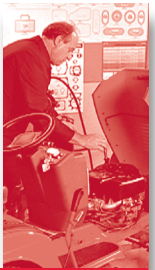




# SALES & SERVICE PROGRAMS FOR BRIGGS & STRATTON DEALERS



# DEALER PROGRAMS



## What Dealer Program Best Fits You? **It's Your Choice...**

Briggs & Stratton Corporation offers three dealer programs available through the Integrated Distributor Network (IDN) for dealers who qualify. Participation in any of these programs will establish a service relationship, which will enable you to purchase Briggs & Stratton original parts, engines and accessories for the IDN distributed Briggs & Stratton family of products and to be reimbursed for warranty services provided.

Whether you are a prospective or a current dealer, you are offered the choice of selecting the dealer program that best suits your business, personal and professional needs. Each of the dealer programs has specific requirements and benefits associated with it based on the level of commitment the dealer feels it can best exhibit and maintain. Each dealer program has a unique compensation and pricing structure based on several important criteria including timeliness, brand loyalty, and competency.

Briggs & Stratton currently organizes its product line into five product-related categories that include:

- AIR-COOLED ENGINES
- LIQUID-COOLED ENGINES
- PORTABLE GENERATORS
- PORTABLE PRESSURE WASHERS
- ALLIED PRODUCTS

As well, there are three specific customer-related groups identified as:

- CONSUMER
- COMMERCIAL POWER - TURF
- COMMERCIAL POWER - INDUSTRIAL

In order to provide the appropriate choices to our current and prospective dealers, any combination of categories and groups served should be considered before selecting the dealer program best suited for your needs.

It is important for the ultimate customer to be directed to the proper facility that can service the Briggs & Stratton powered or manufactured products based on which categories and groups the dealer is authorized for.

Examples of common categories and group combinations include:

- CONSUMER - AIR-COOLED ENGINES
- COMMERCIAL POWER - TURF AIR-COOLED ENGINES
- COMMERCIAL POWER - TURF LIQUID-COOLED ENGINES
- COMMERCIAL POWER - INDUSTRIAL AIR-COOLED ENGINES

The combinations are applicable to any or all of the three dealer programs.



# DEALER PROGRAM SUMMARIES

## **DIAMOND DEALER™**

The Diamond Dealer™ program is designed for the elite dealer who exhibits and maintains the highest standards in the industry. These standards are the cornerstone of this dealer designation. These include but are not limited to technical competency, timeliness, and serving all consumers of Briggs & Stratton powered or manufactured products. The requirements are great as are the benefits. The Diamond Dealer will perform warranty service and provide a broad range of services for all consumers and specific mass retailers.

## **AUTHORIZED DEALER**

The Authorized Dealer program is designed for those dealers who choose to meet a somewhat less stringent set of requirements while providing excellent service to a full range of customers needing warranty service and typical maintenance and repair services on a broad spectrum of Briggs & Stratton powered and manufactured products. The majority of our current dealers would fall into this program in order to continue to enjoy the benefits of the Briggs & Stratton Authorized Dealer relationship.

## **SPECIALIZED DEALER**

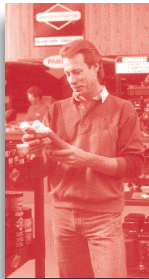
The Specialized Dealer program is designed to support the dealers who choose to “service what they sell” or limit their warranty services to specific products and product categories within their scope of influence. The requirements for this program are less rigid and the expectations of broad warranty service to all consumers is focused on covering specific Briggs & Stratton powered or manufactured products.

- Annual Status Review - Each dealer will be reviewed for status, a minimum of once per year.

