

Ordering and delivery of Sennebogen Material Handlers for 2022

Sennebogen deliveries for new machines in 2022 are in some cases running 90 to 180 days from order receipt for certain models. Sennebogen gives delivery priority for retailed machines that are ordered by a signed purchase order from customers. This method has presented some problems to dealers that regularly order stock machines where the regional market takes longer to recover compared to other areas in the country. In order to allow our dealers to have machines on order that are not sold but have a fixed delivery time, we are continuing with previous terms used for ordering machines. There are currently three types of machine orders:

GUARANTEED STOCK ORDER:

Sennebogen will offer to each dealer the opportunity to order stock machines that will have a guaranteed delivery date (plus or minus 3 weeks depending on delivery schedule from the factory). When ordered as Guaranteed Stock, the machine will be placed as the next available unit for sale at the time the order is received by Sennebogen.

These orders will be subject to the following terms and conditions:

- a) Orders placed by the dealer will not receive any floor plan interest expenses on payments by Sennebogen. These machines must be paid net 15 days of the invoice date or net 10 days of the invoice date if a discount of any kind is applicable.
- b) Sennebogen will allow each dealer to place up to two units on order under this category at any given time.
- c) Purchase orders must state that the machine is being purchased as a Guaranteed Stock Order machine.
- d) The dealer may upgrade any Guaranteed Stock Order machine to a Retail Sales machine at any time. The dealer then will be able to order another unit under this type of order. The delivery status for the new order will be "the next available unit".
- e) Guaranteed Stock orders can be changed to stock orders 60 days prior to the machines planned delivery to the US port. The delivery time will be changed to the "next available stock order".

RETAIL SALES ORDER:

Whenever a machine is ordered by the dealer that is sold to an end-user, Sennebogen will prioritize the delivery of this unit to the first unit available that is not retailed or is not ordered as a Guaranteed Stock order.

These orders will be subject to the following terms and conditions:

- a) We must have a copy of the Customer signed order before we will hold a machine as a retail sales order.
- b) A machine delivered to the dealer under this order type has to be delivered and invoiced to the original customer who signs the order. No changes will be accepted.
- c) All machines ordered as a RETAIL SALES ORDER, will have the Sennebogen warranty start within 15 days of the Sennebogen invoice to the dealer.
- e) Sennebogen will not cover any floor plan interest expense on machines ordered under the RETAILED SALES ORDER program.

- d) If any extra discount is offered to support the dealer sales effort in addition the standard cash discount, a copy of the original invoice to the customer must be provided to Sennebogen. The payment must be received by Sennebogen within 10 days of the invoice date. If the Payment is not received within 10 days, the dealer may lose any additional discounts (and/or cash discount) previously agreed upon by Sennebogen.

STOCK ORDER:

This type of order applies to a standard stock unit. The delivery time for a standard stock unit order will depend on the number of Retail Sales Orders that have already been received by Sennebogen before this order.

These orders will be subject to the following terms and conditions:

- a) This order will be available for Sennebogen Capital Floor Plan interest free (for 6 months)
- b) The dealer can change this order type to either a Retail Sales Order or to a Guaranteed Stock Order.
- c) Sennebogen will keep the dealer informed to any delivery changes on a regular basis.

PURCHASE ORDER REQUIREMENTS:

All orders to Sennebogen must be in written purchase order form to include the following:

- purchase order number
- order type (stock – guaranteed stock – retail order)
- proper payment terms (1%10 net 15 – Net 10 (DDRF and NA pricing) – Floor Plan)
- correct unit pricing
- Any/all options needed (other than standard)
- Include the correct delivery address
- Must be signed by an officer of the company or an agent with the authority to sign for the company.