

TURF EQUIPMENT AND SUPPLY STATE CONTRACT PROCEDURE

Current contracts: Pennsylvania (30.2% off MSRP)*

Virginia & Delaware (27% off MSRP)

ESC of NJ (27% off MSRP)

North Carolina (30.2% off MSRP)*
South Carolina (30% off MSRP)*

*Exceptions to state contract discounts may be the 7500-D series. Contact Turf Equipment for pricing.

Pricing will be quoted off current MSRP. Turf Equipment and Supply holds the contracts and has understanding of the terms and conditions.

Quoting: If a state entity will be purchasing by state contract, Turf Equipment is happy to provide a quote on your behalf. Simply email your request to chrissyhale@turf-equipment.com. Chrissy will send a quote directly to the entity including the state contract number and terms of the contract sale. Dealership will be copied.

Virginia requires a quote from Turf Equipment and Supply Company to be attached to purchase orders.

With continued increase of activity in state contract transactions we are making all efforts to eliminate any confusion when selecting a delivering dealer for a PO that we receive. Dealers who have demo'd and been working with an eligible state contract entity should use the link we have created to send us the information on the quote for documentation of your efforts. This is for pricing you have already provided to a customer.

Dealer Quote Link: http://www.123formbuilder.com/form-4176285/RLC-Dealer-Quoting-Form

The link is located on our webpage, <u>www.turf-equipment.com</u> in the products section, RLC, click the link for State Contract Quote procedure, click dealer quote link as above.

When the quote form is submitted, the information from your quote is sent to Chrissy Hale and Ryan Miller. We will use this to determine a delivering dealer.

Any purchase orders should be written to Turf Equipment and Supply Company as the vendor. Entities are welcome to assign a dealer to deliver on the PO.

When a state contract PO is received, we will check quote requests we have completed on behalf of a dealer (preferred method of quoting). Next, we will check for these online quote submittals. If I do not have either of the two, I'll ask the customer. In this case I try to contact the end user not the purchaser. If the customer has no preference, we will select the nearest viable, authorized and reliable LCE dealer.

Deliveries: If you are the delivering dealer for a state contract purchase order, we will determine whether to ship or use dealer inventory. Dealer will set-up and deliver according to TORO LCE policy. Customer will need to sign a delivery confirmation provided to you by Turf Equipment and Supply Company. When the form is returned, Turf Equipment will mail the dealer a check for the delivery paid at 4% for a non-dealer generated PO or 8% for dealer generated business.

If an entity prefers and able to purchase directly thru a dealership, the dealer will file under BID REBATE thru TORO. Tax ID is required. Dealer will hold the receivable.

Copies of each contract are available if requested by the entity.

Contact Chrissy Hale for more information. 866-641-8686 or chrissyhale@turf-equipment.com