

2022 Patriot Capital – “Great Rates, Low Payments” Program Distributor Instructions

Program Summary

Gilbarco and Patriot Capital are pleased to announce the “Great Rates, Low Payments” Financing Program is now available through September 30, 2022. The “Great Rates, Low Payments” Financing program offers finance rates as low as **2.9% for 24 months, 3.9% for 36 months, 5.9% for 60 months, or 6.9% for 72 months** on select EMV ready dispenser configurations. Installation, shipping, and taxes may be financed at market rates.

This program requires you to purchase dispensers from the program price list and honor the program MSRP for sale to your customer. Follow these steps to take advantage of this offer:

1. Quote your customer approved model base configurations from the program price list.
2. Select additional items from the price list as required and include in your quotation using the program MSRP.
 - a. By using the promo code, you agree to the Terms & Conditions of the program (see SP-5128 on GOLD)
3. Submit customer’s credit application to Patriot Capital.
 - a. Fax to 404.255.0775 or email to sales@patcapfinance.com You can also apply online at www.patcapfinance.com.
 - b. Upon credit approval, receipt of completed financing documents and customer’s advance check, Patriot Capital will process for funding. Generally, Patriot Capital will prefund 75% of the invoice and final funding will be dispersed once installation is complete.
4. Upon credit approval place your order with Gilbarco:
 - a. Represent the end customer in the Gilbarco sales portal.
 - b. If end-customer is currently not available to represent, please submit a request on the Extranet [Deviation Dashboard](#).
 - c. Configure your order and use promo code **PATRIOT2022**.
 - d. Confirm pricing matches the program price list.
 - e. Place your order with Gilbarco.
 - i. The new 2022 program applies to orders received starting June 8, 2022 and will be available until September 30, 2022.
 - f. Provide a copy of your order confirmation and final invoice to Patriot Capital.

Program Offering

The program dispenser configuration includes a 5.7" screen, contactless card reader, DCM, and Catlow hanging hardware. The customer has the option to upgrade to a 10.4" screen at no charge with an 8-year GSTV contract. An instant rebate of \$1,000 will be applied on the invoice for dual side dispensers and \$750 for single side dispensers.

2022 Gilbarco Dispenser Programs			
	Program Net		MSRP
E700S NN1 (3+0)	\$	17,807	\$ 19,148
E700S NL1 (3+1)	\$	18,902	\$ 20,325
Included Options			
5.7" Color Screen			
Contactless Card Reader			
DCM			
Speakers			
Catlow Hanging Hardware*			
Optional Upgrade			
10.4" Color Screen with an 8-year GSTV Agreement (includes Applause Back Room Equipment)			

*Catlow is standard on the program but is optional. It includes **Elite** nozzle & magnetic breakaway. There is also an upgrade available for Premium assembly (Ergo nozzle & magnetic breakaway).

Catlow

The 2022 "Great Rates, Low Payments" Finance Program includes Catlow Hanging Hardware (Elite nozzle, swivel, hose, magnetic breakaway, whip hose) at no charge. Upgrade to the Gilbarco Ergo nozzle for only \$41 DNET, \$76 MSRP per hose. Ergo upgrade is not available on UH units. Hanging hardware must be configured within the dispenser configuration to receive this pricing. E85, E25, and DEF Catlow assemblies are not available in this program. ***If distributors do not want to add CATLOW to their MOC program order, they can choose a \$200 per hose credit.*** Simply configure the dispenser without CATLOW and add promo code **CATCREDIT** to the order.

Ordering and Pricing

All base model and option pricing are per the program price list. Any option not found on the Program price list will be invoiced at standard DNET.

Term

This program is available for orders starting 6/8/2022 and shipped within expected delivery lead times. This program is subject to change and new rates may be announced depending on market conditions. For questions regarding this program, please contact Kevin Colvin via email: kevin.colvin@gilbarco.com. For financing questions, please contact your local Patriot Capital representative.

