



CONTINENTAL
ENGINES

TOTAL SOLUTION PROVIDER

Hatz Dealer Program





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ENGINES

TOTAL SOLUTION PROVIDER

February 2, 2024

As a valued dealer and partner your dealership can grow with our support!

Continental Engines is committed to selling the most reliable engines and parts available. Our success is measured by our customers' satisfaction. We work hard to make sure our Authorized Dealers are successful and supported as well. That's why our Continental Engines HATZ Dealer Program is loaded with the incentives you need to fuel your bottom line.

Our Continental Engines HATZ Dealer program enables you to:

- Display the HATZ Dealer sign provided
- Earn profit on parts sales and replacement engines through our discount program
- Receive reimbursement at posted shop labor rates for warranty repairs
- Utilize the HATZ Parts CD Catalog (EPO) provided
- Receive customer referrals based on area(s) of focus
- Register for classes at Continental Engines to keep your technicians trained on the latest HATZ technology

**Send in completed applications to
kmcewan@continentalengines.com or
60 Pelham Davis Circle, Greenville, SC 29615**

We look forward to helping you grow,

Katie McEwan

Katie McEwan
Dealer Coordinator



P: 864.242.5567 ext 1116 | F: 864.235.4704 |
800.922.5632 | kmcewan@continentalengines.com



Continental Engines *Bronze* Dealer Program

Continental Engines Bronze Dealer Program is designed for the dealer wishing to perform service and warranty work for Hatz Mechanical Air-Cooled engines **ONLY**. If you qualify for this program, you will be able to purchase Hatz engines, parts, and accessories at Bronze Dealer discounts; perform warranty service on Mechanical Air-Cooled engines; and utilize the Hatz On-Line Parts Catalog (EPO) System.



Continental Engines *Silver* Dealer Program

Continental Engines Silver Dealer Program is designed for the dealer wishing to perform service and warranty work on Hatz Mechanical and Electronic (E1) Air-Cooled engines **ONLY**. If you qualify for this program, you will be able to purchase Hatz engines, parts, and accessories at Silver Dealer discounts; perform warranty service on Mechanical and Electronic (E1) Air-Cooled engines; and utilize the Hatz On-Line Parts Catalog (EPO) System.



Continental Engines *Gold* Dealer Program

Continental Engines Gold Dealer Program is designed for the dealer who has the desire and capabilities to perform service and warranty work on the entire line of Hatz Mechanical and Electronic (E1) Air and Liquid-Cooled engines. If you qualify for this program, you will be able to purchase Hatz engines, parts, and accessories at Gold Dealer discounts; perform warranty service on all Hatz Mechanical and Electronic (E1) Air and Liquid-Cooled engines; and utilize the Hatz On-Line Parts Catalog (EPO) System. You will also be eligible for additional dealer benefits.

Continental Engines Hatz Dealer Program



REQUIREMENTS	BRONZE DEALER	SILVER DEALER	GOLD DEALER
Signed Dealer Agreement	✓	✓	✓
Purchase initial Dealer Start-Up Package	✓	✓	✓
Full Service Capabilities & Facilities	✓	✓	✓
Technician(s) must receive factory authorized training for specific Hatz engines prior to becoming a Silver or Gold Dealer		✓	✓
Technician(s) must receive factory authorized training course within one (1) year of signing Bronze Dealer Agreement	✓		
Attend Hatz training/service schools once every two (2) years		✓	✓
Attend Hatz training/service schools every three (3) years	✓		
Ability to file warranty claims via Hatz electronic E-warranty system	✓	✓	✓
Registration of Hatz On-line Parts Catalog (EPO) System	✓	✓	✓
Provide Continental Engines your posted labor rate annually	✓	✓	✓
Mobile service capability (Preferred)	✓	✓	✓
Display Hatz Dealer Signage	✓	✓	✓
Maintain adequate parts inventory	✓	✓	✓

BENEFITS	BRONZE DEALER	SILVER DEALER	GOLD DEALER
Hatz dealer sign	✓	✓	✓
Factory approved training	✓	✓	✓
Discount on replacement engines	10%	15%	20%
Discount on spare parts	15%	20%	25%
Warranty travel time reimbursement up to 360 miles round trip			✓
Warranty reimbursement of ½-hour for HDS diagnostic time		✓	✓
Upgrades on the HDS system		✓	✓
On-Line Parts Catalog (EPO) provided	✓	✓	✓
Air-cooled repair manuals	✓	✓	✓
Liquid-cooled repair manuals			✓
Full posted Shop Labor rate warranty reimbursement	✓	✓	✓
Priority placement listing on Hatz USA Website		✓	✓

