subject to a 30% Restocking Charge plus all associated freight charges.**

7.2 Flatbed trailer shipments are subject to the following conditions: availability of equipment and full trailer loads. If the flatbed trailer cannot accommodate the complete order, the balance of the order will be shipped via common carrier selected by Meyer Products, LLC.

7.3 Bulk shipments of mountings, black iron packages, pivot/sector A-frames, and lift frames are available upon request.

7.4 Pre-Season and/or In-Season Distributor pickups will not receive a freight allowance.

7.5 Distributor pickup dates must be pre-arranged with Meyer Products, LLC at least one week in advance. No additions, substitutions or deletions to an order are permitted after the pickup date is arranged.

7.6 Distributor pickups will be loaded between the hours of **7:00 a.m.** and **2:30 p.m.** Any truck arriving after **2:30 p.m.** may be held until the next shipping day for loading.

7.7 In cases where a Distributor fails to notify Meyer of a change in pick up schedule or fails to pick up orders on scheduled date, Meyer Products, LLC may, at its sole discretion, ship orders via common carrier.

7.8 Meyer Products, LLC will make every effort to use the Distributor's requested freight carrier as outlined in the Distributor Profile; however, Meyer Products, LLC reserves the right to make final carrier decisions.

7.9 Distributors must send an empty trailer for full truckloads. If space is not available to take the order as staged, Meyer, at its sole discretion, may ship the balance of the items by common carrier per a Distributor's carrier preferences as stated in the Distributor Profile.

7.10 A Distributor must have tarps and nylon tie-downs (no chains) to protect their property when picking up orders at Meyer. Meyer Products, LLC will not furnish any tie-downs or protective materials for Distributors.

7.11 Meyer Products, LLC reserves the right to refuse to load any trailer which, in our opinion, is unsafe (e.g., broken or missing floorboards, overloaded, etc.).

7.12 When picking up orders at Meyer products, the driver's signature verifies merchandise is listed, and is complete as listed, on Bill of Lading and acts as final acceptance by the Distributor.

## **8. FREIGHT:**

8.1 Freight terms and charges for Pre-Season Orders (PSO) will be governed by the annually published Pre-Season sales program. See program summary chart Section 4.2 of the Sales and Pricing Program.

8.2 Meyer ships all parcel packages Prepaid and Add unless a distributor submits a written request to use different terms. Requests for Collect/Third Party Billed parcel shipments must include the billing address and the distributor's carrier account number.

8.2.1 The Meyer cutoff weight for parcel shipment is approximately 85 lbs. At its sole discretion, Meyer may choose to ship certain items via LTL carrier rather parcel, regardless of weight, to ensure safe arrival. Examples of these items include: mounting cartons, trip and cutting edges, hydraulic fluids, drag chains and replacement hoppers.

8.3 Meyer Products, LLC will not provide binding rate quotes for either parcel or LTL shipments. Upon request, if time and resources permit, Meyer will attempt to provide simple freight estimates for the sole purpose of allowing a distributor to determine which freight option to designate. See Section 8.4 for available freight options.

8.3.1 Parcel charges listed on the Meyer EZ-Order system are estimates using third party software and shipping tables and are listed as a guideline only. Meyer is not responsible for any differences between actual and estimated freight costs provided online.

8.4 Meyer Products, LLC offers the following In-Season freight options: Prepaid and Add, Collect, Own Pickup and Third Party Bill.

8.5 Distributors must complete a Distributor Profile to select a preferred LTL freight carrier, or submit a clearly stated routing guide for all Collect and Third Party shipments.

8.6 Distributors may elect to receive shipments from Meyer Products using our discounted freight rates by choosing the Prepaid and Add option on their Distributor Profile Form when placing their pre-season order. Specifics of this program are as follows:

8.6.1 The Meyer **Prepaid and Add** freight program applies to orders of whole goods and parts that are too big or too heavy to ship via parcel service.

8.6.2 The Prepaid and add program will be in effect throughout the program year. To withdraw from the **Prepaid and Add** program, notification, including an updated routing guide, must be emailed to our customer service department: [Becky.Cochran@aebi-schmidt.com](mailto:Becky.Cochran@aebi-schmidt.com).

8.6.3 The **Prepaid and Add** program is available for pre-season and in-season orders that do not meet program requirements for prepaid freight.

8.6.4 A Distributor's account must be in good standing to enroll in the **Prepaid and Add** program. Any distributor whose account is past due or goes past due **is not eligible** for this program.

8.6.5 Meyer Products, at its sole discretion, chooses the carrier on all Prepaid and Add shipments.

8.6.6 Freight charges will be added to the invoice of each **Prepaid and Add** shipment.

8.6.7 Any accessorial charges that may occur (e.g., weight change, change of address, re-delivery, residential delivery, inside delivery, lift gate services, and any other charges that may result from problems that can occur in transit or upon delivery) will be billed on a separate invoice up to 60 days after receipt of your order.

8.6.8 For In-Season LTL shipments when a carrier has not been designated, Meyer Products, LLC will ship the order using the **Prepaid and Add** freight option.

8.6.9 Meyer is not responsible for any collect freight charges assessed by carriers to distributors who fail to designate/update their preferred freight carrier or to fail to enroll in the **Prepaid and Add** freight program.

8.7 **Meyer Freight Claim Policy:** In the event of freight loss or damage, distributors must adhere to the Meyer Products, LLC freight claim policy. Failure to follow this policy releases the carrier and Meyer Products, LLC from any and all freight claims.

8.7.1 Per freight company policies, the Distributor is solely responsible for filing freight claims in the event of damage or loss on all collect/third party bill shipments; no exceptions. All collect/third party bill shipments are Free on Board (FOB) Meyer warehouse. Meyer Products, LLC will only file freight claims on Meyer Prepaid and Prepaid and Add shipments.

8.7.2 It is the responsibility of the Distributor and/or customer's receiving personnel to check all shipping cartons for damage and discrepancies (e.g., dents, punctures, missing items). All damage to or discrepancies in shipped materials should be noted on the carrier's paperwork and documented. Failure to examine cartons at delivery, and signing the carrier's paperwork, releases the carrier and Meyer Products, LLC from responsibility on any and all freight claims.

8.7.3 In cases where Meyer Products, LLC is responsible for making a freight claim (Prepaid and Prepaid and Add shipments only), all damages must be reported to Meyer Products, LLC within 24 hours of delivery. Failure to report any damages will release Meyer Products, LLC from responsibility on any and all claims.

8.7.4 For instructions on submitting a freight claim to a carrier, please read the document *Meyer Freight Instructions* (Appendix B) included in this Meyer pre-season program.

## **9. DROP SHIPMENTS:**

9.1 At Meyer's sole discretions, a **10% Drop-Ship** charge may be automatically added to all shipments made directly to any address other than the ordering Distributor's authorized address(es).

## **10. PARTS:**

10.1 Distributors are required to order and to maintain an adequate stock of Genuine Meyer Parts. See item 4.2 of the Pricing Program for parts purchasing requirements on the Pre-Season Order Program.

*Note: As a guideline, Meyer recommends a parts order equal to 12% -15% of whole goods.*

10.2 A Minimum Parts Order is \$50.00. At Meyer's sole discretion, orders totaling less than \$50 may automatically be billed at \$50 Net.

## **11. SHORTAGES:**

11.1 Freight Shortage claims are the responsibility of the Distributor and should be filed directly with the freight carrier on all collect shipments, see *Meyer Freight Instructions* document provided with this program book.

11.2 The Distributor is advised to institute proper policies and procedures to receive shipments. The Distributor must check all quantities prior to signing for receipt of goods. Shortage claims will not be accepted by the freight carrier unless the Bill of Lading is signed short.

11.3 Meyer is responsible for freight claims on Prepaid and Prepaid and Add shipments only. See section 8.7 through 8.7.4 for more information. Meyer Products, LLC must be notified within five (5) working days of any line item shortage on a Prepaid or Prepaid and Add shipment.

11.4 **Inside of Carton Shortages:** In this case, the Distributor must complete the appropriate form, **Shortage Claim Form #4-615R5**, and fax or email it Customer Service according to the instructions listed on the form. Inside of carton shortage claims must be filed within one (1) year of receipt of product. The Shortage Claim Form must be completely filled out in order to ensure accuracy of replacement item(s).

## **12. RETURN POLICY:**

12.1 Meyer Products, LLC is under no obligation to authorize or accept product returns.

12.2 Meyer Products, LLC, at its sole discretion, reserves the right to authorize or refuse authorization for the return of goods.

12.2.1 Meyer Products, LLC has instituted this return policy solely to define and govern the process, should the need to return a product arise and said return is subsequently authorized by Meyer Products, LLC.

12.3 Distributors must contact Meyer Products, LLC to request authorization for all items they wish to return. If Meyer agrees to accept a return, a **Return Goods Authorization (RGA)** number will be issued.

12.4 An RGA number must be obtained from Meyer Products, LLC before any material may be returned.

12.4.1 RGAs must be obtained by contacting the Customer Service Department.

12.5 In addition to being subject to prior approval, **all returns will incur a 30% restocking charge**. Additional charges for product refurbishing and/or repackaging for goods returned under an RGA may be applicable.

12.6 **Meyer Products, LLC will not authorize a return for any item built to order or for any special order items.**

12.7 No return will be accepted without an RGA number written on the return materials.

12.7.1 Merchandise that is returned without obtaining advanced authorization, or returned with authorized items and not listed on an RGA, will be returned to Meyer stock with no credit issued to the Distributor.

12.7.2 Meyer Products, LLC is under no obligation to contact distributors or dealers when overages are accepted into inventory.

12.8 Meyer Products, LLC reserves the right to make all decisions regarding whether or not to accept returned goods and issue credit to the returning Distributor's account.

12.8.1 Return goods are limited to: defective material, warranty items, incorrect shipments, packing damage or an issue pertaining to Meyer unless prior authorization has been given.

12.8.2 Meyer Products, LLC **WILL NOT** take back product resulting from the following: freight damage caused by the freight carrier, customer cancellations, distributor order errors, buyer's remorse, distributor overstock, or any other customer related return good circumstance.

12.9 All returns must be freight prepaid by the Distributor unless other arrangements have been made in writing prior to shipment.

12.10 A Distributor's account will not be credited until items are inspected. The issuance of an RGA does not guarantee that credit will be issued. RGA credits are not to be claimed until the respective Distributor's account shows that the credit has been issued by Meyer Products, LLC.

12.11 The following items are not eligible for return: electrical components, parts and accessories (e.g., controllers, modules, motors, harnesses, switches, and plow lights), hydraulic components, parts and accessories (e.g., hydraulic pumps, rams, hoses, couplers, O-rings, seals and fluid) and paint.

12.12 All items eligible for return must have been purchased from Meyer Products, LLC within the last 60 days.

12.13 To receive full credit, returned product(s) must be new (i.e. current year's manufactured product), unused in original packaging, and in good salable condition. Merchandise that has been used, or is in need of service or repair may not be returned.

### **13. WARRANTY:**

13.1 Meyer Products, LLC does not make and shall not honor any warranty claim other than the express warranties contained in the Warranty Policy included with this Sales and Program Book.

13.2 Distributors/Dealers are required to honor all Meyer product warranties regardless of where the items were purchased. Failure to do so may result in actions including, but not limited to: removal from the Meyer Distributor Locator, access blocked to the Distributor Extranet, forfeiture of any discounts and sales programs (e.g., Pre-Season Discount programs, Bid Assistance), Distributor's account placed on automatic status review, or termination of that Distributor or Dealer.

13.3 Use of parts other than Genuine Meyer Parts in repair or service of Meyer Products, LLC will result in the voiding of the Meyer Product Warranty.

13.4 Non-Genuine parts returned to Meyer Products, LLC for warranty credit will be subject to a debit of 20% for handling charges plus the return freight charges. Distributors/Dealers are required to utilize Genuine Meyer parts to fulfill warranty repairs. Any distributor/dealer providing warranty service with Non-Genuine parts is subject to termination.

13.5 Credit for Warranty Labor is issued at the Distributor's approved retail labor rate. To receive the posted shop labor rate, a Distributor/Dealer must have attended a Meyer Service School online via webinar or in person within the past 12 months.

13.6 Warranty materials will be reimbursed per the Warranty Policy included with this Sales and Program book. See Section 5: Warranty Material Allowance in the Warranty Policy for complete reimbursement details.

**14. PROPRIETARY RIGHTS:**

14.1 Distributor/Dealer hereby acknowledges that Proprietary Rights are the sole property of Meyer Products, LLC and, except as otherwise set forth herein, Distributor/Dealer shall not acquire any title or interest to use the Proprietary Rights at any time. The use of said Proprietary Rights within the scope of this Agreement shall not constitute a presumption in favor of Distributor/Dealer to be entitled to continue such use without any time limit. Distributor/Dealer shall immediately discontinue the use of any and all Proprietary Rights of Meyer Products, LLC after the expiration or termination of Distributor/Dealer's appointment to act as a dealer. Distributor/Dealer agrees to notify Meyer Products, LLC of any misuse of the Proprietary Rights by any third party where Distributor/Dealer has actual knowledge of such misuse.

14.2 Meyer Products, LLC hereby grants Distributors/Dealers a license while it is an authorized dealer to use the Proprietary Rights, provided that they are used solely in connection with Distributor/Dealer's status as an authorized Dealer/Distributor of Meyer Products, LLC.

14.3 Throughout its tenure as a Meyer authorized retailer, a dealer may come into possession of certain confidential information including, without limitation, product information, pricing information and customer lists ("Confidential Information"). Distributor/Dealer hereby agrees to maintain the confidentiality of such information in the same manner that it maintains its own confidential information and covenants and to use such Confidential Information solely in the performance of its duties as an authorized dealer. Upon the termination of Distributor/Dealer's status as an authorized dealer, Distributor/Dealer shall promptly return all such information, and not retain copies, to Meyer Products, LLC or destroy the same (and provide a certificate from an officer of Distributor/Dealer certifying to such return or destruction).

14.4 For purposes hereof, "Proprietary Rights" shall mean: all intellectual property owned by Meyer Products, LLC, including all trade secrets, utility and design patents and patent applications, inventions, trademarks, service marks, trade names, websites, URLs and copyrights. For any new URL or website(s) created to market Meyer branded Products, Meyer Products, LLC is the sole and exclusive owner, and has all right, title and interest to, including all e-commerce domain names.

**15. INTERNET DOMAIN NAME AND CONTENT POLICY:**

15.1 The name "Meyer Products" and any derivations thereof are trademarks of Meyer Products, LLC and are used on products and in marketing efforts worldwide by Meyer Products, LLC. Any registration of any URL or website domain names (including e-commerce domain names) containing the name "Meyer Products" or other Meyer Products, LLC trade name or trademark (or any name or mark confusingly similar to any Meyer Products, LLC trade name or trademark) is directly and exclusively for Meyer Products, LLC's benefit and is Meyer Products, LLC's sole and exclusive property. No Distributor is permitted to register any such URL or website domain name without the express written permission of Meyer Products, LLC, and any such registration shall be subject to the terms and conditions herein.



## **Meyer Products, LLC**

### **Minimum Advertised Price and Internet Policy**

Meyer Products has an extensive network of business partners representing our products and services in a given territory. We value the expertise of our business partners and especially their unique ability to market to a complex end-user channel. This Policy is being implemented to help ensure the long-term viability of the Meyer Products brand, and to encourage and protect the investment of our independent distribution partners that provide valuable assistance to their customers in the sale and servicing of our products.

Meyer Products has unilaterally adopted this Minimum Advertised Price and Internet Policy (“M.A.P. Policy”, “MAP Policy”) applicable to all Meyer authorized independent distribution partners. As per our distributor terms and agreement policy, Meyer distributors are not permitted to directly or indirectly market products to other resellers or end users outside their area of responsibility, defined as the county in which their business is located and each adjoining county thereto, without the written consent of Meyer Products.

#### **M.A.P. POLICY:**

This Policy covers any and all NEW whole goods (e.g., spreaders, plows), Meyer’s trademark and copyrighted material.

Meyer distributors may not publish and/or advertise plows and/or spreaders at prices below the Meyer established M.A.P. price (“MAP”) for each such item. For an item where there is not an established MAP price, distributors may not publish or advertise pricing that is 20% below suggested list price on plows or 10% below suggested list price on spreaders. The use of any rebate, discount, coupon, promotion, giveaway or incentive in any advertising by a distributor, where the cumulative effect is to reduce the advertised price of any Meyer product below its MAP price, will constitute a violation of this Policy.

#### **APPLICABLE ADVERTISING MEDIA:**

This Policy covers all forms of Media including, but not limited to, the following:

- Internet/Web Sites (including digital ads, auction sites, forums, classified sites, etc.)
- Email Marketing
- Print (any form)
- TV, Cable, Satellite
- Radio
- Billboards, Outdoor advertising

Distributors are prohibited from advertising or selling Meyer products on auction sites such as eBay and sites featuring free classified ads such as Craigslist.

This Policy applies strictly to advertised prices and does not, in any way, restrict the distributor's ability to determine its own resale prices for Meyer products. The Policy does not apply to in-store advertising or point of sale price advertising (e.g., in-store displays, signage, etc.) and is not intended to prohibit any distributor from providing below MAP quotations on an individual basis in response to a specific request for quotation by an individual customer; provided such response is not automated and is given by a person-to-person communication. Distributors may indicate in their advertising that customers may contact the distributor for a price quotation; however, distributors may not include language which implies that their pricing is less than MAP. As an example, phrases such as "email for best offer/price" or "click here for lowest price," would be a violation of this Policy.