Program Price List

Gilbarco® Encore® 700 S Series Includes FPIV CRIND with 5.7" Screen, HCR, DCM, Contactless, CATLOW and Speakers				
Multi-Product Dispensers and Pumps	Program DNET		Program MSRP	
	2 Sides	1 Side	2 Sides	1 Side
E700S - NA0 MPD Dispenser 1-Grade	\$ 17,541	\$ 13,084	\$ 18,862	\$ 14,069
E700S - NA1 MPD Dispenser 2-Grade	\$ 19,557	\$ 14,630	\$ 21,030	\$ 15,732
E700S - NA2 MPD Dispenser 3-Grade	\$ 21,382	\$ 16,181	\$ 22,992	\$ 17,399
E700S - NA3 MPD Dispenser 4-Grade	\$ 23,024	\$ 17,580	\$ 24,757	\$ 18,904
Single Hose MPD				
E700S - NG4 Single-hose MPD Dispenser, 2-Grade	\$ 18,968	\$ 14,385	\$ 20,396	\$ 15,468
E700S - NG0 Single-hose MPD Dispenser 3-Grade	\$ 20,240	\$ 15,211	\$ 21,764	\$ 16,356
E700S - NG1 Single-hose+1 MPD Dispenser 4-Grade	\$ 21,868	\$ 16,593	\$ 23,515	\$ 17,843
(X+0) Blender Dispenser and Pumps				
E700S - NN1 Blender Dispenser 3+0	\$ 17,807	\$ 13,644	\$ 19,148	\$ 14,672
E700S - NN2 Blender Dispenser 4+0	\$ 19,834	\$ 15,092	\$ 21,327	\$ 16,228
E700S - NN3 Blender Dispenser 5+0	\$ 19,912	\$ 15,168	\$ 21,411	\$ 16,310
(X+1) Blender Dispenser and Pumps				
E700S - NLO Blender Dispenser 2+1	\$ 21,300	\$ 16,111	\$ 22,904	\$ 17,324
E700S - NL1 Blender Dispenser 3+1	\$ 18,902	\$ 14,598	\$ 20,325	\$ 15,697
E700S - NL2 Blender Dispenser 4+1	\$ 21,122	\$ 16,140	\$ 22,712	\$ 17,355
E700S - NL3 Blender Dispenser 3+1+1	\$ 24,455	\$ 19,074	\$ 26,296	\$ 20,510
Multi-Hose Universal Blenders				
E700S - NF0 Multi-Hose Universal Blender Dispenser 5 Grade (2 Hose)	\$ 24,784	\$ 18,588	\$ 26,650	\$ 19,988
E700S - NF1 Multi-Hose Universal Blender Dispenser 5 Grade (3 Hose)	\$ 24,784	\$ 18,588	\$ 26,650	\$ 19,988
E700S - NF4 Multi-Hose Universal Blender Dispenser 5 Grade (3-1+1; 3 Hose)	\$ 26,197	\$ 19,648	\$ 28,169	\$ 21,127
E700S - NF8 Multi-Hose Universal Blender Dispenser 5 Grade (3-1-1; 3 Hose)	\$ 26,328	\$ 19,778	\$ 28,310	\$ 21,267
Ultra-Hi Dispensers				
E700S - NP3 Ultra-Hi Master Dispenser 1-Grade 2-Sides	\$ 30,436	\$ 22,448	\$ 32,727	\$ 24,138
E700S - NP4 Ultra-Hi Combo Dispenser Master/Sat	\$ 22,981		\$ 24,711	
E700S - NP6 Ultra-Hi Master Dispenser 2-Grade 1-Side		\$ 25,662		\$ 27,594
DEF Dispensers				
E700S - NA4 MPD Dispenser 1-Grade Diesel Exhaust Fluid		\$ 29,936		\$ 32,190
E700S - NPA Master Diesel 1-Grade, 2-Side with DEF 1-Side Only	\$ 42,898	\$ 35,650	\$ 46,127	\$ 38,334
E700S - NPB Master / Satellite Diesel with DEF Dispenser	\$ 36,136		\$ 38,856	
E700S - NPC Master Diesel 2-Grade, 1-Sided with DEF 1-Side Only		\$ 42,447		\$ 45,643