February 2, 2024

CONTINENTAL ENGINES AUTHORIZED HATZ SERVICE DEALER PROGRAM POLICIES

CREATING DEALER SOLUTIONS

For dealers who want to meet the highest standards, Continental Engines has a service dealer program that will work for you. Participation in one of the following programs will establish a dealer relationship with Continental Engines. This will enable the dealer to purchase Hatz engines and parts at a discount, provide warranty coverage, effectively carry out repairs, and have access to educational/training benefits.

The following types of dealer programs offered by Continental Engines:

- Bronze Dealer
- Silver Dealer
- Gold Dealer

Each of the above dealer classifications will be authorized to provide service for certain Hatz engine lines. The following is an overview of requirements and benefits for each dealer classification.

CRITERIA FOR BRONZE DEALER

This program is designed for the dealer who wishes to perform service and warranty for Hatz Mechanical Air-Cooled engines, ONLY. The Bronze Dealer will be able to purchase Hatz engines, parts, and accessories at Bronze Dealer discount level. This dealership type requires a level of training and tooling specific to the engines serviced.

BRONZE DEALER REQUIREMENTS

- 1) Signed Authorized Hatz Bronze Dealer Service Agreement.
- 2) Must have sufficient service facilities and capabilities to service Hatz Mechanical Air-Cooled engines.
- 3) Service technicians must complete a factory authorized training course within one (1) year of becoming a Bronze Dealer.
- 4) Purchase order for initial Continental Engines Bronze Dealer start-up package. Form #85250018.
- 5) Attend Hatz training/service schools provided by Continental Engines or Hatz Diesel of America; minimum attendance once every three (3) years.
- 6) Ability to file warranty claims via Hatz electronic E-warranty system.
- 7) Registration of the Hatz Diesel on-line parts catalog (EPO) system.
- 8) Must provide Continental Engines with proof of posted labor rate annually. Form #AHSD-ASLR001.
- 9) Maintain an adequate inventory of Hatz Mechanical Air-Cooled engine parts.
- 10) Display Hatz Bronze Dealer Signage in the Dealership.
- 11) Special Tooling; please reference the Hatz special tool catalog, individual engine repair manual and Hatz recommended tool list.
- 12) Mobile Service Capabilities (Preferred).

BRONZE DEALER BENEFITS:

- 1) Hatz Bronze Dealer sign.
- 2) Discount of 10% off Hatz published list prices on replacement engines.
- 3) Discount of 15% off Hatz Diesel published list prices on spare parts and accessories.
- 4) Hatz on-line parts catalog (EPO) provided.
- 5) Hatz Air-Cooled repair manuals provided.
- 6) Full posted shop labor rate warranty reimbursement. (A completed form # AHSD-ASLR001 must be provided annually.)

CRITERIA FOR SILVER DEALER

This program is designed for the dealer who wishes to perform service and warranty on Hatz Mechanical and Electronic (E1) Air-Cooled engines ONLY. The Silver Dealer will be able to purchase Hatz engines, parts, and accessories at the Silver Dealer discount level. They will also be able to perform warranty service on all Hatz Air-Cooled engines. This dealership type requires a level of training and tooling specific to the engines serviced.

SILVER DEALER REQUIREMENTS

- 1) Signed Authorized Hatz Silver Dealer Service Agreement.
- 2) Must have sufficient service facilities and capabilities to service Hatz Mechanical and Electronic (E1) Air-Cooled engines.
- 3) Service technicians must complete a Hatz Factory Mechanical and Electronic (E1) Air-Cooled engine training course before becoming a Silver Dealer.
- 4) Purchase order for initial Continental Engines Silver Dealer start-up package. Form #85250224.
- 5) Attend and complete Hatz training/service schools provided by Continental Engines or Hatz Diesel of America; minimum attendance once every two (2) years.
- 6) Ability to file warranty claims via Hatz electronic E-warranty system.
- 7) Registration of the Hatz Diesel on-line parts catalog (EPO) system.
- 8) Must provide Continental Engines with proof of posted labor rate annually. Form #AHSD-ASLR001.
- 9) Maintain an adequate inventory of Hatz Mechanical and Electronic (E1) Air-Cooled engine parts.
- 10) Display Hatz Silver Dealer Signage in the Dealership.

