



**LITTLE WONDER®**

**2020 FALL PROGRAM**

**EFFECTIVE MAY 1, 2020**

**Augusta, NJ  
Tel 888-229-4561  
Fax 800-644-1045  
www.stevenwillandinc.com**

**steven  
WILLAND  
inc.  
Quality Distribution**





## 2020 Key Personnel List



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Name	Title	Ext.	E-Mail Address
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### Office Staff

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Christine Reich	Human Resource / Office Manager	122	<a href="mailto:creich@stevenwillandinc.com">creich@stevenwillandinc.com</a>
Deborah Paul	Receivables Mgmt Specialist	110	<a href="mailto:dpaul@stevenwillandinc.com">dpaul@stevenwillandinc.com</a>
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Steffen Willand	Multi-Media Communications	145	<a href="mailto:stefwilland@stevenwillandinc.com">stefwilland@stevenwillandinc.com</a>
Jennifer Bischoff	Executive Administrative Assistant	140	<a href="mailto:jbischoff@stevenwillandinc.com">jbischoff@stevenwillandinc.com</a>
Alison Matt	Administrative Assistant	135	<a href="mailto:amatt@stevenwillandinc.com">amatt@stevenwillandinc.com</a>

### Customer Service

George Chattaway	Customer Service Manager	115	<a href="mailto:gchattaway@stevenwillandinc.com">gchattaway@stevenwillandinc.com</a>
Scott McGowan	Customer Service Technician	114	<a href="mailto:smcgowan@stevenwillandinc.com">smcgowan@stevenwillandinc.com</a>

### Parts Department

Tony Lauria	Parts Dept. Manager	121	<a href="mailto:tlauria@stevenwillandinc.com">tlauria@stevenwillandinc.com</a>
Dan Howard	Parts Order Support	130	<a href="mailto:dhoward@stevenwillandinc.com">dhoward@stevenwillandinc.com</a>
Jeff Olimpaito	Parts Order Support	113	<a href="mailto:jolimpaito@stevenwillandinc.com">jolimpaito@stevenwillandinc.com</a>
Karen Alpers	Parts Order Support	119	<a href="mailto:kelpers@stevenwillandinc.com">kelpers@stevenwillandinc.com</a>
Lisa Wilson	Parts Order Support	148	<a href="mailto:lwilson@stevenwillandinc.com">lwilson@stevenwillandinc.com</a>

### Warehouse & Traffic

Shawn Davenport	Warehouse & Traffic Manager	142	<a href="mailto:sdavenport@stevenwillandinc.com">sdavenport@stevenwillandinc.com</a>
Bill Wibbelt	Whse, Traffic, & Sales Support	169	<a href="mailto:bwibbelt@stevenwillandinc.com">bwibbelt@stevenwillandinc.com</a>

Department Contact	Department Email Address	Phone System Option Number
Equipment Ordering	<a href="mailto:plcequipmentsales@stevenwillandinc.com">plcequipmentsales@stevenwillandinc.com</a>	Option #1
Parts Ordering	<a href="mailto:plcparts@stevenwillandinc.com">plcparts@stevenwillandinc.com</a>	Option #2
Promo & Co-op Claims	<a href="mailto:claims@stevenwillandinc.com">claims@stevenwillandinc.com</a>	N/A
Technical Service	<a href="mailto:plcservice@stevenwillandinc.com">plcservice@stevenwillandinc.com</a>	Option #3
Shipping & Receiving	<a href="mailto:info@stevenwillandinc.com">info@stevenwillandinc.com</a>	Option #4

Please check [www.stevenwillandinc.com](http://www.stevenwillandinc.com) for complete territory listings by county

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### Field Sales Managers

Stu Markowitz	Mid-Atlantic Sales Territory	203-885-9521	<a href="mailto:smarkowitz@stevenwillandinc.com">smarkowitz@stevenwillandinc.com</a>
Dave Willis	New England Sales Territory	508-847-3079	<a href="mailto:dwillis@stevenwillandinc.com">dwillis@stevenwillandinc.com</a>

### Territory Managers Mid-Atlantic

Bill Dougherty	Southern & Central NJ - South Eastern Pa - New Castle Cty Del	609-234-6316	<a href="mailto:bdougherty@stevenwillandinc.com">bdougherty@stevenwillandinc.com</a>
David Roppo	North Eastern, Central & Western Pa., Western Md. & NE West Virginia	973-222-3158	<a href="mailto:droppo@stevenwillandinc.com">droppo@stevenwillandinc.com</a>
Jeff Deckman	Delaware, Central & Eastern Maryland	862-266-5918	<a href="mailto:jdeckman@stevenwillandinc.com">jdeckman@stevenwillandinc.com</a>
Art Stone	Central & Northern New Jersey, Rockland & Richmond Counties NY	732-279-5753	<a href="mailto:astone@stevenwillandinc.com">astone@stevenwillandinc.com</a>
Kevin Ranagan	Nassau, Suffolk, Westchester, New York, Kings, Queens, & Bronx Ctys NY	516-477-6786	<a href="mailto:kranagan@stevenwillandinc.com">kranagan@stevenwillandinc.com</a>

### Territory Managers New England

Patrick James	Connecticut & Rhode Island	203-470-1473	<a href="mailto:pjames@stevenwillandinc.com">pjames@stevenwillandinc.com</a>
Mike Creech	Massachusetts	413-351-6024	<a href="mailto:mcreech@stevenwillandinc.com">mcreech@stevenwillandinc.com</a>
Bill Ross	Eastern & Western New York State	315-530-3284	<a href="mailto:bross@stevenwillandinc.com">bross@stevenwillandinc.com</a>
Terry Robison	Vermont, New Hampshire & Maine	862-268-7066	<a href="mailto:trobison@stevenwillandinc.com">trobison@stevenwillandinc.com</a>

Department Contact	Department Email Address	Phone System Option Number
Equipment Ordering	<a href="mailto:plcequipmentsales@stevenwillandinc.com">plcequipmentsales@stevenwillandinc.com</a>	Option #1
Parts Ordering	<a href="mailto:plcparts@stevenwillandinc.com">plcparts@stevenwillandinc.com</a>	Option #2
Technical Service	<a href="mailto:plcservice@stevenwillandinc.com">plcservice@stevenwillandinc.com</a>	Option #3
Shipping & Receiving	<a href="mailto:info@stevenwillandinc.com">info@stevenwillandinc.com</a>	Option #4

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## 2020 Fall Program



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## 2020 Wheeled Blower Retail Prices



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The Prices On These Price Sheets are Effective July 1, 2020. All Orders Shipped By June 30, 2020 Will Be Priced at the 2019 Program Pricing

Model #	Description	List Price	MAP Price	Notes
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C5 Wheeled Blower				
99170-06-01	C5 Wheeled Blower - Kohler	\$ 699.99	\$ 649.99	

Optimax Push Blowers				
9160-02-01	Optimax Blower 160cc, Honda GC160	\$ 1,049.99	\$ 999.99	
9270-02-01	Optimax Blower 270cc, Honda GX270	\$ 1,679.99	\$ 1,629.99	
9270-06-01	Optimax Blower Kohler Command Pro CH395	\$ 1,399.99	\$ 1,349.99	
9390-02-01	Optimax Blower 390cc, Honda GX390	\$ 2,099.99	\$ 1,929.99	
9570-04-01	Optimax Blower 570cc, Vanguard VG570	\$ 2,949.99	\$ 2,849.99	

Optimax Self Propelled Leaf Blowers				
9270-12-01	Optimax Blower 270cc, Honda GX270, Self Propelled	\$ 2,989.99	\$ 2,889.99	
9390-12-01	Optimax Blower 390cc, Honda GX390, Self Propelled	\$ 3,199.99	\$ 3,099.99	
9570-14-01	Optimax Blower 570cc, Vanguard VG570, Self Propelled	\$ 3,899.99	\$ 3,775.99	

Accessories for Optimax Leaf Blowers				
9050-00-01	Swivel Wheel Kit	\$ 259.99	\$ 259.99	
4174095	Parking Brake Kit	\$ 95.99	\$ 95.99	
4173815	Solid Wheel	\$ 95.99	\$ 95.99	
4174355	Tool Holder	\$ 59.99	\$ 59.99	



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## 2020 Monster Truck Loaders



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Model #	Description	List Price	MAP Price	Notes
<b>Monster Truck Loaders - Comes w/ Skid Mount, Hitch Mount or Trailer As Indicated</b>				
8183-04-01	Truckloader, B&S Vanguard 18HP w/ Skid Mount	\$ 4,899.99	\$ 4,699.99	
8184-04-01	Truckloader, B&S Vanguard 18HP w/ Hitch Mount Swing Arm	\$ 5,899.99	\$ 5,699.95	
8185-04-01	Truckloader, B&S Vangd 18HP BriteView Spec Short Stack	\$ 4,999.99	\$ 4,899.99	
8293-04-01	Truckloader, B&S Vanguard 29HP w/ Skid Mount	\$ 7,399.99	\$ 7,199.99	
8295-04-01	Truckloader, B&S Vanguard 29HP w/ Trailer	\$ 8,999.99	\$ 8,799.99	
8353-04-01	Truckloader, B&S Vanguard 35HP w/ Skid Mount	\$ 12,699.99	\$ 12,299.99	
8355-04-01	Truckloader, B&S Vanguard 35HP w/ Trailer	\$ 13,999.99	\$ 13,399.99	
82965-04-01	Truckloader, Self Contained, 5-Yard 29HP B&S Vanguard	\$ 19,599.99	\$ 18,999.99	
83560-04-01	Truckloader, Self Contained, 10-Yard 35HP B&S Vanguard	\$ 37,999.99	\$ 36,999.99	



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# 2020 Monster Truck Loaders



