



ELEC-TRAK TRACTOR REGIONAL SALES MEETING

MARCH - APRIL 1972

TRACTORS IN STOCK PRIOR TO SEPTEMBER 1971

Free Mower Program

All existing inventory at the time of the 1971 Fall meetings will receive the \$75 rebate on the 42" mower attachment upon receipt by July 10, 1972, of Delivery Report, payment, and bill of sale showing mower provided to the customer at no charge as a part of the 1972 Spring "Free Mower" promotion.

Contest Points

Existing inventory will receive full point credit (E12 = 12 points, E15 = 15, E20 = 20) if sold and paid for by June 10, 1972, (70% credit if sold and paid for by July 10, 1972) up to the limit of total contest points ordered.

1971 FALL MEETING ORDERS

Dealers that attended the 1971 Fall Meeting and qualified for free mowers will receive full credit (at dealer's cost) for any 42" mower (old or new stock); only up to total number of mowers qualified for at Fall Meeting, provided they were sold after September 30, 1971, and upon receipt of payment and Delivery Report in Schenectady by July 10, 1972.

EXAMPLE:

Dealer qualified for ten (10) free (full credit) 42" mowers at the Fall Meeting and has already sold any six (6) tractors with 42" mowers between October 1, 1971, and March 1, 1972.

This dealer now has four (4) free mowers (full credit) left provided payment and Delivery Reports are received in Schenectady by July 10, 1972.

March 1, 1972

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NEW ORDERS

Contest Points

All orders placed during the period March 1, 1972 - April 15 for immediate release will receive full contest points if sold and paid for by June 10, 1972; 70% point value will be paid if sold and paid for by July 10, 1972.

Terms for New Orders March 1 - April 15, 1972

No finance charges with payment due September 10, 1972. Deferred payment until March 10, 1973, at our published finance rate.

Contest Points

E20	=	20 points	E10M	=	10 points
E15	=	15 points	E8M	=	8 points
E12/M	=	12 points	E-1	=	1 point

Sell tractor and submit payment and delivery report by June 10, 1972 - receive 100% point credit.

Sell tractor and submit payment and delivery report by July 10, 1972 - receive 70% point credit.

Win Trips

Jamaica	4 days, 3 nights	For one - 50 points For two - 100 points
Aruba	6 days, 5 nights	For two - 150 points
European Tour	Eight countries	For two - 400 points

March 1, 1972