SILVER DEALER BENEFITS

- 1) Hatz Silver Dealer sign.
- 2) Discount of 15% off Hatz published list prices on replacement engines.
- 3) Discount of 20% off Hatz published list prices on spare parts.
- 4) Hatz Parts CD Catalog (EPO) provided.
- 5) Hatz Air-Cooled repair manuals provided at no charge.
- 6) Full Posted Shop Labor rate warranty reimbursement. (A completed Hatz Service Dealer Shop Labor Rate form must be provided annually, Form # AHSD-ASLR001.)

CRITERIA FOR GOLD DEALER

This program is designed for the full service dealer who wishes to provide service for the entire line of Hatz Mechanical and Electronic Air and Liquid-Cooled engines. The Gold Dealer will be able to purchase Air and Liquid-Cooled engines, parts, and accessories at the Gold Dealer discount level. They will also be able to perform warranty service on all Hatz Air and Liquid-Cooled engines. This dealership level requires a high standard for training, tooling and adequate parts stocking requirements specific to the engines serviced.

GOLD DEALER REQUIREMENTS

- 1) Signed Authorized Hatz Service Dealer Agreement.
- 2) Purchase order submission for initial Gold Dealer start up package. Form # 85250219.
- 3) Must have sufficient service capabilities and facilities to service all Hatz Mechanical and Electronic Air and Liquid-Cooled engines.
- 4) Service technicians must complete a Hatz Factory Mechanical and Electronic Air and Liquid-Cooled training course before becoming a Hatz Gold Dealer.
- 5) Attend Hatz training/service schools provided by Continental Engines or Hatz Diesel of America, minimum attendance every two (2) years.
- 6) Ability to file warranty claims via Hatz electronic E-warranty system.
- 7) Registration of the Hatz on-line parts catalog (EPO) system.
- 8) Must provide Continental Engines with proof of posted labor rate annually. Form #AHSD-ASLR001.
- 9) Maintain an adequate inventory of Hatz Mechanical and Electronic Air and Liquid-Cooled engine parts.
- 10) Display Hatz Gold Dealer Signage in the Dealership.
- 11) Special Tooling; please reference the Hatz special tool catalog, individual engine repair manuals and Hatz recommended tool list.
- 12) Mobile Service Capabilities (Preferred).

GOLD DEALER BENEFITS

- 1) Hatz Gold Dealer sign.
- 2) Priority placement listing on Hatz Diesel of North America, Inc. website.
- 3) Discount of 20% off Hatz Diesel published list prices on replacement engines.
- 4) Discount of 25% off Hatz Diesel published list prices on spare parts and accessories.
- 5) Warranty travel time reimbursement up to 360 miles round trip.
 - a. Warranty travel-reimbursement; when deemed necessary, Hatz Diesel of North America Inc. will pay for up to 360 miles round trip and up to 6 hours travel time. Anything more than 360 miles will require pre-authorization. 1B, 1D and 2G40 engine models require pre-authorization for all travel reimbursement.
- 6) Warranty reimbursement of ½ hour (30 minutes) for (E1) HDS² diagnostic time.
- 7) Hatz on-line parts catalog (EPO) provided.
- 8) Hatz Mechanical and Electronic Air-Cooled and Liquid-Cooled repair manuals provided.
- 9) Full posted shop labor rate warranty reimbursement. (A completed Hatz Service Dealer Shop Labor Rate form must be provided annually, Form # AHSD-ASLR001.)

FULL-SERVICE VERSUS OEM-SPECIFIC DEALERS:

Although we encourage all our dealers to service all types of Hatz Diesel powered equipment regardless of the OEM, we recognize there are instances in which a dealer can, for whatever reason, only service a specific type or brand of equipment. Should these situations arise, we will consider this dealer as an OEM-Specific dealer. Please note: an OEM-Specific dealer must meet all the requirements based on the type of engine(s) installed in the equipment they will be servicing. Each Hatz Dealer's status, whether Full-Service or OEM-Specific, will be recorded in the Authorized Hatz Service Dealer Agreement.

CONTINENTAL ENGINES
AUTHORIZED HATZ DIESEL
BRONZE SERVICE DEALER INITIAL STARTUP PACKAGE

Continental Engines is pleased to offer a special Bronze Dealer start-up package. For qualifying Brpmze Dealers, this package is available for \$650 USD (package value of \$900 USD).

