

HILSTAD DISTRIBUTORS (1961) LIMITED

1362 BLUNDELL ROAD
 MISSISSAUGA, ONTARIO
 1-416-277-1491

P.O. BOX 447
 NORTH BAY, ONTARIO
 1-705-472-5800

1975 MODEL SNOWMOBILE PRICES

<u>MODEL</u>	<u>C. C.</u>	<u>H. P.</u>	<u>DESCRIPTION</u>	<u>SUGGESTED LIST</u>	<u>DEALER NET</u>
Mark 1	292 T	26	Twin Cylinder Kohler Engine.	\$ 1,259.95	\$ 998.36
Mark 1	340 T	30	Twin Cylinder Kohler Engine.	1,379.95	1,076.36
Mark 11	292 T	26	Twin Cylinder Kohler Engine.	1,429.95	1,115.36
Mark 11	340 T	30	Twin Cylinder Kohler Engine.	1,479.95	1,154.36
Mark 11	440 T	36	Twin Cylinder Kohler Engine.	1,499.95	1,169.96
S S	340 T	38	Front Mount Twin Cylinder Kohler Engine. Twin Mucini Carbs.	1,699.95	1,359.96
S S	440 T	48	Front Mount Twin Cylinder Kohler Engine. Twin Mucini Carbs.	1,799.95	1,439.96
Racer	340 T		Twin Cylinder Kohler Free Air Engine. C. D. Ignition.		1,779.95
Racer	440 T		Twin Cylinder Kohler Free Air Engine. C. D. Ignition.		1,879.95
			Electric Start for all 1975 Models.	155.00	117.80

ALL MODELS HAVE 15½" TRACK.

ALL H.P. RATINGS ARE BY KOHLER.

PRICES ARE F.O.B. NORTH BAY OR TORONTO AND SUBJECT TO CHANGE WITHOUT NOTICE.

MAY 1ST, 1974.

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1974 MODEL SNOWMOBILE PRICES

<u>MODEL</u>	<u>C. C.</u>	<u>H. P.</u>	<u>DESCRIPTION</u>	<u>SUGG. LIST</u>	<u>DEALER NET</u>
MK	230 S		Single Cylinder JLO Engine.	\$ 699.95	\$ 559.96
MK 1	292 T		Twin Cylinder Kohler Engine.	959.95	729.56
MK 11	292 T		Twin Cylinder Kohler Engine.	999.95	779.96
MK 11	340 T		Twin Cylinder Kohler Engine.	1,099.95	857.96
MK 11	440 T		Twin Cylinder Kohler Engine.	1,149.99	896.96
SS	340 T		Front Mount Twin Cylinder Kohler Engine. Twin Mucini Carbs c/w 1975 Slide System.	1,549.95	1,193.46
SS	440 T		Front Mount Twin Cylinder Kohler Engine. Twin Mucini Carbs c/w 1975 Slide System.	1,649.95	1,270.46

ALL MODELS HAVE 15½" TRACK EXCEPTING MARK O WHICH HAS 14" TRACK.

1973 MODEL SNOWMOBILE PRICES

MK 1	399 T	37	Twin Cylinder Hirth Engine. 15½" Track.		679.00
MK 11	438 T	40	Twin Cylinder Hirth Engine. 15½" Track.		789.00
SS	399 T	37	Twin Cylinder Hirth Engine. 15½" Track.		799.00
SS	440 T	40	Twin Cylinder Hirth Engine. 15½" Track.		859.00
			Electric Starter for '73 & '74 models.	110.00	84.70

PRICES ARE F.O.B. NORTH BAY OR TORONTO AND SUBJECT TO CHANGE WITHOUT NOTICE.

PRICES AND QUANTITIES ARE LIMITED TO PRESENT INVENTORY.

MAY 1ST, 1974.

1974-75 BOA SKI ADVERTISING & PROMOTION PROGRAM

BOA SKI '75	3 - 5	6 OR MORE
CASH DISCOUNT	NIL	JUNE - 5% JULY - 4% AUG. - 3%
FLOOR PLAN	DEALER COST 4% - 90 DAYS	90 DAYS FREE WITH DELIVERY PRIOR TO SEPT. 1ST/74
FREIGHT ALLOWANCE	F.O.B. NORTH BAY OR TORONTO	PREPAID FREIGHT
ADVERTISING	NIL	\$50.00 PER UNIT CO-OP 50/50
BILLBOARD c/w TAG FOR 30 DAYS	30 DAYS DEALER COST - \$90.00	30 DAYS FREE
PLANT TOUR LA GUADELOUPE P.Q. 2 DAYS - SEPTEMBER	N/A	FREE
LITERATURE	FREE	FREE
SERVICE MANUAL	\$25.00	\$25.00

- (a) A minimum of 6 - 1975 Boa Skis must be booked for a dealer to qualify for the 6 or more program for shipment at our convenience.
- (b) Racers are not included in this program.
- (c) This booking order Advertising and Promotion Program expires July 31st, 1974.

