

PAYMENTS
 AS LOW AS
\$18³⁰ / mo.
 PER \$1,000 FINANCED *

2011 Q3 Dealer Bulletin — Effective Program Dates 7/1/11 - 12/31/11

INSTALLMENT CREDIT PROGRAMS

Available on all new and unused Wright Mowers

0% for 12 Months

- 0% interest rate
- N/A
- First payment due 30 days from date of closing
- Buy down fee - 1.5%
- \$125 Customer doc fee
- Repayment - Approx. 8.33% of the original loan balance for 12 months
- \$1,500 minimum amount financed

***3.75% for 60 Months**

- 3.75% interest rate
- Interest begins immediately
- First payment due 30 days from date of closing
- Buy down fee - 2%
- \$125 Customer doc fee
- Repayment - Approx. 1.83% of the original loan balance for 60 months
- \$2,500 minimum amount financed

7.9% for 72 Months

- 7.9% interest rate
- Interest begins immediately
- First payment due 30 days from date of closing
- Buy down fee - 2%
- \$125 Customer doc fee
- Repayment - Approx. 1.75% of the original loan balance for 72 months
- \$15,000 minimum amount financed

6 Months – No Int./No Pay – 3.9% for 36 mo.

- 3.9% interest rate
- Interest begins 6 months from date of closing
- First payment due 7 months from date of closing
- Buy down fee - 2%
- \$125 Customer doc fee
- Repayment - Approx. 1.84% of the original loan balance for 36 months after promo period
- \$1,500 minimum amount financed

6 Months – No Int./No Pay – 12.95% for 60 mo.

- 12.95% interest rate
- Interest begins 6 months from date of closing
- First payment due 7 months from date of closing
- Buy down fee - 1%
- \$125 Customer doc fee
- Repayment - Approx. 2.27% of the original loan balance for 60 months after promo period
- \$2,500 minimum amount financed

March/April 2012 No-No - 3.9% for 36 Mo.

- 3.9% interest rate
- Interest begins March 1, 2012
- First payment due April 1, 2012
- Buy down fee - 2%
- \$125 Customer doc fee
- Repayment - Approx. 2.95% of the original loan balance for 36 months after promo period
- \$1,500 minimum amount financed

• APPLY ONLINE AT www.sheffieldfinancial.com • No dealer recourse or reserve • Same day funding available
 • Direct deposit available • All loans subject to credit approval • Other features available
 • Subject to change without notice • \$50,000 maximum amount financed • UCC filing fee may be charged
 Sheffield Financial is a division of BB&T Financial, FSB, a subsidiary of BB&T Corporation. Member FDIC.

Recipient is entitled to request sender not send future facsimile advertisements and failure to comply within 30 days is unlawful. By checking, recipient requests not to receive facsimile advertisements. This must be returned by facsimile to 1-877-303-4653.

Recipient Name: _____
 Fax # to remove: _____

FINANCING DETAILS



Installment Promo Name: "0% for 12 Months"

\$0 Down*		0% Interest Rate*		\$83.33 per \$1,000 Financed*
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*Example: On a purchase where the Amount Financed is \$7,500, your Down Payment is \$0 with 12 monthly payments of \$635.42 each. Interest Rate 0% [ANNUAL PERCENTAGE RATE 3.06%(E).]

Note: The above financing programs are offered by Sheffield Financial, a Division of BB&T Financial, FSB. Minimum Amount Financed \$1,500; Maximum Amount Financed \$50,000. Subject to credit approval. Approval, and any rates and terms provided, are based on credit worthiness. Other financing offers are available. See your local dealer for details. A promotion fee of \$125 will be added to the amount financed in the above example. Financing promotions void where prohibited. Offer effective on all new and unused Wright Lawnmowers purchased from a participating Wright dealer between 7/1/2011 and 12/31/2011. Offer subject to change without notice. ["E" means estimate.]

Installment Promo Name: "3.75% for 60 Months"

\$0 Down*		3.75% Interest Rate*		\$18.30 per \$1,000 Financed*
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*Example: On a purchase where the Amount Financed is \$7,500, your Down Payment is \$0 with 60 monthly payments of \$139.57 each. Interest Rate 3.75% [ANNUAL PERCENTAGE RATE 4.43%(E).]

Note: The above financing programs are offered by Sheffield Financial, a Division of BB&T Financial, FSB. Minimum Amount Financed \$2,500; Maximum Amount Financed \$50,000. Subject to credit approval. Approval, and any rates and terms provided, are based on credit worthiness. Other financing offers are available. See your local dealer for details. A promotion fee of \$125 will be added to the amount financed in the above example. Financing promotions void where prohibited. Offer effective on all new and unused Wright Lawnmowers purchased from a participating Wright dealer between 7/1/2011 and 12/31/2011. Offer subject to change without notice. ["E" means estimate.]

Installment Promo Name: "7.9% for 72 Months"

\$0 Down		7.9% Interest Rate*		\$18.48 per \$1,000 Financed*
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*Example: On a purchase where the Amount Financed is \$15,000, your Down Payment is \$0 with 72 monthly payments of \$264.45 each. Interest Rate 7.9% [ANNUAL PERCENTAGE RATE 8.20%(E).]