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Model #	Description	List Price	MAP Price	Notes
<b>Monster Truck Loader Accessories</b>				
720060	Receiver Hitch Mount 14hp	\$ 140.99	\$ 140.99	
720061	Tailgate Mount 14hp	\$ 569.99	\$ 569.99	
720027	Discharge Chute Extension Hose 14hp	\$ 149.99	\$ 149.99	
720070	Discharge Chute Deflector 14hp	\$ 44.99	\$ 44.99	
720025	18" Discharge Kit	\$ 169.99	\$ 169.99	
720030	Discharge Hose Extension	\$ 239.99	\$ 239.99	
MP010012	Safety Package (2 cones, wheel chocks & storage box)	\$ 305.00	\$ 305.00	
MP010032	LED Spot Light Kit (2 LED, brackets & wiring harness)	\$ 305.00	\$ 305.00	
020001	Rotary Arm Mount 18hp Skid Mount	\$ 1,099.99	\$ 1,099.99	
MP020002.17	Hitch Mount for 18HP Skid Mount	\$ 1,145.00	\$ 1,145.00	
MP020060.17	Hitch Mount Swing Arm	\$ 1,245.00	\$ 1,245.00	
020250	Dual Receiver	\$ 190.99	\$ 190.99	
<b>Monster Truck Loaders - Extension Stacks</b>				
MP020006	Discharge Exhaust Chute	\$ 664.99	\$ 664.99	
MP020240	24" Extension Stack - 14hp	\$ 374.99	\$ 374.99	
MP020116.31	24" Extension Stack - 18hp SM	\$ 612.00	\$ 612.00	
MP020128	48" Extension Stack - 14hp	\$ 336.99	\$ 336.99	
MP0201279	12" Extension Stack - 28/29hp	\$ 361.99	\$ 361.99	
MP020180	24" Extension Stack - 28/29hp	\$ 404.99	\$ 404.99	
<b>Monster Truck Loaders - Replacement Hoses</b>				
MP030020	Discharge Hose Metal 12"x 7'	\$ 498.26	\$ 498.26	
MP030021	Discharge Hose Metal 12"x 8'	\$ 552.22	\$ 552.22	
MP030022	Discharge Hose Metal 12"x10'	\$ 597.10	\$ 597.10	
MP030023	Discharge Hose Metal 12"x 6	\$ 444.36	\$ 444.36	
MP030024	Discharge Hose Metal 7"x 30"	\$ 121.78	\$ 121.78	
MP030025	Discharge Hose Metal 7"x 5'	\$ 269.46	\$ 269.46	
MP030026	Discharge Hose Metal 8"x10'	\$ 325.18	\$ 325.18	
MP030027	Discharge Hose Metal 8"x5'	\$ 198.76	\$ 198.76	
MP030028	Discharge Hose Metal 12"x12' (Special Order)	\$ 2,006.93	\$ 2,006.93	
MP030029	Discharge Hose, Flexible 8" x 5', Green Stripe	\$ 352.99	\$ 352.99	
MP030050	Intake/ Exhaust Hose 12"x10' HD BLK. (.088 wall)	\$ 1,138.90	\$ 1,138.90	
MP030051	Intake/ Exhaust Hose 12"x12' HD BLK. (.088 wall)	\$ 1,336.02	\$ 1,336.02	
MP030052	Intake/ Exhaust Hose 12"x 6' HD BLK. (.088 wall)	\$ 726.66	\$ 726.66	
MP030053	Intake/ Exhaust Hose 12"x 8' HD BLK. (.088 wall)	\$ 948.52	\$ 948.52	
MP030054	Intake/ Exhaust Hose 16"x 7' HD BLK. (.088 wall)	\$ 1,188.54	\$ 1,188.54	
MP030070	Intake Hose 16"x10' UFD.,TR Blue (.045 wall)	\$ 678.82	\$ 678.82	
MP030071	Intake Hose 16"x12' UFD.,TR Blue (.045 wall)	\$ 813.88	\$ 813.88	
MP030072	Intake Hose 16"x 7' UFD.,TR Blue (.045 wall)	\$ 489.12	\$ 489.12	
MP030073	Intake Hose 18"x10' UFD.,TR Blue (.045 wall)	\$ 794.16	\$ 794.16	
MP030074	Intake Hose 18"x12' UFD.,TR Blue (.045 wall)	\$ 947.16	\$ 947.16	
MP030076	Intake Hose 18"x 8' UFD,TR Blue (.045 wall)	\$ 641.20	\$ 641.20	
MP030077	Intake Hose 8" x 10' RFHW Clear	\$ 641.20	\$ 641.20	
MP030090	Intake Hose 10"x10' RFHW, BLK/BLK, (.045 wall)	\$ 294.94	\$ 294.94	
MP030091	Intake Hose 8"x10' RFHW, BLK/BLK, (.045 wall)	\$ 224.74	\$ 224.74	
MP030092	Intake Hose 12"x10' RFHW, BLK/BLK, (.045 wall)	\$ 348.28	\$ 348.28	
MP030094	Intake Hose 16"x10' FLX-THANE HD BLK	\$ 887.36	\$ 887.36	
MP030100	Intake Hose 6"x10' RFH, BLK, (.045 wall)	\$ 163.26	\$ 163.26	

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## 2020 Pro Vacs - Bed Shapers - Brush Cutters



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Model #	Description	List Price	MAP Price	Notes
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Pro Vacs - Standard with Housing Liner				
5612-00-01	Pro Vac Push Vacuum - B&S Vanguard	\$ 1,999.99	\$ 1,899.99	
5612-12-01	Pro Vac SP - Self Propelled - Honda GX270	\$ 3,479.99	\$ 3,379.99	

Pro Vac Accessories				
600020	Hose Kit	\$ 269.99	\$ 269.99	
600035	Nozzle Guard	\$ 39.99	\$ 39.99	
600040	Swivel Wheel Kit	\$ 309.99	\$ 309.99	
600050	Felt Liner Kit	\$ 149.99	\$ 149.99	

BedShapers - Hydro Self Propelled				
904-00-01	S.P. Bedshaper Honda GXV390	\$ 4,299.99	\$ 4,245.99	

BedShaper Accessories				
80001	Shredder Kit	\$ 229.99	\$ 229.99	
80002	Blade Weight Kit	\$ 125.99	\$ 125.99	
80004	Golf Quadrant	\$ 19.99	\$ 19.99	

Hydrostatic Brush Cutter				
5126-22-01	Brush Cutter - BRC-26 Hydro - Honda	\$ 3,899.99	\$ 3,799.99	

Edgers				
6033-00-01	Pro Edger B&S Series 550	\$ 929.99	\$ 899.99	
6232-00-01	Pro Edger Honda GX120	\$ 1,069.99	\$ 1,039.99	
6236-00-01	Pro Crack Cleaner Honda GX 120	\$ 1,169.99	\$ 1,125.99	

Accessories				
6020-00-01	Crack Cleaner Attachment	\$ 120.99	\$ 120.99	
970389	Handle Extension Kit - Fits All Edgers	\$ 95.99	\$ 95.99	

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# 2020 ProVac SI & Ag Vac Truck Loaders



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Model #	Description	List Price	MAP Price	Notes
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ProVac SI				
5511-02-01	ProVac SI - Honda GSV190	\$ 1,199.99	\$ 1,199.99	
5511-04-01	ProVac SI - B&S Pro 1000 Series	\$ 1,299.99	\$ 1,299.99	

ProVac SI Accessories				
4176172	Hose Kit, 5" X 7' - Fits ProVac SI	\$ 299.99	\$ 299.99	
4176173	Nozzle Guard Kit - Fits ProVac SI	\$ 45.99	\$ 45.99	
4175874	Felt Liner Kit - Fits ProVac SI	\$ 159.99	\$ 159.99	



New AgVac Series of Truck Loaders				Notes
82965-04AVS	AgVac 5S - Off Road Version - 5-Yard 29hp B&S Vanguard	\$ 20,999.99	\$ 19,550.00	
82965-04-AV	AgVac 5 - 5-Yard 29hp B&S Vanguard	\$ 24,999.99	\$ 23,100.00	
83560-04-AV	AgVac 10 - Self Contained 10-Yard 35hp B&S Vanguard	\$ 40,999.99	\$ 39,999.99	
83660-05-AV	AgVac 10 - Self Contained 10-Yard 36hp Yanmar Diesel	\$ 47,999.99	\$ 46,699.99	

**All AgVac Loaders Are Special Order Items Only**



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## 2020 Hedge Trimmers



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Model #	Description	List Price	MAP Price	Notes
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Gas Hedge Trimmers				
2230S-00-01	30", 21.2cc SE - Single Sided	\$ 609.99	\$ 589.99	
<i>Limited Availability - Only While Supplies Last</i>				

Electric Hedge Trimmers				
2410-00-01	24", 110v SE - Single Sided	\$ 539.99	\$ 509.99	
<i>Limited Availability - Only While Supplies Last</i>				
2420-00-01	24", 110v DE - Double Sided	\$ 549.99	\$ 519.99	
<i>Limited Availability - Only While Supplies Last</i>				
3010-00-01	30", 110v SE - Single Sided	\$ 559.99	\$ 539.99	
<i>Limited Availability - Only While Supplies Last</i>				



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95 YEARS OF TRUSTED PERFORMANCE

**LITTLE WONDER®**

# Pro Vac SI

**Superior suction makes clean-up a snap.**



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# Harness the Power of the Pro Vac SI



Save time by easily adjusting the nozzle height from the operator's position without stopping.



Angled bag with sewn-in plastic bottom prevents wear-and-tear during loading and unloading.



Custom-designed ergonomic, foam-gripped handles prevents user fatigue



Optional 5" diameter hose kit with adjustable handle provides optimal suction and operator comfort.

## BLOWER SPECIFICATIONS

Model	Pro Vac SI Push
Engine	Honda® GSV190
Engine Displacement	5.1 hp
Fuel Capacity	0.25 gallon
Impeller	12" dia., 5 blades, 1/4" thick
Blade Design	Serrated teathed steel
Bag Design	Mesh w/ dust skirt (Optional Felt Bag)
Bag Capacity	40 gal (US)
Nozzle Type	Fixed
Nozzle Width	27.5"
Wheels	12" rubber tread cap wheels
Hose (Optional)	5" diameter, 7' long
Dimensions	57.5" L x 27" W x 43.5" H
Weight	146 lbs.
Warranty	2-Year commercial/rental

**YOUR LOCAL DEALER IS**



Since 1922

Get Proven Results. Get Little Wonder.™

LittleWonder.com

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# AgVac Agricultural Vacuums

Little Wonder agricultural vacuums have revolutionized mucking out stalls, pens, coops and more. The AgVac is the fast, efficient way to clean out livestock waste and haul it to the manure pile or dumpsite. Clean out more bedding and waste in less time. Cleaning stalls and pens is a daily necessity. Get the job done faster with a Little Wonder AgVac.



**Dual 15' Hoses** feature anti-friction, anti-clog smooth-bore interiors, for uninterrupted work



**Top-vented** with felt bags for increased filtration

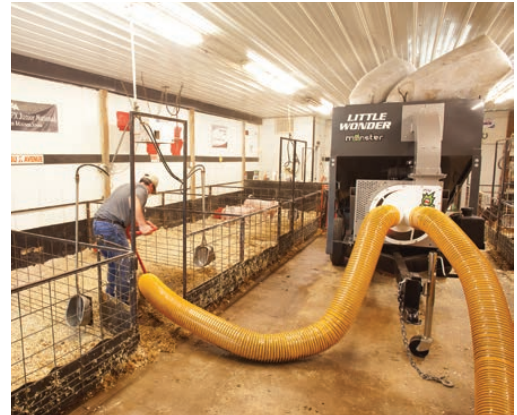






# Mucking Stables and Pens Made Faster and More Efficient

- Reduce clean-up time by over 30%
- 5- and 10-yard capacity units. 5-yard units include both a standard model and a compact, off-road model (5S)
- Square stack for superior airflow; virtually eliminates clogging that round stacks allow
- Barn-style double rear doors with sidewall door latches for easier offloading on both 5-yard units
- 65° fixed dump bed angle allows gravity to help offload materials on both 5-yard units
- 50° hydraulic lift w/removable upper walls make for easy unloading on the 10-yard unit



AgVac 5S compact, yet powerful design allows it to move easily through aisles as narrow as 6 ft.

## SPECIFICATIONS

	AgVac 5S	AgVac 5	AgVac 10
Model No.	82965-04-AVS	82965-04-AV	83560-04-AV
Engine	B&S Vanguard™	B&S Vanguard™	B&S Vanguard™
Displacement	29HP	29HP	35HP
Fuel Type/System	Gas		
Fuel Capacity	6-gallon		7-gallon
Starter	Electric		
Battery	12V		12V/525CCA
Impeller	20" diameter w/(6) steel blades		24.75" diameter w/(4) steel blades
Intake Hose	(2) 8" x 15' smooth-bore interior		
Filter Bags	2 felt bags		4 felt bags
Suspension	Leaf spring	Leaf spring	Leaf slipper spring
Tire/Wheel	ST225/75 tires on D15 rims		
Container Dimensions	5' x 8' x 6'		6' x 9' x 5'
Overall Dimensions	173" L x 66.5" W x 87.75" H	173" L x 72" W x 87.75" H	240" L x 96" W x 94" H
Unit Weight (GVW)	3,500 lbs.	3,500 lbs.	10,000 lbs.
On-Road Use	No		Yes
C of O	No		Yes



14" housing manifold allows for dual hoses and increased productivity, clearing more waste in less time.

**Warranty** 2-year Limited Commercial  
Engines are warranted separately by manufacturer.

**YOUR LOCAL DEALER IS**



Since 1922

Get Proven Results. Get Little Wonder.™

LittleWonder.com

**LITTLE  
WONDER®****2020 Little Wonder Dirty Dozen Program****steven  
WILLAND  
inc.**  
Quality Distribution

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This popular Dealer Stocking Incentive Program offers exceptional value and benefits across the Little Wonder Debris Handling Equipment Lines.

**PROGRAM QUALIFICATIONS**

The Dirty Dozen program is applicable to a dealer's initial booking/stocking order placed between May 1, 2020 and July 31, 2020 ONLY. Re-orders (restocking or replenishment) are not applicable to the program.

To qualify, dealers must place a 12-unit minimum order that contains any combination of the following products:

- Little Wonder: Optimax Blowers – choice of Push and Self-propelled, C5 Blower, Pro Vac, Pro Vac SP, ProVac SI, Brush Cutters, BedShapers, TruckLoaders, Hedge Trimmers, Pro Edgers

*\*Three (3) Hedge Trimmers or Two (2) Pro Edgers count as 1 unit*

*\* One (1) 29-36HP Truck Loader counts as Three (3) units*

**PROGRAM INCENTIVE**

Dealers who place a qualifying Dirty Dozen Order between May 1, 2020 and July 31, 2020 will receive one (1) **Free GX390 Optimax Blower** (Model #9390-02-01), a \$2099 Retail Value!

