



Unique Lighting Contractors – U.S.

Date: April 29, 2019
To: Contractors Installing Unique Lighting Systems
From: David Adams, Senior Manager, Financial Services
Subject: Toro Credit Card Retail Finance Programs May 1 – July 31, 2019

See the attached menu for full details of Toro's summer (May 1 – July 31, 2019) retail finance promotions for lighting installations. You'll find the following great options for your customers.

- \$100 Customer rebate offer via a pre-paid Visa debit card **OR**
- No interest for 24-months

Customer \$100 Visa Debit Card Rebate Offer on Toro Card Purchases > \$1499

You can give your customers an automatic \$100 rebate in the form of a Visa pre-paid debit card when they choose 12 months deferred interest financing on the Toro card!

GET A \$100 VISA PREPAID CARD*

with an installation of Toro/Irritrol or Unique Lighting system component purchase of \$1,500 or more financed on the Toro Credit Card (before tax).

PLUS

12 MONTHS SPECIAL FINANCING

on Toro/Irritrol or Unique Lighting system component purchase of \$1,500 or more!

DETAILS

- * All lighting fixtures must be Unique
- * No customer promo fee!
- * No documents to submit!
- * Customer will receive in mail 8-10 weeks
- * No contractor cost!

Attachments

- * Promotion Menu
- * Customer Rebate Certificate
- * Rebate Instructions
- * Customer Promotion Flyer with editable fields for your logo or notes
- * "Dealer" (Contractor) Enrollment Application

Toro Credit Card (Citi) Program Enrollment

Be sure you're enrolled in the Toro credit card program to take advantage of our incredible retail financing promotions! Simply complete the attached application titled "Toro Credit Card Dealer Application" and email to Citi at ccsdealerapplications@citi.com. Call Citi's Merchant Services at 866-786-2026 with any questions.

IMPORTANT! On the enrollment application where asked for your "Toro Dealer #" be sure to input "**Lighting**". This lets Citi know you are a Unique Lighting contractor which qualifies you for the proper promotions.

Once enrolled, expect to receive a phone call from Citi, and later, a Welcome Kit with the information you need to use the program roughly five business days after your approval.

Customer Brochures

Your Welcome Kit will contain a letter to you, as an irrigation or lighting contractor, with instructions on how to order a supply of informational customer brochures at no charge.

Contractor Training

View a video showing how to process customer credit applications and sales transactions on the Toro credit card at any time by using this link, <https://www.youtube.com/watch?v=x3YStqkicKM>.

Please contact your Toro regional sales manager with any questions regarding these promotions or:

David Adams - david.r.adams@toro.com, 952-887-8834

Cheri Zweber – cheri.zweber@toro.com, 952-887-8805



Res/Com Contractors – U.S.

Date: April 29, 2019
To: Contractors Installing Toro/Irritrol Systems
From: David Adams, Senior Manager, Financial Services
Subject: Toro Credit Card Retail Finance Programs May 1 – July 31, 2019

See the attached menu for full details of Toro's summer (May 1 – July 31, 2019) retail finance promotions for irrigation installations. You'll find the following great options for your customers.

- \$100 Customer rebate offer via a pre-paid Visa debit card **OR**
- No interest for 24-months

Customer \$100 Visa Debit Card Rebate Offer on Toro Card Purchases > \$1499

You can give your customers an automatic \$100 rebate in the form of a Visa pre-paid debit card when they choose 12 months deferred interest financing on the Toro card!

GET A \$100 VISA PREPAID CARD*

with an installation of Toro/Irritrol or Unique Lighting system component purchase of \$1,500 or more financed on the Toro Credit Card (before tax).

PLUS

12 MONTHS SPECIAL FINANCING

on Toro/Irritrol or Unique Lighting system component purchase of \$1,500 or more!

DETAILS

- * Job must include Toro/Irritrol product where possible
- * No customer promo fee!
- * No documents to submit!
- * Customer will receive in mail 8-10 weeks
- * 3.5% contractor cost

Attachments

- * Promotion Menu
- * Customer Rebate Certificate
- * Rebate Instructions
- * Customer Promotion Flyer with editable fields for your logo or notes
- * "Dealer" (Contractor) Enrollment Application

Toro Credit Card (Citi) Program Enrollment

Be sure you're enrolled in the new Toro credit card program to take advantage of our incredible retail financing promotions! Simply complete the attached application titled "Toro Credit Card Dealer Application" and email to Citi at ccsdealerapplications@citi.com. Call Citi's Merchant Services at 866-786-2026 with any questions.

IMPORTANT! On the enrollment application where asked for your "Toro Dealer #" be sure to input "**Irrigation**". This lets Citi know you are an Irrigation contractor which qualifies you for the proper promotions.

Once enrolled, expect to receive a phone call from Citi, and later, a Welcome Kit with the information you need to use the program roughly five business days after your approval.

Customer Brochures

Your Welcome Kit will contain a letter to you, as an irrigation or lighting contractor, with instructions on how to order a supply of informational customer brochures at no charge.

Contractor Training

View a video showing how to process customer credit applications and sales transactions on the Toro credit card at any time by using this link, <https://www.youtube.com/watch?v=x3YStqkicKM>.

