

## Dealer Terms (Whole Goods)

### Whole Goods Discounts

Dealers receive a twenty five percent (25%) discount off of Kelly published list prices for invoices paid in full, within thirty (30) days of invoice date.

Dealers are eligible for an additional ten percent (10%) discount off of Kelly published list prices for invoices paid in full, within fifteen (15) days of invoice date.

Any seasonal or special promotion discounts would be applied after standard dealer discounts and would only be applicable if paid within prescribed program terms.

A one and one half percent (1.50%) per month late fee will be charged to all invoices not paid within terms.

Any deviation from standard terms must be approved in writing by Kelly prior to product shipment.

All dealer terms are subject to credit approval by Kelly and their affiliated financial institutions.

### Whole Goods Freight Terms

All pricing EX works, Kalida, OH 45853.

These units will be partially assembled.

Unless specified by dealer at the time of order Kelly will use our default carrier.

In some cases Kelly may ship the model 62 machines direct to dealer in the sea container. This will be notified at time of ordering. For these occasions the price will be DDP dealer location.

In the case that wheels or discs chains are required to ship separately due to logistical reasons the dealer will be notified in advance and the dealer will not incur any additional freight.