Sales Process for Aberhart Ag Solutions

1. Written PO created by Dealer. Information needed:

- Customer Name
- Company Name (if applicable)
- Address
- Contact information (email, and phone number)
- Quantity ordered (metric tonnes)
- Price sold at
- Total Price
- Down payment information
- Payment information (method, and payment dates)
- Legal Land Titles.
- Delivery Schedule (if known)

2. PO sent from Dealer to Aberhart Ag Solutions.

- Account Manager - Lloyd Streifel lloyd@aberhartagsolutions.ca
- Account Manager - Bob Delparte bob@aberhartagsolutions.ca

3. PO is created by Trista White.

5. Trista requests account manager's approval

- PO is sent to Account Manager to be verified and approved.

6. Trista emails Aberhart Ag PO as follows:

- cc to Dealer
- cc to Customer
- bcc to Account Manager
- bcc to Aberhart Ag Finance

7. Shipment and Delivery is confirmed by Graham

8. Once order is delivered Finance sends invoice

9. The terms will be 30 days with interest charged after 30 days

10. Invoice is emailed as follows:

- cc to customer
- cc to dealer
- bcc to account manager
- bcc to Operations (Graham)

11. Customer pays Aberhart Ag

12. Aberhart Ag pays the dealer commissions