CRIND Options	Program DNET		Program MSRP	
	2 Sides	1 Side	2 Sides	1 Side
10.4" Color Screen w/ Soft Key Interaction	\$ 2,272	\$ 1,703	\$ 2,444	\$ 1,832
10.4" Color Screen, 8 year ATV Contract	Included	Included	Included	Included
Hybrid EMV Mag Stripe / Chip Reader	Included	Included	Included	Included
Contactless Payment (UX400)	Included	Included	Included	Included
FlexPay EPP Heater	\$ 247	\$ 186	\$ 266	\$ 200
Two Dimensional Barcode Scanner	\$ 1,625	\$ 1,115	\$ 1,748	\$ 1,199
Secure Alpha-numeric Keypad (FPIV)	\$ 1,685	\$ 895	\$ 1,812	\$ 963
Full Cabinet Heater	\$ 428	\$ 428	\$ 461	\$ 461
DCM (Dispenser Communications Module)	Included	Included	Included	Included
Dispenser Options				
Call Button and Intercom Speaker	\$ 250	\$ 127	\$ 269	\$ 137
Speakers	Included	Included	Included	Included
Open Mic Speaker Option	\$ 133	\$ 133	\$ 144	\$ 144
HD Meter, 2-Meters or 1 Inlet units (E25 Compatible)	\$ 444	\$ 304	\$ 478	\$ 327
HD Meter, 4-Meters or 2 Inlet units (E25 Compatible)	\$ 889	\$ 623	\$ 956	\$ 670
HD Meter, 6-Meters or 3 Inlet units (E25 Compatible)	\$ 1,333	\$ 934	\$ 1,434	\$ 1,005
HD Meter, 8-Meters or 4 Inlet units (E25 Compatible)	\$ 1,778	\$ 1,677	\$ 1,912	\$ 1,804
Junction Box (factory installed) dispenser only	\$ 270	\$ 270	\$ 291	\$ 291
Lighted Canopy Conduit with small junction box	\$ 252	\$ 252	\$ 272	\$ 272
Totalizers - Electromechanical (per inlet or per meter)	\$ 57	\$ 57	\$ 62	\$ 62
Two level price posting (dual-level PPU) (price is per PPU)	\$ 107	\$ 107	\$ 116	\$ 116
High flow 1" outlet castings for Diesel, per hose (comes standard w/ UH's)	\$ 37	\$ 37	\$ 40	\$ 40
Extended Reach hose retractors (Single-hose models only) (Does not include UH's)	\$ 560	\$ 560	\$ 603	\$ 603
Flex Fuel Options				
Flex Fuel (E85) 1 Inlet	\$ 6,369	\$ 5,416	\$ 6,849	\$ 5,824
Flex Fuel (E85) 2 Inlets	\$ 12,737	\$ 10,832	\$ 13,696	\$ 11,648
Ultra-Hi and DEF Options				
DEF Cold Weather Upgrade Option (-30°C)	\$ 274	\$ 274	\$ 295	\$ 295
DEF Temperature Warning Sensors	\$ 681	\$ 681	\$ 733	\$ 733
DEF 6' Inlet Hose Option	\$ 308	\$ 308	\$ 332	\$ 332
DEF Outlet Hose (17.4' DEF hose), per hose (required for all DEF units)	\$ 429	\$ 429	\$ 462	\$ 462
DEF Breakaway and Swivel (stainless steel), per each	\$ 371	\$ 371	\$ 399	\$ 399
DEF Nozzle (with mis-fill magnetic adapter), per nozzle	\$ 559	\$ 559	\$ 602	\$ 602
DEF Nozzle (without mis-fill magnetic adapter), per nozzle	\$ 559	\$ 559	\$ 602	\$ 602
Ultra-Hi Satellite In-Use Indicator Light	\$ 119	\$ 60	\$ 128	\$ 65
Vapor Recovery Options				
Balance Ready Vapor Recovery System	\$ 231	\$ 231	\$ 249	\$ 249
Coaxial hose adapter, per hose	\$ 26	\$ 26	\$ 29	\$ 29
ISD Flow Meter for Balanced Vapor Recovery System	\$ 1,231	\$ 1,231	\$ 1,324	\$ 1,324