# ***OPTIMAX***

## **MAXIMUM OUTPUT BLOWER**



Effective May 1, 2020

Prices and Specifications Are Subject To Change Without Notice or Obligation

Page 15

Bid Term: 2/22/19 - 2/21/21; Extended to 2/21/22



## 2020 Optimax Blower Promotion



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# Little Wonder Optimax Blower Promotion

**All Retail Purchasers of any New Little Wonder Optimax Blower - 9hp or Larger, during the Promotional Period, will receive A \$150 Instant Sales Rebate.**

**Eligible Products:** All New LW Optimax Blowers - 9hp or Larger

**Promotion Period:** May 1, 2020 Thru October 31, 2020

\* Offer applies to the purchase of New Merchandise only. Used, demo, or refurbished models do not qualify. This offer may **NOT** be used in conjunction with any other offers such as Bid, Fleet and National Account promotions.

Model Group	Retail Sales Discount Amount	Dealer Rebate	Salesman Spiff
9hp & Larger Optimax Blower	\$150 Instant Rebate	\$100	\$25



### Rebate Claim Submission Process:

**Submit a copy of the Sales Invoice Clearly Showing the Qualified Optimax Blower Sale with the \$150 Instant Rebate Shown.**

**Mail To:** Steven Willand Inc.  
 PO Box 9  
 Augusta, NJ 07822  
 Attention: Claims

**Fax To:** 800-644-1045

**Email to:** [Claims@stevenwillandinc.com](mailto:Claims@stevenwillandinc.com)

All Rebate Claims must be submitted no later than 11/15/2020 in order to qualify for the Dealer Rebate. Claims submitted after 11/15/2020 will not qualify.

Possession of This Program Does Not Qualify That Person Or Dealer As An Authorized Dealer.

Effective May 1, 2020

Prices and Specifications Are Subject To Change Without Notice or Obligation





# 2020 BedShaper - Pro Vac - Brush Cutter Sales Promotion



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## Retail Sales \$200 Instant Rebate Promotion

**Sell any Little Wonder BedShaper - Pro Vac - Brush Cutter During The Promotional Period, Dealer Recieves a \$100 Rebate Credit**

**Eligible Products:** All New Little Wonder BedShapers - Pro Vac - Brush Cutter

**Promotion Period:** May 1, 2020 Thru September 30, 2020

\* Offer applies to the purchase of New Merchandise only. Used, demo, or refurbished models do not qualify. This offer may **NOT** be used in conjunction with any other offers such as Bid, Fleet and National Account promotions

Model Group	Retail Sales Discount Amount	Dealer Rebate
All Little Wonder BedShapers - Pro Vacs - Brush Cutters	\$200	\$100

**In-Store Signage:**

Promo hang tags will be available for eligible products. Send your requests to [plcmarketing@stevenwillandinc.com](mailto:plcmarketing@stevenwillandinc.com) or visit the Marketing Essentials Page from the Dealer Toolbox

**Rebate Claim Submission Process:**

**Submit a copy of the Sales Invoice Clearly Showing the Qualified Bedshaper**

**Mail To:** Steven Willand Inc.  
 PO Box 9  
 Augusta, NJ 07822  
 Attention: Claims

**Fax To:** 800-644-1045

**Email to:** [Claims@stevenwillandinc.com](mailto:Claims@stevenwillandinc.com)

All Rebate Claims must be submitted no later than 10/15/2020 in order to qualify for the Dealer Rebate  
 Claims submitted after 10/15/2020 will not qualify

Possession of This Program Does Not Qualify That Person Or Dealer As An Authorized Dealer

Effective May 1, 2020

Prices and Specifications Are Subject To Change Without Notice or Obligation



# 2020 Monster Truck Loader Promotion



Distributed by Steven Willand Inc. • Augusta, NJ • Tel 888-229-4561 • Fax 800-644-1045 • www.stevenwillandinc.com

## Little Wonder Monster Truck Loader Promotion

**All Purchasers of any New Little Wonder Monster Truck Loader, 29hp or Larger, During the Promotional Period, Will Receive An Instant Sales Rebate Plus the Dealer Salesman Will Earn A Salesman Spiff**

<b>Eligible Products:</b>	<b>All New LW Monster Truck Loaders - 29hp or Larger</b>
<b>Promotion Period:</b>	<b>May 1, 2020 Thru October 31, 2020</b>

\* Offer applies to the purchase of New Merchandise only. Used, demo, or refurbished models do not qualify. This offer may **NOT** be used in conjunction with any other offers such as Bid, Fleet and National Account promotions

Model Group	Retail Sales Discount Amount	Dealer Rebate	Salesman Spiff
All 29hp Loaders	\$300 Instant Rebate	\$200	\$100
All 35hp Loaders	\$500 Instant Rebate	\$400	\$200
All 5yd Loaders	\$600 Instant Rebate	\$500	\$200
All 10yd Loaders	\$1,000 Instant Rebate	\$600	\$250

### Rebate Claim Submission Process:

**Submit a copy of the Sales Invoice Clearly Showing the Qualified Truck Loader Sale with the Instant Sales Rebate Shown along with the Salesman Name to:**

Mail To: Steven Willand Inc.  
 PO Box 9  
 Augusta, NJ 07822  
 Attention: Claims

Fax To: 800-644-1045

Email to: [Claims@stevenwillandinc.com](mailto:Claims@stevenwillandinc.com)



All Rebate Claims must be submitted no later than 11/15/2020 in order to qualify for the Dealer Rebate  
 Claims submitted after 11/15/2020 will not qualify

Possession of This Program Does Not Qualify That Person Or Dealer As An Authorized Dealer

Effective May 1, 2020

Prices and Specifications Are Subject To Change Without Notice or Obligation



## 2020 Retail Financing



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**2020 Retail Financing Programs Offered By Sheffield Financial and Yard Card (TD Bank). Please see following page for Program Details**



Effective May 1, 2020

Prices and Specifications Are Subject To Change Without Notice or Obligation





Dealer Use Only

Effective Dates 4/1/2020 - 4/30/2020

Installment Credit Programs available for Little Wonder Equipment | MY2016 & Higher | New & Unused

# No Dealer Fee Programs

No Dealer Fee Programs	Customer Payment/ \$1,000 Financed	Customer Loan Origination Fee	Minimum Amount Financed	Dealer Fee
0.99% for 12 Months	\$83.79 per \$1,000 financed	\$50	\$500	<b>0%</b>
2.99% for 24 Months	\$42.99 per \$1,000 financed	\$125	\$1,500	
3.99% for 36 Months	\$29.53 per \$1,000 financed	\$125	\$2,500	
4.99% for 48 Months	\$23.03 per \$1,000 financed	\$125	\$3,500	

**General Requirements:**

- Maximum Loan Amount: \$50,000, unless noted otherwise
- Interest begins immediately unless noted otherwise. First payment due 35 days from date of closing unless noted otherwise.
- No pre-payment penalty

**SheffieldFinancial.com • 800-438-8892**

Customizable Payment Hangtags are available. Please contact your Sheffield Financial sales representative or email [ContactMe@SheffieldFinancial.com](mailto:ContactMe@SheffieldFinancial.com).

No dealer recourse or reserve. UCC filing fee may be charged. Subject to credit approval. Approval, and any rates and terms provided, are based on credit worthiness. Other qualifications and restrictions may apply. Financing promotions void where prohibited. Offer subject to change without notice. This flyer is for Dealers only and is not intended for consumer distribution.

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Dealer Use Only

Effective Dates 2/1/2020 - 4/30/2020

**Installment Credit Programs available for Little Wonder Equipment | MY2016 & Higher | New & Unused**

Mow NOW Pay LATER Programs Zero Interest for 120 Days, No Payments for 150 Days	Customer Payment/ \$1,000 Financed	Customer Loan Origination Fee	Minimum Amount Financed	Dealer Fee
<b>0% for 24 Months</b> Pre-season Special Promotion	\$41.67 per \$1,000 financed	<b>\$150</b>	\$1,500	3%
<b>0% for 12 Months</b>	\$83.34 per \$1,000 financed	\$50	\$500	1.75%
<b>0.99% for 18 Months</b>	\$56.00 per \$1,000 financed	\$100	\$1,000	2%
<b>1.99% for 24 Months</b>	\$42.54 per \$1,000 financed	\$125	\$1,500	2%
<b>2.99% for 36 Months</b>	\$29.08 per \$1,000 financed	\$125	\$1,500	2%
<b>3.99% for 48 Months</b>	\$22.58 per \$1,000 financed	\$125	\$1,500	2%

0% and Low APR Programs	Customer Payment/ \$1,000 Financed	Customer Loan Origination Fee	Minimum Amount Financed	Dealer Fee
<b>0% for 36 Months</b>	\$27.78 per \$1,000 financed	\$125	\$1,500	3.75%
<b>0% for 42 Months</b>	\$23.81 per \$1,000 financed	\$125	\$1,500	4%
<b>0% for 48 Months</b>	\$20.84 per \$1,000 financed	\$125	\$1,500	3.5%
<b>1.99% for 48 Months</b>	\$21.69 per \$1,000 financed	\$125	\$1,500	3%
<b>3.99% for 60 Months</b>	\$18.42 per \$1,000 financed	\$125	\$2,500	3.25%
<b>5.99% for 72 Months</b>	\$16.57 per \$1,000 financed	\$125	\$15,000	3.25%

Standard Programs	Customer Payment/ \$1,000 Financed	Customer Loan Origination Fee	Minimum Amount Financed	Dealer Fee
<b>6.99% for 12 Months</b>	\$86.51 per \$1,000 financed	\$50	\$500	0%
<b>8.99% for 24 Months</b>	\$45.68 per \$1,000 financed	\$125	\$1,500	0%
<b>10.99% for 36 Months</b>	\$32.73 per \$1,000 financed	\$125	\$1,500	0%
<b>12.99% for 48 Months</b>	\$26.82 per \$1,000 financed	\$125	\$1,500	0%
Sub-Prime Program <b>6.99% for 36 Months</b> <i>Approved Applicants with credit scores below 660</i>	\$30.87 per \$1,000 financed	\$125	\$1,500	4.25%

**General Requirements:**

- Maximum Loan Amount: \$50,000, unless noted otherwise
- Interest begins immediately unless noted otherwise. First payment due 35 days from date of closing unless noted otherwise.
- No pre-payment penalty

**SheffieldFinancial.com • 800-438-8892**

Customizable Payment Hangtags are available. Please contact your Sheffield Financial sales representative or email [ContactMe@SheffieldFinancial.com](mailto:ContactMe@SheffieldFinancial.com).

