June 8, 1972

Dear

Though your Goodtime Getaway incentive program deadline is fast approaching, there is still plenty of time for you to sell Elec-Trak Tractors to qualify for an exciting vacation to Jamaica, Aruba or Europe. This letter is to let you know how close you are to your Goodtime Getaway vacation.

Our records indicate that you placed an order for tractors in the Fall of 1971, resulting in an eligibility for __ program points.

Under the Spring 1972 rewrite option, you ordered ____ additional tractors for ____ points.

Therefore, our records indicate that your maximum point eligibility is now ____.

UNDER THE PROGRAM RULES, POINT CREDIT IS ESTABLISHED ONLY WHEN WE HAVE RECEIVED BOTH THE TRACTOR PAYMENT AND DELIVERY REPORT. OUR RECORDS AS OF 6/24, INDICATE PAYMENT AND DELIVERY REPORTS FOR ____ TRACTORS. (ALL credits received by June 10 receive 100% credit, June 11-July 10 receive 70% credit.)

Your established point credit at this time is _____. This number indicates your eligibility for any of these Getaways:

<table>
<thead>
<tr>
<th>Destination</th>
<th>Points</th>
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<tbody>
<tr>
<td>Jamaica for one</td>
<td>50</td>
</tr>
<tr>
<td>Jamaica for two</td>
<td>100</td>
</tr>
<tr>
<td>Aruba for two</td>
<td>150</td>
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<tr>
<td>Europe for two</td>
<td>400</td>
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If you have already acquired enough points for a vacation, congratulations. But think where you could go with just a few more points! There is still time to work toward Europe or a more exciting Getaway vacation. Good Luck!

Should your calculations disagree with ours, please use the attached form.

SELL ELEC-TRAK TRACTORS AND TRAVEL!

Sincerely,

J. M. Sherwood - Manager
Marketing Communications
GOOD TIME GET AWAY ----- CLAIM FORM
(for dealers who qualified under our Fall and Spring Programs)

CONTEST POINTS

E-20 = 20 points  E-12, E-12M = 12 points  E-8 = 8 points
E-15 = 15 points  E-10 = 10 points  E-1 = 1 point

RULES ----- 100% CREDIT


70% Credit


CLAIM VERIFICATION

<table>
<thead>
<tr>
<th>Model #</th>
<th>Serial #</th>
<th>Payment Mo. Da. Yr.</th>
<th>Delivery Report Mo. Da. Yr.</th>
<th>100%</th>
<th>70%</th>
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</table>

Date____________________  Dealer____________________

by____________________

A report must be submitted immediately after June 10, 1972 to cover the 100% point credit.

A second report must be submitted immediately after July 10, 1972 to cover the 70% point credit.

Mail to: General Electric Company
         Outdoor Power Equipment Operation
         Corporations Park, Building 702
         Scotia, New York, 12302
         Attention: Robert Shaw