The Bronze Dealer package includes:

- 41 maintenance parts
- Mechanical Air-Cooled repair manuals, electronic Hatz parts catalog, and Service Dealer manual
- Bronze Dealer sign for customer recognition

BRONZE DEALER START-UP PACKAGE CONTENTS					
Qty.	Part Number	Description	Qty.	Part Number	Description
1	N/A	Bronze Dealer Sign	2	40065302	Oil Filter L/M
1	N/A	All Repair Manuals-USB	2	50302801	Oil Filter 2G40
1	N/A	Service Dealer Manual-USB	2	01480001	Oil Filter Element 1D
1	N/A	EPO Online Login Access	3	00952901	Air Filter L/M
2	50251501	Fuel Filter L/M	3	01493001	Air Filter Element
2	01919702	Fuel Filter 1B	3	04030101	Air Filter 1D41
2	01635210	Fuel Filter 1B	3	50484101	Air Filter 1B40/50
2	50478800	Fuel Filter	3	50426000	Air Filter 1B20/30
2	50317000	Pre Fuel Filter L/M	4	50203101	Poly-V belt 9J 920
2	01542705	Oil Suction Filter 1B	4	50141501	Poly-V belt 9J 910

The initial startup package (part number 85250018) will be supplied once a Bronze Service Dealer Agreement has been approved by Continental Engines. Please submit this form and purchase order along with your completed Authorized Hatz Service Dealer Agreement.

Bronze Dealer Name: _____

Purchase Order: _____

02/01/2024

Form # SDSUPPack001

CONTINENTAL ENGINES
AUTHORIZED HATZ DIESEL
SILVER SERVICE DEALER INITIAL STARTUP PACKAGE

Continental Engines is pleased to offer a special Silver Dealer start-up package. For qualifying Silver Dealers, this package is available for \$1,950 USD (package value of \$4,000 USD).

The Silver Dealer package includes:

- 38 maintenance parts
- HDS² diagnostic tool with 1st year subscription*, repair manuals, electronic Hatz parts catalog and Service Dealer Manual
- Silver Dealer sign for customer recognition

SILVER DEALER START-UP PACKAGE CONTENTS					
Qty.	Part Number	Description	Qty.	Part Number	Description
1	N/A	Silver Dealer Sign	2	04030101	Air Filter 1D41
1	N/A	All Repair Manuals-USB	2	01480001	Oil Filter Element 1D
1	N/A	Service Dealer Manual-USB	2	50478800	Fuel Filter
1	N/A	EPO Online Login Access	2	50302801	Oil Filter 2G40
1	65545310	HDS ² Diagnostic Tool with 1 st Year Subscription*	2	00952901	Air Filter L/M
2	50426000	Air Filter 1B20/30	2	40065302	Oil Filter L/M
2	50484101	Air Filter 1B40/50	2	50251501	Fuel Filter L/M
2	01542705	Oil Suction Filter 1B	2	50317000	Pre-Fuel Filter L/M
2	01919702	Fuel Filter 1B	2	50203101	Poly-V belt 9J 920
2	01635210	Fuel Filter 1B	2	50141501	Poly-V belt 9J 910
2	01493001	Air Filter Element			

*The dealer will be responsible for the HDS2 subscription renewal and payment after the first year.

The initial startup package (part number 85250224) will be supplied once a Silver Service Dealer Agreement has been approved by Continental Engines. Please submit this form and purchase order along with your completed Authorized Hatz Service Dealer Agreement.

Silver Dealer Name: _____

Purchase Order: _____

02/01/2024

Form # SDSUPPack001

CONTINENTAL ENGINES
AUTHORIZED HATZ DIESEL
GOLD SERVICE DEALER INITIAL STARTUP PACKAGE

Continental Engines is pleased to offer a special Gold Dealer start-up package. For qualifying Gold Dealers, this package is available for \$2,650 USD (package value of \$4,850 USD).

