

**2017 Gilbarco and Patriot Capital “Great Rates”
Financing Program
DISTRIBUTOR PARTICIPATION FORM**

I, _____, with _____
(Name) (Distributor Company Name)

request to participate in the 2017 Gilbarco Great Rates Program (“Program”). I have read through the Distributor Memorandum (SP-4021) and understand the following:

- Under the Program, Gilbarco will fund 100% of the rate buy-down only for approved packages and options for financing approved by Patriot as outlined in Distributor Program Memorandum, SP-4021.
- Equipment will be financed at no more than Suggested Retail Price for the equipment. Distributor always has the option to:
 - Go through Gilbarco’s standard special price request process to obtain a discounted price outside of the Program.
 - Set end customer price, and
 - obtain third party financing at the market rate.
- Distributor is responsible for ensuring its sales representatives are properly trained to accurately promote the Program and order equipment according to the Program requirements.
- Distributor is responsible for any customer quotes for equipment not listed in the Program. Any item quoted not listed in the program should be itemized on the quote to ensure financing is captured at alternative financing rates as approved by Patriot Capital.
- Distributor is wholly responsible for payment of the rate buy-down for unapproved equipment.
- Gilbarco reserves the right to invoice distributor for the rate buy-down for unapproved equipment or deduct amount from year end distributor rebate.
- Distributor acknowledges that, except as otherwise provided under the Program, distributor’s existing agreement with Gilbarco governs any of the orders it submits to Gilbarco.
- The person signing below represents and warrant that it is authorized to sign on behalf of the distributor.

Please sign and date form and email to gso.mkt.pricing@gilbarco.com.

Distributor Principal Signature: _____ Date: _____