MAY 1ST, 1974.

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1975 TERMS FOR BOA SKI SNOWMOBILES

1. One booking order as per 1975 BOA SKI ADVERTISING AND PROMOTION PROGRAM dated May 1st, 1974 placed at the time of being established as a 1975 Boa Ski dealer and each subsequent order placed prior to the booking order being delivered.

(a) CASH:

Payment received prior to June 30th, 1974 - 5% Cash Discount
Payment received July 1st to 31st, 1974 - 4% Cash Discount
Payment received August 1st to 31st, 1974 - 3% Cash Discount
Payment received after September 1st, 1974 - NET - No Cash Discount

Cash discounts are allowed on the basis of date cash is received only. Units may be paid prior to delivery in order to get cash discounts.

(b) BORG WARNER FLOOR PLAN FOR THOSE WHO QUALIFY:

- (1) Non current models delivered prior to July 15th, 1974 a 10% payment with order for initial period of 120 days. All charges for this period paid by Hilstad. A 60 day renewal is available after the initial period. The dealer will pay 10% of the balance owing due for renewal. After deducting the 10% he will pay a renewal charge of 3% on the net amount. The contract is due in full at the end of the renewal. Minimum renewal charge is \$7.50.
- (2) 1975 models and non currents shipped after July 15th, 1974 a 10% payment with order for initial period of 90 days. All charges for this period paid by Hilstad. A 60 day renewal is available after the initial period. The dealer will pay 10% of the balance owing due for renewal. After deducting the 10% he will pay a renewal charge of 3% on the net amount. The contract is due in full at the end of the renewal. Minimum renewal charge is \$7.50.

- (c) Transportation as outlined in our 1974-75 Boa Ski Advertising and Promotion Program.

2. ALL OTHER SHIPMENTS:

Net cash at the time of delivery or pick up.

F.O.B. North Bay or Toronto, Ontario.

3. Racing units not included in the above. All racers are NET CASH, F.O.B. Factory.

MAY 1ST, 1974.

1974-75 BOA SKI ADVERTISING & PROMOTION PROGRAM

ADVERTISING:

Boa Ski Incorporated as a manufacturer will advertise in the major national snowmobile and trade publications.

Hilstad Distributors (1961) Limited will co-op advertise on a local basis with each dealer in (a) NEWSPAPER - Display only (b) BILLBOARDS (c) RADIO.

A variety of Boa Ski brochures and in store sales material will be available to the dealer as per attached list.

Your area representative will prepare with each dealer an advertising program at the time the dealer places his initial booking order. To qualify for Boa Ski co-op advertising all ads must be Boa Ski exclusive.

Billboards at a premium in many areas. Therefore only those dealers who book early can be assured of billboard space.

Our advertising program for the 1974-75 season is based on \$50.00 per unit booked prior to July 31st, 1974 providing a minimum of 6 - 1975 Boa Skis are booked for immediate shipment. This \$50.00 per unit fund is based on a 50/50 co-op split.

All dealers booking 6 or more 1975 Boa Skis prior to July 31st, 1974 will receive free, one billboard for 30 days c/w dealer tag or \$100.00 free, newspaper display advertising.

FALL FAIRS:

Hilstad Distributors (1961) Limited will co-operate on a 50/50 basis for fall fair space for exclusive Boa Ski displays (to a reasonable limit). Fall fair allowances must be approved in advance by our advertising department.

INTERNATIONAL PLOUGHING MATCH:

Hilstad Distributors will provide display space and assist local dealers during the ploughing match which will be held in Halton County, Norval, Ontario from September 24th to 28th inclusive.

SNO GO '74:

Hilstad Distributors will display at Sno Go '74 Canadian Winter Sports Shows at the Queen Elizabeth Building Exhibition Grounds in Toronto.

ADVERTISING CLAIMS:

All authorized claims must be submitted for credit within 30 days from date of invoice and no later than April 1st, 1975. Any claims not submitted within these time limits will be rejected.

SERVICE CLUB DRAWS:

For recognized service clubs a special 5% discount off dealer net is available providing prior approval is obtained from our advertising department. Proof of sale must be submitted prior to the 5% credit being issued.

MAY 1ST, 1974.