2016 DEALER PROGRAMS

The following document outlines the 360 Yield Center Dealer Programs for 2016. If you have questions on these programs, please contact your regional agronomy manager or call our accounting department at 309-938-4884 or email accounting@360yieldcenter.com.

Dealer Discount Program

A dealer discount of 20% off retail price list will be provided to 360 Yield Center Dealers during the 2015 - 2016 season unless otherwise noted.

Cash Payment Discounts (Online Orders Only)

Program Objective: To drive grower purchase decisions and grower demand both near- and mid-term. The program will give dealers an additional tool to help influence final purchase decisions with the additional opportunity of up to a 5% cash discount as per the program below.

Program Details: Orders placed online (eCommerce website) in the stated period below, will qualify for a cash payment discount for invoices paid within 10 days of the 360 Yield Center invoice date. The discount rate will be applicable to the net price shown on the dealer invoice (not the suggested retail price). Discounts apply for cash receipts postmarked to 360 Yield Center within 10 days of date shown on the dealer invoice. Cash payment discount rates are based on eCommerce ordering month as per the chart below.

- Credit Card payments do not qualify for this cash discount payment program.
- Payment terms for any order placed by fax, phone or email will receive standard terms of net due in 30 days from invoice date.

Ordering Month	Cash Discount % *(If paid in 10 days)*
November 2015	5%
December 2015	5%
January 2016	5%
February 2016	5%
March 2016	5%
April 2016	2%
May 2016	2%
June 2016	2%
July 2016	2%

Volume Incentive Program

Program Objective: To reward dealer efforts in driving the 360 Yield Center systems approach. By combining product purchases across our portfolio, dealers can maximize earnings as well as have the largest impact on helping growers be successful through our systems approach.

Program Details:

- **$125,000 High Volume Program:** Dealers who achieve net purchases over $125,000 during the program period of January 1, 2016 through December 31, 2016, will be eligible for a rebate of 2.5% paid on total net dealer purchases for the program period. Net dealer purchases are defined as dealer net invoice price (grower retail price less dealer discount) and for products that are invoiced by 360 Yield Center to the 360 Yield Center Dealer in the above referenced time period. Any orders placed in the time period but not invoiced do not qualify. Rebate payments will be paid prior to March 1, 2017. Dealers who are not current with their accounts receivable as of December 31, 2016, are not eligible for the volume rebate. Items not included in the high volume program are all new products introduced in the 2016 calendar year.
- **$250,000 High Volume Program:** Dealers who achieve net purchases over $250,000 during the program period of January 1, 2016 through December 31, 2016, will be eligible for a rebate of 2.5% paid on total net dealer purchases for the program period. Net dealer purchases are defined as dealer net invoice price (grower retail price less dealer discount) and for products that are invoiced by 360 Yield Center to the 360 Yield Center Dealer in the above referenced time period. Any orders placed in the time period but not invoiced do not qualify. Rebate payments will be paid prior to March 1, 2017. Dealers who are not current with their accounts receivable as of December 31, 2016, are not eligible for the volume rebate. Items not included in the high volume program are all new products introduced in the 2016 calendar year.

Dealers may participate in both the $125,000 High Volume Program and the $250,000 High Volume Program. The following products are eligible for both High Volume Programs: 360 SOILSCAN; 360 Y-DROP; 360 UNDERCOVER; 360 CHAINROLL and 360 EQUI-FLOW.

Shipping Program (Online Orders Only)

Program objective: To encourage dealer participation and attendance of 360 Yield Center in-person dealer certification and training activities. The program offers dealers who are committed to continual training and education an additional financial incentive to extend to their customers.

Program Details: Free shipping is available for any single order with an invoiced amount of $5,000 or more when the order is placed online by the dealer. Only certain items qualify for free shipping at various times throughout the year. A single order placed with qualifying and non-qualifying product on the order will not receive free shipping for any part of the order. See chart below for free shipping months and eligible products.

Only dealers who attend 360 Yield Center in-person Dealer Training will have access to the Free Shipping option online (eCommerce website). The dates for the Dealer Certification sessions are as follows:

Dealer Certification Sessions	Session Dates
Session 1	January 11-12, 2016
Session 2	January 13-14, 2016
Session 3	February 15-16, 2016
Session 4	February 17-18, 2016

Dealers must register for one of the Dealer Training sessions by the Friday, Jan. 8, 2016, deadline in order to receive free shipping on qualifying orders.

Ordering Month	Minimum Single Order Amount *(Orders will not be combined)*	Eligible Products for Free Shipping
November 2015	$5,000	360 Y-DROP™ 360 UNDERCOVER™ 360 SOILSCAN™
December 2015	$5,000	360 Y-DROP 360 UNDERCOVER 360 SOILSCAN
January 2016	$5,000	360 Y-DROP 360 UNDERCOVER 360 SOILSCAN
February 2016	$5,000	360 Y-DROP 360 UNDERCOVER 360 SOILSCAN
March 2016	$5,000	360 CHAINROLL™ 360 EQUI-FLOW™
April 2016	$5,000	360 CHAINROLL 360 EQUI-FLOW
May 2016	$5,000	360 CHAINROLL 360 EQUI-FLOW
June 2016	$5,000	360 CHAINROLL 360 EQUI-FLOW

Early Order Program (Online Orders Only)

Program Objective: The Early Order Program has a two-fold design; to initiate early season sales, along with encouraging pre-season planning with a subsequent order being placed to ensure that necessary parts are on hand throughout the season.

Program Details: Early order discount is available for any single order with an invoiced amount of $15,000 or more when the order is placed online by the dealer. You may have more than one early order; however, each order must meet the qualifying requirements in the chart below to receive the early order discount. Orders cannot be combined to reach the discount level. Only certain items qualify for the early order program at various times throughout the year. A single order placed with qualifying and non-qualifying product on the order will not receive Early Order Discounts for any part of the order. All orders must be placed online by the dealer to qualify for the discount. See chart below for qualifying order months, minimum order amounts and eligible products.

- The coupon codes in the chart below must be entered into the system while ordering to receive the Early Order Discount.
- Early Order Discounts will be applied to the qualifying order upon invoicing, these orders may also be used in conjunction with other incentive programs such as Shipping and Cash Term Programs as long as the terms of those programs also are individually met.
- Product returned from the early order program must meet requirements of the return policy. The discounted invoice price will be credited to the dealer' account in the case of a return. If the return causes the product invoice to fall below the minimum order amount, the full volume discount will be forfeited.
- Individual orders must be shipped to a single location.
- Shipping of the order is at the discretion of 360 Yield Center based on product availability.

Month	Early Order Discount Percentage	Minimum Single Order Amount *(Orders will not be combined)*	Eligible Products for Early Order	Coupon Code
November 2015	5%	$15,000	360 Y-DROP 360 UNDERCOVER 360 SOILSCAN	EARLY5NOV
December 2015	3%	$15,000	360 Y-DROP 360 UNDERCOVER 360 SOILSCAN	EARLY3DEC
January 2016	2%	$15,000	360 Y-DROP 360 UNDERCOVER 360 SOILSCAN	EARLY2JAN
March 2016	5%	$15,000	360 CHAINROLL 360 EQUI-FLOW	EARLY5MAR
April 2016	5%	$15,000	360 CHAINROLL 360 EQUI-FLOW	EARLY5APR
May 2016	3%	$15,000	360 CHAINROLL 360 EQUI-FLOW	EARLY3MAY
June 2016	3%	$15,000	360 CHAINROLL 360 EQUI-FLOW	EARLY3JUN