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Effective Dates 4/1/2020 - 4/30/2020

Installment Credit Programs available for Little Wonder Equipment | MY2016 & Higher | New & Unused

# No Dealer Fee Programs

No Dealer Fee Programs	Customer Payment/ \$1,000 Financed	Customer Loan Origination Fee	Minimum Amount Financed	Dealer Fee
0.99% for 12 Months	\$83.79 per \$1,000 financed	\$50	\$500	<b>0%</b>
2.99% for 24 Months	\$42.99 per \$1,000 financed	\$125	\$1,500	
3.99% for 36 Months	\$29.53 per \$1,000 financed	\$125	\$2,500	
4.99% for 48 Months	\$23.03 per \$1,000 financed	\$125	\$3,500	

**General Requirements:**

- Maximum Loan Amount: \$50,000, unless noted otherwise
- Interest begins immediately unless noted otherwise. First payment due 35 days from date of closing unless noted otherwise.
- No pre-payment penalty

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Dealer Use Only

Effective Dates 2/1/2020 - 4/30/2020

**Installment Credit Programs available for Little Wonder Equipment | MY2016 & Higher | New & Unused**

Mow NOW Pay LATER Programs Zero Interest for 120 Days, No Payments for 150 Days	Customer Payment/ \$1,000 Financed	Customer Loan Origination Fee	Minimum Amount Financed	Dealer Fee
<b>0% for 24 Months</b> Pre-season Special Promotion	\$41.67 per \$1,000 financed	\$150	\$1,500	3%
<b>0% for 12 Months</b>	\$83.34 per \$1,000 financed	\$50	\$500	1.75%
<b>0.99% for 18 Months</b>	\$56.00 per \$1,000 financed	\$100	\$1,000	2%
<b>1.99% for 24 Months</b>	\$42.54 per \$1,000 financed	\$125	\$1,500	2%
<b>2.99% for 36 Months</b>	\$29.08 per \$1,000 financed	\$125	\$1,500	2%
<b>3.99% for 48 Months</b>	\$22.58 per \$1,000 financed	\$125	\$1,500	2%

0% and Low APR Programs	Customer Payment/ \$1,000 Financed	Customer Loan Origination Fee	Minimum Amount Financed	Dealer Fee
<b>0% for 36 Months</b>	\$27.78 per \$1,000 financed	\$125	\$1,500	3.75%
<b>0% for 42 Months</b>	\$23.81 per \$1,000 financed	\$125	\$1,500	4%
<b>0% for 48 Months</b>	\$20.84 per \$1,000 financed	\$125	\$1,500	3.5%
<b>1.99% for 48 Months</b>	\$21.69 per \$1,000 financed	\$125	\$1,500	3%
<b>3.99% for 60 Months</b>	\$18.42 per \$1,000 financed	\$125	\$2,500	3.25%
<b>5.99% for 72 Months</b>	\$16.57 per \$1,000 financed	\$125	\$15,000	3.25%

Standard Programs	Customer Payment/ \$1,000 Financed	Customer Loan Origination Fee	Minimum Amount Financed	Dealer Fee
<b>6.99% for 12 Months</b>	\$86.51 per \$1,000 financed	\$50	\$500	0%
<b>8.99% for 24 Months</b>	\$45.68 per \$1,000 financed	\$125	\$1,500	0%
<b>10.99% for 36 Months</b>	\$32.73 per \$1,000 financed	\$125	\$1,500	0%
<b>12.99% for 48 Months</b>	\$26.82 per \$1,000 financed	\$125	\$1,500	0%
Sub-Prime Program <b>6.99% for 36 Months</b> <i>Approved Applicants with credit scores below 660</i>	\$30.87 per \$1,000 financed	\$125	\$1,500	4.25%

**General Requirements:**

- Maximum Loan Amount: \$50,000, unless noted otherwise
- Interest begins immediately unless noted otherwise. First payment due 35 days from date of closing unless noted otherwise.
- No pre-payment penalty

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## Special Financing Promotions

Offer available on all Little Wonder equipment. Programs are available through 4/30/2020.

<b>No Monthly Interest for 54 Months with Equal Payments</b>		<b>No Monthly Interest for 48 Months with Equal Payments</b>	
<b>**Minimum purchase \$1500. There is a promotional fee of \$125 for this transaction.</b>		<b>**Minimum purchase \$1500. There is a promotional fee of \$125 for this transaction.</b>	
Minimum Purchase Requirement	\$1500	Minimum Purchase Requirement	\$1500
Interest Rate/APR	0%	Interest Rate/APR	0%
Promotional Fee**	\$125	Promotional Fee**	\$125
*See last page for full disclosure.		*See last page for full disclosure.	
<b>No Monthly Interest for 36 Months with Equal Payments</b>		<b>No Monthly Interest for 24 Months with Equal Payments</b>	
<b>**Minimum purchase \$1500. There is a promotional fee of \$125 for this transaction.</b>		<b>**Minimum purchase \$1500. There is a promotional fee of \$125 for this transaction.</b>	
Minimum Purchase Requirement	\$1500	Minimum Purchase Requirement	\$1500
Interest Rate/APR	0%	Interest Rate/APR	0%
Promotional Fee**	\$125	Promotional Fee**	\$125
*See last page for full disclosure.		*See last page for full disclosure.	
<b>1.90% APR with 60 Monthly Payments</b>		<b>5.90% APR with 72 Monthly Payments</b>	
<b>**Minimum purchase \$1500. There is a promotional fee of \$125 for this transaction.</b>		<b>**Minimum purchase \$1500. There is a promotional fee of \$125 for this transaction.</b>	
Minimum Purchase Requirement	\$1500	Minimum Purchase Requirement	\$1500
Interest Rate/APR	1.90%	Interest Rate/APR	5.90%
Promotional Fee**	\$125	Promotional Fee**	\$125
*See last page for full disclosure.		*See last page for full disclosure.	
<b>1.90% APR with 48 Monthly Payments</b>		<b>3.90% APR with 48 Monthly Payments</b>	
<b>**Minimum purchase \$1500. There is a promotional fee of \$125 for this transaction.</b>		<b>**Minimum purchase \$1500. There is a promotional fee of \$125 for this transaction.</b>	
Minimum Purchase Requirement	\$1500	Minimum Purchase Requirement	\$1500
Interest Rate/APR	1.90%	Interest Rate/APR	3.90%
Promotional Fee**	\$125	Promotional Fee**	\$125
*See last page for full disclosure.		*See last page for full disclosure.	





Please Note Updated Plan Numbers



## Yard Card & Yard Card Plus Promotions

### Current Financing Promotions

#### Eligible Dealers

All Little Wonder Dealers established with TD Retail Card Services are eligible for the base promotional plans listed below.

#### Eligible Products

All new Little Wonder equipment and attachments are eligible.

#### Dealer Responsibility

Complete ALL information on-line. Brand, model #, serial # & product description are required. Failure to enter this information will result in delayed funding.

#### Plan Number/Authorization Code

A plan number is required on every sales transaction. Plan number drives the customer's terms. Refer to specific programs and promotions for plan numbers. Authorization code and date must be included.

#### Plan Description

##### Consumer

**No Monthly Interest for X Months with Equal Payments:** Minimum purchase \$X. **There is a promotional fee of \$125 for this transaction.** 0% APR from date of eligible purchase until paid in full. Monthly payment is the purchase amount divided by the number of months in the offer. Last payment may vary due to rounding. On-time payments will pay off the promotional balance. Other transactions and charges affect total monthly payment amount. Prior purchases excluded. Account must be in good standing. Standard account terms apply to purchases that do not qualify. New accounts: Standard Purchase APR 29.99%. Minimum interest charge \$1. Existing accounts, see your credit agreement for applicable terms. Subject to credit approval. Yard Card financing account issued by TD Bank, N.A.

**X.XX% APR with X Monthly Payments:** Minimum purchase \$X. **There is a promotional fee of \$125 for this transaction.** X.XX% APR from date of eligible purchase until paid in full. Monthly payment amount equals the purchase amount and estimated interest for the length of the offer divided by the number of months in the offer. Last payment may vary

due to rounding. On-time payments will pay the offer balance in full. Other transactions and charges affect the total monthly payment amount. Prior purchases excluded. Account must be in good standing. Standard account terms apply to purchases that do not qualify. New accounts: Standard Purchase APR 29.99%. Minimum interest charge \$1. Existing accountholders, see your credit agreement for applicable terms. Subject to credit approval. Yard Card financing account issued by TD Bank, N.A.

##### Commercial

**No Interest for X Months with Equal Payments:** A minimum purchase amount of \$X is required. **A one-time promotional fee of \$125 will be charged to the account for this transaction.** During the X month promotional period a minimum monthly payment is required that is calculated by dividing the purchase amount and the promotional fee by the length of the promotional period. The promotional period will start on the date of purchase. Interest will not accrue during the promotional period. If the purchase amount, plus any applicable fees or charges is not paid in full by the end of the promotional period, interest will be charged at the APR for purchases on any remaining balances until paid in full. The current APR for purchases is 28.99%. APR for purchases on existing accounts may vary between 20.49%-29.99%. Minimum interest charge \$2.00. Offer subject to credit approval on a Yard Card Plus credit card account.

**Reduced APR with X Monthly Payments:** A minimum purchase amount of \$X is required. **A one-time promotional fee of \$125 will be charged to the account for this transaction.** The Reduced APR of X.XX% will apply to the purchase for the X Month promotional period. A minimum payment equal to X.XXX% of the purchase amount is due each month. If the purchase amount, plus any applicable fees or charges, is not paid in full by the end of the promotional period, interest will be charged at the current APR for purchases until paid in full. The current APR for purchases is 28.99%. APR for purchases on existing accounts may vary between 20.49%-29.99%. Minimum interest charge \$2.00. Offer subject to credit approval on a Yard Card Plus credit card account.

No Monthly Interest for 54 Months with Equal Payments Available 2/1/20-4/30/20						
Original Amount of Credit Transaction	Special Repayment Factor*	Minimum APR	Dealer Cost	Promo Fee**	Consumer Plan Number	Commercial Plan Number
\$1500	Equal	0%	3.15%	\$125	16209	15771

No Monthly Interest for 48 Months with Equal Payments Available 2/1/20-4/30/20						
Original Amount of Credit Transaction	Special Repayment Factor*	Minimum APR	Dealer Cost	Promo Fee**	Consumer Plan Number	Commercial Plan Number
\$1500	Equal	0%	3.10%	\$125	16210	15773

No Monthly Interest for 36 Months with Equal Payments Available 2/1/20-4/30/20						
Original Amount of Credit Transaction	Special Repayment Factor*	Minimum APR	Dealer Cost	Promo Fee**	Consumer Plan Number	Commercial Plan Number
\$1500	Equal	0%	3.00%	\$125	16211	15774

No Monthly Interest for 24 Months with Equal Payments Available 2/1/20-4/30/20						
Original Amount of Credit Transaction	Special Repayment Factor*	Minimum APR	Dealer Cost	Promo Fee**	Consumer Plan Number	Commercial Plan Number
\$1500	Equal	0%	3.15%	\$125	16212	15775

1.90% APR with 60 Monthly Payments Available 2/1/20-4/30/20						
Original Amount of Credit Transaction	Special Repayment Factor*	Minimum APR	Dealer Cost	Promo Fee**	Consumer Plan Number	Commercial Plan Number
\$1500	1.748%	1.9%	2.70%	\$125	16213	15776

5.90% APR with 72 Monthly Payments Available 2/1/20-4/30/20						
Original Amount of Credit Transaction	Special Repayment Factor*	Minimum APR	Dealer Cost	Promo Fee**	Consumer Plan Number	Commercial Plan Number
\$1500	1.653%	5.9%	1.30%	\$125	16214	15777

1.90% APR with 48 Monthly Payments Available 2/1/20-4/30/20						
Original Amount of Credit Transaction	Special Repayment Factor*	Minimum APR	Dealer Cost	Promo Fee**	Consumer Plan Number	Commercial Plan Number
\$1500	2.165%	1.9%	2.25%	\$125	16215	15778

3.90% APR with 48 Monthly Payments Available 2/1/20-4/30/20						
Original Amount of Credit Transaction	Special Repayment Factor*	Minimum APR	Dealer Cost	Promo Fee**	Consumer Plan Number	Commercial Plan Number
\$1500	2.253%	3.90%	1.25%	\$125	16216	15779

\*Customer's monthly promotional payment amount is based on the special repayment factor applied to the original amount of the credit transaction.  
\*\*Promo fee is charged to the credit card account and will appear on customer's first billing statement.

**CONSUMER** For Credit Approvals, please sign in to the Merchant Web at [www.tdrcsmerchant.com](http://www.tdrcsmerchant.com)  
For credit line increases, call the Credit Department at 1-800-808-6950  
For other credit inquiries, call 1-800-808-6950  
For any additional questions, plan information, supplies such as sales slips or credit applications, or if you are not set up with TD Retail Card Services, and would like to be, please call Merchant Services at 1-800-538-3638.

**COMMERCIAL** For Credit Approvals, Fax the Commercial Application to 1-800-627-6386  
For credit line increases, call the Credit Department at 1-800-808-6950  
For other credit inquiries, call 1-800-556-5010  
For any additional questions, plan information, supplies such as sales slips or credit applications, or if you are not set up with TD Retail Card Services, and would like to be, please call Merchant Services at 1-800-538-3638.

This flyer is for your information only! It does NOT contain information required for consumer advertising. TD Retail Card Services reserves the right to perform random audits of sales transactions submitted under this program.