The Gold Dealer package includes:

- 46 maintenance parts
- HDS² diagnostic tool with 1st year subscription*, repair manuals, electronic Hatz parts catalog and Service Dealer Manual
- Gold Dealer sign for customer recognition

GOLD DEALER START-UP PACKAGE CONTENTS

Qty.	Part Number	Description	Qty.	Part Number	Description
1	N/A	Gold Dealer Sign	2	50302801	Oil Filter 2G40
1	N/A	All Repair Manuals-USB	2	00952901	Air Filter L/M
1	N/A	Service Dealer Manual-USB	2	40065302	Oil Filter L/M
1	N/A	EPO Online Login Access	2	50251501	Fuel Filter L/M
1	65545310	HDS ² Diagnostic Tool with 1 st Year Subscription*	2	50317000	Pre-Fuel Filter L/M
2	50426000	Air Filter 1B20/30	2	50203101	Poly-V belt 9J 920
2	50484101	Air Filter 1B40/50	2	50141501	Poly-V belt 9J 910
2	01542705	Oil Suction Filter 1B	2	50638200	Air Filter Main Element H50
2	01919702	Fuel Filter 1B	2	50638300	Air Filter Secondary Element H50
2	01635210	Fuel Filter 1B	2	50638801	Oil Filter H50
2	01493001	Air Filter Element	2	50640500	Oil Separator H50
2	04030101	Air Filter 1D41	2	50638101	Fuel Filter H50
2	01480001	Oil Filter Element 1D	2	50638000	Pre-Fuel Filter
2	50478800	Fuel Filter	2	50629401	Poly-V Belt H50

*The dealer will be responsible for the HDS2 subscription renewal and payment after the first year.

The initial startup package (part number 85250219) will be supplied once a Gold Service Dealer Agreement has been approved by Continental Engines. Please submit this form and purchase order along with your completed Authorized Hatz Service Dealer Agreement.

Gold Dealer Name: _____

Purchase Order: _____

02/01/2024

Form # SDSUPPack001

HATZ DIESEL OF NORTH AMERICA, INC.
AUTHORIZED HATZ SERVICE DEALER AGREEMENT

Choose One:

GOLD DEALER SILVER DEALER BRONZE DEALER

Choose One:

FULL-SERVICE DEALER
 OEM-SPECIFIC DEALER OEM Represented: _____

COMPANY INFORMATION

Company Name: _____

Address: _____

City:	State:	Zip Code:
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Phone:	Fax:
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Main E-mail:	Web site:
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E-mail to be listed on the HDNA website, if different than main e-mail: _____

COMPANY PROFILE INFORMATION

1. Years in Business. _____

2. List Manufacturer products currently represented. _____

3. Number of Service Technicians. _____

4. Willing to provide Field Service. Yes No

5. Have you been to a Hatz Diesel of North America Inc. Service School? Yes No

If Yes, What Service School and when. _____

(Attach documentation from certified trainer)

Main Person to Receive Hatz Mailings:

E-mail:

Sales Contact / Title:

E-mail:

Engineering Contact / Title:

E-mail:

Parts Contact / Title:

E-mail:

Service Contact / Title:

E-mail:

Warranty Administrator:

E-mail:

Please provide HDNA an annual company employee directory and notice of any personnel changes.

Shop Labor Rate:

Field Labor Rate*:

Mileage Charge per mile:

*Prior authorization is required for all travel reimbursement.

Other Charges:

Notes / Comments:

Please enclose **3 past service invoices** to verify the above rates. We will use these rates for calculating future warranty reimbursements.

E-warranty administrator will be required to complete the labor rate information via the Hatz electronic E-warranty system annually.

Hatz Diesel of North America, Inc. will provide the Hatz Engine Price List and the Hatz Spare Parts Price List via e-mail upon initial sign up as a Hatz Service Dealer. HDNA will continue to provide any new or updated price lists as they become available via e-mail.

AGREEMENT

This agreement is to register / establish noted named dealer as an "Authorized Hatz Service Dealer" for HATZ product line. It is understood that this agreement is not binding upon the named "Authorized Hatz Service Dealer", nor does it obligate "Hatz Diesel of North America, Inc." or "Continental Engines" in any way.

IN WITNESS HEREOF, the parties hereunder duly executed this agreement on the day and year first written below.

Dealer Name:

Print Name:	Print Title:
Signature:	Date Signed:

Continental Engines:

Print Name:	Print Title:
Signature:	Date Signed:

Hatz Diesel of North America, Inc.