# DEALER PROGRAM REQUIREMENTS AND BENEFITS



DIAMOND DEALER™	
REQUIREMENTS	BENEFITS
<input type="checkbox"/> Maintains a Master Service Technician on staff, participates in Update Seminar	<input type="checkbox"/> Diamond Dealer™ pricing matrix
<input type="checkbox"/> Maintains a current parts inventory of \$6,000 including 5 engines and meets distributor requirements for specific fast moving parts purchases	<input type="checkbox"/> Free unlimited access to The Power Channel
<input type="checkbox"/> Exhibits brand loyalty through actively promoting the use and sale of genuine parts for Briggs & Stratton engines and IDN distributed Briggs & Stratton manufactured products	<input type="checkbox"/> Briggs & Stratton – IDN consumer customer referrals
<input type="checkbox"/> Provides engine and product warranty service for all Briggs & Stratton powered products (within a category) irrespective of purchase channel, files claims electronically	<input type="checkbox"/> Full shop labor rate and MSRP on parts for warranty service
<input type="checkbox"/> Currently has an active service relationship with at least one local retailer	<input type="checkbox"/> Assigned zip/postal code(s)
<input type="checkbox"/> Offers simple on-site repairs, pick-up and delivery service for both retailers and consumers	<input type="checkbox"/> Top positioning on BRIGGSandSTRATTON.com and other selected dealer locators
<input type="checkbox"/> Minimum 16 square foot area or DIY display in showroom	<input type="checkbox"/> Website link and consumer email/service request functionality
<input type="checkbox"/> Prominent Briggs & Stratton signage displayed inside and outside of the facility	<input type="checkbox"/> Access to nuisance/goodwill reimbursement system
<input type="checkbox"/> Participates in Pre-Season Parts Program	<input type="checkbox"/> Co-op funds for advertising/Internet presence
<input type="checkbox"/> Clean, attractive and maintained showroom and service area	<input type="checkbox"/> Specialized premium access to technical support resources
<input type="checkbox"/> Attitude is critical, desires a closer relationship with IDN and Briggs & Stratton, embraces the notion of working together for the greater good	<input type="checkbox"/> No charge Diamond Dealer™ signage
<input type="checkbox"/> High-Speed Internet connection	<input type="checkbox"/> One complimentary advanced school seat per year
<input type="checkbox"/> Provides a consumer engine oil drop point for recycling	<input type="checkbox"/> Increased customer foot traffic with no acquisition costs
<input type="checkbox"/> Provides digital images for warranty consideration where engine or short block replacement is requested	<input type="checkbox"/> Access to annual stock adjustment program as prescribed in service bulletin 684 dated 03/00 up to 3% of annual parts purchases



## AUTHORIZED DEALER

REQUIREMENTS		BENEFITS	
<input type="checkbox"/>	4-day basic engine school graduate on staff, participates in Update Seminar	<input type="checkbox"/>	Authorized dealer pricing matrix
<input type="checkbox"/>	Maintains a current parts inventory of \$3,000 including 3 engines and meets distributor requirements for specific fast moving parts purchases	<input type="checkbox"/>	Presented on Briggs & Stratton dealer locator
<input type="checkbox"/>	Exhibits brand loyalty through actively promoting the use and sale of genuine parts for Briggs & Stratton engines and IDN distributed Briggs & Stratton manufactured products	<input type="checkbox"/>	Full shop labor rate and standard cost + 20% on parts for warranty service when filed electronically
<input type="checkbox"/>	Provides engine warranty service for all Briggs & Stratton powered products (within a category) irrespective of purchase channel, files claims electronically	<input type="checkbox"/>	Co-op funds for advertising
<input type="checkbox"/>	High-Speed Internet connection	<input type="checkbox"/>	Full information access to ThePowerPortal.com
<input type="checkbox"/>	Prominent signage displayed inside and outside of facility	<input type="checkbox"/>	Access to the annual Pre-Season Parts Program
<input type="checkbox"/>	Offers pick-up and delivery service for consumers	<input type="checkbox"/>	Access to annual stock adjustment program as prescribed in service bulletin 684 dated 03/00 up to 1.5% of annual parts purchases

## SPECIALIZED DEALER

REQUIREMENTS		BENEFITS	
<input type="checkbox"/>	4-day basic engine school graduate or EETC 4-cycle engine certification on staff, participates in Update Seminar	<input type="checkbox"/>	Specialized dealer pricing matrix
<input type="checkbox"/>	Maintains a current parts inventory of \$750 – no engine stocking requirement or fast moving parts purchase requirements	<input type="checkbox"/>	Standard cost + 20% on warranty parts
<input type="checkbox"/>	Provides engine warranty service for products it sells	<input type="checkbox"/>	Posted shop labor rate capped at \$39.00 USD

### Discount Code Matrix

All "warranty dealers" will receive the authorized discount until 3-31-10. Your source of supply will be reviewing with you your choice of Dealer classification for implementation on 4-1.