**LITTLE  
WONDER®****2020 Dealer Program  
Effective July 1, 2020****steven  
WILLAND  
inc.**  
Quality Distribution

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**New Little Wonder Program Design For 2020**

Little Wonder has changed the way a Dealer Establishes their Buying Bracket Price Levels for the following Year. The Total Little Wonder Point Value Purchased for the period of July 1, 2019 through June 30, 2020 will establish your Buying Bracket for the July 1, 2020 through June 30, 2021 Sales Period.

The Pricing in this program will be Effective July 1, 2020. All Dealer Purchases through June 30, 2020 will be as per the 2019 Little Wonder Program Price. The total Point Value of all your purchases for the period of July 1, 2019 through June 30, 2020 will establish your Buying Bracket for the period of July 1, 2020 through June 30, 2021.

Dealers May Purchase Little Wonder Equipment thru June 30, 2020 at the current price and the Unit Points will Add Up giving you a Better Opportunity to Achieve your Best Buying Bracket for Next Year.

There are also Extended Floor Plan Terms and Early Ship Discounts Offered for Early Orders. Please review this program with your Territory Manager.



Effective May 1, 2020

Prices and Specifications Are Subject To Change Without Notice or Obligation

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Bid Term: 2/22/19 - 2/21/21; Extended to 2/21/22



## 2020 Dealer Program



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### Dealer Buying Brackets - July 1, 2020 Thru June 30, 2021

Dealer's Total Purchases for the Period of July 1, 2019 thru June 30, 2020 will establish their Buying Bracket for the July 1, 2020 thru June 30, 2021 Program Period.

Dealer Buying Brackets	Total Points Ordered	Buying Bracket
	16 - 31 Points Ordered	Bracket 1
	32 Points or More Ordered	Bracket 2

Model Group Point Values	Model Group	Point Value
	LW Gas & Electric Hedge Trimmers & Edgers	1 Point Each
	C5 Blowers	1 Point Each
	Optimax Blowers & Pro Vacs	3 Points Each
	Little Wonder Brush Cutters, Sod Cutters & Bed Shapers	4 Points Each
	All Skid or Trailer Mounted Truck Loaders	5 Points Each
	All Self Contained Little Wonder 5 or 10 Yard Truck Loaders	8 Points Each

Your Territory Manager Will Supply You With Your Current Point Balance.

### Little Wonder Freight Policy

All Qualified Little Wonder Booking Orders Shipped By August 31, 2020 Will Be Shipped Freight Prepaid.

All reorders are subject to the Standard SWI Freight Policy.



# 2020 Dealer Program Revised January 1, 2021

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## Payment Terms For All Orders

### Floor Plan Terms

Floor Plan Terms are No Longer Available as of Jan 1, 2021

**Payment Terms For All Orders Shipped After January 1, 2021 will be Invoiced to your SWI Open Account. All Orders will be Subject to Credit Limits and Account Status.**

**Dealer's Established Buying Bracket Will Establish The Dealer Pricing  
 Dealer's Payment Terms are Established By The Order Volume.**

Dealer Order Value	Dealer Payment Terms
\$1 - \$2,000	1% 10 Days - Net 30 Days
\$2,001 - \$10,000	1% 30 Days - Net 60 Days
\$10,001 - \$20,000	2% 30 Days - Net 120 Days
Over \$20,000	2% 30 Days - Net 150 Days

**Dealers May Add Mantis Tillers and Accessories to These Orders for Total Order Value.**



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## 2020 Early Ship Program



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### The 2020 Little Wonder Program Offers Early Ship Discount Pricing and Terms on All Little Wonder Equipment

Dealers Taking Their Qualified 2020 Fall Booking Order In Accordance With The Following Shipment Schedules Can Earn Extra Discounts From Their Standard Dealer Cost

Specific Optimax Blowers & All Truck Loaders Have Special Dealer Pricing and Early Ship Discounts for Shipment by June 30, 2020. Please see Previous Page for Details

Qualified Booking Orders Shipped By	Dealer Early Ship Discount
May 31, 2020	3% Off 2019 Program Pricing
June 30, 2020	2% Off 2019 Program Pricing
July 31, 2020	1% Off 2020 Program Pricing

The Early Ship Discount will be taken off the Dealers Cost of the Items Shipped

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Standard 2020 Booking Order Terms Will Apply

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Standard 2020 Booking Order Freight Terms Will Apply



Effective May 1, 2020

Prices and Specifications Are Subject To Change Without Notice or Obligation





## 2020 SWI Standard Freight Policy

This Freight Program Replaces All Previously Issued SWI Freight Policies

Effective February 15, 2020



**Steven Willand Inc.**

Augusta, NJ

888-229-4561

[www.stevenwillandinc.com](http://www.stevenwillandinc.com)



## 2020 SWI Freight Policy



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### 2020 SWI Freight Policy - Dealer Responsibilities

As you know, the trucking industry has had many changes over the past 30 years. Several companies have gone out of business, deliveries are inconsistent, and the quality of the delivery and sometimes the driver is not what it used to be. Because of this we need to implement the following new shipping policy:

When receiving an equipment delivery via a common carrier, you must confirm you are getting the correct pallet / piece count. Whoever is receiving the inventory off the truck has to inspect it, not just sign for it. If there is something short, you need to mark it on the BOL or the carrier **WILL NOT** accept a claim. If something looks like it has been damaged or repackaged, sign for it as **"Subject to Inspection."** This will give you the opportunity to inspect the product and protect yourself from missing items. You should never allow the driver to sign for your delivery.

Steven Willand Inc will always go to bat for the Dealer if something is not right. Sometimes the product is found at a terminal and delivered a few days later. For the times the freight is not found, Steven Willand Inc. **Will Not** be held responsible.

Please see the following for details of our **Free Freight Program** and the Fee Schedule for Orders That Do Not Qualify for Free Freight.

If you have any questions or comments with the Steven Willand Inc. Freight Policy, please contact your Territory Manager or any member of our Sales Team.



## 2020 SWI Freight Policy



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*	Orders for Whole Goods, as defined below, totaling 16 or more points will receive free freight in all areas <b>other than Nantucket Island and Martha's Vineyard Mass. Orders for Nantucket Island and Martha's Vineyard require 24 points to Qualify for Free Freight.</b>
*	Orders for less than 16 points, which are not able to go FedEx, will be charged \$125.00. <b>If the order can go FedEx, the freight charge will be the actual FedEx Freight Charge or the charge as shown on page 3, whichever is lower.</b>
*	All Equipment Backorders from a <u>Qualifying</u> 16 Point Order will be shipped Freight Free.
*	Freight on Special Orders / Non Stocked Items will be whatever the freight charges are to ship via a common carrier from our manufacturer to your store. Please be sure to call SWI to get the exact Freight Charge prior to quoting your customer a price.
*	<u>All orders stand on their own.</u> SWI will try to combine product whenever possible to save money, but due to multiple locations and carrier pick ups, that is not always possible.
*	All deliveries, regardless of common carrier, SWI truck or SWI salesman, that do NOT meet the freight qualifications, will be charged the appropriate freight as show on page 3.
*	Free Freight is for orders being shipped to your store. Drop Shipments may incur additional charges.
*	All Lift Gate Deliveries will incur a \$40.00 fee. <b><u>Please note, these charges are the Carriers Charges that are Passed On regardless of the Free Freight Program.</u></b>
*	All Re-Deliveries will be charged the actual charges from the carrier. <b><u>Please note, these charges are the Carriers Charges that are Passed On regardless of the Free Freight Program.</u></b>
*	C.O.D. orders that are LTL shipments will be charged \$60.00 plus 4% of the order total. <b><u>Please note, these charges are the Carriers Charges that are Passed On regardless of the Free Freight Program.</u></b>

**This Freight Policy Does Not Apply To Martha's Vineyard or Nantucket Island Mass. Please Call This Office For A Freight Quote.**



## 2020 SWI Freight Policy



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<b>This Freight Policy Replaces All Previous Freight Policies</b>			
<b>Unit Freight Point Values</b>			
<b>16 Freight Points Required For Free Freight</b>			
<b>Mowers</b>	<b>Points</b>	<b>Renovation</b>	<b>Points</b>
21" Walk Behind Mowers	1	All C5 Blowers / Trailers	2
32"- 61" Walk Behind Mowers	4	Renovaire, Tracaire, Mataway Overseeder, Bedshaper	4
Tractors	3		
UTV Vehicles	8	Aerators, Rakes, Seeders, Sod Cutters, Brush Cutters, Stump Grinders	3
Fabricated Deck Zero Turn Riders	8		
All Tractor Bagging Systems	2	Ryan ZTS	8
All Rider Collection Systems	4	Chippers / Vacuums	3
<b>CRZ XRZ RZT Zero Turn Riders</b>	4	All Optimax Blowers - 6hp & Larger	4
<b>Generators</b>		<b>Snow Blowers</b>	
All	2	Two Stage	2
<b>Hand Held Equipment</b>		<b>RedMax Oil</b>	
All Engine Powered Except Gas or Electric Chain Saws	1	Full Skid	6
All Gas or Electric Powered Chain Saws	2	1/2 Skid	3
All Attachments / Sprayers	1/2	55 Gallon Drum	4
Walk Behind Edgers / Spreaders	1		
Telescoping Pole Saws	2		
<b>Plows</b>		<b>Accessories</b>	
All Complete Plow Packages	5	Grass Catchers & Sulky	1
<b>Truckloaders</b>		<b>Sanders</b>	
14hp - 18hp	5	All Tailgate Units	2
22hp - 35hp	8	V-box / Under Tailgate Spreaders	6
Self Container Trailer Loaders	8	All Walk Behind Push Spreaders	1

**This Freight Policy Does Not Apply To Martha's Vineyard or Nantucket Island Mass. Please Call This Office For A Freight Quote.**





## 2020 SWI Freight Policy



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<b>This Freight Policy Replaces All Previous Freight Policies</b>			
<b>Unit Freight Charges</b>			
<b>16 Freight Points Required For Free Freight</b>			
<b>Mowers</b>	<b>Charge</b>	<b>Renovation</b>	<b>Charge</b>
21" Walk Behind Mowers	\$ 65.00	All Leaf Blowers	\$ 65.00
32"- 61" Walk Behind Mowers	\$ 100.00	Renovaire, Tracaire	\$ 150.00
Tractors	\$ 125.00	Bedshaper, Brush Cutter	\$ 85.00
UTV Vehicles	\$ 200.00	Mataway Overseeder	\$ 125.00
Fabricated Deck Zero Turn Riders	\$ 125.00	Ryan ZTS	\$ 125.00
All Tractor Bagging Systems	\$ 75.00	Sod Cutters, Stump Grinders, Tow Aerators	\$ 85.00
All Rider Collection Systems	\$ 125.00	Chippers / Vacuums	\$ 85.00
<b>CRZ XRZ RZT Zero Turn Riders</b>	\$ 125.00	All Other Aerators, Rakes, Seeders	\$ 75.00
<b>Generators</b>		<b>Snow Blowers</b>	
All	\$ 60.00	Two Stage	\$ 75.00
<b>Hand Held Equipment</b>		<b>Redmax / Jonsered Oil</b>	
All Engine Power (Gas & Electric) Long Boxes	\$ 40.00	Full Skid	\$ 125.00
All other handheld Engine Power (Gas & Elec) Eq	\$ 30.00	1/2 Skid	\$ 75.00
Telescoping Pole Saws	\$ 100.00	55 Gallon Drum	\$ 100.00
All Attachments / Sprayers	\$ 20.00		
Walk Behind Edgers / Spreaders	\$ 65.00		
<b>Plows</b>		<b>Accessories</b>	
All Complete Plow Packages	\$ 150.00	Jumbo Catchers	\$ 55.00
		Standard Catchers	\$ 50.00
		Sulkies	\$ 30.00
<b>Truckloaders</b>		<b>Sanders</b>	
14hp - 18hp	\$ 75.00	All Tailgate Units	\$ 75.00
22hp - 35hp	\$ 125.00	V-Box / Under Tailgate Spreaders	\$ 150.00
Self Container Trailer Loaders	\$ 200.00	All Walk Behind Push Spreaders	\$ 50.00