**NEW** Equipment advertised with a price must include the following disclosure information "*this price does not include assembly, installation, freight, and/or local taxes.*"

**USED** or **DISCONTINUED** Products purchased from Meyer Products, LLC as reconditioned, discontinued, obsolete and/or close-out are not subject to this Policy. However, all advertisements must prominently note that the product is reconditioned (not new), factory special or closeout. Item(s) model numbers must be clearly marked with the correct model number and must be indicated that the item(s) are used; if applicable, state the warranty if any, or no warranty, or being purchased as-is.

#### **POLICY COMPLIANCE CONSEQUENCES:**

Violations of this Policy will result in:

- |                          |   |
|--------------------------|---|
| 1 <sup>st</sup> Offense: | Verbal and written warning/reminder of the policy   |
| 2 <sup>nd</sup> Offense: | Loss of accrued co-op advertising dollars for the current program period, and for the period following  |
| 3 <sup>rd</sup> Offense: | Distributor/Dealer Trade Discount reset to the lowest dealer discount level available for the current program year for the remainder of the current program year. |

**Note:** If for any reason a distributor is found in violation and non-compliance of this Policy multiple times over a 24-month period, Meyer in its sole discretion may suspend and/or terminate the distributor's right to purchase Meyer products.

#### **QUESTIONS:**

If there is a question on a form of media or variation of media that this Policy covers please email that request and sample to [Greg.Blankenheim@aebi-schmidt.com](mailto:Greg.Blankenheim@aebi-schmidt.com), attention MAP Program Administrator for clarification.

The only Meyer Products representative authorized by Meyer Products, LLC to answer questions regarding this Policy, and to comment on it, and to whom all questions regarding this Policy must be addressed is:

**MAP Program Administrator**  
**Meyer Products, LLC**  
**18513 Euclid Ave**  
**Cleveland, OH 44114**

MAP pricing is reviewed annually with an effective time period of April 1-March 31. Meyer reserves the right to amend this Policy and/or the MAP price for any product at any time upon 30 days' written notice to its distributors. Meyer also reserves the right to add items to the MAP price list, or to change the effective time period for the MAP policy, at any time upon 30 days' written notice to its distributors.

## **MEYER FREIGHT INSTRUCTIONS**

Each Distributor is responsible for filing freight claims in the event of damage or loss on **all collect shipments**. Collect shipments are Free on Board (FOB) Meyer warehouse; as soon as freight is loaded onto a carrier's truck and signed for by the driver, the Distributor assumes all responsibility for payment and for damage/shortage claims.

Meyer Products, LLC will only file freight claims on Prepaid and Prepay and Add shipments.

### **1. When Receiving a Shipment:**

- 1.1 It is the Distributor's responsibility to check all shipping cartons for damage and discrepancies, before signing off on a Bill of Lading or similar carrier paperwork.
- 1.2 All damages to the shipping container or discrepancies from the bill of lading (BOL) should be noted on the carrier's paperwork and documented **(take pictures)**.

*Note: Failure to examine cartons at delivery, and signing the carrier's paperwork, releases the carrier and Meyer Products, LLC from any and all freight claims.*

### **2. Filing a Freight Claim, If Necessary:**

- 2.1 Obtain the following documents for the shipment: the bill of lading, the packing list and the invoice.
- 2.2 Contact the shipping Freight Company's claims department.
- 2.3 Be prepared to answer all questions related to the shipment (how many pieces, what was damaged, value of damaged goods, etc.).
- 2.4 The Freight Company will provide a copy of the claim form with the claim number that is to be filled out and returned to Freight Company.

*Note: You may be able to fill out a claim form on line, this varies by carrier.*

- 2.5 The Freight Company may wish to evaluate the damage. You must keep damaged items available for inspection until disposition of the claim by the carrier.
- 2.6 The carrier should respond within 60 days on the disposition of the claim. If they have not responded, contact the freight company for a status update.

## **2020/21 SALES AND PRICING PROGRAM**

### **1. MEYER PRE-SEASON SALES PROGRAM:**

1.1 Each program year, during the Pre-Season ordering period, Distributors must submit a qualifying Pre-Season Order (“PSO”) to be classified as a Stocking Dealer. This year’s Sales Program combines all Meyer product lines into one Sales Program. Distributors placing a PSO can meet the eligibility requirements for the current Sales Program through the purchase of whole goods from all available Meyer product lines. Distributors will earn discounts for all product lines based on meeting the purchase requirements as defined in this annually published Sales Program.

### **2. PURCHASE PRICES:**

2.1 For certain product families, including WingMan Plows, discounts will differ from the discounts off commercial equipment and will be taken off the MAP price, not the MSRP. See sections 2.2 through 2.5 below.

2.2 **Commercial Plow Whole Goods, Parts, and Accessories (except WingMan):** Plow Components (whole goods), associated Parts and Accessories will be invoiced at current List Price less the distributor’s earned discount as defined by the annually published Sales Program. Details on the Sales Program, including the Program Summary Chart, are located within this section of the annual Sales Program. See the Pricing Program Summary, Section 4.2, to determine your discount level.

### **2.3 WingMan, HomePlow and Off-Road Plow Whole Goods, Parts, and Accessories:**

2.3.1 **WingMan, HomePlow and Off-Road Plow Components (Whole Goods):** Whole goods will be invoiced at current MAP Price less the distributor’s earned discount as defined by the annually published Sales Program. Details on the Sales Program, including the Program Summary Chart, are located within this section of the annual Sales Program. See the Pricing Program Summary, Section 4.2, to determine your discount level.

2.3.2 **WingMan, HomePlow and Off-Road Plow Parts and Accessories:** Parts and Accessories will be invoiced at current List Price less the distributor’s earned discount as defined by the annually published Sales Program. Details on the Sales Program, including the Program Summary Chart, are located within this section of the annual Sales Program. See the Pricing Program Summary, Section 4.2, to determine your discount level.

**2.4 Ice Control Equipment, Parts, and Accessories:** Ice Control Equipment (whole goods), associated Parts and Accessories will be invoiced at current List Price less the distributor's earned discount as defined by the annually published Sales Program. Details on the Sales Program, including the Program Summary Chart, are located within this section of the annual Sales Program. See the Pricing Program Summary, Section 4.2, to determine your discount level.

**2.5 Turbo Broom, Parts and Accessories:** The Meyer Turbo Broom, associated Parts and Accessories will be invoiced at current List Price less the distributor's earned discount as defined by the annually published Sales Program. Details on the Sales Program, including the Program Summary Chart, are located within this section of the annual Sales Program. See the Pricing Program Summary, Section 4.2, to determine your discount level.

**3. REQUIREMENTS FOR DISTRIBUTOR TO PLACE A PRE-SEASON ORDER:**

3.1 The Distributor's account must be current as of April 1 of the program year to qualify for Pre-Season Order (PSO) terms.

3.2 Pre-Season Orders must be received by Meyer Products, LLC by June 12 of the program year.

3.3 All orders must be scheduled to ship by August 21 of the program year. PSO shipment requests after August 21 will forfeit all applicable PSO incentives. PSO shipments refused before August 21 will also forfeit all Distributor PSO incentives.

3.4 Submitted Pre-Season Orders must include accurate requested ship dates and must also include a valid Purchase Order number.

3.5 PSO Shipments will be scheduled by Meyer Products, LLC from the opening of the PSO Ordering period through August 21 of the program year.

3.6 Pre-Season qualifications are listed on the Sales Program Summary Chart located in section 4.2 of this program. To qualify for a specific discount bracket, the distributor must meet all requirements as stated in the Summary Chart for that discount bracket.

3.6.1 Requirements may include, but are not limited to, product minimums, minimum dollar amounts, percentage of previous year's purchases, or any combination of these requirements.

**4. PRE-SEASON ORDER (PSO) PROGRAM SUMMARY CHART, PRODUCT REQUIREMENTS, DISTRIBUTOR DISCOUNTS, PROGRAM TERMS AND CONDITIONS, AND PRE-SEASON ORDER INCENTIVES:**

4.1 The Pre-Season special terms are exclusively offered to customers in order for Meyer Products, LLC to target early production and expedite timely shipments.

## 4.2 Program Summary Chart: The 2020 Sales Program is outlined in the Meyer Products Sales Program Summary Chart below.

### MEYER PRODUCTS, LLC 2020 PRE-SEASON SALES PROGRAM\*

2020 Discount off MSRP						
Product Categories	Level 1		Level 2		Level 3	
Commercial Plows, Parts and Accessories	20%		34%		44%	
WingMan, HomePlow and Off-Road Plows	10%		25%		25%	
Spreaders, Parts and Accessories	10%		18%		30%	
Turbo Broom	10%		20%		20%	
2020 Program Qualifications						
Qualification Categories	Level 1		Level 2		Level 3	
Plow and Ice Control System Units	24 or Fewer		25-45		46 or Greater plus 1 Sidewalk Snow Bundle	
Parts/Accessories Dollars	\$0		\$6,500		\$9,500	
2020 PSO Whole Good and Parts Volume Discounts						
PSO Whole Goods Volume Bonus	Units	Discount	Units	Discount	Units	Discount
Units Purchased/Discount	<50	0%	50-74	2%	75+	4%
PSO Parts Volume Bonus	Dollars	Discount	Dollars	Discount	Dollars	Discount
\$ Purchased/Discount	<\$25,000	0%	\$25K-\$49,999	2%	\$50,000+	4%

### MEYER PRODUCTS, LLC 2020 SALES PROGRAM TERMS AND CONDITIONS\*

2020 Early PSO Program Terms and Conditions			
Early PSO Program: Order by 5/8, take shipment by 6/12 Payments begin 8/15	Level 1	Level 2	Level 3
Early PSO Payment Terms 1/3 Payments Due on the Following:	8/15/2020, 10/15/2020 and 12/15/2020	8/15/2020, 10/15/2020 and 12/15/2020	8/15/2020, 10/15/2020 and 12/15/2020
PSO Freight	FOB Factories	FOB Factories, Up to \$750 Credit	Free with PSO of 46+ Units, Less than 46 Units FOB Factories, Up to \$750 Credit
Early PSO Incentives			
Incentive Categories	Level 1	Level 2	Level 3
Early PSO Order Whole Good Discount	N/A	N/A	Additional 2%
In-Season Reorder Program - 10+ Unit Reorder	\$750 Freight, Net 45 Day Terms	\$500 Freight, Net 45 Day Terms	Free Freight, Net 45 Day Terms
Early PSO Co-Op Incentive	\$35 per Unit with Qualifying PSO Only	\$55 per Unit	\$75 per Unit
2020 Standard PSO Program Terms and Conditions			
Standard PSO Program: Order by 6/12, take shipment by 8/21, Payments begin 10/15	Level 1	Level 2	Level 3
Standard PSO Payment Terms 1/3 Payments Due on the Following:	10/15/2020, 11/15/2020 and 12/15/2020	10/15/2020, 11/15/2020 and 12/15/2020	10/15/2020, 11/15/2020 and 12/15/2020
PSO Freight	FOB Factories	FOB Factories, Up to \$750 Credit	Free
Standard Co-Op Dollars per Unit	\$25 with Qualifying PSO Only	\$35	\$45
15+ Unit In-Season Reorder	FOB Factories	FOB Factories	Free Freight, Net 45 Day Terms
Incentives for All PSO Orders			
Truckload Spreader Pricing	Level 1	Level 2	Level 3
Purchase Truckload, Lock in Pricing for Season	N/A	N/A	Lock Price by Product Family
Truckload Pricing on any Insert Spreader at PSO	N/A	N/A	Mix and Match, Any Quantity
Cash Payment Discount Program	Level 1	Level 2	Level 3
Discount for Cash Payment by June 30, 2020	3%	3%	3%
Discount for Cash Payment by July 31, 2020	2%	2%	2%
Discount for Cash Payment by August 31, 2020	1%	1%	1%
Additional PSO Incentive Programs	Level 1	Level 2	Level 3
Single Line Distributor Co-Op Program	N/A	70/30 Meyer-Dealer Split plus an additional \$10 per unit	70/30 Meyer-Dealer Split plus an additional \$10 per unit
2020 In-Season Terms and Conditions			
Program Terms	Level 1	Level 2	Level 3
In-Season Payment Terms	Net 30 days / Net 10 days without qualifying PSO	Net 30 days	Net 30 days
Freight (Prepay and Add optional)	FOB Factories	FOB Factories	FOB Factories
2020 Sales Support Programs			
Support Program	Level 1	Level 2	Level 3
Authorized Retailers	N/A	N/A	Yes, See Sales and Pricing Program
Bid Assistance	N/A	Yes, See Bid Assistance Program	Yes
Fleet Program	Yes with Qualifying PSO Only	Yes	Yes
Retail Financing	Yes with Qualifying PSO Only	Yes	Yes

\* See the Pricing Program in the 2020 Sales and Program Book for all required Terms and Conditions of the Pre-Season and In-Season Ordering Programs.

**4.3 Minimum Qualifications for Each Discount Level:** A Distributor's PSO determines the level at which a Distributor's Discount Level is set for both Pre-Season and In-Season purchases for all product lines. Program Qualifications for each discount level as outlined in the Program Summary table, Section 4.2, and further defined in Section 4.3, are absolute minimums to be placed at each discount level.

**4.3.1 PSO Product Minimums (whole goods):** Whole good unit minimums can be achieved through the purchase of whole goods from all Meyer product lines including, but not limited to, Commercial Plows and Spreaders, Off Road equipment and HomePlows.

**4.3.1.1** Hotshot spreaders may be ordered in any quantity on PSO. Six (6) Hotshots equal one spreader unit. The maximum number of qualifying whole good units from the purchase of Hotshots on PSO is eight (8) whole good units.

**4.3.1.1.1** Hotshot spreaders do not qualify for whole good volume discounts.

**4.3.1.2 Sidewalk Snow Bundle Requirement:** All Level 3 Dealers are required to purchase 1 Sidewalk Snow Bundle. To fulfill this requirement, Dealers must purchase a minimum of 3 Hotshot spreaders, mix and match any size from the items listed below, along with one (1) each of any two Meyer Snow removal tools as listed below.

**4.3.1.2.1 Sidewalk Snow Bundle Items:** Qualifying Meyer Hotshots include item 38170 (Hotshot 70RD), item 38180 (Hotshot 70HD) and item 38190 (Hotshot 100HD). Meyer Snow Removal Tools include: item 92226 (Contractor Shovel 26" 10 PK), item 95230 (Pro Snow Pusher 30" 5 PK), item 95236 (Pro Snow Pusher 36" 5PK) and item 38198 (Meyer Pro Edge Snow Rake 10/Case).

**4.3.2 PSO Parts Minimums:** Parts minimums can be achieved through the purchase of all parts, accessories and allied products from all Meyer product lines. A parts order must accompany all Level 2 and 3 whole goods orders, and Distributors are expected to maintain an adequate stock of Genuine Meyer Parts.

*Note: As a guideline, Meyer recommends a parts order equal to 12%-15% of whole goods.*

**4.3.3 Level 3 Product Requirements:** To be placed in the Level 3 discount bracket, a Distributor's Pre-Season order must include the purchase of 46 or more whole good units and \$9,500 in parts and accessories.



4.3.3.1 Only Level 3 Distributors are eligible to maintain an authorized dealer network. Level 3 Distributors must meet the increased Program Qualifications, listed in the table below, in order to maintain a Meyer authorized dealer network (sub distributors).

2020 Program Qualifications for a Dealer Network	LEVEL 3
Plows and Spreaders - Total Units	65
Plow and Spreader Parts and Accessories	\$13,500

4.3.4 **Level 2 Product Requirements:** To be placed in the Level 2 discount bracket, a Distributor's Pre-Season order must include the purchase of between 25 and 45 whole good units and \$6,500 in parts and accessories.

4.3.5 **Level 1 Product Requirements:** To be placed in the Stocking Level 1 discount bracket, a Distributor's Pre-Season order must include the purchase of 24 or fewer whole good units. There is no minimum parts and accessories requirement.

4.3.6 **Level 1 (Non-Stocking) Product Requirements:** Distributors who do not place a qualifying Pre-Season Order will automatically be categorized as Level 1 (Non-Stocking) Meyer retailers.

#### 4.4 **Classification in the Pre-Season Early Order and Standard Order Program:**

4.4.1 **Early PSO Program:** If a Distributor places a qualifying PSO by May 8, agrees to take shipment of that PSO by June 12, and agrees to follow the early PSO payment schedule of three (3) equal PSO payments due on August 15, October 15 and December 15 of the program year they will be part of the Early PSO program.

4.4.2 **Standard PSO Program:** If a Distributor places a qualifying PSO by June 12, agrees to take shipment of that PSO by August 21, and agrees to follow the PSO payment schedule of three (3) equal PSO payments due on October 15, November 15 and December 15 of the program year they will be part of the Standard PSO program.

4.4.3 Distributors in either the Early PSO or Standard PSO program can qualify for an Early Full Payment discount, see Section 5 of this Pricing Program for details.

#### 4.5 **Distributor Discounts for Meyer Equipment Families:**

4.5.1 **Commercial Plows Parts and Accessories:** For stocking orders, Dealers will receive a discount off List Price based on PSO order qualification: Level 3 dealers will receive a 44% discount off List Price, Level 2 dealers will receive a 34% discount off List Price and Level 1 dealers will receive a 20% discount off List Price.

**4.5.2 Wingman, HomePlow and Off-Road Plows (Whole Goods):** For stocking orders, Dealers will receive a discount off MAP price based on PSO order qualification: Level 2 and 3 Dealers will receive a 25% discount off MAP Price and Level 1 Dealers will receive a 10% discount off MAP Price.

**4.5.3 Wingman, HomePlow and Off-Road Plow Parts and Accessories:** For stocking orders Dealers will receive a discount off List Price based on PSO order qualification: Level 2 and 3 Dealers will receive a 25% discount off List Price and Level 1 Dealers will receive a 10% discount off List Price.