Note: The above financing programs are offered by Sheffield Financial, a Division of BB&T Financial, FSB. Minimum Amount Financed \$15,000; Maximum Amount Financed \$50,000. Subject to credit approval. Approval, and any rates and terms provided, are based on credit worthiness. Other financing offers are available. See your local dealer for details. A promotion fee of \$125 will be added to the amount financed in the above example. Financing promotions void where prohibited. Offer effective on all new and unused Wright Lawnmowers purchased from a participating Wright dealer between 7/1/2011 and 12/31/2011. Offer subject to change without notice. ["E" means estimate.]

Installment Promo Name: "6 Months No Interest / No Payments, thereafter 3.9% for 36 Months"

\$0 Down		0% Interest for 6 Months*		\$0 Payment*
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*Example: On a purchase where the Amount Financed is \$7,500, your Down Payment is \$0; no INTEREST CHARGE FOR 6 Months and no payments FOR 7 MONTHS. Thereafter, 36 consecutive monthly payments of \$224.79 each. Interest Rate 3.9% [ANNUAL PERCENTAGE RATE 3.76%(E).]

ANNUAL PERCENTAGE RATE subject to increase after promotional period

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Installment Promo Name: "6 Months No Interest / No Payments, thereafter 12.95% for 60 Months"

\$0 Down		0% Interest for 6 Months*		\$0 Payment*
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*Example: On a purchase where the Amount Financed is \$7,500, your Down Payment is \$0; no INTEREST CHARGE FOR 6 Months and no payments FOR 7 MONTHS. Thereafter, 60 consecutive monthly payments of \$173.27 each. Interest rate 12.95% [ANNUAL PERCENTAGE RATE 11.21%(E).]

ANNUAL PERCENTAGE RATE subject to increase after promotional period

Note: The above financing programs are offered by Sheffield Financial, a Division of BB&T Financial, FSB. Minimum Amount Financed \$2,500; Maximum Amount Financed \$50,000. Subject to credit approval. Approval, and any rates and terms provided, are based on credit worthiness. Other financing offers are available. See your local dealer for details. A promotion fee of \$125 will be added to the amount financed in the above example. Financing promotions void where prohibited. Offer effective on all new and unused Wright Lawnmowers purchased from a participating Wright dealer between 7/1/2011 and 12/31/2011. Offer subject to change without notice. ["E" means estimate.]

Installment Promo Name: "March / April No-No, thereafter 3.9% for 36 Months"

\$0 Down*		0% Interest until 3/1/2012*		\$0 Payment*
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*Example: On a purchase made 7/1/2011 where the Amount Financed is \$7,500, your Down Payment is \$0; no INTEREST CHARGE FOR UNTIL 3/1/2012 and no payments UNTIL 4/1/2012. Thereafter, 36 consecutive monthly payments of \$224.78 each. Interest Rate 3.9%. [ANNUAL PERCENTAGE RATE 3.47%(E).]

ANNUAL PERCENTAGE RATE subject to increase after promotional period.

Note: The above financing programs are offered by Sheffield Financial, a Division of BB&T Financial, FSB. Minimum Amount Financed \$1,500; Maximum Amount Financed \$50,000. Subject to credit approval. Approval, and any rates and terms provided, are based on credit worthiness. Other financing offers are available. See your local dealer for details. A promotion fee of \$125 will be added to the amount financed in the above example. Financing promotions void where prohibited. Offer effective on all new and unused Wright Lawnmowers purchased from a participating Wright dealer between 7/1/2011 and 12/31/2011. Offer subject to change without notice. ["E" means estimate.]

Please review with your legal counsel to ensure compliance with all applicable federal, state and local laws.

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Put power behind your sales with Sheffield Financial

Dealer Enrollment

1. Visit www.sheffieldfinancial.com
2. Click on "Dealer Section" and then click on "Start Now"
3. Complete the simple 3 step process

- Dealer Standards
- Direct Deposit Enrollment
- Online Dealer Registration

EFFECTIVE 1/1/2011 - Dealer Standards and Direct Deposit required for all dealers utilizing the financing services of Sheffield Financial, A Division of BB&T Financial, FSB. Failure to complete can result in possible suspension of service until returned.

Payment Calculations

Visit www.sheffieldfinancial.com/dealersection/calculator (online dealer registration required for access), or use the payment factors for installment loan programs on the first page.

Lien Holder Information

It is the responsibility of the selling dealer to perfect liens on products financed with Sheffield Financial that require titling in the customer's state of residence. Please refer to your local DMV office with questions regarding the process and procedure for lien perfection.

Lien Holder Information: **BB&T Financial, FSB – Sheffield Financial**



Use Payment Hangtags to increase your sales!

Contact the Sheffield Financial Inside Sales Department to receive a **FREE** supply of Payment Hangtags at **1-800-438-8892**.

Hours of operation:

Monday through Saturday ~ 8 a.m. - 10:30 p.m. ET

Sunday ~ 1 - 8 p.m. ET