

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.





Co-op Advertising

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.

2026
BOOKING
CUT-OFFS
JANUARY 17
JULY 11

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.

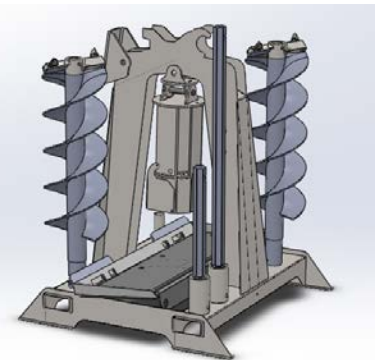
The Stock & Save discounts are only available direct to dealer, and not available through distributors. This allows us to have a lower list price which benefits everyone.

Extra Discount on bits, drives and auger accessories for rest of calender year on all drives, bits, extensions, adapters and accessories.

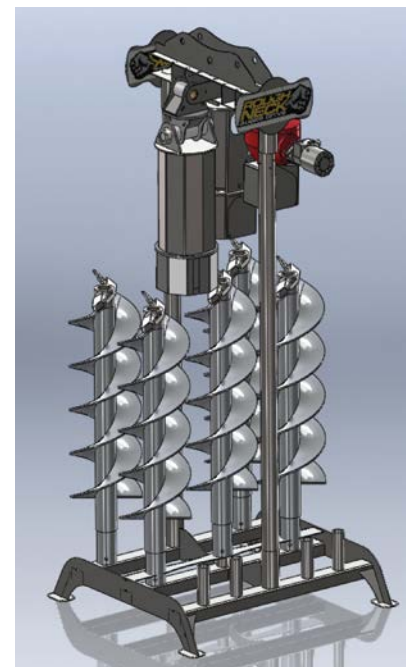
Not eligible with any other program except the extra cash discount.



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



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



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

Why Updating Our Dealer Locator Matters to Your Dealership.

YOUR DEALERSHIP. YOUR LISTING. YOUR OPPORTUNITY.

Baumalight invests heavily in marketing each year, promoting our products at trade shows, through print advertising, and by partnering with social media influencers. Our website also attracts significant daily traffic, and if your dealer listing isn't accurate or up to date, you could be missing out on valuable leads.

Our online dealer locator is often the first stop for end users looking for products or support in their area. When dealer information is missing, incomplete or outdated, customers can't reach the people who are supposed to help them, and those missed connections cost everyone.

What We're Seeing Right Now:

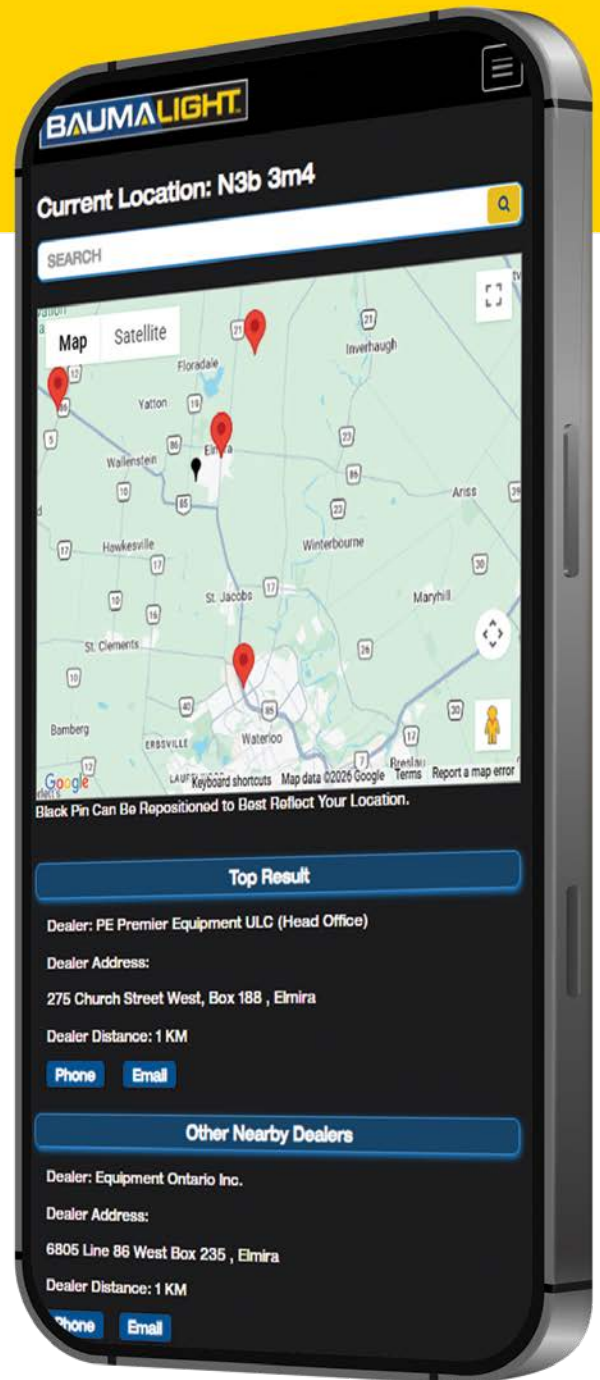
- End users repeatedly attempting to contact Baumalight dealers with incomplete or incorrect information
- Large geographic areas showing no dealers at all, even when Baumalight dealers exist

Why it Matters to You:

- Accurate listings capture demand
- Visibility builds credibility — A complete network reassures customers that Baumalight is present and supported in their region, making them more likely to trust the products you sell

Our System Helps You, But It Needs You, Too.

We now automatically add dealers through our accounting integration, but your company can ensure your dealer listing is complete, correct, and active. A few minutes of updating prevents lost inquiries and drives measurable value for your dealership.



SOLD BY
EQUIPMENT DEALERS
FOR LOCAL SUPPORT

baumalight.com/product/locator