

# GENERAL ELECTRIC

OUTDOOR  
POWER EQUIPMENT  
OPERATION

GENERAL ELECTRIC COMPANY, CORPORATIONS PARK, BUILDING 702,  
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COUNTY: NEW LONDON

August 14, 1974

Gentlemen:

In the few weeks since Don White last wrote to you, final negotiations between the General Electric Company and Wheel Horse Products, Inc. have proceeded smoothly. As a result, a final agreement for Wheel Horse acquisition of OPEO assets was signed in Detroit on August 9.

Effective October 1, 1974 your General Electric Elec-Trak tractor franchise is terminated and all GE equipment is due and must be paid in full immediately. Your GE representative will call on you to assist in settling your GE account.

As of the date of this letter, no GE Elec-Trak tractor orders can be filled from our warehouse in Scotia. During the period now through October, we will make every attempt to fill your requirements via field transfers. Contact your GE representative for help in this area.

Wheel Horse Products is interested in working with dealers experienced in Electric tractor sales and service and will be in contact with you in the near future.

To bring you up to date in other important areas, several of our experienced General Electric employees here in Schenectady and in the field have already joined the Wheel Horse organization. Others who have chosen to stay with the General Electric Company will be moving on to new assignments in the next few months. In several critical areas - such as product service - General Electric experts will work hand-in-hand with Wheel Horse personnel to insure a smooth transition and excellent service coverage during this crucial "change of command".





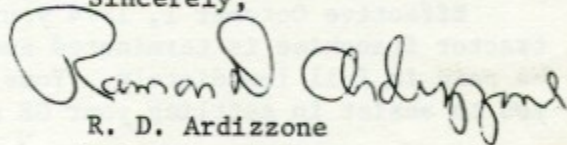
Along these lines, until further notice, you should continue to submit warranty claims to Scotia using the GE forms already in your hands. You should also continue to order renewal parts from your current GE parts distributor. We understand that Wheel Horse intends to establish parts inventories at various locations and notify all dealers when this occurs.

Advertising co-op claims for GE Elec-Trak tractors will continue to be handled from Scotia until October 1, 1974, under the terms of the existing 1974 co-op advertising/sales promotion program. On October 1, 1974 GE will exercise its option under paragraph B(1) of this plan to terminate the program. Accordingly, claims received after October 1 will not be honored.

As you know, our getaway trip to St. Maartens is scheduled for early October. If you have qualified for this trip, we'll be in touch with you shortly.

We've all enjoyed working with you as an Elec-Trak dealer and appreciate the job you have done for us. As more details develop, we'll be back in touch with you.

Sincerely,



R. D. Ardizzone  
Manager - Sales

RDA:dc