

2026

DEALER PROGRAMS



ATTACHMENTS

FOR SKIDSTEER
EXCAVATOR & TRACTORS



DEALER SUPPORT

PROGRAMS

2026 ONLINE DEALER SUPPORT PROGRAM

Standard Dealer Portal Listing

SOLD BY

EQUIPMENT DEALERS

FOR LOCAL SUPPORT

- Dealer Portal Username and Password
- Dealer Portal login access to price lists and PDF literature
- We advertise for the Dealer by displaying them on our dealer locator

“Star Dealer” Dealer Portal Listing

- All of the above
- Dealer ‘Star’ indication to make them stand out in the crowd
- This can be turn on by your rep with no other obligations



Extra Cash Discount - Program Ending December 31, 2025

The normal 5% cash discount for dealers is staying, but we have decided to phase out the Extra Cash Discount program, this program will be ending on December 31, 2025. This program was originally intended to increase Google activity through back links. We feel that this program has fulfilled its purpose. See below for an exciting new program that will replace the Extra Cash Discount.

NEW PROGRAM

Save Money with our Online Ordering Portal!

Baumalight’s New Online Ordering Portal is designed to improve the ordering process for all reps, dealers and distributors. No matter the size of your team or your comfort with technology, our online order system is designed to be easy to use and make ordering products more efficient. Now, using this online ordering portal can also save you money!



HOW TO SAVE WITH ONLINE ORDERING?

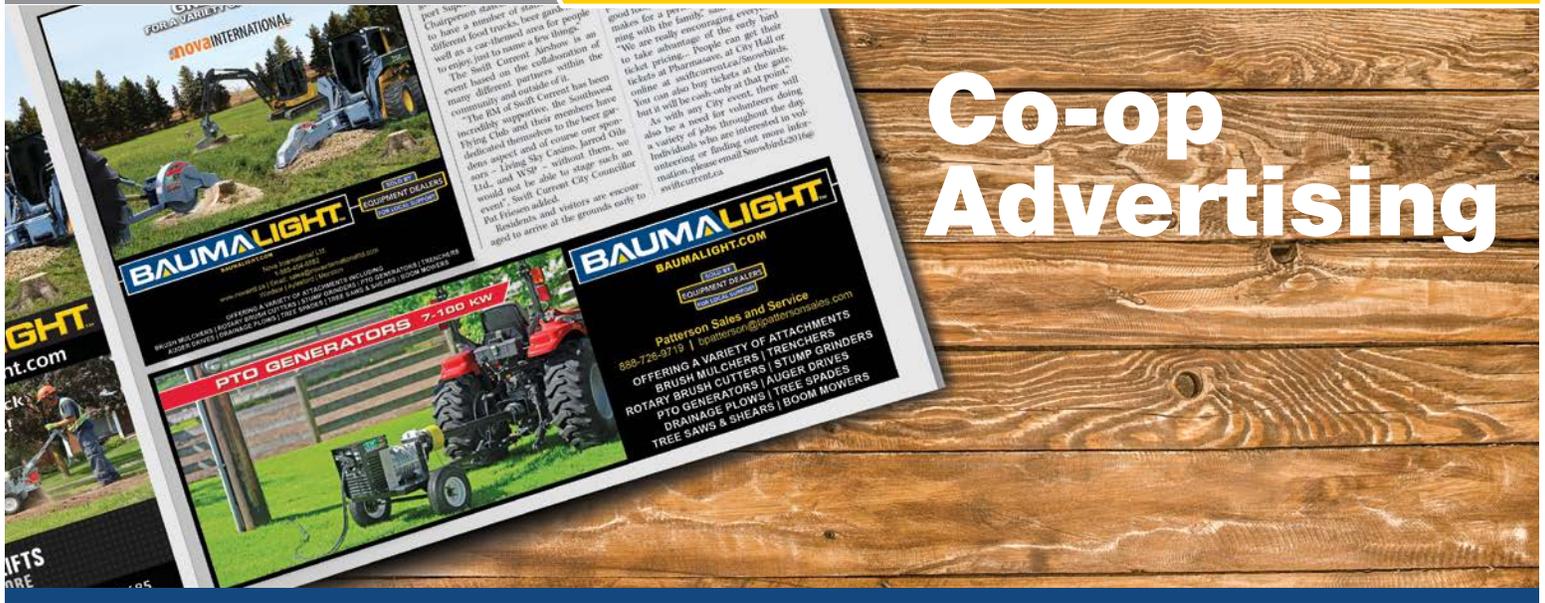
For all Baumalight Dealers, we are offering a discounted price on many replacement parts when you place your order online. Helping to make things more efficient so you can save money!