**4.5.4 Spreaders, Parts and Accessories:** For stocking orders, Dealers will receive a discount off List Price based on PSO order qualification: Level 3 dealers will receive a 30% discount off List Price; Level 2 dealers will receive a 18% discount off List Price; and Level 1 dealers will receive a 10% discount off List Price.

**4.5.5 Turbo Broom, Parts and Accessories:** For stocking orders, Dealers will receive a discount off List Price based on PSO order qualification: Level 2 and 3 dealers will receive a 20% discount off List Price, Level 1 Dealers will receive a 10% discount off List Price.

**4.6 Early PSO Order Program Incentives:** Place a qualifying Early PSO order, meet the terms, conditions and requirements of this Sales Program and receive the following Early PSO Program benefits:

**4.6.1 Early PSO Whole Good Discount:** Dealers who meet Level 3 purchase requirements and choose the Early PSO Order program qualify for an additional 2% discount off whole goods. See Section 4.2 of this Sales and Pricing Program for program whole good qualifications.

**4.6.1.1** A complete plow system consists of a moldboard and black iron package or an individual complete plow package (where applicable). Plow systems can also be ordered by component pieces (purchase individually a PAF/SAF Carton, CLF Carton, Hydraulic Carton, and Light Carton) as required.

**4.6.1.2** Hotshot spreaders, do not qualify for this program.

**4.6.2 Early PSO Co-Op Program:** Choose the Early PSO Program and qualify to earn the following co-op award per purchase of whole good unit:

**4.6.2.1 Level 3 Early PSO:** Elect the Early PSO program, qualify to earn \$75 per whole good unit in co-op.

**4.6.2.2 Level 2 Early PSO:** Elect the Early PSO program, qualify to earn \$55 per whole good unit in co-op.

**4.6.2.3 Level 1 Early PSO:** Elect the Early PSO program, qualify to earn \$35 per whole good unit in co-op.

**4.6.3 Early PSO Whole Good Reorder Program:** Qualify for Early PSO Whole Good reorder program by electing to participate in the Early PSO Program. See section 8.1 of this Sales and Pricing Program for details of this program.

**4.6.4 Early PSO Freight Program:** Choose the Early PSO Program and place a qualifying Level 3 PSO order of 46 or more whole goods to receive Prepaid freight on that qualifying order.

4.6.4.1 Level 3 Early PSO orders with fewer than 46 whole good units will qualify for a freight credit of up to \$750.

**4.7 Incentives for All Pre-Season Orders:** Place a qualifying Standard PSO between April 1 and June 12 of the program year and receive the following program benefits:

**4.7.1 Pre-Season Whole Good Volume Discount:** Distributors can receive additional discounts for volume purchases of complete plow systems and spreaders by meeting the volume discount qualifications as listed in the Sales Program. Purchase any combination of commercial plows and spreaders. Hotshot spreaders do not qualify for this program. See Section 4.2 of this Sales and Pricing Program.

4.7.1.1 Complete plow systems are defined as moldboard and black iron package or an individual complete plow package (where applicable). Plow systems can also be ordered by component pieces (replace the black iron package with the individual purchase of a PAF/SAF Carton, CLF Carton, Hydraulic Carton, and Light Carton) as required.

4.7.1.2 *PSO Volume Discount 1:* Purchase 50-74 units and receive an additional discount of 2% off complete plow systems and spreaders purchased on the PSO order only.

4.7.1.3 *PSO Volume Discount 2:* Purchase 75 or more units and receive an additional discount of 4% off complete plow systems and spreaders purchased on the PSO order only.

**4.7.2 Truckload Pricing:** Distributors can purchase truckload quantities of whole goods from the Tailgate, LPV, PV and Polyhawk, MDV, and Crossfire product families and receive special volume pricing on those items.

4.7.2.1 Consult your Regional Sales Manager for a complete list of spreaders for this program year that qualify for Truckload pricing.

4.7.2.2 Truckload quantities are as follows: 50 Tailgate spreaders per load, 20 LPVs, PVs and/or Polyhawks per load, 7 MDVs per load, and 8 Crossfires per load.

4.7.2.3 With a truckload purchase, lock in truckload pricing for the season. See PSO Truckload Whole Good Reorder Program, Section 8.3 in this Pricing Program, for details.

4.7.2.4 Spreaders purchased at Truckload prices do not qualify for any other discounts, including, but not limited to, Early PSO whole good discounts and volume discounts.

**4.7.3 *Pre-Season Parts and Accessories Volume Discount:*** Distributors can receive additional discounts for volume purchases of plow/spreader parts and accessories by meeting the volume discount qualifications as listed in the Plow/Spreader Sales Program. See Section 4.2 of this Sales and Pricing Program.

**4.7.3.1 *PSO Parts/Accessories Volume Discount 1:*** Purchase between \$25,000 and \$49,999 in plow/spreader parts and accessories and receive an additional discount of 2% off all plow/spreader parts and accessories purchased on the PSO order only.

**4.7.3.2 *PSO Parts/Accessories Volume Discount 2:*** Purchase \$50,000 or more in plow/spreader parts and accessories and receive an additional discount of 4% off all plow/spreader parts and accessories purchased on the PSO order only.

**4.7.4 *Pre-Season Freight:*** Place a qualifying Pre-Season order by June 12 of the program year and receive the following freight terms:

**4.7.4.1 *Level 1 Orders:*** Freight terms for qualifying Level 1 orders are Free on Board (FOB) at Meyer factories.

**4.7.4.2 *Level 2 Orders:*** Freight terms for qualifying Level 2 orders are Free on Board (FOB) at Meyer factories, eligible for up to a \$750 freight credit.

**4.7.4.3 *Level 3 Orders:*** Freight terms for qualifying Level 3 orders that include the purchase of 46 or greater whole good units are prepaid freight.

**4.7.4.3.1** Orders that are granted Level 3 Discounts, Terms and Conditions with the purchase of fewer than 46 whole good units will be Free on Board (FOB) at Meyer factories, eligible for up to a \$750 freight credit.

**4.7.4.3.1.1** Meyer factories are located in Cleveland, Ohio and Lindenwood, Illinois.

**4.7.5 *PSO Co-Op Program:*** Place an order that meets the PSO Program requirements, terms and conditions and qualify to earn the following co-op award per purchase of whole good unit:

**4.7.5.1 *Level 2 PSO:*** Qualify to earn \$35 per whole good unit in co-op.

**4.7.5.2 *Level 3 PSO:*** Qualify to earn \$45 per whole good unit in co-op.

**4.7.5.3 *Enhanced Co-op Benefit for Single Line Dealers:*** snow and ice control retailers who exclusively sell Meyer branded equipment will accrue an additional \$10 per whole good unit in their co-op funds and will qualify for the Single Line Dealer Co-Op benefits as defined in the Advertising Policy of this Sales and Program book.

4.7.5.4 *Sidewalk Snow Bundle Co-Op Incentive:* For each Sidewalk Snow Bundle (bundle defined in Section 4.5 of this Pricing Program) purchased above the minimum requirement, Level 3 Dealers earn an additional \$50 in Co-Op.

4.7.6 ***Whole Good Reorder Program:*** Place a Standard Level 3 PSO and qualify for the Standard PSO Whole Good reorder program. See section 8.2 of this Sales and Pricing Program for details of this program

#### 4.8 **Terms and Conditions for PSO Incentive Programs:**

4.8.1 All pre-season orders must be received by June 12, and may not be added to after July 2, of the program year.

4.8.2 PSO orders submitted by Distributors will be evaluated and designated to the proper discount level based on the proposed order meeting the annual program requirements. This same criteria will be used to designate which program discounts and benefits an order will receive.

4.8.2.1 The program discounts and benefits for each qualifying PSO discount level are detailed in sections 4.6 through 4.7.6 above.

4.8.3 In order to be awarded the discounts and benefits as designated by the Sales and Pricing Program, Distributors must fulfill the obligations, terms and conditions of the Pre-Season Order Program as defined in the Sales Program, including, but not limited to, taking order delivery by the dates specified in the annually published Sales Program and making all PSO payments per the payment terms defined in the program.

4.8.4 All Pre-season order discounts to be awarded will be issued in the form of credits to the PSO order/customer account.

4.8.5 PSO credits will be released when the Distributor's final PSO payment is received by Meyer Products, LLC. Dealers who do not submit PSO payments in a timely fashion may, at Meyer's sole discretion, forfeit any and all PSO Credits.

4.8.6 Dealers are encouraged to contact the Meyer Products, LLC Accounts Receivable Department (see Meyer Contact List) to calculate the PSO discount they have available and the final PSO payment due once their PSO discounts are applied.

4.8.7 Cancellation of or refusal to accept all, or part, of a PSO will result in adjustment to the appropriate PSO Discount bracket for all accepted items. Net prices and payment terms will be updated once the new Discount Bracket is determined.

## **5. PRE-SEASON ORDER EARLY FULL PAYMENT TERMS:**

5.1 **PSO Early Full Payments:** A discount will be allowed for full payment of the remaining balance of preseason orders if payments are submitted according to the schedule provided below:

<b>Payment Date</b>	<b>Discount</b>
June 30	3%
July 31	2%
August 31	1%

\*\*\* Late payment will result in loss of all respective discount percentage (%).

5.2 The amount of discount will be calculated on the total current amount due less any applicable pre-season discounts printed on the deferred payment monthly statement. The last allowable payment date for this special pre-season cash discount is August 31 of the program year.

5.3 Meyer Products, LLC will not extend the Early Full Payment deadline for items that have not shipped. A Distributor must pre-pay their entire Pre-Season balance, regardless of shipment status, to receive the cash discount on an entire order.

**Note:** *Dealers are encouraged to contact the Meyer Products, LLC Accounts Receivable Department (see Meyer Contact List) to calculate the PSO discount and the final amount due once the cash discount, as well as any other applicable discount, is applied.*

5.4 Final terms of sale are determined by the month the order actually ships.

5.5 Distributor's account must be current as of April 1 of the program year to qualify for the Early Full Payment Discount.

## **6. PRE-SEASON ORDER DEFERRED PAYMENT TERMS:**

6.1 Pre-Season deferred payments must be submitted in three (3) equal installments following either the Early or Standard Payment Program as outlined below.

6.1.1 **Early PSO Payment Program:** Installment payments are due August 15, October 15, and December 15 of the Program year.

6.1.2 **Standard PSO Payment Program:** Installment payments are due October 15, November 15, and December 15 of the Program year.

6.1.3 Distributors may opt to pay their PSO balance in full to receive an additional discount as defined in Section 5 of this Sales and Pricing Program book.

6.2 Any Distributor failing to make a deferred payment will automatically forfeit any applicable discounts, Sales Support Programs (e.g., Fleet Discount, Bid Assistance) and will be placed on automatic status review as per Standard Policy Section 2.3.

6.3 At the discretion of Meyer Products, LLC, PSO Shipments made after August 21 of the program year will also follow a deferred payment schedule.

## **7. IN-SEASON TERMS AND CONDITIONS:**

7.1 Distributors must place a qualifying Pre-Season Order for whole goods and parts to be classified in a Meyer Standard Discount Pricing Bracket.

7.1.1 Distributors who fail to place a qualifying whole goods Pre-Season Order will be classified as a Non-Stocking Level 1 Dealer and receive Level 1 Dealer discounts on all In-Season purchases.

7.1.2 Non-Stocking Level 1 Dealers will be invoiced at 20% off list price for commercial plows, plow parts and accessories. Non-Stocking Level 1 Dealers will be invoiced at 10% off list price for Off Road plows, Turbo Brooms, Spreaders, and all associated parts and accessories.

7.2 **In-Season Orders:** In-Season orders will be invoiced at the earned discount bracket, Level 1, Level 2, or Level 3 discount, as determined by a distributor's qualifying Pre-Season order, or at Level 1 discount if no qualifying PSO order is placed. Standard terms and conditions as stated below apply.

7.2.1 *Level 1, 2 and 3 Retailer Standard Order Terms:* Standard in season orders will qualify for Net 30 Day payment terms.

7.2.2 All invoices for Level 1, 2 and 3 Retailer standard orders become past due after thirty (30) days.

7.2.3 *Non-Stocking Level 1 Retailer Standard Order Terms:* Standard orders will qualify for Net 10 Day payment terms.

7.2.4 All invoices for Non-Stocking Level 1 retailer standard orders become past due after ten (10) days.

7.3 **Special Order Terms:** Throughout the program year, Meyer, at its sole discretion, may offer various special buying programs with non-standard payment terms. These terms will be clearly defined for each program. Qualifying orders will receive the special program terms as defined by that particular program for qualifying program orders only.

7.4 No PSO or In-Season shipments will be made for a Distributor whose account is past due. In addition, Distributor accounts that are past due will be placed on automatic status review per Standard Policy Section 2 of this Sales and Program book.

7.5 **Past Due Notice:** If a Distributor is unable to make payments within the terms of the invoice, the Distributor will be charged a late fee/finance charge which is set at 1.5% per month (exception: 0.79% per month for Alaska, Arkansas, and Minnesota).

7.6 Meyer Products, at its sole discretion, can hold shipment on open orders for Distributors whose accounts are not in good standing (See Section 2 of the Meyer Standard Policies for details) or with accounts that are past due. When their account becomes current, the respective Distributor's orders will be released and inserted into the shipping schedule as a new order.

## **8. IN-SEASON INCENTIVES FOR DISTRIBUTORS PLACING PRE-SEASON ORDERS (PSO)**

8.1 **Early PSO Whole Good Reorder Program:** Distributors who opt for the early PSO program and follow the Terms and Conditions of that program become eligible for the Early PSO Whole Good Reorder Program. Eligible In-Season whole good orders of ten (10) or greater whole good units qualify for the benefits stated in sections 8.1.1 and 8.1.4 below.

8.1.1 Dealers can purchase Hotshot spreaders in any quantity; six (6) Hotshot spreaders equal one (1) whole good unit.

8.1.1.1 Maximum number of qualifying whole good units from Hotshot purchases for the whole good reorder program is three (3) units.

8.1.2 **Freight Terms:** Purchase any combination of plows and spreaders totaling ten (10) or greater whole good units and receive the following benefits:

8.1.2.1 *Level 1:* Distributors will receive a flat freight charge of \$750 payment terms.

8.1.2.2 *Level 2:* Distributors will receive a flat freight charge of \$500 payment terms.

8.1.2.3 *Level 3:* Distributors will receive prepaid freight.

8.1.3 **Payment Terms:** Purchase any combination of plows and spreaders totaling ten (10) or greater whole good units and receive Net 45 Day payment terms.

8.1.4 Parts and accessories may be combined with whole good volume orders to receive program terms and benefits.

8.2 **Standard PSO Whole Good Reorder:** Level 3 Distributors placing an In-Season whole good order of 15 or greater whole good units qualify for the following benefits stated in sections 8.2.2 and 8.2.4 below.

8.2.1 Dealers can purchase Hotshot spreaders in any quantity; six (6) Hotshot spreaders equal one (1) whole good unit.

8.2.1.1 Maximum number of qualifying whole good units from Hotshot purchases for the whole good reorder program is three (3) units.

8.2.2 **Freight Terms:** Purchase any combination of plows and spreaders totaling 15 or greater whole good units and receive free freight.



8.2.3 ***Payment Terms:*** Purchase any combination of plows and spreaders totaling 15 or greater whole good units and receive Net 45 Day payment terms.

8.2.4 Parts and accessories may be combined with whole good volume orders to receive program terms and benefits.

8.3 **PSO Truckload Whole Good Reorder Program:** Distributors who place a Pre-Season order for a full truckload of spreaders from the LPV, PV and Polyhawk family, the MDV family, the Tailgate family, or the Crossfire family can place an In-Season order for any model or models from within that same product family in any quantity and receive the truckload price for that model or models.

## **9. POLICIES:**

9.1 The standard policies, as set forth in the Standard Policy section of this Sales Program, apply to Pre-Season and In-Season Orders.

9.2 Meyer Products, LLC reserves the right to change program details, product design, construction, prices and specifications, without notice and without incurring any obligation.