**This Freight Policy Does Not Apply To Martha's Vineyard or Nantucket Island Mass. Please Call This Office For A Freight Quote.**

Effective February 15, 2020

Prices and Specifications Are Subject To Change Without Notice or Obligation



# 2020 Bid Assist Program



Distributed by Steven Willand Inc. • Augusta, NJ • Tel 888-229-4561 • Fax 800-644-1045 • www.stevenwillandinc.com

- Effective Date:** May 1, 2020
- Purpose:** The Little Wonder Bid Assist Program is designed to secure sales to non-profit organizations & still allow Dealers to earn a reasonable profit.
- Qualifying Organizations:** Local, State, & Federal Government agencies, municipalities, schools, churches, & other non-profit groups. All agencies and non-profit organizations must supply their IRS tax exemption number.
- Qualifying Units:** All Little Wonder models, except close-out units and demo units, qualify for bid assistance. Little Wonder manufactured attachments & accessories sold with the base unit, on the same invoice qualify. Attachments and accessories sold alone do not qualify.  
*Bid Assist **can not** be combined with any other discount programs.*

**Rebate Percentages:**

Bid Price Based on Percentage Off Published List Price	Rebate Amount Based On Percentage Off Actual Dealer Cost
Under 10%	0%
10% - 14.9%	7%
15% - 19.9%	8.5%
20% or More	10%

**All Little Wonder Products Are Eligible for Bid Assistance**  
*Except \*\*\*Edgers and Trimmers\*\*\**  
**which are only eligible for a maximum rebate of 8%**

**Requirements:**

Submit a copy of original sales invoice, original purchase order and completed warranty registration to SWI. All claims must be submitted within 30 days of the sale to qualify. Complete the Bid Assistance Form on the following page and forward to SWI using one of the methods listed below.  
**Note: Tax ID# must be provided**



**Steven Willand, Inc.**  
 PO Box 9  
 Augusta, NJ 07822  
 Attn: Little Wonder Bid Assist  
[claims@stevenwillandinc.com](mailto:claims@stevenwillandinc.com)  
 Fax (800) 644-1045

Effective May 1, 2020

Prices and Specifications Are Subject To Change Without Notice or Obligation



## 2020 BID ASSIST CLAIM FORM

Date: \_\_\_\_\_

Claim No: BA \_\_\_\_\_

Distributor Name: \_\_\_\_\_

Prepared By: \_\_\_\_\_

Dealer Number : \_\_\_\_\_

Dealer Name: \_\_\_\_\_

Organization Name: \_\_\_\_\_

Model	MSRP	Bid Price	% Off List	Dealer Cost	Rebate %	Dealer Rebate	Quantity	Total Rebate
<b>TOTAL -&gt;</b>								

**BID ASSIST REFERRAL GRID**

% Off List	Rebate % of Dealers Cost
Under 10%	0%
10% - 14.9%	7%
15% - 19.9%	8.5%
20% - Up	10%

We support Dealers' efforts to secure sales of Little Wonder products to non-profit and government organizations that require competitive bids before issuing a purchase order. All serialized Little Wonder whole goods and accessories are eligible for Bid Assist except as noted below:

**\* Edgers, gas and electric hedge trimmers are only eligible for a maximum rebate of 8%**

**Qualifying organizations:**

Local, state and federal government agencies; Churches, schools, cemeteries and other non-profit groups; Utilities, toll facilities, port authorities; Independant contractors may qualify if equipment purchased is used exclusively for the fulfillment of a contract that was awarded to a tax supported or state regulated agency.

For complete details on eligibility and procedure, please refer to the latest Bid Assist Program Procedure.

Please submit to:  
 Steven Willand Inc.  
 Attn: Little Wonder Bid Assist  
 Fax 800-644-1045  
 Email Claims@stevenwillandinc.com



**For Office Use**



# 2020 Fleet Assist Program



Distributed by Steven Willand Inc. • Augusta, NJ • Tel 888-229-4561 • Fax 800-644-1045 • www.stevenwillandinc.com

All Little Wonder Wholegoods are Eligible for the Fleet Sales Program  
 NO OTHER DISCOUNTS OR REBATES APPLY TO UNITS SOLD UNDER THIS PROGRAM

**Effective Date:** May 1, 2020

**Qualifying Fleet Customers:** Minimum Order: Landscape Maintenance firms or other end-user customers must purchase a minimum quantity equal to Six (6) points on one purchase order. Rental dealers/customers who purchase units for rental purposes are not eligible. Qualifying units will be based on the table below. Zero point products, if placed on a qualifying order, will be eligible for the sales program rebate but will not count towards the minimum quantity.



Product	Point Value
LW Truck Loaders & Bed Shapers	2 Points
All LW Blowers Except C5, All Vacuums & Brush Cutters	1 Point
All Other Little Wonder Products	Zero Points

**Two Year Qualification:** Qualifying customers may order additional units during the 24 month period following the date of initial sale & receive the same fleet discount as the original order, providing that 1 qualifying unit is ordered. SWI will maintain a database of fleet customers for two years from the original purchase date.

**Rebate Percentages:**

Fleet Price <i>Based on Percentage Off Published List Price</i>	Fleet Rebate Amount <i>Based On Percentage Off Actual Dealer Cost</i>
Under 10%	0%
10% - 14.9%	7%
15% - 19.9%	8.5%
20% or More	10%

**All current Little Wonder Products are eligible for Fleet Assistance EXCEPT:**  
**\*\* Hedge Trimmers, Edgers, and Ventilation Blowers are eligible for a maximum rebate of 5%\*\***

**Claim Submission Process:** Submit a copy of original sales invoice, original purchase order and completed warranty registration to SWI. All claims must be submitted within 30 days of the sale to qualify. Complete the Fleet Assistance Form on the following page and forward to SWI using one of the methods listed below:

**Steven Willand, Inc. PO Box 9 Augusta, NJ 07822**  
**Attn: Little Wonder Fleet Sales**  
[claims@stevenwillandinc.com](mailto:claims@stevenwillandinc.com)  
**Fax (800) 644-1045**

Effective May 1, 2020





## 2020 FLEET CLAIM FORM

Date: \_\_\_\_\_

Claim No: \_\_\_\_\_

Distributor Name: \_\_\_\_\_

Prepared By: \_\_\_\_\_

Dealer Number: \_\_\_\_\_

Dealer Name: \_\_\_\_\_

Organization Name: \_\_\_\_\_

Model	MSRP	Fleet Price	% Off List	Dealer Cost	Rebate %	Dealer Rebate	Quantity	Total Rebate
TOTAL ->								

**FLEET ASSIST REFERRAL GRID**

% Off List	Rebate % of Dealers Cost
Under 10%	0%
10% - 14.9%	7%
15% - 19.9%	8.5%
20% - Up	10%

We support Dealers efforts to secure FLEET sales of Little Wonder products. All Little Wonder whole goods and accessories are eligible for FLEET assistance (except hedge trimmers).

Submit this form with:

1. A copy of the dealer's sales receipt of sale with signature of Fleet customer accepting delivery or pickup at dealer.
2. A copy of the completed warranty registration.

Please submit to:  
 Steven Willand Inc.  
 Attn: Little Wonder Fleet  
 Fax 800-644-1045  
 Email [claims@stevenwillandinc.com](mailto:claims@stevenwillandinc.com)



For Office Use

## 2020 LITTLE WONDER NATIONAL ACCOUNT SALES PROGRAM

### Objective

The objective of the Schiller Grounds Care National Account Program is to develop long-term relationships with key National Accounts working through our Distributors and retail Dealers. It is Schiller Grounds Care's objective to provide the best commercial products available to large key National Accounts with the after-sale support they require through our retail Dealer organization, while providing attractive profit opportunities for both Distributors and Dealers.

### Program Period

The 2020 program year as defined in this program manual or as defined in the National Account Contract for specific national accounts.

### Products Eligible

- All serialized LITTLE WONDER equipment and attachments, except hedge trimmers, edgers and C5 blowers

Hereafter defined as "Schiller Grounds Care Equipment."

### National Account Program

Schiller Grounds Care will set the National Account Price and Dealer Margin Structure. Distributor is responsible for providing the established dealer margin support rebate to the Dealer.

Schiller Grounds Care will provide Distributors with a list of approved National Accounts.

### Who is a National Account?

A National Account is a large end-user with multiple crews who use the products we manufacture. These crews and operations are in multiple locations and in multiple states, in most cases crossing multiple Distributors' territories. Setting up a National Account will make sure that their corporate offices see manageable and uniform support from us, our Distributor partners and our authorized dealers, qualifying LITTLE WONDER for potential sales to National Account customers.

### Administration

To claim National Account Price Support Rebates the Dealer must submit:

- 1) Invoice to the national account in accordance with national account pricing matrix including National Account purchase order number
- 2) Delivery (POD) paperwork signed by national account receiving location
- 3) Product registration card including equipment model number and serial number
- 4) Rebate claim form

All Documents are to be mailed to:

**Steven Willand Inc.**  
**Attn: National Account Claims**  
**PO Box 9**  
**Augusta, NJ 07822**

## 2020 LITTLE WONDER NATIONAL ACCOUNT SALES PROGRAM (Cont.)

### Dealer Price Support Rebate

For a determination of the applicable National Account Rebate, please refer to the National Account Price List. Schiller Grounds Care will forward the rebate claim form to the appropriate Distributor. The Distributor will calculate and issue the dealer price support rebate in accordance with the National Account Price Matrix. (Pricing will be set per National Account. Dealer Rebate will range from 0% to 10% depending on the national account pricing)

#### Discounted Price

Discount Offered

#### Rebate

Dealer Rebate earned on the actual Dealer Cost on the distributor's invoice net of any other incentive

Under 10%

0%

10 – 14.9%

7%

15 – 19.9%

8.5%

20% and higher

10%

### Delivery

All Schiller Grounds Care Equipment will be delivered, set up and serviced by an Authorized Dealer at no charge to the National Account.

### Freight

All inbound freight and delivery costs to the National Account location are the responsibility of the delivering dealer. It is the responsibility of the Distributor to ensure that participating dealers are available to service National Account sales.

### Parts

All National Account customers will receive a 10% discount from Schiller Grounds Care's Suggested List Price. Dealers will invoice National Account and receive payment from the National Account directly. National Accounts will be given copies of Schiller Grounds Care's Suggested List Prices.

### Warranty

Warranty policy and reimbursement will be in accordance with Schiller Grounds Care's standard warranty provisions as defined in the Distributor sales manual.

### National Account Invoicing

National accounts will be treated in one of two ways depending on how the customer is billed:

1. If the customer is billed by the dealer, the rebate process will be the same as the Fleet process. Dealer must indicate Fleet or National Account sale.

## 2020 LITTLE WONDER NATIONAL ACCOUNT SALES PROGRAM (Cont.)

2. If the National Account or value of the transaction initiated by the National Account is designated for centralized ordering and billing (for example, BrightView or Landcare), separate order, delivery, and rebate procedures will be specified for those national accounts and communicated to distributors.

### National Account Responsibility and Process Summary

#### Schiller Grounds Care Responsibility

- All Orders are placed by the National Account directly with Schiller Grounds Care in Southampton, PA indicating the Authorized Delivering Dealer.
- Schiller Grounds Care will advise Distributor of National Account purchase orders to be delivered by Authorized Delivering Dealer.
- Schiller Grounds Care will issue payment directly to the Distributor, within 14 days of receipt of the invoice and POD (proof of delivery) from the Authorized Delivering Dealer.
- Schiller Grounds Care will notify Distributor of delivery to National Account and forward dealer rebate request form.
- Schiller Grounds Care will invoice the National Account at published National Account price and collect payment.

#### Distributor

- Distributor will notify Authorized Delivering Dealer via P.O. and provide the appropriate products to the dealer for delivery, if necessary (dealer may have sufficient inventory on hand to make delivery).
- In no case shall Distributor ship or deliver product directly to the National Account unless authorized by Schiller Grounds Care.
- Distributor will issue the rebate per the National Account Price Matrix to the Authorized Delivering Dealer within 14 days of receipt of dealer POD from Schiller Grounds Care.