Security Options	Program DNET		Program MSRP	
	2 Sides	1 Side	2 Sides	1 Side
Encore Door Entry Detection - Full (Upper door, Printer, Lower panel, Sheathing)	\$ 1,256	\$ 1,256	\$ 1,351	\$ 1,351
Encore Door Entry Detection - Upper (Upper door & printer)	\$ 340	\$ 340	\$ 366	\$ 366
Encore Reinforced Lower Panel (Puck Lock Ready)	\$ 535	\$ 535	\$ 576	\$ 576
Custom Door Locks (Main door, printer door, lower panel)	\$ 491	\$ 491	\$ 528	\$ 528
Ultra-Hi™ IS Security Barrier - Field Install Only	\$ 410	\$ 410	\$ 441	\$ 441
Ultra-Hi Pulser Security Cover	\$ 538	\$ 270	\$ 579	\$ 291
Ultra-Hi™ Strainer for Satellite Inlets (per inlet)	\$ 79	\$ 79	\$ 85	\$ 85
Multi-Purpose Check Valve for Ultra-Hi units (N23274) per inlet	\$ 135	\$ 135	\$ 146	\$ 146
Graphic Options				
Custom Two-Tone painted bezel (any color combination)	\$ 631	\$ 631	\$ 679	\$ 679
Custom-painted bezel (any 1 color other than black or cool gray)	\$ 374	\$ 374	\$ 403	\$ 403
Custom-painted side sheathing (rectangular or tuxedo)	\$ 217	\$ 217	\$ 234	\$ 234
Stainless Steel Sheathing	\$ 427	\$ 427	\$ 460	\$ 460
DuraMax™ Silver-tone Sheathing	\$ -	\$ -	\$ -	\$ -
Custom-painted trim (Electronic cabinet top cover and/or lower frame base rail)	\$ 96	\$ 96	\$ 104	\$ 104
Custom-painted or decaled top discharge housing	\$ 172	\$ 172	\$ 186	\$ 186
Custom Decaled Sheathing	\$ 584	\$ 584	\$ 628	\$ 628
Stainless steel lower panel	\$ 212	\$ 212	\$ 228	\$ 228
Canopy Options				
Canopy (Brandview)	\$ 424	\$ 424	\$ 456	\$ 456
Canopy (Brandview) - Full Wrap	\$ 519	\$ 519	\$ 559	\$ 559
Canopy (Brandview) - for DEF Units	\$ 744	\$ 744	\$ 800	\$ 800
Canopy (Brandview) - for DEF Units - Full Wrap	\$ 839	\$ 839	\$ 903	\$ 903
Canopy (oval)	\$ 492	\$ 492	\$ 530	\$ 530
Canopy (SHELL) - Tall, Oval	\$ 492	\$ 492	\$ 530	\$ 530
Canopy (rounded) - REQUIRED for Sinclair	\$ 651	\$ 651	\$ 701	\$ 701
Canopy (rounded) - for DEF Units	\$ 758	\$ 758	\$ 816	\$ 816
Warranty Options (add for each year Extended Warranty)				
Encore 2 Year Warranty (Standard)	Included	Included	Included	Included
Encore 3rd Year Extended Warranty	\$ 1,098	\$ 1,098	\$ 1,181	\$ 1,181
Encore 4th Year Extended Warranty	\$ 1,154	\$ 1,154	\$ 1,241	\$ 1,241
Encore 5th Year Extended Warranty	\$ 1,211	\$ 1,211	\$ 1,303	\$ 1,303
Ultra-Hi 2 Year Warranty (Standard)	Included	Included	Included	Included
Ultra-Hi 3rd Year Extended Warranty	\$ 1,150	\$ 1,150	\$ 1,237	\$ 1,237
Ultra-Hi 4th Year Extended Warranty	\$ 1,206	\$ 1,206	\$ 1,297	\$ 1,297
Ultra-Hi 5th Year Extended Warranty	\$ 1,265	\$ 1,265	\$ 1,361	\$ 1,361
DEF 2 Year Warranty (Standard)	Included	Included	Included	Included
DEF 3rd Year Extended Warranty	\$ 1,911	\$ 1,911	\$ 2,055	\$ 2,055
DEF 4th Year Extended Warranty	\$ 2,006	\$ 2,006	\$ 2,158	\$ 2,158
DEF 5th Year Extended Warranty	\$ 2,105	\$ 2,105	\$ 2,264	\$ 2,264

*Extended Warranty is per year. For a 5-year warranty, you add the price of 3rd, 4th, and 5th year extended warranty for total amount.