

Summary of provisions in the Mountfield and Westwood dealer agreements

Mountfield main dealer agreement

1. The Mountfield main dealer agreement requires the dealers to display a 'representative' range of Mountfield machines; to stock a 'fully representative' range of Mountfield parts; to be able to maintain the machines; and to ensure that all its staff are 'fully trained and conversant with Mountfield products'. The dealer is required to assemble and inspect the machines before selling them.

2. There are no restrictions on the retail price at which machines can be sold, the area in which they can be sold or the minimum number of machines that must be sold. There is a restriction on the maximum discount that can be given when selling machines to other outlets and the dealer may only sell machines to outlets which have been approved by Mountfield.

3. To become a Mountfield main dealer, a dealer is required to place a minimum winter stock order of 40 machines.

Westwood dealer agreement

4. The Westwood dealer agreement limits the discount that can be given to retail customers to 7.5 per cent. It also offers a small incentive if a registration form is returned to Westwood for each ride-on mower sold and, inter alia, the ride-on mower is sold within an area 'sufficiently close to your premises for you to be able to give a satisfactory service'; and is accompanied by a copy of the sales invoice showing clearly that no more than a 7.5 per cent discount has been given. There are no requirements for a minimum number of machines to be sold. Sub-dealers must be approved and the main dealer is responsible for ensuring that its sub-dealers do not sell machines at more than the permitted discount or outside a reasonable after-sales area.

5. To become a Westwood main dealer, a dealer is required to place a minimum winter stock order of five machines.