MEYER PRODUCTS, LLC 2020 PRE-SEASON SALES PROGRAM\*

2020 Discount off MSRP						
Product Categories	Level 1		Level 2		Level 3	
Commercial Plows, Parts and Accessories	20%		34%		44%	
WingMan, HomePlow and Off-Road Plows	10%		25%		25%	
Spreaders, Parts and Accessories	10%		18%		30%	
Turbo Broom	10%		20%		20%	
2020 Program Qualifications						
Qualification Categories	Level 1		Level 2		Level 3	
Plow and Ice Control System Units	24 or Fewer		25-45		46 or Greater plus 1 Sidewalk Snow Bundle	
Parts/Accessories Dollars	\$0		\$6,500		\$9,500	
2020 PSO Whole Good and Parts Volume Discounts						
PSO Whole Goods Volume Bonus	Units	Discount	Units	Discount	Units	Discount
Units Purchased/Discount	<50	0%	50-74	2%	75+	4%
PSO Parts Volume Bonus	Dollars	Discount	Dollars	Discount	Dollars	Discount
\$ Purchased/Discount	<\$25,000	0%	\$25K-\$49,999	2%	\$50,000+	4%

MEYER PRODUCTS, LLC 2020 SALES PROGRAM TERMS AND CONDITIONS\*

2020 Early PSO Program Terms and Conditions			
Early PSO Program: Order by 5/8, take shipment by 6/12 Payments begin 8/15	Level 1	Level 2	Level 3
Early PSO Payment Terms 1/3 Payments Due on the Following:	8/15/2020, 10/15/2020 and 12/15/2020	8/15/2020, 10/15/2020 and 12/15/2020	8/15/2020, 10/15/2020 and 12/15/2020
PSO Freight	FOB Factories	FOB Factories, Up to \$750 Credit	Free with PSO of 46+ Units, Less than 46 Units FOB Factories, Up to \$750 Credit
Early PSO Incentives			
Incentive Categories	Level 1	Level 2	Level 3
Early PSO Order Whole Good Discount	N/A	N/A	Additional 2%
In-Season Reorder Program - 10+ Unit Reorder	\$750 Freight, Net 45 Day Terms	\$500 Freight, Net 45 Day Terms	Free Freight, Net 45 Day Terms
Early PSO Co-Op Incentive	\$35 per Unit with Qualifying PSO Only	\$55 per Unit	\$75 per Unit
2020 Standard PSO Program Terms and Conditions			
Standard PSO Program: Order by 6/12, take shipment by 8/21, Payments begin 10/15	Level 1	Level 2	Level 3
Standard PSO Payment Terms 1/3 Payments Due on the Following:	10/15/2020, 11/15/2020 and 12/15/2020	10/15/2020, 11/15/2020 and 12/15/2020	10/15/2020, 11/15/2020 and 12/15/2020
PSO Freight	FOB Factories	FOB Factories, Up to \$750 Credit	Free
Standard Co-Op Dollars per Unit	\$25 with Qualifying PSO Only	\$35	\$45
15+ Unit In-Season Reorder	FOB Factories	FOB Factories	Free Freight, Net 45 Day Terms
Incentives for All PSO Orders			
Truckload Spreader Pricing	Level 1	Level 2	Level 3
Purchase Truckload, Lock in Pricing for Season	N/A	N/A	Lock Price by Product Family
Truckload Pricing on any Insert Spreader at PSO	N/A	N/A	Mix and Match, Any Quantity
Cash Payment Discount Program	Level 1	Level 2	Level 3
Discount for Cash Payment by June 30, 2020	3%	3%	3%
Discount for Cash Payment by July 31, 2020	2%	2%	2%
Discount for Cash Payment by August 31, 2020	1%	1%	1%
Additional PSO Incentive Programs	Level 1	Level 2	Level 3
Single Line Distributor Co-Op Program	N/A	70/30 Meyer-Dealer Split plus an additional \$10 per unit	70/30 Meyer-Dealer Split plus an additional \$10 per unit
2020 In-Season Terms and Conditions			
Program Terms	Level 1	Level 2	Level 3
In-Season Payment Terms	Net 30 days / Net 10 days without quaifying PSO	Net 30 days	Net 30 days
Freight (Prepay and Add optional)	FOB Factories	FOB Factories	FOB Factories
2020 Sales Support Programs			
Support Program	Level 1	Level 2	Level 3
Authorized Retailers	N/A	N/A	Yes, See Sales and Pricing Program
Bid Assistance	N/A	Yes, See Bid Assistance Program	Yes
Fleet Program	Yes with Qualifying PSO Only	Yes	Yes
Retail Financing	Yes with Qualifying PSO Only	Yes	Yes

\* See the Pricing Program in the 2020 Sales and Program Book for all required Terms and Conditions of the Pre-Season and In-Season Ordering Programs.

## **BID ASSISTANCE PROGRAM**

### **1. DEFINITION:**

1.1 The purpose of the Bid Assistance program is to allow authorized Distributors to compete aggressively in the sale of Meyer products to **sales tax exempt** Government organizations.

“Government” refers only to federal, state, county or municipal agencies. A qualifying governmental agency is defined as an entity which is wholly municipally, state or federally funded. Privately held, tax exempt non-profit corporations or organizations such as private utilities, private schools, private hospitals and private clubs do not qualify for this program.

1.2 Meyer Products, LLC reserves the right to change program details, product design, construction, prices and specifications, without notice and without incurring any obligation.

### **2. STANDARD BID ASSISTANCE DISCOUNTS:**

2.1 Complete Snow Plows and/or Spreaders (excluding Hotshots) can qualify for bid assistance; Turbo Brooms do not qualify.

2.2 Standard Bid Assistance awards are equal to 10% of the Distributor’s net cost per whole good as stated on the Bid Assistance Credit Schedule, attached as Appendix A to this Bid Assistance program book, for each plow or spreader.

2.2.1 A complete plow consists of a moldboard and black iron package or an individual complete plow package (where applicable), vehicle mount, controller (if not included in package) and light adapter (where required). Plow systems can also be ordered by component pieces (purchase individually a CLF carton, PAF carton, hydraulic carton and light kit in place of a black iron package if a black iron package is not used in installation).

2.2.2 Accessory items (e.g. deflectors, curb guards) are not required components of a complete plow system and do not qualify for additional Bid Assistance discounts unless these items are specifically delineated on the Bid Specifications.

2.3 Only Level 2 and Level 3 Plow Distributors qualify for the Plow and Spreader Bid Assistance program.

2.3.1 Level 2 Distributors qualify for Bid Assistance on all plows. Spreader Bid Assistance claims are limited to Tailgate Spreaders only.

2.4 Hotshot spreaders and Turbo Brooms are excluded from the Bid Assistance program.

2.5 Meyer, at its sole discretion, can approve an increased Bid Assistance award for quantities greater than 10 whole goods. To be awarded this higher discount, distributors must comply with the following terms and conditions.

2.5.1 Bid Assistance awards for volume whole good sales (greater than 10 units) are equal to 13% of the Distributor's net cost per whole good as stated on the Bid Assistance Credit Schedule, attached as Appendix A to this Bid Assistance program book, for each plow or spreader.

2.5.2 Eleven (11) or more whole goods must be sold to a single municipality and installed at one time. Open ended municipal bids cannot be accumulated to qualify for an increased Bid Assistance award. Claims held over 30 days from invoice may be forfeited, see Section 5.3 for details.

2.5.3 Claims accumulated for multiple municipalities but submitted in groups of 11 or more will only qualify for the standard Bid Assistance award.

2.6 Bid Assistance credits are standalone discounts. Meyer, at its sole discretion, may limit a Distributor's ability to claim Bid Assistance on whole goods which previously qualified for discounts or special terms and conditions at the time of their purchase under another Meyer Pre-Season or In-Season Order Program.

2.7 The Distributor's account must be current and in good standing to be awarded Bid Assistance. Bid Assistance claims may be held for up to 30 days after submission to Meyer for account approval.

2.8 Bid Assistance Request Form #4-560 must be completed to receive credit. Form #4-560 is available on Meyer Extranet site. Serial Numbers for both Moldboard and Black Iron Package or Hydraulic Lift Unit are required on Form #4-560. A Distributor may also submit an invoice for the product that clearly lists the Moldboard and Hydraulic Lift Unit or Black Iron Package serial numbers. Bid Assistance claim forms without serial numbers will not be processed.

2.8.1 Request for Bid Assistance credit for any special program requires a complete bid tabulation and should be submitted on the standard Bid Assistance Request Form, Form # 4-560. Serial Numbers for both Moldboard and Black Iron Package or Hydraulic Lift Unit are required on Form # 4-560. Bid Assistance claim forms without serial numbers will not be processed.

2.9 Bid Assistance Credits will not be reflected on a Customer Order. When a Bid Assistance claim is submitted, it will be reviewed for compliance with Meyer Bid Assistance Policy. Once a claim is accepted, a separate Credit Memorandum will be issued to the Distributor for the value of the claim.

**3. FREIGHT:**

3.1 Freight will be reimbursed for qualifying governmental orders of six (6) or more complete snow plows and/or spreaders shipped at one time from Meyer Products, LLC to one Distributor Branch (as defined by Meyer Products, LLC) for delivery to one Municipality.

3.1.1 Freight reimbursements will be awarded in the form of a line item credit on a Credit Memorandum. Orders will not ship freight prepaid.

3.2 Governmental Orders for complete plows and Spreaders in quantities of five or fewer do not qualify for freight reimbursement and are shipped according to the distributor's pre-established profile.

**4. BIDS WITHIN AREA OF RESPONSIBILITY:**

4.1 The Distributor can only qualify to receive Bid Assistance from Meyer Products, LLC for the State in which the Authorized Distributorship is located, unless specified otherwise in writing from Meyer Products, LLC.

4.1.1 In addition to state restrictions, to qualify for Bid Assistance, all sales must be to a government agency or agencies located within the distributor's Area of Responsibility unless otherwise specified in writing; see section 1.5 and its subsections in the Meyer Products Standard Policies found within this program book for information regarding Area of Responsibility. Bid Assistance claims for sales outside a distributor's area of responsibility will not be honored.

4.2 Upon request, Meyer will issue a letter for a retailer to verify that said retailer is authorized to perform Meyer sales, service, and warranty allowing that retailer to participate in municipal bid programs.

4.2.1 Municipal authorization letters will be issued to direct distribution accounts only. They will not be issued to dealers without a direct buying relationship with Meyer and who are only recognized as authorized Meyer sales agents through a Meyer direct sales organization.

**5. BID ASSISTANCE CLAIMS:**

5.1 A Bid Assistance Claim must come with all of the items listed in Sections 5.1.1 through 5.1.5 of the Bid Assistance Program.

5.1.1 The Distributor is required to provide a fully completed Bid Assistance request form. Failure to do so may result in denial of Bid Assistance.

5.1.2 Distributors must include a copy of the online product registration.

5.1.3 Distributors must include a complete copy of the invoice to the government agency.

5.1.3.1 Distributor invoice must be furnished complete, including all Meyer equipment and installation charges and total dollar value charged to the Municipality. Bid Assistance claims with Distributor invoices that do not specifically contain Meyer equipment charges may be denied.

5.1.4 Distributors must include serial numbers for the Moldboard and Black Iron package or Hydraulic Unit, which can be included on the invoice to the government agency or listed on the Bid Assistance Request form, Form # 4-560.

5.1.5 Distributors must include one of the following from the municipality: A copy of the purchase order, a letter or email from the municipality stating consent to the purchase of the installed equipment or the purchasing agent's name and phone number.

5.2 To claim Bid Assistance the Distributor must scan and email or fax the above requested materials with a **Bid Assistance Request Form # 4-560 to:**

**Meyer Products, LLC  
18513 Euclid Ave.  
Cleveland, OH 44112  
Attn: Bid Assistance Administration  
Email: [Greg.Blankenheim@aebi-schmidt.com](mailto:Greg.Blankenheim@aebi-schmidt.com)  
Fax: (216) 486-1321**

5.2.1 Failure to provide any or all of the required Bid Assistance documentation will result in delay or possibly the denial of a Bid Assistance award.

5.3 Appropriate paperwork must be submitted within 30 days of the date of invoice to the Government Agency. Failure to submit this request within 30 days will result in a forfeiture of Bid Assistance for that order.

5.4 After final approval and processing, the Bid Assistance credit will be applied to the respective Distributor's account. The Distributor's account must be current to be awarded Bid Assistance. See Standard Policies for more details.

**NOTE: Form #4-560 must be completed and must include Moldboard and Hydraulic Unit Serial Numbers, a complete copy of distributor invoice and a copy of product registration to receive Bid Assistance.**

**6. PRICING:**

6.1 Prices quoted by Meyer Products, LLC will be firm for thirty days (30) from bid opening date.

**7. OPEN-END BIDS:**

7.1 When bids contain a one year or more open-ended clause, consideration on price or an escalator clause will be negotiated. Meyer Products, LLC must be notified at the time of the original bid that it is open-ended; otherwise, the bid will be closed out when order is accepted.

**8. INTERNATIONAL CUSTOMERS:**

8.1 International (Export) Customers outside of USA and Canada are not eligible for the domestic Bid Assistance Program. International Distributors may only participate in the International Bid Assistance Program established for customers outside North America.

## **FLEET DISCOUNT PROGRAM**

### **1. DEFINITION:**

1.1 The purpose of the Fleet Discount program is to allow authorized Distributors to compete aggressively in the sale of Meyer products to businesses owning a livery of vehicles that can be outfitted with snow and ice control equipment. A qualifying business is defined as a non-tax exempt, for profit entity, that is either publicly traded or privately held, and not municipally, state or federally funded (supporting documentation will be required). Privately held, tax exempt non-profit corporations or organizations such as private utilities, private schools, private hospitals and private clubs do not qualify for this program.

1.2 Meyer Products, LLC reserves the right to change program details, product design, construction, prices and specifications, without notice and without incurring any obligation.

### **2. FLEET DISCOUNT PROGRAM:**

2.1 For sales to qualify for the Fleet Discount Program, minimum purchase requirements and maximum sale prices for eligible items must be met.

2.1.1 See the Fleet Discount Price Guide, attached as Appendix A to this Fleet Discount program book, for the complete list of eligible products, the maximum allowable sell price for each item to qualify for the Fleet Discount Program, the minimum number of required units to make a sale eligible for the Fleet Discount Program, the potential credit amount for each item, and the quantity thresholds necessary to achieve each discount tier.

2.2 Complete Snow Plows and/or Spreaders can qualify for the Fleet Discount Program; Turbo Brooms do not qualify.

2.2.1 A complete plow consists of a moldboard and black iron package or an individual complete plow package (where applicable), vehicle mount, controller (if not included in package) and light adapter (where required). Plow systems can also be ordered by component pieces (purchase individually a CLF carton, PAF carton, hydraulic carton and light kit in place of a black iron package if a black iron package is not used in installation).

2.2.2 Accessory items (e.g. deflectors, curb guards) can qualify for additional Fleet Program discounts only if they are purchased and installed at the time of the original whole good purchase and installation.

2.2.3 Repair Parts are not eligible for the Fleet Discount program.

2.3 A customer may purchase any mix of plows and non-walk behind spreaders to reach minimum qualification threshold. To combine the purchase of walk behind spreaders with other whole goods to achieve minimum thresholds, four (4) walk behind spreaders will equal one whole good unit.



2.4 Once a business makes a qualifying Fleet Discount purchase, they will continue to qualify for the Fleet Discount for a time period of one (1) year on additional whole good purchases from the original supplying distributor. Supporting documentation will be required for each additional purchase.

2.4.1 Any additional qualifying purchases will be discounted at the initial discount rate, regardless of the number of additional qualifying whole goods purchased.

### **3. PROGRAM REQUIREMENTS:**

3.1 To qualify for the Fleet Discount Program, all original qualifying units must be purchased together, by a single purchaser on one invoice.

3.2 To participate in the Fleet Discount Program, all qualifying sales must be to businesses located within the distributor's Area of Responsibility; see section 1.5 and its subsections in the Meyer Products Standard Policies within this program book for information regarding Area of Responsibility. Fleet Discount claims for sales outside a distributor's area of responsibility will not be honored.

3.3 To qualify for the Fleet Discount rebate, a Distributor must sell plows and spreaders at or below the maximum sell price as listed in the Fleet Discount Price Guide, attached as Appendix A to this program book.

3.3.1 Maximum sell prices do not include installation or freight charges. Supporting documentation showing final sale price of all claimed items is required; see Section 5 for details.

3.4 Distributors will earn rebates for qualifying Fleet Discount orders only after they have received and installed all claimed items and completed all required Fleet Discount Program supporting documentation.

3.5 The Distributor's account must be current and in good standing to be awarded Fleet Discount Program rebates. Rebate claims may be held for up to 30 days after submission to Meyer for account approval.

3.6 Fleet Discount rebates will not be reflected on a Customer Order. When a rebate claim is submitted, it will be reviewed for compliance with Meyer Fleet Discount Program Policy. Once a claim is accepted, a separate Credit Memorandum will be issued to the distributor account for the value of the claim; under no circumstances will Meyer Products issue rebate checks.

3.7 All Meyer distributors, regardless of current program discount level, qualify for the Fleet Discount program.

3.8 Fleet Discount credits are standalone rebates. Meyer, at its sole discretion, may limit a Distributor's ability to claim Fleet Assistance on whole goods which previously qualified for discounts or special terms and conditions at the time of their purchase under another Meyer Pre-Season or In-Season Order Program.

**4. FREIGHT:**

4.1 Fleet Orders for complete plows and Spreaders in any quantities do not qualify for freight reimbursement and are shipped according to the distributor's pre-established shipping profile if no freight preference is listed on the fleet order.

**5. FLEET DISCOUNT REBATE CLAIMS:**

5.1 Fleet Discount Rebate Form # 4-556 must be completed to receive credit. Form # 4-556 is available on Meyer Extranet Site. Serial Numbers for both Moldboard and Black Iron Package or Hydraulic Lift Unit are required on Form # 4-556. A Distributor may also submit an invoice for the product that clearly lists the Moldboard and Black Iron Package or Hydraulic Lift Unit serial numbers. Forms submitted without serial numbers will not be processed.

5.2 All claims must include a copy of a W-9 for the purchasing fleet/business. The W-9 must be signed and include the business/fleet's Federal Employer Identification Number (EIN).

5.3 All claims must include a copy of the distributor invoice to the fleet/business. Distributor invoice must be furnished complete including all equipment and installation charges and total dollar value charged to the fleet/business.

5.4 All claims must include a copy of the completed product registration(s) for each plow and/or spreader as required.

5.5 Submit the completed Fleet Discount rebate Form # 4-556 along with a copy of their invoice and the completed product registration to:

**Meyer Products, LLC  
18513 Euclid Ave.  
Cleveland, OH 44112  
Attn: Fleet Discount Program Administration  
Email: Greg.Blankenheim@aebi-schmidt.com  
Fax: (216) 486-1321**

5.6 Appropriate paperwork must be submitted within 30 days of the date of invoice to the fleet/business. Failure to submit this request within 30 days will result in a forfeiture of Fleet Discount rebates for that order.

5.7 The Distributor is required to furnish a Rebate Tabulation, whether successful or not. Failure to do so may result in denial of Fleet Discount Rebate.

5.8 After final approval and processing, the Fleet Discount Rebate will be credited to the respective Distributor's account. The Distributor's account must be in good standing to be awarded Fleet Discount Rebates. See Standard Policies for more details.