Our team is rolling out a program for whole goods as well.

READY TO GET STARTED?

Visit baumalight.com/admin/login to register or contact us to set up your account.





For more exposure, MTB MFG offers to share advertising costs for Baumalight products on a 50% co-op as follows (with prior authorization).

Eligible Advertising

- 1.** News Paper Display Ads
- 2.** News Letters
- 3.** Direct Mailings
- 4.** Booth Spaces (Will cover 100% of the cost of the area used for Baumalight)

Note: BAUMALIGHT WILL BE HAPPY TO DO ALL THE WORK TO CREATE ADS.

Requirements:

- 1.** Baumalight logo must be shown on ad.
- 2.** Reimbursement is for ad/show space on Baumalight products only.
- 3.** Send a copy of paid bill and tear-sheet/photos of booth.
- 4.** Ad/booth space used for dealer info and other products are not considered Baumalight ad space.

Reimbursement:

Reimbursement is available as a credit on account only to be used towards the purchase of new Baumalight product. The dealer will pay the advertiser in full.

BAUMALIGHT ATTACHMENT STOCKING DEALER PROGRAM

For 2026, we will be offering this program in two 6 month booking periods to make it easier to get in with a booking deadline in January and again in July. The new program will only apply to whole good orders and we now have a separate parts order discount program.

To activate the Stocking Dealer Program, simply place a stock order for whole goods in the time frame listed below.

Based on the value of your current paid stock, plus the value of the new stocking order, you will then receive the appropriate additional discount for the remainder of the 6 month booking period.

For 2026, only some dealers will be eligible for longer terms, this will be decided on a case by case bases.



List	Dealer Net	Min. # of Whole Goods	Winter Booking Start Date	Booking End Date	Ship Dates	Discount	Due Date & Discount end date
\$20,000	\$16,000	3	Dec 1, 2025	Jan 17, 2026	Approx 1 month after date of order	4%	June 30, 2026
\$30,000	\$24,000	4	Dec 1, 2025	Jan 17, 2026	Approx 1 - 2 months after date of order	5%	June 30, 2026
\$45,000	\$36,000	5	Dec 1, 2025	Jan 17, 2026	Approx 1 - 2 months after date of order	6%	June 30, 2026

List	Dealer Net	Min. # of Whole Goods	Summer Booking Start Date	Booking End Date	Ship Dates	Discount	Due Date & Discount end date
\$20,000	\$16,000	3	June 1, 2026	July 11, 2026	Approx 1 month after date of order	4%	Dec 31, 2026
\$30,000	\$24,000	4	June 1, 2026	July 11, 2026	Approx 1 - 2 months after date of order	5%	Dec 31, 2026
\$45,000	\$36,000	5	June 1, 2026	July 11, 2026	Approx 1 - 2 months after date of order	6%	Dec 31, 2026

1. Payment terms are due when the attachments are sold or on due dates specified above, whichever comes first.
2. The discount achieved would apply to all Baumalight whole good orders except mini skidsteers for the current booking period. Parts orders no longer get a stocking dealer discount but we have a separate parts order discount programs.
3. To qualify, you must make a new purchase and the entire ordered must ship a single shipment to one address. Along with at least one new purchase, paid inventory is eligible for minimum quantity requirements, but must be new and have been purchased within the last 12 months to qualify.
4. Auger drives and bits are not eligible for Stock & Save minimum piece order requirements (See Auger Drive Booking Program for separate booking order discount structure for Auger Drives and parts).
5. Adaptors, Tree Scoops and Tree pullers also do not count as whole goods to help you qualify for this program. However, once qualified, they will receive the discount for future orders.
6. No urgent delivery requests allowed, if you need something quick then another order must be placed.
7. Mini Skidsteers are on a separate program, but stocking 2 or more mini skidsteers will automatically qualify you for one of the above discounts, see complete details under mini skidsteer program
8. The Stock & Save discounts are only available direct to dealer, and not available through distributors. This allows us to have a lower list price which benefits everyone.
9. Terms will only be offered to some dealers and will be decided on a case by case bases

AUGER DRIVE PROGRAM

(ORDERS INTENDED FOR DISPLAY)

Separate from our Stock & Save Program, we also offer an Auger Bit and Drive Program. Order stock of Auger Bits & Drives between December 1, 2025 and January 28, 2026 and based on the value of your stocking orders, you will receive an additional discount on auger drives, bits, extensions, adapters and accessories ordered before December 31, 2026.