#### Authorized Delivering Dealer

- Authorized Delivering Dealer will prepare the National Account Invoice (including sales taxes and incidental charges) and submit along with POD directly to Schiller Grounds Care upon delivery.
- Authorized Delivering Dealer will deliver, set up and service the appropriate product to the account location per the purchase order.
- Authorized Delivering Dealer will be responsible for providing all service parts at the discounted National Account Price as published.
- Authorized Delivering Dealer will be responsible for performing all warranty functions in a timely manner per Schiller Grounds Care's published warranty policy for each brand.





## 2020 PA State Contract Prices

### Contract #4400011398



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Model #	Description	List Price	PA State Contract Pricing
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C5 Wheeled Blower			
99170-06-01	C5 Wheeled Blower - Kohler	\$ 699.99	\$ 559.99

Optimax Push Leaf Blowers			
9160-02-01	Optimax Blower 160cc, Honda GC160	\$ 1,049.99	\$ 839.99
9270-02-01	Optimax Blower 270cc, Honda GX270	\$ 1,679.99	\$ 1,343.99
9270-06-01	Optimax Blower Kohler Command Pro CH395	\$ 1,399.99	\$ 1,119.99
9390-02-01	Optimax Blower 390cc, Honda GX390	\$ 2,099.99	\$ 1,679.99
9570-04-01	Optimax Blower 570cc, Vanguard VG570	\$ 2,949.99	\$ 2,359.99

Optimax Self Propelled Leaf Blowers			
9270-12-01	Optimax Blower 270cc, Honda GX270, Self Propelled	\$ 2,989.99	\$ 2,391.99
9390-12-01	Optimax Blower 390cc, Honda GX390, Self Propelled	\$ 3,199.99	\$ 2,559.99
9570-14-01	Optimax Blower 570cc, Vanguard VG570, Self Propelled	\$ 3,899.99	\$ 3,119.99

Monster Truck Loaders - Comes w/ Skid Mount, Hitch Mount or Trailer As Indicated			
8183-04-01	Truckloader, B&S Vanguard 18HP w/ Skid Mount	\$ 4,899.99	\$ 3,919.99
8184-04-01	Truckloader, B&S Vanguard 18HP w/ Hitch Mount Swing Arm	\$ 5,899.99	\$ 4,719.99
8293-04-01	Truckloader, B&S Vanguard 29HP w/ Skid Mount	\$ 7,399.99	\$ 5,919.99
8295-04-01	Truckloader, B&S Vanguard 29HP w/ Trailer	\$ 8,999.99	\$ 7,199.99
8353-04-01	Truckloader, B&S Vanguard 35HP w/ Skid Mount	\$ 12,699.99	\$ 10,159.99
8355-04-01	Truckloader, B&S Vanguard 35HP w/ Trailer	\$ 13,999.99	\$ 11,199.99
82965-04-01	Truckloader, Self Contained, 5-Yard 29HP B&S Vanguard	\$ 19,599.99	\$ 15,679.99
83560-04-01	Truckloader, Self Contained, 10-Yard 35HP B&S Vanguard	\$ 37,999.99	\$ 30,399.99

Pro Vacs - Standard with Housing Liner			
5612-00-01	Pro Vac Push Vacuum - B&S Vanguard	\$ 1,999.99	\$ 1,599.99
5612-12-01	Pro Vac SP - Self Propelled - Honda GX270	\$ 3,479.99	\$ 2,783.99

Effective May 1, 2020

Prices and Specifications Are Subject To Change Without Notice or Obligation

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Bid Term: 2/22/19 - 2/21/21; Extended to 2/21/22



## 2020 PA State Contract Prices Contract #4400011398



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Model #	Description	List Price	PA State Contract Pricing
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BedShapers - Hydro Self Propelled			
904-00-01	S.P. Bedshaper Honda GXV390	\$ 4,299.99	\$ 3,439.99

Electric Hedge Trimmers			
2410-00-01	24", 110v SE - Single Sided - Ltd Availability	\$ 539.99	\$ 431.99
2420-00-01	24", 110v DE - Double Sided - Ltd Availability	\$ 549.99	\$ 439.99
3010-00-01	30", 110v SE - Single Sided - Ltd Availability	\$ 559.99	\$ 447.99

Gas Hedge Trimmer			
2230S-00-01	30", 21.2cc SE - Single Sided - Ltd Availability	\$ 609.99	\$ 548.99

Edgers			
6033-00-01	Pro Edger B&S Series 550	\$ 929.99	\$ 743.99
6232-00-01	Pro Edger Honda GX120	\$ 1,069.99	\$ 855.99
6236-00-01	Pro Crack Cleaner Honda GX 120	\$ 1,169.99	\$ 935.99

Hydrostatic Brush Cutter			
5126-22-01	Brush Cutter - BRC-26 Hydro - Honda	\$ 3,899.99	\$ 3,119.99





## 2020 GSA Program



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- Effective Dates:** May 1, 2020
- Program Purpose:** To Increase Dealer Sales to Federal Government Agencies. This includes all federal military bases and government offices, post offices, highway maintenance crews, federal parks, national cemeteries, VA hospitals, federal golf courses and other federal facilities.
- Government Market Overview:** The government market is recognized as the world's largest buyers of goods and services.  
22% of the Gross Distribution of Product (GDP) in the U.S. involves expenditures by local, state, and federal governments.  
Government markets are one of the most dynamic markets to invest in for the long term.  
Government spending has never declined since the late 1940's.  
Government expenditures have increased yearly by a minimum of 3%.
- Qualifying Units:** All Little Wonder and Mantis Current Model Year Product
- GSA Order Procedures:** Earle Kinlaw Associates, Inc. (EKA) receives a purchase order from a government agency and forwards to SWI. SWI in turn forwards the order to the nearest SCG dealer. Note: Government agencies should place all GSA orders through EKA. Dealers are to notify SWI if an order is placed directly with them.
- Once set-up and delivery is made to the government agency, Dealer will provide SWI with proof of delivery which will include the model and serial numbers of the unit(s). The following documentation is required within 30 days from the actual date of sale:
- Copy of Governmental Purchase Order**
  - Copy of Invoice**
  - Completed Registration Warranty Card**
- Submit to:**
- Steven Willand Inc.**  
**PO Box 9**  
**Augusta, NJ 07822**  
**Attn: Little Wonder GSA**  
**[claims@stevenwillandinc.com](mailto:claims@stevenwillandinc.com)**  
**Fax 800-644-1045**
- Special Notes:** 2020 GSA Price List will be available when contract is finalized.  
All parts and service support to be handled by the dealer.  
GSA Program discounts cannot be combined with other additional programs or promotions that may be in effect at time of GSA sale.

Effective May 1, 2020

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Bid Term: 2/22/19 - 2/21/21; Extended to 2/21/22



## 2020 Demo Program



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## 2020 Demo Program

**Program Objective:**

This program will provide dealers with sales assistance on Little Wonder Equipment for the sole purpose of retailing equipment.

**Effective Dates:**

May 1, 2020 - December 31, 2020

**Terms & Conditions:**

Participating dealers may place orders for demonstrator products. Units may be ordered as part of a Booking Order and Demo Units will count towards quantity brackets.

Dealers will be invoiced at 7.5% off the dealers normal bracketed price, except Truckloaders, which will be invoiced at 5% off the normal bracketed price. C5 Blowers are not eligible for the Demo Program. All orders must be clearly marked as Demonstrator Units.

The dealer will receive Free Floor Plan terms of 180 days from date of invoice.

**The Little Wonder Demo Program Terms & Conditions Apply To New Unit Orders Only Dealer Stock Units Are Not Eligible For The Demo Program**

**Eligible Products:**

All Little Wonder products are eligible, except C5 Walk Behind Leaf Blowers. Please contact your Territory Manager for more information about the 2020 Demonstrator Program.

A maximum of Two (2) Qualified Units may be invoiced at 7.5% off the dealer's normal bracketed price during the Program Period. All orders must be clearly marked as Demonstrator Units. These units are intended for the sole purpose of retailing product .

## Demonstrator Units Do Not Qualify For Assistance With Any Other Sales Support Programs

Effective May 1, 2020

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Bid Term: 2/22/19 - 2/21/21; Extended to 2/21/22





## 2020 Wheeled Blower Dealer Prices



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**The Prices on these Price Sheets are Effective July 1, 2020**  
**All Orders Shipped by June 30, 2020 will be be Priced at the 2019 Program Pricing**

Model #	Description	List Price	MAP Price	Bracket 1	Bracket 2
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### C5 Wheeled Blower

99170-06-01	C5 Wheeled Blower - Kohler	\$ 699.99	\$ 649.99	\$ 570.00	\$ 570.00
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### Optimax Push Blowers

9160-02-01	Optimax Blower 160cc, Honda GC160	\$ 1,049.99	\$ 999.99	\$ 820.00	\$ 790.00
9270-02-01	Optimax Blower 270cc, Honda GX270	\$ 1,679.99	\$ 1,629.99	\$ 1,315.00	\$ 1,265.00
9270-06-01	Optimax Blower Kohler Command Pro CH395	\$ 1,399.99	\$ 1,349.99	\$ 1,090.00	\$ 1,048.00
9390-02-01	Optimax Blower 390cc, Honda GX390	\$ 2,099.99	\$ 1,929.99	\$ 1,575.00	\$ 1,500.00
9570-04-01	Optimax Blower 570cc, Vanguard VG570	\$ 2,949.99	\$ 2,849.99	\$ 2,250.00	\$ 2,160.00

### Optimax Self Propelled Leaf Blowers

9270-12-01	Optimax Blower 270cc, Honda GX270, Self Propelled	\$ 2,989.99	\$ 2,889.99	\$ 2,325.00	\$ 2,245.00
9390-12-01	Optimax Blower 390cc, Honda GX390, Self Propelled	\$ 3,199.99	\$ 3,099.99	\$ 2,465.00	\$ 2,385.00
9570-14-01	Optimax Blower 570cc, Vanguard VG570, Self Propelled	\$ 3,899.99	\$ 3,775.99	\$ 3,025.00	\$ 2,900.00

### Accessories for Optimax Leaf Blowers

9050-00-01	Swivel Wheel Kit	\$ 259.99	\$ 259.99	\$ 195.00	\$ 195.00
4174095	Parking Brake Kit	\$ 95.99	\$ 95.99	\$ 70.00	\$ 70.00
4173815	Solid Wheel	\$ 95.99	\$ 95.99	\$ 70.00	\$ 70.00
4174355	Tool Holder	\$ 59.99	\$ 59.99	\$ 44.00	\$ 44.00

# **OPTIMAX**

## **MAXIMUM OUTPUT BLOWER**



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# 2020 Monster Truck Loader Dealer Prices



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Model #	Description	List Price	MAP Price	Bracket 1	Bracket 2
<b>Monster Truck Loaders - All New - Comes w/ Skid Mount or Hitch Mount or Trailer As Indicated</b>					
8183-04-01	Truckloader, B&S Vanguard 18HP w/ Skid Mount	\$ 4,899.99	\$ 4,699.99	\$ 3,775.00	\$ 3,675.00
8184-04-01	Truckloader, B&S Vanguard 18HP w/ Hitch Mount Swing Arm	\$ 5,899.99	\$ 5,699.95	\$ 4,550.00	\$ 4,450.00
8185-04-01	Truckloader, B&S Vangd 18HP BriteView Spec Short Stack	\$ 4,999.99	\$ 4,899.99	\$ 4,000.00	\$ 3,900.00
8293-04-01	Truckloader, B&S Vanguard 29HP w/ Skid Mount	\$ 7,399.99	\$ 7,199.99	\$ 5,725.00	\$ 5,625.00
8295-04-01	Truckloader, B&S Vanguard 29HP w/ Trailer	\$ 8,999.99	\$ 8,799.99	\$ 6,995.00	\$ 6,895.00
8353-04-01	Truckloader, B&S Vanguard 35HP w/ Skid Mount	\$ 12,699.99	\$ 12,299.99	\$ 9,850.00	\$ 9,650.00
8355-04-01	Truckloader, B&S Vanguard 35HP w/ Trailer	\$ 13,999.99	\$ 13,399.99	\$ 10,750.00	\$ 10,550.00
82965-04-01	Truckloader, Self Contained, 5-Yard 29HP B&S Vanguard	\$ 19,599.99	\$ 18,999.99	\$ 15,560.00	\$ 15,260.00
83560-04-01	Truckloader, Self Contained, 10-Yard 35HP B&S Vanguard	\$ 37,999.99	\$ 36,999.99	\$ 30,400.00	\$ 29,900.00



