

2021 ShoreLand'r® Dealer Program

I. PRODUCTS

ShoreLand'r® Trailers, Accessories and Parts

II. PROGRAM DATES

August 31, 2020 through August 29, 2021

III. DEALER DISCOUNT SCHEDULE

Dealer cost is set at a .55 factor of list price (list price multiplied by factor) on whole goods and accessories and .45 on parts. For model year 2021 dealers will receive a volume discount on qualifying purchases based on the prior model year ShoreLand'r purchases per the discount schedule below. Discounts will be applied after dealer cost is calculated using the list price factor.

Qualifying Volume	Volume Discount
\$25,000.00	2.5%
\$50,000.00	5%
\$75,000.00	7.5%
\$100,000.00	10%

**Midwest Industries reserves the right to change the terms and conditions of the Volume Discount Schedules each program year.*

IV. LOCAL DELIVERY

Midwest Industries will only provide delivery services for orders greater than \$10,000. Delivery fees will be \$1.00 per mile round-trip for deliveries made with a pickup truck or van and \$1.25 per mile round-trip for deliveries made with a straight truck. Leadtime will be subject to delivery personnel availability. Midwest Industries reserves the right to decline requested delivery.

**Factory pickup will only be available during certain days of the week and will need to be coordinated with your sales rep.*

V. FREIGHT

Zone freight charges apply to direct deliveries from Ida Grove, Iowa to the Dealer's place of business. A maximum of three stops will be allowed for multi-drop shipments. A fuel surcharge in addition to the base freight rate may apply. Please refer to the zone freight schedule below.

2021 MODEL YEAR ZONE FREIGHT RATES

Zone	Full Load	2/3 Load	Half Load	1/3 Load
Zone 1	\$1410	\$1200	\$970	\$740
Zone 2	\$1940	\$1570	\$1230	\$920
Zone 3	\$2530	\$1970	\$1560	\$1140
Zone 4	\$3110	\$2370	\$1850	\$1330

Maximum unloading time allowed is as follows: Full – 4 hours, two-thirds – 3 hours, one-half – 2 hours, one-third – 2 hours. Additional charges will apply if unloading time exceeds maximum allowed.

VI. FINANCING

BIAC FINANCING is a financing program available September 4, 2020 to qualifying ShoreLand'r® and ShoreStation® Dealers offered through Boating Industry Acceptance Corporation, a division of Midwest Industries, Inc.

For qualifying Dealers, purchases that are invoiced by BIAC earn free financing until May 14, 2021. After May 14, 2021, interest based on prime rate plus 2% will be charged on all unpaid balances.

To qualify, the Dealer must submit an IRREVOCABLE Bank Letter of Credit to BIAC for approval by the accounting office before order confirmation. Shipments without an approved Letter of Credit are C.O.D. Any invoice amount over the letter of credit limit is C.O.D. All BIAC accounts are due and payable on June 18, 2021. Midwest Industries reserves the right to limit the amount of BIAC financing to any Dealer.

VII. RESTOCKING PROVISIONS

All restocking is subject to the discretion of Midwest Industries, Inc. A minimum restock charge of 25% applies to all returned complete bundle items and may increase depending upon the condition of the returned bundle(s). Refer to the bundle parts price sheet.

NOTE: Parts listed in the Master Parts Price List should not be returned for credit as they will not be restocked.

VIII. PROVISIONS

Prices and freight charges are subject to the time of delivery. All specifications, models and prices are subject to change without notice. All accounts must be current. Any substitutions of components normally provided by Midwest Industries, Inc. such as tires, brakes, winches, tongue jacks, springs, etc. must be pre-approved by Midwest Industries, Inc.