



2017 YEAR AROUND BOOKING PROGRAM

To further increase the quality of our equipment, Rhino products are now factory filled with Lucas Oil Products. Lucas Oil is a premium line of oils, greases and problem solving additives that are now available to all Rhino Dealers at a discounted rate. Contact Rhino for further information.



QUALITY FROM THE INSIDE OUT.
RHINOAG



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ALAMO GROUP
ALWAYS ON THE CUTTING EDGE™

DYNA 01/17

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Discount Begins
1/1/18

Qualifying Levels

UNITS	TRADE DISCOUNT	ADDITIONAL DISCOUNT	MULTIPLIER	DELIVERY	PLANTINUM CASH TERMS FROM INVOICE DATE
\$50,000	20%	23.56%	0.61152	Immed.	Cash (Next 10th Prox)
<i>Orders at 1st Net. Prices are those in effect at time of order.</i>					
\$25,000 BRONZE LEVEL					
UNITS	TRADE DISCOUNT	ADDITIONAL DISCOUNT	MULTIPLIER	DELIVERY	TERMS FROM INVOICE DATE
Rhino Products	20%	15%	0.680	Immed.	4 Months (Next 10th Prox)
Quicke Loaders	20%	22%	0.624	Immed.	4 Months (Next 10th Prox)
<i>Orders at 1st Net. Prices are those in effect at time of order.</i>					
\$50,000 SILVER LEVEL					
UNITS	TRADE DISCOUNT	ADDITIONAL DISCOUNT	MULTIPLIER	DELIVERY	TERMS FROM INVOICE DATE
Rhino Products	20%	18%	0.656	Immed.	6 Months (Next 10th Prox)
Quicke Loaders	20%	22%	0.624	Immed.	6 Months (Next 10th Prox)
<i>Orders at 1st Net. Prices are those in effect at time of order.</i>					
\$75,000 GOLD LEVEL					
UNITS	TRADE DISCOUNT	ADDITIONAL DISCOUNT	MULTIPLIER	DELIVERY	TERMS FROM INVOICE DATE
Rhino Products	20%	20%	0.640	Immed.	9 Months (Next 10th Prox)
Quicke Loaders	20%	22%	0.624	Immed.	9 Months (Next 10th Prox)
<i>Orders at 1st Net. Prices are those in effect at time of order.</i>					
\$125,000 BTL LEVEL					
UNITS	TRADE DISCOUNT	ADDITIONAL DISCOUNT	MULTIPLIER	DELIVERY	TERMS FROM INVOICE DATE
Rhino Products	20%	22%	0.624	Qtr Plan	11 Months (Next 10th Prox)
Quicke Loaders	20%	22%	0.624	Qtr Plan	11 Months (Next 10th Prox)
<i>Orders at 1st Net. Prices are those in effect at time of order.</i>					

BTL SHIPMENTS & DATING

DELIVERY

% OF ORDER

Eligible products under the Born To Lead "BTL" Program will receive dating terms with final due dates according to the quarter in which they were shipped. One-half of the order must be slated for immediate delivery.

Immediate
1st Quarter '18
2nd Quarter '18

50%
25%
25%

At the BTL level, at least half of dealer's qualifying order volume will be subject to immediate shipment. (2017)
BTL dealer may specify up to 25% of total qualifying order for delivery in each of the first two quarter of (2018)
Orders that are specified for 1st or 2nd Quarter will not be shipped early without dealer approval.
Within the requested Quarter, orders may be shipped at company convenience.

BTL orders specified for future delivery are considered firm. Dealer agrees to 10% restocking charge on any cancelled order.

2017 YEAR AROUND PROGRAM HIGHLIGHTS

TERMS QUALIFICATION

Terms qualification changes to meet this program immediately.

MOVE UP ORDER

Dealer can increase both terms and discounts by increasing orders over the previous Calendar Years qualification. This is not retro-active to any previously invoiced products, only those moving forward.

QUALIFYING PERIOD

January 1, 2017 to December 31, 2017.

CALENDAR YEAR BOOKINGS

2017 bookings will determine the 2018 discount structure for the entire year.

DATING TERMS

Up to (11) months from date of invoice.

QUALIFICATION

Qualification under 2016 Pre-Season Program for Discounts honored through December 31, 2017.

FOUR QUALIFICATION LEVELS

Choose the best to fit your business.

GENERAL TERMS AND CONDITIONS

2017 YEAR AROUND BOOKING PROGRAM

- The 2017 Year Around Booking Program is available to qualified Rhino dealers only.
- Dealer account must be current to be eligible for 2017 Year Around Booking Program and re-order programs.
- Orders are for immediate shipment at company convenience. (BTL Level exceptions, see lower left)
- Order volume is cumulative during the program period for establishing qualification levels for 2018.
- Terms and discounts are not retroactive for product already shipped.
- Payment is due for products when sold, or on final due date, whichever comes first.
- Refused shipments will be subject to 20% restocking charge.
- Cancellations are subject to cancellation fees and will be deducted from Qualification Levels, Terms and Conditions.
- Multiple dealer locations count as one for qualification.
- Minimum weight for orders specified company truck delivery is 1,000 lbs. per facility (In order to receive posted freight rates from Alamo Group.)
- Alamo Group reserves the right to implement temporary commodity and/or fuel surcharges where applicable.
- Alamo Group reserves the right to change, cancel, limit quantities or discontinue the program at any time.