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# 2020 Monster Truck Loader Accessories



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Model #	Description	List Price	MAP Price	Bracket 1	Bracket 2
<b>Monster Truck Loader Accessories</b>					
720060	Receiver Hitch Mount 14hp	\$ 140.99	\$ 140.99	\$ 110.00	\$ 110.00
720061	Tailgate Mount 14hp	\$ 569.99	\$ 569.99	\$ 450.00	\$ 450.00
720027	Discharge Chute Extension Hose 14hp	\$ 149.99	\$ 149.99	\$ 120.00	\$ 120.00
720070	Discharge Chute Deflector 14hp	\$ 44.99	\$ 44.99	\$ 35.00	\$ 35.00
720025	18" Discharge Kit	\$ 169.99	\$ 169.99	\$ 130.00	\$ 130.00
720030	Discharge Hose Extension	\$ 239.99	\$ 239.99	\$ 185.00	\$ 185.00
MP010012	Safety Package (2 cones, wheel chocks & storage box)	\$ 305.00	\$ 305.00	\$ 183.75	\$ 183.75
MP010032	LED Spot Light Kit (2 LED, brackets & wiring harness)	\$ 305.00	\$ 305.00	\$ 228.75	\$ 228.75
020001	Rotary Arm Mount 18hp Skid Mount	\$ 1,099.99	\$ 1,099.99	\$ 850.00	\$ 850.00
MP020002.17	Hitch Mount for 18HP Skid Mount	\$ 1,145.00	\$ 1,145.00	\$ 858.75	\$ 858.75
MP020060.17	Hitch Mount Swing Arm	\$ 1,245.00	\$ 1,245.00	\$ 933.75	\$ 933.75
020250	Dual Receiver	\$ 190.99	\$ 190.99	\$ 145.00	\$ 145.00
<b>Monster Truck Loaders - Extension Stacks</b>					
MP020006	Discharge Exhaust Chute	\$ 664.99	\$ 664.99	\$ 518.00	\$ 518.00
MP020240	24" Extension Stack - 14hp	\$ 374.99	\$ 374.99	\$ 291.75	\$ 291.75
MP020116.31	24" Extension Stack - 18hp SM	\$ 612.00	\$ 612.00	\$ 459.00	\$ 459.00
MP020128	48" Extension Stack - 14hp	\$ 336.99	\$ 336.99	\$ 262.25	\$ 262.25
MP0201279	12" Extension Stack - 28/29hp	\$ 361.99	\$ 361.99	\$ 281.75	\$ 281.75
MP020180	24" Extension Stack - 28/29hp	\$ 404.99	\$ 404.99	\$ 315.25	\$ 315.25
<b>Monster Truck Loaders - Replacement Hoses</b>					
MP030020	Discharge Hose Metal 12"x 7'	\$ 498.26	\$ 498.26	\$ 373.70	\$ 373.70
MP030021	Discharge Hose Metal 12"x 8'	\$ 552.22	\$ 552.22	\$ 414.17	\$ 414.17
MP030022	Discharge Hose Metal 12"x10'	\$ 597.10	\$ 597.10	\$ 447.83	\$ 447.83
MP030023	Discharge Hose Metal 12"x 6'	\$ 444.36	\$ 444.36	\$ 333.27	\$ 333.27
MP030024	Discharge Hose Metal 7"x 30"	\$ 121.78	\$ 121.78	\$ 91.34	\$ 91.34
MP030025	Discharge Hose Metal 7"x 5'	\$ 269.46	\$ 269.46	\$ 202.10	\$ 202.10
MP030026	Discharge Hose Metal 8"x10'	\$ 325.18	\$ 325.18	\$ 243.89	\$ 243.89
MP030027	Discharge Hose Metal 8"x5'	\$ 198.76	\$ 198.76	\$ 149.07	\$ 149.07
MP030028	Discharge Hose Metal 12"x12' (Special Order)	\$ 2,006.93	\$ 2,006.93	\$ 1,505.20	\$ 1,505.20
MP030029	Discharge Hose, Flexible 8" x 5', Green Stripe	\$ 352.99	\$ 352.99	\$ 264.74	\$ 264.74
MP030050	Intake/ Exhaust Hose 12"x10' HD BLK. (.088 wall)	\$ 1,138.90	\$ 1,138.90	\$ 854.18	\$ 854.18
MP030051	Intake/ Exhaust Hose 12"x12' HD BLK. (.088 wall)	\$ 1,336.02	\$ 1,336.02	\$ 1,002.02	\$ 1,002.02
MP030052	Intake/ Exhaust Hose 12"x 6' HD BLK. (.088 wall)	\$ 726.66	\$ 726.66	\$ 545.00	\$ 545.00
MP030053	Intake/ Exhaust Hose 12"x 8' HD BLK. (.088 wall)	\$ 948.52	\$ 948.52	\$ 711.39	\$ 711.39
MP030054	Intake/ Exhaust Hose 16"x 7' HD BLK. (.088 wall)	\$ 1,188.54	\$ 1,188.54	\$ 891.41	\$ 891.41
MP030070	Intake Hose 16"x10' UFD.,TR Blue (.045 wall)	\$ 678.82	\$ 678.82	\$ 509.12	\$ 509.12
MP030071	Intake Hose 16"x12' UFD.,TR Blue (.045 wall)	\$ 813.88	\$ 813.88	\$ 610.41	\$ 610.41
MP030072	Intake Hose 16"x 7' UFD.,TR Blue (.045 wall)	\$ 489.12	\$ 489.12	\$ 366.84	\$ 366.84
MP030073	Intake Hose 18"x10' UFD.,TR Blue (.045 wall)	\$ 794.16	\$ 794.16	\$ 595.62	\$ 595.62
MP030074	Intake Hose 18"x12' UFD.,TR Blue (.045 wall)	\$ 947.16	\$ 947.16	\$ 710.37	\$ 710.37
MP030076	Intake Hose 18"x 8' UFD,TR Blue (.045 wall)	\$ 641.20	\$ 641.20	\$ 480.90	\$ 480.90
MP030077	Intake Hose 8" x 10' RFHW Clear	\$ 641.20	\$ 641.20	\$ 480.90	\$ 480.90
MP030090	Intake Hose 10"x10' RFHW, BLK/BLK, (.045 wall)	\$ 294.94	\$ 294.94	\$ 221.21	\$ 221.21
MP030091	Intake Hose 8"x10' RFHW, BLK/BLK, (.045 wall)	\$ 224.74	\$ 224.74	\$ 168.56	\$ 168.56
MP030092	Intake Hose 12"x10' RFHW, BLK/BLK, (.045 wall)	\$ 348.28	\$ 348.28	\$ 261.21	\$ 261.21
MP030094	Intake Hose 16"x10' FLX-THANE HD BLK	\$ 887.36	\$ 887.36	\$ 665.52	\$ 665.52
MP030100	Intake Hose 6"x10' RFH, BLK, (.045 wall)	\$ 163.26	\$ 163.26	\$ 122.45	\$ 122.45

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## 2020 Pro Vacs - Bed Shapers - Brush Cutters



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Model #	Description	List Price	MAP Price	Bracket 1	Bracket 2
<b>Pro Vacs - Standard with Housing Liner</b>					
5612-00-01	Pro Vac Push Vacuum - B&S Vanguard	\$ 1,999.99	\$ 1,899.99	\$ 1,525.00	\$ 1,475.00
5612-12-01	Pro Vac SP - Self Propelled - Honda GX270	\$ 3,479.99	\$ 3,379.99	\$ 2,700.00	\$ 2,650.00
<b>Pro Vac Accessories</b>					
600020	Hose Kit	\$ 269.99	\$ 269.99	\$ 210.00	\$ 210.00
600035	Nozzle Guard	\$ 39.99	\$ 39.99	\$ 29.00	\$ 29.00
600040	Swivel Wheel Kit	\$ 309.99	\$ 309.99	\$ 240.00	\$ 240.00
600050	Felt Liner Kit	\$ 149.99	\$ 149.99	\$ 108.00	\$ 108.00
<b>BedShapers - Hydro Self Propelled</b>					
904-00-01	S.P. Bedshaper Honda GXV390	\$ 4,299.99	\$ 4,245.99	\$ 3,345.00	\$ 3,275.00
<b>BedShaper Accessories</b>					
80001	Shredder Kit	\$ 229.99	\$ 229.99	\$ 170.00	\$ 170.00
80002	Blade Weight Kit	\$ 125.99	\$ 125.99	\$ 90.00	\$ 90.00
80004	Golf Quadrant	\$ 19.99	\$ 19.99	\$ 11.00	\$ 11.00
<b>Hydrostatic Brush Cutter</b>					
5126-22-01	Brush Cutter - BRC-26 Hydro - Honda	\$ 3,899.99	\$ 3,799.99	\$ 3,025.00	\$ 2,925.00
<b>Edgers</b>					
6033-00-01	Pro Edger B&S Series 550	\$ 929.99	\$ 899.99	\$ 765.00	\$ 715.00
6232-00-01	Pro Edger Honda GX120	\$ 1,069.99	\$ 1,039.99	\$ 855.00	\$ 810.00
6236-00-01	Pro Crack Cleaner Honda GX 120	\$ 1,169.99	\$ 1,125.99	\$ 920.00	\$ 880.00
<b>Accessories</b>					
6020-00-01	Crack Cleaner Attachment	\$ 120.99	\$ 120.99	\$ 87.00	\$ 87.00
970389	Handle Extension Kit - Fits All Edgers	\$ 95.99	\$ 95.99	\$ 65.00	\$ 65.00

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## 2020 ProVac SI & Ag Vac Truck Loaders



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Model #	Description	List Price	MAP Price	Bracket 1	Bracket 2
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ProVac SI					
5511-02-01	ProVac SI - Honda GSV190	\$ 1,199.99	\$ 1,199.99	\$ 1,050.00	\$ 1,000.00
5511-04-01	ProVac SI - B&S Pro 1000 Series	\$ 1,299.99	\$ 1,299.99	\$ 975.00	\$ 925.00

ProVac SI Accessories					
4176172	Hose Kit, 5" X 7' - Fits ProVac SI	\$ 299.99	\$ 299.99	\$205.00	
4176173	Nozzle Guard Kit - Fits ProVac SI	\$ 45.99	\$ 45.99	\$33.00	
4175874	Felt Liner Kit - Fits ProVac SI	\$ 159.99	\$ 159.99	\$120.00	



New AgVac Series of Truck Loaders					
82965-04AVS	AgVac 5S - Off Road Version - 5-Yard 29hp B&S Vanguard	\$ 20,999.99	\$ 19,550.00	\$16,000.00	
82965-04-AV	AgVac 5 - 5-Yard 29hp B&S Vanguard	\$ 24,999.99	\$ 23,100.00	\$18,850.00	
83560-04-AV	AgVac 10 - Self Contained 10-Yard 35hp B&S Vanguard	\$ 40,999.99	\$ 39,999.99	\$32,000.00	
83660-05-AV	AgVac 10 - Self Contained 10-Yard 36hp Yanmar Diesel	\$ 47,999.99	\$ 46,699.99	\$40,950.00	
<b>All AgVac Loaders Are Special Order Items Only</b>					



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## 2020 Hedge Trimmers



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Model #	Description	List Price	MAP Price	Dealer Net Price
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Gas Hedge Trimmer				
2230S-00-01	30", 21.2cc SE - Single Sided	\$ 609.99	\$ 589.99	\$465.00

Electric Hedge Trimmers				
2410-00-01	24", 110v SE - Single Sided	\$ 539.99	\$ 509.99	\$405.00
2420-00-01	24", 110v DE - Double Sided	\$ 549.99	\$ 519.99	\$415.00
3010-00-01	30", 110v SE - Single Sided	\$ 559.99	\$ 539.99	\$425.00



Effective May 1, 2020

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# **LITTLE WONDER<sup>®</sup>**



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**WILLAND**  
**inc.**

**Quality Distribution**

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**Augusta, NJ 07822**

**888-229-4561 Fax 800-644-1045**

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