	0	1	2J	2K	3	4	5	6	7	9	F	G	H
Segment													
Specialized		0.63	0.75	0.70	0.80	0.80	0.90	0.80	0.90	0.80	0.80	1.00	0.80
Authorized		0.60	0.75	0.65	0.75	0.75	0.85	0.75	0.85	0.75	0.76	1.00	0.75
Diamond		0.55	0.73	0.65	0.75	0.75	0.85	0.75	0.85	0.75	0.76	1.00	0.75



# SERVICE DEALER APPLICATION



## Briggs & Stratton Dealer Application and Agreement

- New Dealer  
 Re-sign (Current ID) \_\_\_\_\_
- Change in:
- Name
  - Address
  - Ownership

Briggs & Stratton ID: \_\_\_\_\_

Distributor Acct #: \_\_\_\_\_

Sales Person ID: \_\_\_\_\_

Distributor ID: \_\_\_\_\_

**BUSINESS NAME:** \_\_\_\_\_

**D/B/A (Doing Business As):** \_\_\_\_\_

**OWNER'S NAME:** \_\_\_\_\_

### PHYSICAL ADDRESS:

\_\_\_\_\_  
City: \_\_\_\_\_

State/Province: \_\_\_\_\_ Zip/Postal Code: \_\_\_\_\_ County: \_\_\_\_\_

### MAILING ADDRESS (if different than Physical Address):

\_\_\_\_\_  
City: \_\_\_\_\_

State/Province: \_\_\_\_\_ Zip/Postal Code: \_\_\_\_\_ County: \_\_\_\_\_

### SHIPPING ADDRESS (if different than Physical Address):

\_\_\_\_\_  
City: \_\_\_\_\_

State/Province: \_\_\_\_\_ Zip/Postal Code: \_\_\_\_\_ County: \_\_\_\_\_

### DEALER LOCATOR ADDRESS (if different than Physical Address):

\_\_\_\_\_  
City: \_\_\_\_\_

State/Province: \_\_\_\_\_ Zip/Postal Code: \_\_\_\_\_ County: \_\_\_\_\_

**BUSINESS PHONE:** \_\_\_\_\_ **FAX:** \_\_\_\_\_

**CELL PHONE:** \_\_\_\_\_

**PUBLIC E-MAIL ADDRESS:** \_\_\_\_\_

**PRIVATE E-MAIL ADDRESS:** \_\_\_\_\_

**WEBSITE ADDRESS:** \_\_\_\_\_



**Warranty Information**

**Type of Business:**

- Sole Proprietorship
- Partnership
- Corporation
- Limited Liability Company (LLC)

**Shop Labor Rate:**

Consumer \_\_\_\_\_  
 Commercial Power - Turf \_\_\_\_\_  
 Commercial Power - Industrial \_\_\_\_\_

**Federal/Tax ID:** \_\_\_\_\_

- Social Security number (may be used for Sole Proprietorship)

**Dealer Segmentation Program Requirements**

A firm must fulfill the requirements related to its assigned category and segment combinations. These requirements are summarized on the following page and may be modified from time to time. The distributor and the Briggs & Stratton Corporation will periodically communicate more specific information concerning the requirements and benefits of each category and segment combination.

**Product Category Serviced** (Select at least 1):

- Consumer
- Commercial Power - Turf
- Commercial Power - Industrial

AUTHORIZED PRODUCT LINES	DEALER SEGMENTS (One segment choice per dealership)		
	Diamond Dealer™	Authorized Dealer	Specialized Dealer
Air-Cooled Engines			
Liquid-Cooled Engines			
Portable Generators			
Portable Pressure Washers			
Allied Products			