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Toro/Irritrol Retail Finance Menu May 1 - July 31, 2019

Toro/Irritrol Projects ONLY	Equal Pay/No Interest	Plan Code	Min Ticket	Payment Factor	Customer Fee	Customer Rebate	Contractor Cost
	0% for 24 Months*	2493	\$1,500	4.17%	\$49	None	4.50%
	With Pay/Def. Interest ¹	Plan Code	Min Ticket	Payment Factor	Customer Fee	Customer Rebate	Contractor Cost
WPDI for 12 Months*	1204	\$1,500	1.00%	No Fee	\$100	3.50%	

Other Projects*	Equal Pay/No Interest	Plan Code	Min Ticket	Payment Factor	Customer Fee	Customer Rebate	Contractor Cost
	0% for 24 Months*	2491	\$1,500	4.17%	\$49	None	4.50%

Everyday Programs	With Pay/Def. Interest ¹	Plan Code	Min Ticket	Payment Factor	Customer Fee	Customer Rebate	Contractor Cost
	WPDI for 6 Months	0603	\$200				0.50%
	WPDI for 12 Months	1203	\$400	1.00%	No Fee	None	1.50%
WPDI for 18 Months	1801	\$500				3.00%	
Standard Revolving	Plan Code	Min Ticket	Payment Factor	Customer Fee	Customer Rebate	Contractor Cost	
Prime + 20.49%	0100	\$1	1.00%	No Fee	None	0.00%	

Monthly payment is the amount financed multiplied by the payment factor or \$29, whichever is greater.
 Example: \$3000 financed x .0417 (payment factor) = \$125.10 monthly payment.

* Use of these promotions restricted to projects that do not consist of products/components where an option to use a similar in purpose Toro or Irritrol product/component exists. Non-compliance with this will result in your termination from the Toro credit card program.

- 1 Interest accrues from the date of purchase at Prime + 20.49% and will be waived if paid in full by the interest free date.
- 2 Rebate will be automatically mailed to customer within 8 - 10 weeks after purchase date. No action or form needs to be taken or submitted by the contractor or customer.

Eligibility

Contractors

Must sell and install Toro/Irritrol branded irrigation products or Unique Lighting branded products to homeowners and take full responsibility for the completed project.

Irrigation Projects

Toro sponsored plans must include:

- Genuine Toro/Irritrol products, where possible, in the project being financed.
- Toro/Irritrol controller and at least two of rotors, valves, or sprays
- Toro/Irritrol rain sensor & flex pipe, if included in project

Other Projects:

- Competitive products to Toro/Irritrol irrigation or Unique Lighting **may not** be used on any plan.
- **May** include non-competitive items (hardscape, fencing, water) maximum loan is \$10,000.00. If the customer would like to finance more non-competitive items please refer to the "Other projects and Everyday Programs" from above



Unique Lighting Retail Finance Menu May 1 - July 31, 2019

Unique Lighting Projects ONLY	Equal Pay/No Interest	Plan Code	Min Ticket	Payment Factor	Customer Fee	Customer Rebate	Contractor Cost
	0% for 24 Months*	2492	\$1,500	4.17%	\$49	None	0.00%
	With Pay/Def. Interest ¹	Plan Code	Min Ticket	Payment Factor	Customer Fee	Customer Rebate ²	Contractor Cost
	WPDI for 12 Months*	1201	\$1,500	1.00%	No Fee	\$100	0.00%

Other Projects	Equal Pay/No Interest	Plan Code	Min Ticket	Payment Factor	Customer Fee	Customer Rebate	Contractor Cost
	0% for 24 Months*	2491	\$1,500	4.17%	\$49	None	4.50%

Everyday Programs	With Pay/Def. Interest ¹	Plan Code	Min Ticket	Payment Factor	Customer Fee	Customer Rebate	Contractor Cost
	WPDI for 6 Months	0603	\$200				0.50%
	WPDI for 12 Months	1203	\$400	1.00%	No Fee	None	1.50%
	WPDI for 18 Months	1801	\$500				3.00%
	Standard Revolving	Plan Code	Min Ticket	Payment Factor	Customer Fee	Customer Rebate	Contractor Cost
	Prime + 20.49%	0100	\$1	1.00%	No Fee	None	0.00%

Monthly payment is the amount financed multiplied by the payment factor or \$29, whichever is greater.

Example: \$3000 financed x .0417 (payment factor) = \$125.10 monthly payment.

* Use of these promotions restricted to projects that do not consist of products/components where an option to use a similar in purpose Unique Lighting product/component exists. Non-compliance with this will result in your termination from the Toro credit card program.

1 Interest accrues from the date of purchase at Prime + 20.49% and will be waived if paid in full by the interest free date.

2 Rebate will be automatically mailed to customer within 8 - 10 weeks after purchase date. No action or form needs to be taken or submitted by the contractor or customer.

Eligibility

Contractors

Must sell and install Toro/Irritrol branded irrigation products or Unique Lighting branded products to homeowners and take full responsibility for the completed project.

Lighting Projects:

- Lighting must include 100% Unique Lighting equipment

Other Projects:

- Competitive products to Toro/Irritrol irrigation or Unique Lighting **may not** be used on any plan.
- **May** include non-competitive items (hardscape, fencing, water) maximum loan is \$10,000.00. If the customer would like to finance more non-competitive items please refer to the "Other projects and Everyday Programs" from above