**NOTE: Form # 4-556 must be completed and include Moldboard and Black Iron Package or Hydraulic Unit Serial Numbers, a complete copy of distributor invoice and a copy of Product registration to receive the Fleet Discount Rebate.**

## **6. PRICING:**

6.1 Prices quoted by Meyer Products, LLC will be firm for thirty days (30) from bid opening date.

## **7. INTERNATIONAL CUSTOMERS:**

7.1 International (Export) Customers outside of USA and Canada are not eligible for the domestic Fleet Discount Program. International distributors may only participate in the International Fleet Discount Program established for customers outside North America.

## **NATIONAL ACCOUNT SALES PROGRAM**

### **1. DEFINITION:**

1.1 The purpose of the National Account Sales program is to streamline the purchasing process for national accounts, to maximize the relationships Meyer Products, LLC (“Meyer”, “Meyer Products”) has built through sales and marketing directly to targeted national accounts and to ensure that Meyer purchases made by national account patrons will be eligible to receive Meyer retail financing.

1.2 Meyer Products, LLC reserves the right to change program details, product design, construction, prices and specifications, without notice and without incurring any obligation.

### **2. NATIONAL ACCOUNT SALES PROGRAM RULES AND REQUIREMENTS:**

2.1 The National Account Sales program is administered completely by Meyer Products and, as such, Meyer will sell equipment directly to the National Account customer through that customer’s purchasing department. National Account customers agree to purchase whole goods and select accessories exclusively through that account’s national purchasing office directly from Meyer Products. Sales of all goods are at a fixed price, agreed upon in advance between Meyer Products and the individual National account.

2.1.1 Any National Account affiliated consumer is free to negotiate with, and purchase directly from, an Authorized Meyer retailer.

2.1.1.1 By entering a sales agreement directly with a Meyer Authorized retailer, that affiliated consumer forfeits the right to any National Account program benefits for which they would otherwise qualify including, but not limited to: program pricing, program financing, program buying incentives and/or special offers, item giveaways and rebates.

2.1.2 Any inquiries from customers affiliated with a National Account buying program regarding purchasing and/or pricing for equipment installation must be referred to Meyer Products. National Account inquiries not referred to Meyer before any pricing is given or work is performed will result in the forfeit of any program benefits and incentives as noted in Section 2.1.1.1 above.

2.2 All Meyer equipment purchased through the national account program is sold at a single, complete price that covers the cost of the equipment, freight, assembly and installation.

2.3 All purchases made using the National Account program will be shipped to an installing agent authorized by Meyer to assemble and install the goods purchased. Every effort will be made by Meyer to secure a Meyer Authorized Retailer to assemble and install any goods purchased through the National Account program.

2.3.1 In the event that a Meyer Authorized retailer cannot be secured to install equipment purchased by a national account consumer, Meyer, using its sole discretion, will secure an installing agent it deems qualified to install purchased equipment. This may include retailers who sell and install competitive snow and ice control equipment who are not Authorized Meyer retailers.

2.4 Payment to installation agents will be made in the form of a Credit Memorandum for the value of the claim, issued to a Distributor's account once an Installation Credit Request form is accepted and approved. Under no circumstances will Meyer Products issue credit checks.

2.5 A customer can only purchase complete Snow Plows and/or Spreaders, and select accessories, to be installed only at time of purchase, through a national account.

2.5.1 A complete plow consists of a moldboard and black iron package or an individual complete plow package (where applicable), vehicle mount, controller (if not included in package) and light adapter (where required). Plow systems can also be ordered by component pieces (purchase individually a CLF carton, PAF carton, hydraulic carton and light kit in place of a black iron package if a black iron package is not used in installation).

2.5.2 Accessories that can be purchased with a complete plow system are as follows: rubber or poly cutting edges, all deflector types, plow wing kits, safety lights and suspension enhancement.

2.5.3 All other accessories, as well as Meyer Genuine Repair Parts are not eligible for the National Account Sales program.

### **3. BECOMING AN INSTALLING AGENT:**

3.1 Meyer will contact a potential installing agent on a per order basis. For each order, potential installing agents have the right to accept or refuse Meyer's offer to install equipment.

3.1.1 Meyer will tender a written offer to the potential installing agent on the Installation Agent Agreement Form (Form # 4-557) upon verbal consent to install Meyer equipment.

3.2 Only after Meyer Products receives and approves the fully completed Installation Agent Agreement Form, will the potential agent be authorized to install Meyer equipment for that sale.

3.3 Signing and submitting the Installation Agent Agreement Form acts as the potential agent's consent to perform the work as stated on the Installation Agent Agreement Form and the acceptance of all Meyer Terms and Conditions of installation.

3.3.1 Meyer will return an approved copy of the Installation Agent Agreement Form as proof of acceptance.

**4. INSTALLATION GUIDELINES AND EXPECTATIONS:**

4.1 All equipment is sold by Meyer directly to the National Account purchaser and will be shipped to the installing agent by Meyer. Purchased equipment will not be pulled from retailer inventory.

4.2 The Installation Agent agrees to install all equipment within two (2) weeks of receipt.

4.3 Under no circumstances will the Installing Agent be permitted to charge the customer for any of the items that are deemed to be covered under the initial system purchase. This includes, but is not limited to, the following: equipment purchased from Meyer, freight, installation, handling, and/or shop supplies.

4.3.1 Documentation proving installation and delivery, such as a final invoice, clearly stating that no additional fees or charges have been assessed must be submitted for each order. See Section 6.2 for details.

4.4 The Installing agent is required to complete a thorough product walk through with all customers upon delivery. Each walk through must cover the following topics: plow and/or spreader operation, routine maintenance, product mount and dismount, and product safety.

4.5 An Installing Agent is permitted and encouraged to include add on sales with the equipment installation.

4.5.1 Installing agents may not, however, charge for any items that are otherwise included in equipment purchase.

**5. FREIGHT:**

5.1 There will not be freight charges to the installing agent. The Installing agent agrees that they will not assess any freight charges to the purchaser.

**6. INSTALLATION CREDIT REQUEST:**

6.1 Installation Credit Request Form # 4-558 must be completed to receive credit. Serial Numbers for both Moldboard and Hydraulic Lift Unit or Black Iron Package are required on Form # 4-558. A Distributor may also submit an invoice for the product that clearly lists the Moldboard and Hydraulic Lift Unit or Black Iron Package serial numbers. Forms submitted without serial numbers will not be processed.

6.2 All claims must include a copy of the distributor invoice to the customer. Distributor invoice must be furnished complete including a list of all supplied equipment (items purchased through National Account at no charge), any add on purchases, and total dollar value charged to the customer.

6.3 All claims must include a copy of the completed product registration(s) for each plow and/or spreader as required as well as photographs of all installed equipment.

6.4 Submit the completed Installation Credit Request form (Form # 4-558), along with photographs of all equipment installed, a copy of the dealer invoice and the completed product registration to:

**Meyer Products, LLC**  
**18513 Euclid Ave.**  
**Cleveland, OH 44112**  
**Attn: National Account Program Administration**  
**Jason Mattson: Jason.Mattson@aebi-schmidt.com**  
**Fax: (216) 486-1321**

6.5 Appropriate paperwork must be submitted within 30 days of the date of invoice to the customer. Failure to submit this request within 30 days will result in a forfeiture of Installation Credits for that order.

6.6 After final approval and processing, the National Account Installation Credit will be credited to the respective Distributor's account. The Distributor's account must be in good standing to be awarded Installation Credit. See Standard Policies for more details.

**NOTE: Form # 4-558 must be completed and include Moldboard and Black Iron Package/Hydraulic Unit Serial Numbers, a complete copy of distributor invoice, Photograph of all installed product, and a copy of Product Registration to receive the National Account Installation Credit.**

## **7. CONTACTING MEYER:**

7.1 For all inquiries, including customer price and availability questions, Installation Agreement concerns, Credit Requests, or any general questions, Meyer retailers must contact Jason Mattson at Meyer Products using the following information:

Phone: Jason Mattson: (216) 486-1313 extension 2255

Email: Jason.Mattson@aebi-schmidt.com

## **WARRANTY AND PRODUCT SERVICE POLICY**

### **1. DISTRIBUTOR REQUIREMENTS:**

1.1 It is the responsibility of each Distributor to have a **qualified** person to process Meyer Warranty Claims and to ensure the distributor adheres to the required procedures. Distributor service personnel must have attended a Meyer Service School in the past 12 months to qualify for warranty reimbursement at the stated program rates and to receive posted shop labor rate.

1.2 It is the responsibility of each Distributor to file a warranty claim online through the Warranty Claim system prior to returning any parts to the factory that are being claimed under warranty. The online warranty claim number will serve as the Return Goods Authorization (RGA) for any items that are required to be returned to Meyer. Distributors must only return items as specified in Section 9 of this Warranty policy.

1.3 It is the responsibility of each Distributor and their Authorized Dealers to have personnel qualified to effectively diagnose problems and perform repairs. Lack of compliance with this policy will result in denial of Warranty Claims by Meyer Products, LLC.

1.4 All Warranty Claims submitted must be filed by an Authorized Meyer Products, LLC Distributor or Dealer. All Warranty Claims must be submitted within **30 days** of the repair or warranty reimbursement will be denied.

1.5 Each Authorized Distributor or Dealer is responsible for service of Meyer equipment under warranty, **regardless of where the equipment was purchased.**

1.6 Refusal to service Meyer products under warranty, regardless of where the equipment was purchased, may result in actions including, but not limited to, the inability to file future warranty claims, removal from the Meyer Distributor Locator, access blocked to the Distributor Extranet, forfeiture of any discounts or Sales Programs (e.g., Pre-Season Discount programs, Bid Assistance), Distributor's account placed on automatic status review, or termination of that Distributor or Dealer. See Standard Policies, Section 2, for more details.

1.7 Meyer Products, LLC expressly forbids any Distributor or Dealer from charging the original purchaser for a warranty repair. Violation of this policy may result in, but not be limited to, the inability to file future warranty claims, removal from the Meyer Distributor Locator, access blocked to the Distributor Extranet, forfeiture of any discounts or Sales Programs (e.g., Pre-Season Discount programs, Bid Assistance), Distributor's account placed on automatic status review, and termination of a Distributor or Dealer. See Standard Policies, Section 2, for more details.



1.8 Distributors are required to return all warranty serviced vehicles and items to original equipment manufacturer (OEM) specifications.

1.8.1 Items removed or loosened from a customer vehicle during service, including but not limited to: dash panels, hoses, shrouds and accessories must be re-secured and returned to pre-service condition.

1.9 Meyer Products reserves the right to change program details, product design, construction, prices and specifications, without notice and without incurring any obligation.

## **2. WARRANTY TERMS:**

2.1 **General** – It is the **responsibility** of the original purchaser to establish the warranty period by **verifying the original delivery date**. A bill of sale, cancelled check or some other appropriate payment record must be kept for that purpose.

2.1.1 It is recommended, but in some cases not required, that the original delivery date be verified by completing the online product registration.

2.1.2 In order to receive the extended warranty of 5 years for applicable whole goods, the product must be registered upon purchase.

2.2 **Warranty Service** – In order to obtain service under this warranty policy, the original purchaser must return the part claimed defective, along with proof of purchase (e.g., bill of sale) to an authorized Meyer Products Distributor/Dealer, transportation and freight charges prepaid.

2.3 Only officially recognized Meyer Products, LLC Distributors and Dealers are authorized to perform the obligations under these warranties.

2.4 This Warranty is valid only when all maintenance recommendations are followed and documented by the consumer, per the **Operation and Maintenance Manual/Owner's Manual** provided with original equipment.

2.5 No person is authorized to change this warranty or to create any warranty other than that set forth herein. This Warranty gives you specific legal rights and you may also have other rights which vary from state to state.

## **3. STANDARD WARRANTIES:**

3.1 See the Meyer Snow Plow Limited Warranty effective July 1, 2014 and the Meyer Spreader Limited Warranty effective April 1, 2014, attached to this Program Book, for a comprehensive definition of Meyer's snowplow and spreader warranties.

3.2 Warranty coverage is limited to the original purchaser of equipment. Warranties on Meyer equipment are not transferable or assignable.

**3.3 Meyer Standard Warranty** – This warranty runs for a period of one year from the date of purchase, for the original purchaser of the product, with the exception of the items listed in Section 3.3.1 through 3.3.5 below.

3.3.1 The following items come standard with a two year warranty: Meyer BL Series spreaders. This warranty may not be extended.

3.3.2 The following items come standard with a ten year warranty: poly hopper on a PolyHawk series spreader (10 year warranty on hopper only; all other parts, accessories and structural materials receive the standard one year warranty).

3.3.3 The following items come standard with a two year warranty and must be registered online to receive the extended ROC warranty: Meyer Pro series, Super V series, Diamond Edge, WingMan and Super Blade series plows; as well as Meyer Blaster and Crossfire series spreaders.

**3.4 ROC 3/5 Year Extended Warranty** – An extended warranty will be available on all new plows purchased and installed by an authorized Meyer Products, LLC distributor or dealer on or after August 1, 2006 and before August 1, 2011. If the Snow Plow Package is registered online at [www.meyerproducts.com](http://www.meyerproducts.com) within sixty (60) days of purchase, the warranty package will be extended for a period of one year and will also include a warranty for a period of five years from the date of purchase on Structural Steel. See Warranty Statement for specific details.

**3.5 ROC 5/5 Year Extended Warranty** – An extended warranty will be available on all new plows purchased and installed by an authorized Meyer Products, LLC distributor or dealer on or after August 1, 2011 and containing any one of the following hydraulic units: V-70, V-71, E70, or E-72; all plows installed by an authorized Meyer distributor on or after July 1, 2014 using any brand new, factory sealed Meyer OEM hydraulic unit, and on all Crossfire and Blaster spreaders purchased and installed by an authorized Meyer distributor on or after April 1, 2014. If the Snow Plow Package, Crossfire spreader, or Blaster Spreader is registered online at [www.meyerproducts.com](http://www.meyerproducts.com) within sixty (60) days of purchase, the warranty package will be extended for a period of three years. This will warrant the entire plow system or spreader for a period of five years. See Warranty Statement for specific details.

#### **4. WARRANTY PROCEDURES:**

4.1 All Warranty Claims and returned goods must be handled in accordance with **Warranty Procedure Manual, Form #4-313. Flat Rate Manual, Form #4-303**, is used for all labor charges. The following sections are a Synopsis of the Warranty Procedure; please refer to the above Forms for further details.

#### **5. WARRANTY MATERIAL ALLOWANCE:**

5.1 Warranty material allowances for Meyer distributors are listed below in Sections 5.1.1 through 5.1.2:

5.1.1 Level 3 Distributors: Credit for defective material is issued at Distributor Net Price plus 15% to be used to cover shipping and administrative costs.

5.1.2 Level 1 and 2 Distributors: Credit for defective material is issued at Distributor Net Price.

5.1.3 There is no separate allowance for shipping and/or freight costs other than the material allowance as stated in items 5.1.1 and 5.1.2.

**5.2 Shortages in packaging are NOT WARRANTY. Please report all shortages to the Sales Department as per Standard Policies Section 11: Shortages.**

## **6. WARRANTY LABOR ALLOWANCE:**

6.1 Credit for Warranty Labor is issued at the Distributor/Dealer's approved retail labor rate. It is the responsibility of each Distributor/Dealer to inform the Meyer Products Service Department of their current retail labor rate. Only the Meyer approved labor rate is used to compute labor credit for Warranty Claims. Refer to **Warranty Procedure Manual, Form #4-313** for further details.

## **7. MANUALS/OWNERS GUIDES AND SERVICE BULLETINS:**

7.1 The Meyer Extranet Site, including the Meyer Electronic Library (MEL), has all updated service materials.

7.2 New Service Bulletins are e-mailed as required during the year to the company **Principal**, or designated **Service Manager** (based on Distributor Profile).

7.3 It is the responsibility of the company and the Service/Parts Manager to be current on any and all Meyer Service Bulletins. All service bulletins are available on our extranet site.

7.4 Service Manuals are available for download on the Meyer Extranet at no charge ([http://extranet.meyerproducts.com/distributor/service/manuals\\_supplies.asp](http://extranet.meyerproducts.com/distributor/service/manuals_supplies.asp)).

## **8. SERVICE SCHOOLS:**

8.1 Service Schools will be held at Meyer Products, LLC in Cleveland, Ohio and in several locations throughout the Meyer sales territories each Pre-Season, or will be available as online training courses. Published Service School dates or online training modules will be available on the Distributor Extranet. Service School dates and locations are subject to cancellation or rescheduling at Meyer's discretion.

## **9. WARRANTY RETURNS:**

9.1 Meyer, at its sole discretion, will determine whether or not an item is to be returned for warranty consideration. It is the responsibility of each Distributor to file a claim via the online Warranty Claim System. Filing the warranty claim allows Meyer to determine the disposition (i.e. return to Meyer, field scrap) on an item or items.

9.1.1 Warranty claims should be requested within 30 days of the repair via our online warranty claim center.

9.1.2 All claims will be processed on a first come, first served basis. A distributor should receive a disposition on a warranty claim within 30 days of filing the claim. Warranty claims may be delayed during busy season but will be processed as time and resources permit.

9.1.3 If the disposition of the claim is to return items for warranty consideration, the warranty claim number will act as the Return Goods Authorization number (RGA).

9.2 Do not return items unless the claim disposition is that they be returned. Items returned to Meyer that were not specified for return may, at Meyer's sole discretion, be returned to the Distributor freight collect.

9.3 Packages shipped without an RGA number written on the outside of the carton or on a packing list will not be accepted and will be returned freight collect to the Distributor.

9.4 **NOTE:** A Return Goods Authorization does not imply or guarantee that the corresponding warranty credit will be issued.