6% Discount Program

Show Baumalight on Dealer website					
6% Extra discount for rest of year on all drives, bits, extensions, adapters and accessories					
Booking Start Date	Booking End Date	Ship Dates	Discount	Due Date	Price*
December 1st 2025	Jan 28 2026	Approx. 1- 2 months after date of order	6%	July 31, 2026	\$9,550.00

9% Discount Program

Show Baumalight on Dealer website					
9% Extra discount for rest of year on all drives, bits, extensions, adapters and accessories					
Booking Start Date	Booking End Date	Ship Dates	Discount	Due Date	Price*
December 1st 2025	Jan 28 2026	Approx. 1- 2 months after date of order	9%	July 31, 2026	\$12,000.00

14% Discount Program

Show Baumalight on Dealer website					
14% Extra discount for rest of year on all drives, bits, extensions, adapters and accessories					
Booking Start Date	Booking End Date	Ship Dates	Discount	Due Date	Price*
December 1st 2025	Jan 28 2026	Approx. 1- 2 months after date of order	14%	July 31, 2026	\$22,000.00

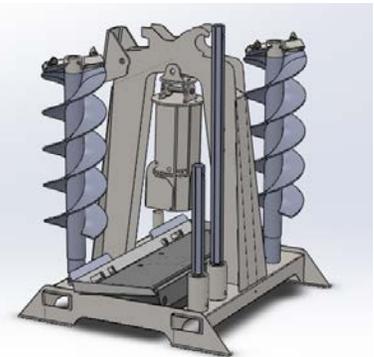
July 31, 2026 Standard Cash Discount.
 If item sells prior to July 31, 2026, dealer agrees to pay on sale.
 *List price value of total order.
 Must be shipped in one lot.
 2026 pricing in affect.

The Stock & Save discounts are only available direct to dealer, and not available through distributors. This allows us to have a lower list price which benefits everyone.

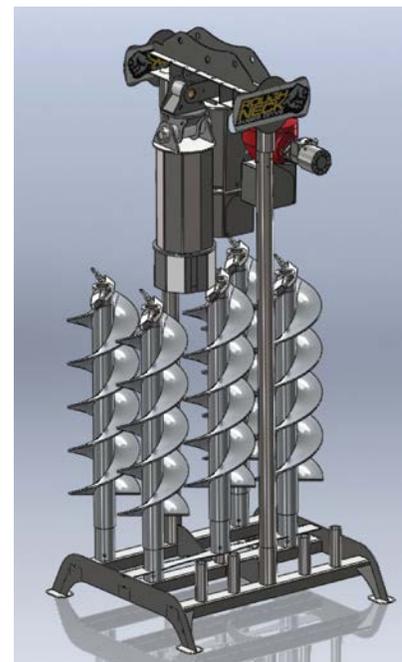
Extra Discount on bits, drives and auger accessories for rest of calender year on all drives, bits, extensions, adapters and accessories.
 Not eligible with any other program except the extra cash discount.



D001753 - \$350 List, \$50 With Order



D002107 - \$1,450 List, \$850 With Order



D001596 - \$3,500 List, \$1,500 With Order

Flexible interest-free floorplan financing programs for Baumalight dealers



Gain a competitive advantage and sell more product with DLL

Baumalight and DLL Canada have partnered to provide flexible floorplan solutions allowing dealers to stock inventory, sell quicker and grow the business. With DLL, you can put all Baumalight equipment and attachment purchases on one line of credit and match repayment to the sale of goods, improving cash flow and simplifying payment management.

DLL is a wholly owned subsidiary of the Rabobank Group and has over 50 years of experience on the manufacturing, distributor, and dealer sides of the business. As partners, we're committed to not only providing relevant financing solutions, but also building long-term relationships.

In addition to floorplan finance, DLL is pleased to offer dealers total financing solutions, including retail and end-user leasing programs.

How it works



**This financing program is only available to fully established Baumalight dealers who have shown a strong payment history. Contact Baumalight to see if you qualify.*

Benefits to you

- **Higher credit line** and increased purchasing power
- **Extended payment terms** to match the sale of goods
- **Improved cash flow** management
- **Ability to sell more product** with total inventory and retail finance
- **Dedicated credit line** with reduced credit exposure
- **Preserve existing bank lines** for other strategic initiatives
- **Faster** customer delivery



How to apply

Contact Surjeet Soor at surjeet.soor@dllgroup.com to request a credit application.

For more information

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Business Development Manager, DLL
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T 437 218 3342

Ryan Brooks
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T 866 820 7603

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Unit 1
Burlington, ON L7L 5Z1

www.dllgroup.com/commercialfinance

*Interest-free period varies by dealer and is subject to review from Baumalight.

**All financing subject to credit review and approval and other terms and conditions. All financing is in DLL's sole discretion.

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