Print Name:	Print Title:
Signature:	Date Signed:

Form # AHSD-A003

Legal Business Name			DBA		
BILLING ADDRESS			SHIPPING ADDRESS		
CITY	STATE	ZIP CODE	CITY	STATE	ZIP CODE
Date Established		Type of Business	Website	County	
Accounts Payable Contact		Phone Number	Fax Number	Email Address	
Purchasing Agent		Phone Number	Fax Number	Email Address	

TYPE OF COMPANY

- Corporation
 Limited Partnership
 General Partnership
 Sole Ownership
 Subsidiary of: _____
 Division of: _____

BANK REFERENCES – must have account numbers

Checking: Bank Name	Branch	Account Number			
Address		City		State	Zip Code

CREDIT CARD INFORMATION – information NECESSARY for a charge account to be open with Continental Engines (business/personal accepted)

Type of Card	Credit Card Number	Expiration Date
Name as it appears on Credit Card		Authorized Signature

TRADE REFERENCES – local if possible

Name	Phone
City/State	Fax
Name	Phone
City/State	Fax
Name	Phone
City/State	Fax

- DO YOU REQUIRE ADDITIONAL COPIES OF INVOICES? NO YES – HOW MANY? _____
 DO YOU REQUIRE PURCHASE ORDERS? NO YES
 TAX EXEMPTION? NO YES

*IF YES Please send a copy of Tax Exemption Certificate or Form ST-8A. If you are an out of state vendor, please send evidence of your state sales tax exemption. We are required to add sales tax to all your purchases unless we have your exemption certificate on file.

Has applicant or any of its owners, principals, partners, officers, or directors ever filed a petition in bankruptcy or assignment for the benefit of creditors? Yes No
If yes, give name of petitioner; when and where filed; and disposition.

Has a tax lien or civil suit been filed against applicant or any of its owners, principals, partners, officers, or directors within the past six years? Yes No
If yes, give name of plaintiff, date and place of suit; amount; and disposition.

AUTHORIZATION/TERMS OF ACCEPTANCE

Applicant authorizes Continental Engines to make whatever credit inquiries it deems necessary in connection with this credit application or during review or collection of any credit extended in reliance on this application. Applicant further authorizes and instructs any person or credit-reporting agency to compile and furnish Continental Engines any information it may possess or obtain in response to such credit inquiries.

Applicant represents and warrants that the information contained within this application is true and correct. Applicant agrees to submit his, her, or its most recent financial statement and a list of all creditors who hold liens or security interests in assets of the undersigned upon request.

Applicant agrees to pay all invoices for all labor, material, or equipment supplied to the Applicant or the Applicant's representative net 30 days unless otherwise expressly agreed in writing. Applicant agrees to pay, upon demand, a late charge of 1.5% per month (A.P.R. 18%) for all invoiced amounts that have not been paid within thirty (30) days from the invoice date.

Should Continental Engines refer any past-due balance to any attorney or collection agency for collection efforts, Applicant agrees to pay, upon demand, a collection fee equal to 33% of any sums due from Applicant together with any other fees, costs or expenses incurred to collect the past-due balance, including court costs.

This document and all disputes shall be governed by the laws of the State of South Carolina.

Applicant hereto knowingly and intentionally waives the right to a jury trial on any issue or dispute that may arise.

Applicant does hereby expressly and irrevocably waive any notice and/or hearing which may be required for prejudgment remedies under the statute of the State of South Carolina.

Applicant hereby agrees that in the event any dispute, difference, or disagreement shall arise between Continental Engines and Applicant, Continental Engines shall have the option, in their sole and absolute discretion, to require any and all such dispute, difference, or disagreement to be settled by arbitration in Greenville South Carolina in accordance with the commercial rules of the American Arbitration Association, and judgment upon the award rendered may be entered in any court having jurisdiction thereof. The parties shall share the mediator's fee and any filing fees equally. This Agreement shall be subject to and interpreted under the Federal Arbitration Act.

If credit is granted, Continental Engines may suspend or terminate credit to Applicant at any time, for any reason, or for no reason at all, without incurring any liability to Continental Engines.

Applicant agrees that each term and condition of this Authorization shall be a term and condition of every future sale to Applicant, regardless of whether these terms or conditions are stated on any invoice.

Should any provision of this Authorization be finally determined to be invalid, illegal or unenforceable, said provision shall be deemed amended to the least amount necessary to render the provision valid, legal and enforceable, without affecting any of the other terms and conditions.

The undersigned warrants that the above agreement has been carefully read and understood; in the case of a Corporation or Partnership, the undersigned represents that he or she has authority to enter into this credit agreement on behalf of said Corporation or Partnership.