## **10. PARTS REPLACED UNDER WARRANTY**

10.1 Warranted parts to be returned will be specified in the claim disposition, per the Warranty Return Policy (see Section 9). All parts must be complete; **disassembled parts will be returned freight collect and Warranty claim denied.**

10.2 Moldboards, mounting parts, and spreader assemblies must be digitally photographed and the files must be attached to the online warranty claim.

10.3 Hydraulic units will not be accepted without prior RGA authorization from the Meyer Products, LLC Service Department via the online Warranty Claim system.

10.4 Only defective parts will be accepted under warranty. When **parts are checked** and then found to be in proper working condition, the parts will be returned at Distributor's expense and the warranty claim denied. A **debit** will be issued for freight charges. Refer to **Warranty Procedure Manual, Form #4-313** for further details.

10.5 Return only parts that are actually defective. Example: Do not return a complete solenoid valve when only the coil is bad. The solenoid valve will be returned at the Distributors expense and claim will be denied.

10.6 Complete instructions are covered in the Meyer Products **Warranty Procedure Manual, Form #4-313**.

***NOTE: These general guidelines do not replace the Warranty Procedure Manual - Form #4-313, and are offered only as a reference.***

## **11. PREPARATION OF WARRANTY CLAIM:**

11.1 Meyer will only accept Warranty Claims submitted online via the Warranty Claim Center which can be accessed online through the Meyer Distributor Extranet.

11.2 Warranty Claims must be submitted in the following manner: one claim per vehicle or Meyer whole good.

11.3 When a Warranty Claim is submitted, all parts must be tagged and listed separately. Repair Work Order must contain all the required information, including a complete description of the nature or cause of difficulty.

11.4 As outlined in Section 9 above, the online warranty claim number serves as the RGA for items to be returned.

11.5 **SUPPORTING DOCUMENTS** required for each claim are as follows: a dated copy of the Repair Order signed by the equipment owner, and a copy of the customer's original proof of purchase, such as the original sales receipt or invoice.

11.6 All Insert Hopper Spreaders, Tailgate Spreaders, Moldboards, and Hydraulic units must show serial number.

## **12. LABOR POLICY**

12.1 Labor credit allowed for warranty claims is based on the established retail labor rate authenticated, approved by, and on file at Meyer Products, LLC. The authorized labor hours are based on the flat rate allowances in the current **Flat Rate Manual, Form #4-303**. There is no allowance for overtime or any other special labor rate.

12.1.1 The Meyer Products, LLC warranty does not cover travel costs in any form including, but not limited to, travel time, mileage, fuel, food and lodging, or expenses.

12.2 Changes in labor rates are to be requested on the **Labor Rate Change Request Form (Form #4-613)** which can be found in the Forms section of this book and also found in the **Flat Rate Manual, Form #4-303**, which should be submitted to the Meyer Products Service Department. A request to update the labor rate will be authenticated based on the average labor rates available in a 30 mile radius of the respective distributor's local market.

## **MEYER PRODUCTS, LLC ENGINE** **WARRANTY PROCEDURE**

All Gasoline engines are warranted by the engine manufacturer.  
Contact their authorized service center in your area for service on the engine.  
Engine service centers can be located by searching online.

If further assistance is needed, or you are not satisfied with the service of your local service center, please contact the engine manufacturer directly using the contact information provided below:

### **Honda**

American Honda Motor Co., Inc.  
Power Equipment Division  
Customer Relations Office  
4900 Marconi Drive  
Alpharetta, GA 30005-8847  
(770) 497-6400  
[www.honda-engines.com/dea.htm](http://www.honda-engines.com/dea.htm)

### **Briggs & Stratton**

Briggs & Stratton Corporation  
PO Box 702  
Milwaukee, WI 53201  
(414) 259-5333  
[www.briggsandstratton.com](http://www.briggsandstratton.com)

**MEYER® SNOW PLOWS**  
**LIMITED WARRANTY EFFECTIVE JULY 1, 2014**

**What is Covered:**

Meyer Products, LLC, warrants to the original purchaser of Meyer® branded products that they will be free from defects in materials or workmanship, with the exceptions stated below. No person is authorized to change this warranty or to create any additional warranty on Meyer® products.

**How Long Coverage Lasts:**

This warranty runs for a period of two years from the date of purchase on any purchase of a complete Snow Plow Package<sup>1</sup>. If the Package is installed on or after August 1, 2006 but before August 1, 2011 and registered online at [www.meyerproducts.com](http://www.meyerproducts.com) within sixty (60) days of purchase, your warranty for the Package will be extended for a period of one year and you will also receive a warranty for a period of five years from the date of purchase on Structural Steel<sup>2</sup>. If the Package is installed on or after August 1, 2011 and contains an E-70, E-72, V-70 or V-71 hydraulic unit and is registered online at [www.meyerproducts.com](http://www.meyerproducts.com) within sixty (60) days of purchase, your warranty for the Package will be extended for a period of three years. If the Package is installed on or after July 1, 2014 using any brand new, factory sealed Meyer OEM hydraulic unit, and is registered online at [www.meyerproducts.com](http://www.meyerproducts.com) within sixty (60) days of purchase, your warranty for the Package will be extended for a period of three years. In addition to the warranties covering a complete Snow Plow Package and Structural Steel, you will receive a warranty for a period of one year from the date of purchase on individual parts, components, or accessories. All foregoing warranties apply only to an original purchaser of the product if the product is installed by an authorized Distributor/Sub-Distributor and terminate if the product is sold or otherwise transferred. Some states do not allow limitations on how long an implied warranty lasts, so the above limitation may not apply to you.

**What is Not Covered:**

This warranty does not cover:

- Problems caused by failure to follow the product instructions, failure to maintain the product as described in the Operator's Manual, or failure to maintain proper levels of lubricants;
- Problems caused by contamination or restriction of lubricant systems, or damage resulting from rust, corrosion, freezing or overheating;
- Paint, or expendable snow plow parts such as pins, runners, cutting edges, chrome plating, springs, markers;
- Damage to any vehicle to which the products are mounted, or the suitability of any product for vehicles which are not fitted with the appropriate heavy-duty snow plow service preparation parts;
- Damage caused by usage that is not in accordance with product instructions (use of the snow plow for any purpose other than plowing snow is considered misuse and abuse);
- Any snow plow, or any part, component, or assembly thereof, which has been modified or altered;
- Problems caused by using accessories, parts, or components not supplied by Meyer Products;
- Cost of tax, freight, transportation or storage charges, environmental charges, solvents, sealants, lubricants or any other normal shop supplies.
- Problems caused by collision, fire, theft, vandalism, riot, explosion, lightning, earthquake, windstorm, hail, water, flood, or any other Acts of God;
- Liability for damage to property, or injury to, or death of any person arising out of the operation, maintenance or use of the covered product;
- Products with missing or altered serial numbers;

The original purchaser's sole and exclusive remedy against Meyer Products and its Distributors and Sub-Distributors, and Meyer Products' sole obligation for any and all claims, whether for breach of contract, warranty, tort (including negligence) or otherwise shall be limited to providing, through its authorized Distributor/Sub-Distributor network, all labor and/or parts necessary to correct such defects free of charge. Any cost incurred in returning the product to an authorized Meyer® Distributor/Sub-Distributor is the responsibility of the original purchaser. ALL EXPRESS AND IMPLIED WARRANTIES FOR THE PRODUCT, INCLUDING, WITHOUT LIMITATION, ANY IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE, ARE LIMITED IN TIME TO THE TERM OF THE LIMITED WARRANTY PERIOD. NO WARRANTIES, WHETHER EXPRESS OR IMPLIED, WILL APPLY AFTER THE LIMITED WARRANTY PERIOD HAS EXPIRED. Meyer Products disclaims liability beyond the remedies provided for in this limited warranty, and disclaims all liability for incidental, consequential, and special damages, including, without limitation, any liability for third-party claims against you for damages, for products not being available for use, or for lost profits. Meyer Products' liability will be no more than the amount you paid for the product that is the subject of a claim; this is the maximum amount for which we are responsible. Some states do not allow the exclusion or limitation of incidental or consequential damages, so the above limitation or exclusion may not apply to you.

**What Meyer Products Will Do:**

Meyer Products will repair any product that proves to be defective in materials or workmanship. In the event repair is not possible or practical (as determined by Meyer Products in its sole discretion), Meyer Products will either replace the product with a new product of similar model and price, or refund the full purchase price, as determined by Meyer Products.

**Customer Responsibilities:**

Customer must keep the complete Snow Plow Package serviced/maintained as recommended by Meyer Products. A written record of service must be maintained, along with receipts for maintenance materials purchased. A copy of the maintenance record and pertinent receipts may be requested in the event of a claim.

**How To Get Service:**

In order to obtain service under this warranty, the original purchaser must:

- Use all reasonable means to protect the complete snow plow package from further damage;
- Return the claimed defective part to the Meyer® Distributor/Sub-Distributor from whom the product was purchased or to any authorized Meyer® Distributor/Sub-Distributor, transportation and freight charges prepaid. Only Meyer® Distributors/Sub-Distributors are authorized to perform the obligations under this warranty. For the address and telephone number of the Meyer® Distributor/Sub-Distributor nearest you, check the telephone directory, go to [www.meyerproducts.com](http://www.meyerproducts.com), write us at the address below, or call (216) 486-1313 for assistance;
- Provide maintenance record and receipts for required maintenance, if requested;
- Allow inspection of damaged parts and/or complete snow plow package if deemed necessary by Meyer Products.
- It is the responsibility of the original purchaser to establish the warranty period by verifying the original delivery date. A bill of sale, cancelled check or some other appropriate payment record may be kept for that purpose.

**How State Law Applies:**

This warranty gives you specific legal rights, and you may also have other rights which vary from state to state.

**MEYER PRODUCTS, LLC**  
**18513 Euclid Avenue, Cleveland, Ohio 44112**  
**(216) 486-1313**

<sup>1</sup> A complete Snow Plow Package consists of the hydraulic motor, operating controller, lift-frame, mold board and all related items.

<sup>2</sup> Structural elements consist of the mounting, lift-frame, A-frame, pivot/sector, and the mold board.

**MEYER® SPREADERS LIMITED WARRANTY**  
**EFFECTIVE APRIL 1, 2014**

**What is Covered:**

Meyer Products, LLC warrants to the original purchaser of Meyer® branded spreader products that they will be free from defects in materials or workmanship, with the exceptions stated below. No person is authorized to change this warranty or to create any additional warranty on Meyer® products.

**How Long Coverage Lasts:**

This warranty runs for a period of one year from the date of purchase, for the original purchaser of the product, except for Meyer BL, Blaster, and Crossfire Spreaders and the hopper only for PolyHawk series spreaders. Coverage terminates if you sell or otherwise transfer the product. Some states do not allow limitations on how long an implied warranty lasts, so the above limitation may not apply to you.

For Meyer BL series spreaders only, this warranty runs for a period of two years from the date of purchase on any purchase of a complete BL Spreader Package. For Meyer PolyHawk series spreaders only, the warranty period for the poly hopper only runs for a period of ten years. For Meyer Blaster and Crossfire series spreaders only, this warranty runs for a period of two years from the date of purchase. If the Package is registered online at [www.meyerproducts.com](http://www.meyerproducts.com) within sixty (60) days of purchase, your warranty for the Package will be extended for a period of three years.

In addition to the warranties covering a complete Spreader Package, you will receive a warranty for a period of one year from the date of purchase on individual parts, components, or accessories. All foregoing warranties apply only to an original purchaser of the product if the product is installed by an authorized Distributor/Sub-Distributor and terminate if the product is sold or otherwise transferred. Some states do not allow limitations on how long an implied warranty lasts, so the above limitation may not apply to you.

**What is Not Covered:**

This warranty does not cover:

- Problems caused by failure to follow the product instructions, or failure to maintain the product as described in the Operator's Manual;
- Problems caused by contamination or restriction of lubricant systems or damage resulting from rust, corrosion, freezing or overheating;
- Paint, or expendable parts such as pins, spreader fins, and other normal wear items;
- Damage to any vehicle to which the products are mounted, or the suitability of any product for vehicles which are not fitted with the appropriate heavy-duty preparation packages;
- Damage caused by usage that is not in accordance with product instructions (use of the spreader for any purpose other than spreading approved material is considered misuse and abuse);
- Any spreader, or any part, component, or assembly thereof, which has been modified or altered;
- Problems caused by using accessories, parts, or components not supplied by Meyer Products;
- Cost of tax, freight, transportation or storage charges, environmental charges, solvents, sealants, lubricants or any other normal shop supplies.
- Problems caused by collision, fire, theft, vandalism, riot, explosion, lightning, earthquake, windstorm, hail, water, flood, or any other Acts of God;
- Liability for damage to property, or injury to, or death of any person arising out of the operation, maintenance or use of the covered product;
- Products with missing or altered serial numbers;
- Gasoline engines and hydraulic pumps used as component parts of the spreader (these are warranted by their manufacturer and not by Meyer Products).

The original purchaser's sole and exclusive remedy against Meyer Products, and Meyer Products' sole obligation for any and all claims, whether for breach of contract, warranty, tort (including negligence) or otherwise shall be limited to providing, through its authorized Distributor/Sub-Distributor network, all labor and/or parts necessary to correct such defects free of charge. Any cost incurred in returning the product to an authorized Meyer® Distributor/Sub-Distributor is the responsibility of the original purchaser. ALL EXPRESS AND IMPLIED WARRANTIES FOR THE PRODUCT, INCLUDING, WITHOUT LIMITATION, ANY IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE, ARE LIMITED IN TIME TO THE TERM OF THE LIMITED WARRANTY PERIOD. NO WARRANTIES, WHETHER EXPRESS OR IMPLIED, WILL APPLY AFTER THE LIMITED WARRANTY PERIOD HAS EXPIRED. Meyer Products disclaims liability beyond the remedies provided for in this limited warranty, and disclaims all liability for incidental, consequential, and special damages, including, without limitation, any liability for third-party claims against you for damages, for products not being available for use, or for lost profits. Meyer Products' liability will be no more than the amount you paid for the product that is the subject of a claim; this is the maximum amount for which we are responsible. Some states do not allow the exclusion or limitation of incidental or consequential damages, so the above limitation or exclusion may not apply to you.

**What Meyer Products Will Do:**

Meyer Products will repair any product that proves to be defective in materials or workmanship. In the event repair is not possible or practical (as determined by Meyer Products in its sole discretion), Meyer Products will either replace the product with a new product of similar model and price, or refund the full purchase price, as determined by Meyer Products.

**Customer Responsibilities:**

Customer must keep the complete spreader system serviced/maintained as recommended by Meyer Products. A written record of service must be maintained, along with receipts for maintenance materials purchased. A copy of the maintenance record and pertinent receipts may be requested in the event of a claim. Electrical or hydraulic components are not to be disassembled without the express written permission of Meyer Products.

**How To Get Service:**

In order to obtain service under this warranty, the original purchaser must:

- Return the claimed defective part to the Meyer® Distributor/Sub-Distributor from whom the product was purchased or to any authorized Meyer® Distributor/Sub-Distributor, transportation and freight charges prepaid. Only Meyer® Distributors/Sub-Distributors are authorized to perform the obligations under this warranty. For the address and telephone number of the Meyer® Distributor/Sub-Distributor nearest you, check the telephone directory or you may write to Meyer Products at the address below, or call (216) 486-1313 for assistance;
- Defective parts returned to Meyer Products must be accompanied by the following information: spreader model, serial number, date installed and dealer from whom purchased;
- Provide maintenance record and receipts for required maintenance, if requested;
- Allow inspection of damaged parts and/or complete spreader package if deemed necessary by Meyer Products.
- It is the responsibility of the original purchaser to establish the warranty period by verifying the original delivery date. A bill of sale, cancelled check or some other appropriate payment record may be kept for that purpose.

**How State Law Applies:**

This warranty gives you specific legal rights, and you may also have other rights which vary from state to state.

**MEYER PRODUCTS, LLC**  
**18513 Euclid Avenue, Cleveland, Ohio 44112**  
**(216) 486-1313**



## **ADVERTISING POLICY**

**In a continuing effort to improve our premium positioning and brand recognition in the marketplace, Meyer Products, LLC has instituted the following policy with our key distribution and retail partners:**

**The Meyer brand can only be represented by retailers who support a strategy to meet the purchase requirements of the Professional Contractor or Consumer.**

Meyer retains the right to determine the retail environment for which our products are distributed and sold. The Meyer distributor/dealer must meet the responsibilities to properly Sell, Service, Advertise, Promote, and Warrant the product. Our determination will be made based on percentage of total sales, annual advertising program of other professional brands and products represented, and various other salient factors.

**No Meyer Distributor/Dealer may resell any Meyer product to another Retailer, Broker or Distributor who is not an authorized Meyer customer.**

Meyer's policy is to sell only to distributors or dealers who provide the level of service and support as defined in the Standard Policies section of the annually published Program Book. This is important to preserving the reputation, strengthening distribution, increasing brand recognition and properly serving Meyer's customers. Violation of this policy may result in termination of distributor or dealer.

Meyer Products, LLC reserves the right to change program details, product design, construction, prices and specifications, without notice and without incurring any obligation.

Meyer Products, LLC has invested substantial amounts of their capital and quality efforts to develop and maintain strong trademarks. To maintain this investment, this Policy is a limited and qualified license to the distributor to use the Meyer and Meyer Diamond Edge names and trademarks (the Marks) strictly in accordance with this Policy.

