



2015 Dealer Programs

Dealer Discount Program

A dealer discount of 20% off retail price list will be provided to 360 Yield Center dealers during the 2014-2015 season. The 20% discount applies to 360 Y-DROP™, 360 UNDERCOVER™ and 360 SOILSCAN™ products and associated parts.

Volume Incentive Program

Program objective: To reward dealer efforts in driving the 360 Yield Center systems approach. By combining purchases of the 360 Y-DROP, 360 UNDERCOVER and 360 SOILSCAN, dealers can maximize earnings as well as have the largest impact on helping growers be successful through our systems approach.

Program Details: Dealers who achieve net purchases over \$200,000 during the program period of January 1, 2015 through December 31, 2015, will be eligible for a rebate of 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 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, 2016. Dealers who are not current with their accounts receivable as of December 31, 2015 are not eligible for the volume rebate. Volume incentive applies to 360 Y-DROP, 360 UNDERCOVER and 360 SOILSCAN products and associated parts.

Cash Payment Discounts and Terms (Online Orders Only)

Program objective: To drive grower purchase decisions, and grower demand both near term and midterm. 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. The discount rates 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 period:

<u>eCommerce Ordering Period</u>	<u>Payment Discount Rate</u>
December 2, 2014 through March 5, 2015	5% discount if paid in 10 days, net due 30
March 6, 2015 through June 1, 2015	2% discount if paid in 10 days, net due 30
After June 2, 2015	0% discount if paid in 10 days, net due 30

Credit Card or Early Pay Credit Program payments do not qualify for this cash discount payment program. Cash Payment Discount applies to 360 Y-DROP, 360 UNDERCOVER and 360 SOILSCAN products and associated parts. Payment terms for any order placed by fax, phone or email will receive standard terms of net due in 30 days from invoice date.



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360 COMMANDER™ Grower Rebate Program

Program objective: To enhance grower demand and participation both short and long term. From past history, we have seen the majority of growers continue to add additional acres of 360 COMMANDER as the season progresses. This is an excellent program to lock acres up early, as well as have sales conversations in the late winter and early spring.

Program Details: Growers who buy 500 or more acres will be eligible to receive a \$1 per acre rebate paid on all invoiced acres between August 1, 2014 and July 31, 2015. Cumulative orders must total 500 acres or more. Growers must submit a copy of the rebate form with invoices by August 15, 2015.

Business Builder Program

Program objective: To reward dealer efforts in driving the 360 Yield Center systems approach. By combining purchases of the 360 Y-DROP, 360 UNDERCOVER and 360 SOILSCAN dealers can maximize earnings as well as have the largest impact on helping growers as well as building their individual business. This program will incentivize dealers to sell more of our systems in 2015 so that 2016 will be a blockbuster year. What we do in 2015 will have a multiplying effect and enable more growers to experience the benefits not only in 2015, but in the years to come. 360 Yield Center feels that if you as a dealer have a basic set of products in your customer's fields in 2015, then it will provide a huge springboard for your business in 2016.

Program Details: Dealers who achieve net purchases over \$50,000 during the program period of January 1, 2015 through December 31, 2015, will be eligible for a rebate of 5% paid on total net dealer purchases for the program period. Dealers who meet the Business Builder Program are still eligible and may receive the 5% Volume Incentive Program discussed above in addition to the Business Builder Program. 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. Business Builder payment will be paid prior to March 1, 2016. Dealers who are not current with their accounts receivable as of December 31, 2015, are not eligible for the Business Builder payment. This program applies to 360 Y-DROP, 360 UNDERCOVER and 360 SOILSCAN products and associated parts.