Owner Signature: _____ Owner Signature: _____

Print Name: _____ Print Name: _____

IF INCORPORATED

Authorized Signature of Officer Opening Account: _____
(Title of Officer)

Print Name of Officer: _____

PERSONAL GUARANTEE OF PAYMENT

In consideration of the extension of credit to the above Applicant, the Guarantor(s) hereby warrants and unconditionally guarantees to Continental Engines the full and prompt payment when due of all indebtedness, obligations, and liabilities of customer to Continental Engines as expressed above, including late charges if applicable thereto, now existing or hereafter created or arising, even if such indebtedness is in excess of the applied for or established credit line, and including the agreed upon collection fees paid or incurred by Continental Engines in endeavoring to collect such indebtedness or part thereof or in enforcing this guaranty. The incorporation, merger, reorganization, or sale of the customer's business shall not operate as a termination of this Guaranty, and the Guaranty shall continue as to credit extended such other entity. Guarantor hereby agrees that in the event any dispute, difference, or disagreement shall arise upon or in respect of this Guarantee, and/or the meaning and construction hereof, Continental Engines, shall have the option, in their sole and absolute discretion, to require any and all such dispute, difference or disagreement to be settled by arbitration in Greenville /South Carolina in accordance with the commercial rules of the American Arbitration Association, and judgment upon the award rendered may be entered in any court having jurisdiction thereof. The parties shall share the mediator's fee and any filing fees equally. This Agreement shall be subject to and interpreted under the Federal Arbitration Act. This guarantee shall be enforceable before or after proceeding against the Applicant, or simultaneously with any action against the Applicant.

Witness: _____ Grantor Signature: _____

Print Name: _____

Witness: _____ Grantor Signature: _____

Print Name: _____

THE USE OF MY CORPORATE TITLE IS ONLY TO IDENTIFY MY POSITION IN THE COMPANY AND IN NO WAY NEGATES MY PERSONAL GUARANTEE.

The undersigned hereby consents to Continental Engines use of a non-business consumer credit report on the undersigned in order to further evaluate the credit worthiness of the undersigned as principal(s), proprietor(s), and/or guarantor(s) in connection with the extension of business credit as contemplated by this credit application. The undersigned hereby authorizes Continental Engines to use a consumer credit report on the undersigned from time to time for the extension or continuation of the business credit represented by the credit application. Continental Engines the services of Commercial Credit Outsourcing Services Inc. trading as Bucher Financial Group to obtain these reports. The undersigned, as an individual(s), hereby knowingly consents to the use of such credit report consistent with the Federal Fair Credit Reporting Act as contained in 15 U.S.C. @ 1681 et seq.

Name: _____ Signature: _____

Social Security #: _____ - _____ - _____

Name: _____ Signature: _____

Social Security #: _____ - _____ - _____



ENGINE & PARTS

SALES & SERVICE

Briggs and Stratton
Continental
CRX
Cummins
Daedong
Deutz
Fiat/Iveco

Ford Industrial
Generac
Hatz
HD Hyundai
Honda
Isuzu

JCB
Kawasaki
Kirloskar
Kohler
Kohler Diesel
Kubota
Lister-Peter

Multiquip
Mitsubishi
Onan
Perkins
Robin/Subaru
Scania

Vanguard
Volvo Penta
White/Hercules
Wisconsin
Yamaha
Yanmar
Zenith

GENERATORS & SWITCHGEAR

SALES & SERVICE

ASCO
Atlas Copco
Briggs and Stratton

Caterpillar
Cummins
Generac

Kohler Power Systems
Kohler Home Energy
Multiquip
Power Eaton

Power Technologies
Thompson Technologies
Yamaha

PUMPS & ACCESSORIES

SALES & SERVICE

AMT
Cattron

GormanRupp
Multiquip

SauerDanfoss
Yamaha

WELDER PARTS

SALES & SERVICE

Lincoln-Electric  Miller 

ACCESSORIES

ENGINEERING & DESIGN

SERVICE

Beam
Bendix Century
Cattron
Garretson
Fairbanks Morse

MBW Controls
Murphy
Pertonix
Prestolite
Wico
Zenith

Engine Application Design
Load Studies and Testing
Military Projects
Repower
Tier 4 Solutions
Turnkey Generator Installations
Vendor Managed Inventory
Warehousing Solutions

Engine Remanufacturing
Factory Trained and Certified Technicians
Generator Installations
Inside & Outside Service
Maintenance Contracts
Rental Generators
24/7 Emergency Service