To remain qualified as a distributor and licensee of this trademark license, it is required that all distributors:

- obtain prior written approval of all use of the Marks;
- discontinue any use of the Marks at any time Meyer Products, LLC gives notice that a use is not acceptable;
- avoid any use of the Marks in any manner that causes or is likely to cause confusion about the source of goods or services of Meyer Products, LLC to dilute any Marks;
- never use the Marks in connection with the sale of any goods or services sourced from anyone other than Meyer Products, LLC; and
- agree that all use of the Marks shall inure to the benefit of Meyer Products, LLC.

This distributor trademark license is non-exclusive, personal and non-assignable, limited to the United States of America and terminable at any time at the will of Meyer Products, LLC.

## **MEYER CO-OP PROGRAM**

### **1. PROGRAM OVERVIEW:**

1.1 Meyer Products is pleased to offer our Distributors co-op advertising as an effective way to promote and advertise Meyer products. The co-op program fund is established based on Pre-Season Orders and is designed to reimburse our authorized Distributors for investments made through approved advertising mediums outlined in this document. The program terms and conditions are outlined below, and we encourage Distributors to familiarize their organization with this dynamic program.

### **2. CO-OP QUALIFICATION, CALCULATION AND PAYMENT TERMS:**

#### **2.1 Co-op Fund Qualification and Payment Terms:**

2.1.1 The Distributor's annual eligibility for co-op and co-op accrual is established by their Pre-Season Order (PSO). See Pricing Program Section for further details on PSO discount qualifications.

2.1.2 Throughout the season, Meyer, at its sole discretion, may offer additional Special Sales Programs that will provide additional co-op funds that will be added to a Distributor's yearly co-op accrual. Terms will be clearly defined for each program. Qualifying orders will receive the special program co-op accrual as defined by that particular program for qualifying program orders only.

2.1.3 Upon receipt of the Distributor's Plow Pre-Season Order, their appropriate discount level for whole good purchases will be established. Level 1 distributors who elect the early PSO Program as well as all Level 2 and Level 3 distributors are eligible to receive a co-op fund. The benefits for each level are defined in the schedule below:

2.1.4 Single line Meyer distributors, retailers who sell exclusively Meyer branded snow and ice control equipment, qualify for increased co-op fund accrual and preferred payment split as defined in the schedule below:

<b>Co-op Fund Calculation and Payment Terms</b>		
<b>Discount Bracket Level</b>	<b>Distributor Co-op Rate</b>	<b>Meyer/Distributor Payment</b>
<b>Early PSO</b>		
Level 1 Retailer	\$35 per Unit	50/50 split
Level 2 Retailer	\$55 per Unit	50/50 split
Level 3 Retailer	\$75 per Unit	50/50 split
<b>Standard PSO</b>		
Level 2 Retailer	\$35 per Unit	50/50 split
Level 3 Retailer	\$45 per Unit	50/50 split
<b>Single Line Distributor</b>		
Level 2 Retailer	Additional \$10 per Unit	70/30 split
Level 3 Retailer	Additional \$10 per Unit	70/30 split
<b>Sidewalk Snow Bundle Co-Op Incentive</b>		
Earn an additional \$50 in Co-Op for each Sidewalk Snow Bundle ordered above the minimum Level 3 order requirement		

2.1.5 A Distributor must meet all minimum requirements for their awarded discount level in order to accrue co-op funds. Failure to meet minimum requirements will result in forfeiture of any and all co-op funds.

2.1.6 Hotshot spreaders do not qualify for co-op accrual.

## 2.2 Co-op Fund Calculation:

2.2.1 The Distributor's Pre-Season Order (PSO) shall determine the dollar amount of their co-op fund for the year. Distributors qualify for co-op funds by meeting product requirements as defined in the Sales and Pricing program of this annually published Program Book. See the Pricing Program Summary, Section 3.2, to determine co-op qualifications. Examples:

PSO Discount Bracket	PSO Whole Goods Units Ordered times Co-op Value equals Co-op Fund Dollars	Total Dollar Amount in Fund
Early PSO Level 1	5 whole good units x \$35	\$ 175
Early PSO Level 3	33 whole good units x \$75	\$2,475
Standard PSO Level 2	33 whole good units x \$35	\$1,155
Standard PSO Level 3	50 whole good units x \$45	\$2,250
Early PSO Single Line L3	50 whole good units x \$85	\$4,250
Standard PSO Single Line L3	50 whole good units x \$55	\$2,750
Standard PSO Single Line L3 with 4 additional Sidewalk Snow Bundles purchased	50 whole good units x \$55 4 Sidewalk Snow Bundles x \$50	\$2,750 +\$ 200 \$2,950

### 2.3 Co-op Fund Reimbursement:

2.3.1 Once the Distributor's co-op fund is established, the distributor can submit claims for reimbursement (see Section 6 of this advertising policy for claim instructions). Claims are split 50/50 between Meyer Products and the distributor. If 50% of the total approved cost is higher than the dollar amount contained in the fund, Meyer will only contribute the total amount contained in the co-op fund. See the Co-op Fund Reimbursement table below for payment split and reimbursement examples.

2.3.2 Once a Single Line Distributor's co-op fund is established, the distributor can submit claims for reimbursement (see Section 6 of this advertising policy for claim instructions). Claims are split 70/30 between Meyer Products and the distributor. If 70% of the total approved cost is higher than the dollar amount contained in the fund, Meyer will only contribute the total amount contained in the co-op fund. See the Co-op Fund Reimbursement table below for payment split and reimbursement examples.

<b>Co-op Fund Reimbursement</b>			
Fund Dollars Available	Advertising Costs	Meyer Cost	Distributor Cost
<b>Standard Co-op Program</b>			
\$1,500	\$800	\$400	\$400
\$ 300	\$800	\$300	\$500
<b>Single Line Distributor Co-op Program</b>			
\$2,000	\$1,000	\$700	\$300
\$ 500	\$1,000	\$500	\$500

*Only authorized Distributors of Meyer Products, LLC may participate in the co-op program.*

### 3. **PROGRAM EFFECTIVE DATES:**

3.1 Co-op advertising funds can be used from April 1 through March 31 of the program year.

3.2 Co-op funds are not cumulative or transferable and expire at the end of the effective date.

### 4. **GENERAL RULES AND GUIDELINES:**

4.1 Advertising shall not be unfair or deceptive.

4.2 Only advertisements for new equipment are eligible for co-op. Advertisements for used or previously retailed equipment are not eligible.

4.3 All Meyer products must be illustrated, identified and described in an accurate manner.

4.4 **Print Ads:** Must include a product illustration and correct Meyer logo. Distributors must submit a copy of a paid publication invoice showing exact dates of publication and number of insertions per publication, at your lowest contract rate less all discounts, with full tear pages intact. Meyer supplies pictures, ad templates and approved logos on the Meyer Photo Image Library, located in the Meyer extranet, which can be accessed from the Meyer Products website: [www.meyerproducts.com](http://www.meyerproducts.com).

4.4.1 If there are multiple products advertised in the ad, Meyer products must be at least 50% of the ad with no competitive products listed in the advertisement. Any reference leading to competitive products will be considered a competitive product and co-op will be denied.

4.4.2 If other noncompetitive brands are advertised with Meyer products, the reimbursed cost will be prorated and paid accordingly. Competitive products are not permitted and reimbursement will be denied.

4.4.3 Any production costs, including agency fees for locally prepared ads, newspaper inserts and circulars are not reimbursable.

4.5 **Radio and Television Ads:** When possible please use approved tapes or scripts supplied by Meyer. Any locally produced tapes or scripts must be submitted for prior approval to ensure compliance. The Distributor must submit the station invoice showing the length of each commercial, its cost and the total cost at the lowest contract rate, less all discounts. Each broadcast script must be attached and must bear the radio or TVB television Affidavit of Performance documentation with original signature of notary.

4.6 **Outdoor Billboards:** Should include a copy of the invoice from the display agency, a photograph of each posted board, locations used and duration. Prior approval is required to qualify for co-op.

4.7 **Direct Mail:** Must include a copy of the printer's invoice showing number of pieces printed, color and size. An actual copy of direct mail piece must be submitted; no photocopies will be accepted. Direct Mail lists of truck owners, service stations, contractors, etc. may be purchased for prospects in your marketing area. An invoice from the publisher of the direct mail list used must be submitted. Postal receipts containing the quantity mailed and actual postage are required and must also be submitted. For other methods of distribution, a paid invoice stating the cost and quantity distributed will be required.

4.8 **Shows, Open Houses, Grand Openings:** Promotional events may qualify for co-op reimbursement but **must have prior approval**. Dealers are only eligible for reimbursement with exclusive Meyer presence, no competitive products can be present or displayed. Photographs of the display or booth space with date in photograph are required.

4.9 **Apparel, Promotional items, and Point of Purchase Items:** Approved promotional material is available to Meyer distributors on a 50/50 co-op basis. For complete details, see the Clothing and Apparel Program, contained in this Advertising Policy of the annually published Program Book.

4.10 **Keyword Search:** Pay-per-click ads and landing pages must use/feature the Meyer brand and/or its products. Ads must reference the Meyer brand and landing pages must include a product image and correct Meyer logo. If there are multiple products advertised on the distributor's website, the website must hyperlink to a webpage devoted completely to Meyer products **with no competitive products listed on the page**. Any reference leading to competitive products will be considered a competitive product and keyword search funds will be denied.

4.10.1 If other noncompetitive brands are advertised on a page with Meyer products, the reimbursed cost will be prorated and paid accordingly. Competitive products are not permitted and reimbursement will be denied.

4.10.2 Any production costs, including web page design fees, are not reimbursable.

4.11 The distributor is responsible for full payment to their local media for any expenses incurred.

4.12 Product giveaways, raffles, etc., are not eligible for reimbursement without prior approval.

4.13 Trade and barter arrangements established locally are not eligible for co-op reimbursement.

4.14 Business Signs require prior approval for co-op consideration.

## **5. REIMBURSEMENT:**

5.1 The Distributor fund is available for use during the specified dates indicated on the program. Funds are not cumulative and expire at the end of the effective date.

5.2 Approved co-op claims are reimbursed as a credit to the Distributor's open account each month and will appear on the Meyer monthly statement. Credits can only be taken once they appear on the Meyer monthly statement.

5.3 Distributor account must be in good standing to qualify for reimbursement. Accounts not in good standing will forfeit co-op claim accrual for those months in which accounts are not in good standing.

5.4 Co-op funds may be redeemed only by the Distributor who has earned them. Co-op funds are non-transferable and have no cash value.

5.5 Co-op advertising funds are established for reimbursement of approved advertising costs. A co-op claim acknowledgement or approval does not constitute a credit memo to your account. A credit memo invoice must be issued by Meyer Products, LLC and only these credit invoices can be used as payment towards your account.

5.6 The deduction of co-op advertising credit from the payments to Meyer prior to the issuance of a Meyer Products, LLC credit invoice is strictly prohibited. Meyer will not accept automatic deductions by a Customer or Distributor for any reason.

5.7 All claims not approved by Meyer according to the guidelines established in this document are the full responsibility of the Distributor.

## **6. SUBMISSION OF CLAIMS:**

6.1 Distributors must submit a completed Co-op Advertising Claim Form (#4-608R1) with the media invoice for net space cost and an original full tear sheet showing the name and date of publication in addition to your completed claim form. Claims must be submitted within 60 days of the media invoice date, no exceptions. Only original, unaltered media invoices will be accepted. A copy of Claim Form #4-608R1 is located in Forms section of this program book.

6.2 Prepare claim forms carefully in order to avoid any problems or delays in processing. A completed Co-op Advertising Claim Form with appropriate documentation as stated in Section 6.1 must be submitted within 60 days of the original media invoice date to qualify. Emailed PDF documents are acceptable. Late claims will be rejected. All claims should be sent to:

**Meyer Co-op  
c/o Meyer Products, LLC  
18513 Euclid Avenue  
Cleveland, OH 44112**

6.3 Any questions or inquiries regarding the claim status should be directed to Marge Lang, 216-486-1313 x 200 or Marge.Lang@aebi-schmidt.com.

## **7. NON-COMPLIANCE AND/OR DENIED CLAIMS:**

7.1 Denied claims are most likely to be the result of violating a general rule or guideline as described in Section 4. Please provide this policy to your advertising administrator to ensure proper implementation to avoid claim denials.

7.2 Claims denied for lack of funds in a Distributor account will be held for 30 days pending possible issuance of additional funds. After 30 days, the claim will be rejected and filed by Meyer.

7.3 Denied claims will be held. Meyer will provide a verbal explanation to the Distributor for the denial. Most common reasons for claim denial:

- Improper paperwork
  - not filled out properly
  - no tear sheets
- Use of incorrect brand logos
- Claims not submitted within 60 days of media invoice
- Unauthorized deviations from published guidelines – Section 4.

## **8. PRIOR APPROVALS:**

8.1 It is highly recommended and advised that prior approval be obtained if there is any question whether material or activities qualify for reimbursement. Any artwork, design or content created by a Distributor or third party that is not of Meyer origin should be submitted for approval. All requests for prior approvals should be faxed or emailed to:

Meyer Products  
Attention: Co-op  
Marge Lang  
Fax: 216-486-1321  
Marge.Lang@aebi-schmidt.com



## **MEYER LITERATURE FULFILLMENT PROGRAM**

### **1. ORDERING LITERATURE:**

1.1 Literature may be ordered from the Literature Fulfillment House two ways:

- Order literature directly using the Meyer Distributor Extranet
- Email our fulfillment house directly

**No phone calls will be accepted at the Fulfillment House.**

1.2 To order via the extranet, simply log on to the extranet, under the Marketing section, click on the Marketing Materials link and then select Literature/Poster Request. You may order a maximum of 100 pieces of specified literature. Alternately a PDF of each brochure is posted for easy download. Certain pieces of literature will be available as a PDF only.

1.3 Literature may also be ordered by emailing fulfillment at the following e-mail address: mmpmeyer@windstream.net. If you use this method, make sure you include part numbers, description of literature, and a shipping address, including a contact name, for UPS service.

*Note: Allow 7-10 business days for all literature orders.*

**UPS SHIPPING CHARGES AND A \$10.00 HANDLING FEE WILL APPLY TO EACH LITERATURE ORDER THAT IS PLACED, REGARDLESS OF ORDER METHOD.**

## **ARBORWEAR CLOTHING AND APPAREL FULFILLMENT PROGRAM**

Meyer Products, LLC and Arborwear are pleased to have forged an exclusive partnership. Arborwear is a Cleveland-based clothing company that designs durable gear for the tree care industry, other outdoor work, and outdoor lifestyles. It is the perfect clothing for plow contractors. To learn more about Arborwear visit: [www.arborwear.com](http://www.arborwear.com).

### **1. Placing Orders:**

1.1 A portal to purchase Meyer logo Arborwear apparel has been setup on the Meyer extranet in the Marketing section. Click the link for Marketing Materials, then on the link to Arborwear Clothing. Meyer logo items in this portal are being offered to our distributor network at a 25-30% discount off retail pricing.

### **2. Pricing:**

2.1 The retail price for all items is established by Arborwear. Meyer items are priced as marked on the Arborwear website, which can be accessed per the instructions in section 1.1 of this program document.

### **3. Payment Options:**

3.1 Purchases are made directly from Arborwear and payment is made directly to Arborwear using a credit card. Visa or MasterCard are accepted.

### **4. Shipping Options:**

4.1 Pick any one of the shipping options offered on the Arborwear website. Expedited options, including overnight shipping are available. Shipping charges are in addition to item totals and will be added directly to the credit card billing.

# **Checklists, Forms and Helpful Tools**

- 1) Distributor Profile Form
- 2) Shortage/Discrepancy Claim Form
- 3) Bid Assistance Claim Form
- 4) Fleet Discount Claim Form
- 5) Shop Labor Rate Change Form
- 6) Co-op Claim Form
- 7) New Dealer Application Form
- 8) EZ-Build Package Quick Reference Chart



MEYER PRODUCTS, LLC  
**DISTRIBUTOR PROFILE FORM**

**CUSTOMER PROFILE**

Customer Name:

Customer Number:

Password:

Principal Contact:

Accounting Contact:

Salesperson:

Region:

Email Address:

Website:

Labor Rate per Hour:

**Main address: (Billing)**

Bill To Name:

Address:

City:

State:

Postal Code:

Country:

Phone:

Fax:

**SHIPPING PROFILE**

**Freight Preference:**

☐

Prepaid and Add

☐

Collect

☐

Third Party Bill

Account number(s) for Third Party Billing:

**Preferred Carriers:**

Whole Goods (PSO):

Parts (PSO):

Whole Goods In  
Season (LTL):

Parts  
In Season:

Receiving Hours:

Ship Complete (Y/N):

Shipping dock (Y/N):

Tow Motor (Y/N):

Call Before  
Delivery (Y/N):

**Additional  
Shipping  
Instructions:**

**Ship to Address:**

Ship to Name:

Address:

City:

State:

Postal Code:

Country:

Phone:

Fax:

Contact:

**Alternate Ship to Address:**

Ship to Name:

Address:

City:

State:

Postal Code:

Country:

Phone:

Fax:

Contact:



## MEYER PRODUCTS, LLC DISTRIBUTOR PROFILE FORM

### CONTACTS/CUSTOMER SUPPORT PROFILE

Contacts: Include Name, Phone # and email	Send Marketing Material	Send Service Bulletins
<b><u>Sales Manager:</u></b>	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes
<b><u>Parts/Service Manager:</u></b>	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes
<b><u>Purchasing Manager:</u></b>	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes
<b><u>Marketing/Advertising Manager:</u></b>	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes

### MEYER AUTOMATED COMMUNICATIONS

Meyer Correspondence:	Provide either Email or Fax, not both. If multiple recipients, please list all.	
Send Order Acknowledgements to:		
Send Order Status Report to:		
Send Advanced Shipping Notice to:		
Send Weekly Shipping Report to:		
Send Invoices to:		
Send Payable Statements to:		

**ADDITIONAL COMMENTS/INSTRUCTIONS:**



MEYER PRODUCTS, LLC  
**DISTRIBUTOR PROFILE FORM**

**Sales and Marketing Profile**

*Regional Manager to complete this section*

<b>Customer Type:</b>	<input type="checkbox"/> Meyer Distributor	<input type="checkbox"/> Home Plow Distributor
<b>Product Type:</b>	<input type="checkbox"/> Truck/SUV Plows ATV/UTV Plow/Ice Control <input type="checkbox"/> Control <input type="checkbox"/> Home Plow <input type="checkbox"/> Compact/Utility Tractor Plows/Ice Control	<input type="checkbox"/> Truck/SUV Ice Control <input type="checkbox"/> Skid Steer Plows <input type="checkbox"/> Parts and Service <input type="checkbox"/> Municipal Plows <input type="checkbox"/> Wheel Loader Plows <input type="checkbox"/> Parts Only
<b>Vehicle Types Supported:</b>	<input type="checkbox"/> Light Duty Truck (1/2 ton and below) <input type="checkbox"/> ATV <input type="checkbox"/> Tractor	<input type="checkbox"/> Standard Duty Truck (3/4 ton to 1 ton) <input type="checkbox"/> UTV <input type="checkbox"/> Skid Steer <input type="checkbox"/> Medium Duty Truck (2 ton and above) <input type="checkbox"/> ZTR
<b>Competitive Lines:</b>	<input type="checkbox"/> Blizzard <input type="checkbox"/> Cycle Country <input type="checkbox"/> Godwin <input type="checkbox"/> Hiniker <input type="checkbox"/> Snow Bear <input type="checkbox"/> Snowway <input type="checkbox"/> Western	<input type="checkbox"/> Boss <input type="checkbox"/> Downeaster <input type="checkbox"/> Henderson <input type="checkbox"/> Monroe <input type="checkbox"/> Snow Dogg/Salt Dogg <input type="checkbox"/> Snow Wolf <input type="checkbox"/> Curtis <input type="checkbox"/> Fisher <input type="checkbox"/> Henke <input type="checkbox"/> Moose <input type="checkbox"/> Snow Sport <input type="checkbox"/> Swisher
<b>Discount Level:</b>	<input type="checkbox"/> Level 1	<input type="checkbox"/> Level 2 If Yes, dollars approved: \$ _____
<b>Co-Op Participation:</b>	<input type="checkbox"/> Yes <input type="checkbox"/> No	
<b>Yard Card Participant:</b>	<input type="checkbox"/> Yes <input type="checkbox"/> No	
<b>Send New Distributor Kit:</b>	<input type="checkbox"/> Yes <input type="checkbox"/> No	
<b>Qualifies for Bid Assistance:</b>	<input type="checkbox"/> Yes <input type="checkbox"/> No	
<b>Service School Attendance:</b>	<input type="checkbox"/> Yes <input type="checkbox"/> No	If yes, provide date: _____

**Additional Comments/Instructions:**

End of form. Please send completed form to [csr@meyerproducts.com](mailto:csr@meyerproducts.com) or fax form to (216) 486-1321

# SHORTAGE/DISCREPANCY CLAIM FORM

DISTRIBUTOR NAME: _____	REPORT DATE: _____
DISTRIBUTOR ACCT: _____	CONTACT NAME: _____
CUSTOMER PO: _____	CONTACT PHONE: _____
MEYER CO: _____	DATE RECEIVED: _____
PACKING LIST #: _____	DATE PACKED: _____

## CLAIM TYPE (check one)

Shortage: ☐

Discrepancy: ☐

### SECTION 1: Shortage Claims

Is the Shortage within a pre-packed carton? If yes, list the top-level part number for the carton that was shorted

Carton Number	Part Number	Quantity
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

### SECTION 2: Discrepancy Claims

Part Number Ordered:	Part Number Received:	Quantity
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

Keep incorrect parts? Yes ☐ No ☐ If yes, Meyer will invoice you for the incorrect parts received

### SHIPPING ADDRESS (if other than to Distributor's main shipping address):

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State/Province: \_\_\_\_\_ Postal Code: \_\_\_\_\_

Attention: \_\_\_\_\_ Phone: \_\_\_\_\_

### INSTRUCTIONS AND GUIDELINES WHEN SUBMITTING SHORTAGE/DISCREPANCY FORM

1. Please email all forms to [Becky.Cochran@aebl-schmidt.com](mailto:Becky.Cochran@aebl-schmidt.com)
2. Include all important documentation with your shortage claim including pictures of open boxes and barcoded carton labels, Bills of Lading, Freight Invoices, Packing Lists and Meyer Invoices
3. You must notify Meyer Products within five (5) days of any line item shortage
4. Shortages may take 7 to 10 working days to process and ship
5. For Shortages within cartons all claimed items will be replaced, credits are not allowed

# BID ASSISTANCE REQUEST FORM

DISTRIBUTOR NAME: \_\_\_\_\_ GOVERNMENT AGENCY: \_\_\_\_\_

DISTRIBUTOR #: \_\_\_\_\_ BID OPENING DATE: \_\_\_\_\_

PREPARED BY: \_\_\_\_\_ BID DATE & NUMBER: \_\_\_\_\_

DATE PREPARED: \_\_\_\_\_ PLOW/SPRD SYSTEM: \_\_\_\_\_

SECTION I: DATE PRODUCT ORIGINALLY SHIPPED TO DISTRIBUTOR: \_\_\_\_\_

DISTRIBUTOR PO #: \_\_\_\_\_  
MEYER ORDER #: \_\_\_\_\_  
INVOICE TO CREDIT: \_\_\_\_\_

\*\*\* SERIAL NUMBERS FOR MOLDBOARDS & HYDRAULICS MUST BE SUBMITTED WITH BID ASSIST REQUEST TO RECEIVE CREDIT

## OFFICE USE ONLY

BID ASSIST %: \_\_\_\_\_  
DATE: \_\_\_\_\_  
AMOUNT: \_\_\_\_\_  
CM #: \_\_\_\_\_  
APPROVED BY: \_\_\_\_\_

## Complete Tabulation Below

	PART NO	DESCRIPTION	SERIAL #	QTY	\$ AMT PAID EACH	TOTAL \$ AMT PD
MOLD	_____	_____	_____	_____	_____	_____
BOARD	_____	_____	_____	_____	_____	_____
HYD. LIFT	_____	_____	_____	_____	_____	_____
UNIT	_____	_____	_____	_____	_____	_____
ALL	_____	_____	_____	_____	_____	_____
SPREADER	_____	_____	_____	_____	_____	_____
BLACK IRON	_____	_____	_____	_____	_____	_____
PACKAGE	_____	_____	_____	_____	_____	_____
PAF/SAF	_____	_____	_____	_____	_____	_____
CARTON	_____	_____	_____	_____	_____	_____
LIFT	_____	_____	_____	_____	_____	_____
FRAME	_____	_____	_____	_____	_____	_____
MTG	_____	_____	_____	_____	_____	_____
CARTON	_____	_____	_____	_____	_____	_____
LIGHT	_____	_____	_____	_____	_____	_____
CARTON	_____	_____	_____	_____	_____	_____
LIGHT	_____	_____	_____	_____	_____	_____
ADAPTER	_____	_____	_____	_____	_____	_____

NOTE: LEVEL 3 ONLY, ALL SPREADERS EXCLUDING HOTSHOTS QUALIFY FOR BID ASSISTANCE AT 10%. LEVEL 2 ONLY LIMITED TO ELECTRIC TAILGATE SPREADERS

TOTAL: \_\_\_\_\_

TOTAL # COMP. PLOW  
SETS: \_\_\_\_\_  
TOTAL # SPREADERS: \_\_\_\_\_  
FREIGHT (BIDS >6 UNITS): \_\_\_\_\_

## SECTION II: PAPERWORK CHECKLIST:

GOVT AGENCY PO: \_\_\_\_\_ CUSTOMER INVOICE #: \_\_\_\_\_ OTHER DOCUMENTATION: \_\_\_\_\_

This form must be completed to receive Bid Assist, one form required for each sale  
Request form must be submitted within 30 days of invoice to customer  
Complete Snow Plow system must be installed to qualify for Bid Assist  
Pre-paid freight on qualifying Government orders for bids greater than or equal to six (6) units to one (1) location (Level III only)  
Please include Online Registration Print Screen documentation  
See the Bid Assistance Program in the Annually published Sales Program for further Details  
Level I Distributors do not qualify for Bid Assistance

MAIL TO: MEYER PRODUCTS LLC, ATTN: BID ASSISTANCE. FAX TO (216) 486-1321  
OR SCAN AND EMAIL TO Steve.Fink@aebi-schmidt.com

Form No. #4-560





SECTION III: PAPERWORK CHECKLIST	
EIN NUMBER: _____	CUSTOMER INVOICE #: _____
	Other Documentation
This form must be completed to receive a Fleet Discount Rebate, one form required for each sale	<input type="checkbox"/>
Request form must be submitted within 30 days of invoice to customer	<input type="checkbox"/>
Complete Snow Plow system must be installed to qualify for the Fleet Discount; Partial Plow replacements do not qualify	<input type="checkbox"/>
Signed W-9 from business/fleet with EIN included	<input type="checkbox"/>
Distributor invoice to customer with all equipment and installation charges and total dollar value submitted	<input type="checkbox"/>
Online Warranty Registration documentation included	<input type="checkbox"/>

Form No. 4-556



## DISTRIBUTOR/DEALER LABOR RATE CHANGE REQUEST FORM

Meyer Products LLC  
18513 Euclid Avenue  
Cleveland, Ohio 44112-1084  
Fax: (216) 486-1321

Date: \_\_\_\_\_

We are requesting the following labor rate change:

### Current Labor Rate

### New Labor Rate

USD\$: \_\_\_\_\_

USD\$: \_\_\_\_\_

Listed Shop Labor rates either from a competitor or similar service organization in the distributor's local area. (Include the Competitor's Contact Name and Phone Number)

	Competitor Name	Phone #	Labor Rate (USD\$)
1.	_____	_____	_____
2.	_____	_____	_____
3.	_____	_____	_____

Distributor Name: \_\_\_\_\_

Distributor Number: \_\_\_\_\_

Dealer Name (if applicable) \_\_\_\_\_

Dealer Number (if applicable) \_\_\_\_\_

Email address: \_\_\_\_\_

Title: \_\_\_\_\_

Signature: \_\_\_\_\_

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### FACTORY USE ONLY

Approved Rate: \_\_\_\_\_

Approved By/Date: \_\_\_\_\_



## **MEYER PRODUCTS, LLC CO-OP ADVERTISING CLAIM FORM**

**Claims must be submitted with this form completed and attached.**

**Claims must be submitted within 60 days of receipt of invoice.**

**Reimbursements will be paid through account credits only.**

Reimbursements to Canadian Distributors will be in U.S. Dollars at the current exchange rate

DISTRIBUTOR NAME: \_\_\_\_\_ ACCOUNT# \_\_\_\_\_

LOCATION: \_\_\_\_\_

SUBMITTED BY: \_\_\_\_\_ DATE: \_\_\_\_\_

AD TYPE	DESCRIPTION	\$ AMOUNT
Newspaper	_____	_____
Publication	_____	_____
Radio	_____	_____
TV	_____	_____
Direct Mail	_____	_____
Show	_____	_____
Billboard	_____	_____
Other	_____	_____

TOTAL CLAIM \_\_\_\_\_

MEYER SHARE \_\_\_\_\_

DISTRIBUTOR SHARE \_\_\_\_\_

Mail To:

Meyer Products Co-Op

18513 Euclid Avenue, Cleveland, OH 44112

**ALL DOCUMENTATION INCLUDING APPROVAL FORMS MUST BE ATTACHED**



MEYER PRODUCTS LLC  
**DEALER APPLICATION/PROFILE FORM**

**DISTRIBUTOR INFORMATION**

Distributor Name:	Distributor Number:
Distributor Contact:	

**DEALER NAME/PROFILE**

Dealer/Ship to Name:	
Address:	
City:	State:
Postal Code:	Country:
Phone:	Fax:
Dealer Contact:	Email:
Website:	Labor Rate per Hour:

<b>Customer Type:</b>	<input type="checkbox"/> Meyer Dealer	<input type="checkbox"/> Home Plow Dealer
<b>Product Type:</b>	<input type="checkbox"/> Truck/SUV Plows ATV/UTV Plow/Ice Control <input type="checkbox"/> Home Plow <input type="checkbox"/> Compact/Utility Tractor Plows/Ice Control	<input type="checkbox"/> Truck/SUV Ice Control <input type="checkbox"/> Skid Steer Plows <input type="checkbox"/> Parts and Service <input type="checkbox"/> Municipal Plows <input type="checkbox"/> Wheel Loader Plows <input type="checkbox"/> Parts Only
<b>Vehicle Types Supported:</b>	<input type="checkbox"/> Light Duty Truck (1/2 ton and below) <input type="checkbox"/> ATV <input type="checkbox"/> Tractor	<input type="checkbox"/> Standard Duty Truck (3/4 ton to 1 ton) <input type="checkbox"/> UTV <input type="checkbox"/> Skid Steer <input type="checkbox"/> Medium Duty Truck (2 ton and above) <input type="checkbox"/> ZTR
<b>Competitive Lines:</b>	<input type="checkbox"/> Blizzard <input type="checkbox"/> Cycle Country <input type="checkbox"/> Godwin <input type="checkbox"/> Hiniker <input type="checkbox"/> Snow Bear <input type="checkbox"/> Snoway <input type="checkbox"/> Western	<input type="checkbox"/> Boss <input type="checkbox"/> Downeaster <input type="checkbox"/> Henderson <input type="checkbox"/> Monroe <input type="checkbox"/> Snow Dogg/Salt Dogg <input type="checkbox"/> Snow Wolf <input type="checkbox"/> Curtis <input type="checkbox"/> Fisher <input type="checkbox"/> Henke <input type="checkbox"/> Moose <input type="checkbox"/> Snow Sport <input type="checkbox"/> Swisher

<b>Financing Participant:</b>	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<b>Send New Dealer Kit:</b>	<input type="checkbox"/> Yes	<input type="checkbox"/> No
<b>Service School Attendance:</b>	<input type="checkbox"/> Yes	<input type="checkbox"/> No	If yes, provide date: _____		

**Additional Comments/Instructions:**

It is expected that the above Dealer meets the following qualifications:

- Maintain Adequate stock of Meyer products and supporting parts
- Display Meyer products throughout the Snow and Ice Season
- Have an adequate installation facility
- Agree to perform warranty work on all products regardless of where purchased
- Agree to attend Sales and Service Schools every 24 months (where applicable)

I have read and agree to the Terms and Conditions

listed above on this Dealer Application

By: \_\_\_\_\_  
(Distributor Representative)

Date: \_\_\_\_\_

# 2020 EZ-Build Package/V-Plow Package Quick Reference Chart\*

Plow System	Moldboard Part #	2020 Standard Operating System Black Iron Package (E73)	2020 Standard Operating System Black Iron Package (Central Hydraulic)	Package(s) Replaced by the Standard Operating System Black Iron Package with Hands Free Plowing™
DRIVE PRO STANDARD OPERATING SYSTEM				
Drive Pro Mount - Single pull system with 18000 series mount for light duty (less than 1/2 ton) vehicles				
6'8" Steel	09499	41090	Not Applicable	41130, 41125† with 09274 blade
EZ-Plus Mount - Single pull system with 17000 series mount for 1/2 ton vehicles				
6'8" Steel	09499	41190	Not Applicable	41175† with 09274 blade
7.5 Steel Single Pull (26")	09498	41190	Not Applicable	41175† with 09413 blade
LOT PRO LIGHT DUTY STANDARD OPERATING SYSTEM				
7.5 Steel (28")	09275	41600	Not Applicable	41275†, 41290
LOT PRO STANDARD OPERATING SYSTEM				
7.5' Steel	09400	41610	41710	41330, 41325†, 41360
8.0' Steel	09401	41610	41710	41330, 41325†, 41360
8.5' Steel	09402	41610	41710	41330, 41325†, 41360
9.0' Steel	09403	41610	41710	41330, 41325†, 41360
8.0' Poly	09405	41610	41710	41330, 41325†, 41360
9.0' Poly	09407	41610	41710	41330, 41325†, 41360
ROAD PRO 32 STANDARD OPERATING SYSTEM				
8.0 RP 32 Steel	09338	41630	41730	41475†, 41490
9.0 RP 32 Steel	09454	41630	41730	41475†, 41490
10.0 RP 32 Steel	09455	41630	41730	41475†, 41490
DIAMOND EDGE STANDARD OPERATING SYSTEM (Trip Edge Plows)				
7.5' Steel	84350	41620	41720	41530, 41525†, 41570
8.0' Steel	84351	41620	41720	41530, 41525†, 41570
8.5' Steel	84352	41620	41720	41530, 41525†, 41570
9.0' Steel	84353	41620	41720	41530, 41525†, 41570
Moldboard	Moldboard Part #	Standard V-Plow Package (V73)		Package(s) Replaced by the SV3 Standard Operating System Plow Package†
SUPER V3 STANDARD OPERATING SYSTEM (V-Plows)				
7.5' Flared V	09536	53200		51200 (Blade not flared)
8.5' Flared V	09521	53600		51600, 51300, 51350
8.5' Stainless Steel Flared V	09533	53675		51675
9.5' Flared V	09522	53700		51700, 51400, 51450
9.5' Stainless Steel Flared V	09534	53775		51775
10.5' Flared V	09523	53500		51500
10.5' Stainless Steel Flared V	09535	53575		51575

\* Controller Included with Standard Operating System EZ-Build Packages

† Non-Standard Operating System Black Iron Package. Controller not included in this package