**Assigned Zip/Postal Code(s):**

\_\_\_\_\_  
 \_\_\_\_\_



<b>DIAMOND DEALER™</b>	
<b>REQUIREMENTS</b>	<b>BENEFITS</b>
Maintains a Master Service Technician on staff, participates in Update Seminar	Diamond Dealer™ pricing matrix
Maintains a current parts inventory of \$6,000 including 5 engines and meets distributor requirements for specific fast moving parts purchases	Free unlimited access to The Power Channel
Exhibits brand loyalty through actively promoting the use and sale of genuine parts for Briggs & Stratton engines and IDN distributed Briggs & Stratton manufactured products	Briggs & Stratton – IDN consumer customer referrals
Provides engine and product warranty service for all Briggs & Stratton powered products (within a product category) irrespective of purchase channel, files claims electronically	Full shop labor rate and MSRP on parts on warranty service
Currently has an active service relationship with at least one local retailer	Assigned zip/postal code(s)
Offers simple on-site repairs, pick-up and delivery service for both retailers and consumers	Top positioning on BRIGGSandSTRATTON.com and other selected dealer locators
Minimum 16 square foot area or DIY display in showroom	Website link and consumer email/service request functionality
Prominent Briggs & Stratton signage displayed inside and outside of the facility	Access to nuisance/goodwill reimbursement system
Participates in the Pre-Season Parts Program	Co-op funds for advertising/Internet presence
Clean, attractive and maintained storefront showroom and service area	Specialized premium access to technical support resources
Attitude is critical, desires a closer relationship with IDN and Briggs & Stratton, embraces the notion of working together for the greater good	No charge Diamond Dealer™ signage
High-Speed Internet connection	One complimentary advanced school seat per year
Provides a consumer engine oil drop point for recycling	Increase customer foot traffic with no acquisition cost
Provides digital images for warranty consideration where engine or shortblock replacement is requested	Access to annual stock adjustment program as prescribed in service bulletin 684 dated 03/00 up to 3% of annual parts purchases
<b>AUTHORIZED DEALER</b>	
<b>REQUIREMENTS</b>	<b>BENEFITS</b>
4-day basic engine school graduate on staff, participates in Update Seminar	Authorized dealer pricing matrix
Maintains a current parts inventory of \$3,000 including 3 engines and meets distributor requirements for specific fast moving parts purchases	Presented on Briggs & Stratton dealer locator
Exhibits brand loyalty through actively promoting the use and sale of genuine parts for Briggs & Stratton engines and IDN distributed Briggs & Stratton manufactured products	Full shop labor rate and standard cost + 20% on parts for warranty service when filed electronically
Provides warranty service for selected Briggs & Stratton powered products irrespective of purchase channel, files claims electronically	Co-op funds for advertising
High-Speed Internet connection	Full information access to ThePowerPortal.com
Prominent signage displayed inside and outside of facility	Access to the Pre-Season Parts Program
Offers pick-up and delivery service for consumers	Access to annual stock adjustment program as prescribed in service bulletin 684 dated 03/00 up to 1.5% of annual parts purchases
<b>SPECIALIZED DEALER</b>	
<b>REQUIREMENTS</b>	<b>BENEFITS</b>
4-day basic engine school graduate on staff, or EETC 4 cycle engine certification, participates in Update Seminar	Specialized dealer pricing matrix
Maintains a current parts inventory of \$750 – no engine stocking requirement or fast moving parts purchase requirements	Standard cost + 20% on warranty parts
Provides engine warranty service for products it sells	Posted shop labor rate capped at \$39.00 USD





# COMMITMENT

## Dealer Commitment

- 1. Provide an attractive, clean, customer-oriented place of business; operate in a fiscally sound, financially responsible manner; and maintain credit arrangements acceptable to the Distributor.
- 2. Purchase original Briggs & Stratton parts, engines, shortblocks and/or wholegoods and accessories on such commercial terms as Distributor may determine.
- 3. Provide personnel trained in accordance with Briggs & Stratton policies to sell and/or service all authorized products (within the chosen categories) in a timely manner.
- 4. If providing service, operate a shop equipped with Briggs & Stratton recommended tools and equipment necessary to repair all authorized products; make responsible use of Briggs & Stratton supplied service publications, technical data and promotional literature; and provide service technicians who have successfully completed on a timely basis the required training programs for those products serviced and who attend technical update seminars when offered.
- 5. Participate in promotional activities and programs regarding authorized products, engines and parts offered periodically through the Distributor.
- 6. Maintain an inventory of authorized products, replacement engines and service parts that is sufficient to assure a high level of customer satisfaction; use only new original authorized service parts for warranty repair and replacement, with payment to be made in accordance with Briggs & Stratton's warranty reimbursement policies as modified from time to time; and in response to requests for authorized products, engines and parts, sell only original authorized products, engines and parts.
- 7. Display Briggs & Stratton and other authorized trademark identification materials as required; take actions and execute documents that Briggs & Stratton considers necessary to protect its intellectual property (such as patents, trademarks, copyrights, domain names and any intellectual property the dealer develops in performing as an authorized dealer); and promptly inform the Distributor and Briggs & Stratton of any infringement that comes to its attention concerning such property.
- 8. Refrain from selling and servicing any engine, end product or part that infringes upon Briggs & Stratton's intellectual property rights.

This Application and Agreement, if approved by the Distributor named below, will be a contract by which the Distributor appoints the firm named above as a nonexclusive dealer to provide the services specified for its category for the products indicated above. We understand that (1) such appointment is not a contract between the firm and Briggs & Stratton Corporation or any entity except the Distributor, (2) the firm shall not be an agent of the Distributor or have any authority to act for the Distributor, and (3) no fee has been or will be paid by the firm in connection with this contract.

This Application and Agreement is the entire understanding between the firm and the Distributor with regard to the subject matter and supersedes all other contractual relationships between the parties, except that the firm remains obligated to pay monies incurred under previous relationships. The parties agree that neither shall commence or maintain any litigation against the other arising out of this Application and Agreement, except in a court located in the city and state where the Distributor has its principal place of business.

We have provided accurate and complete information concerning the firm and agree to fulfill the dealer obligations stated above. We understand that appointment as a nonexclusive dealer begins when this Application and Agreement is accepted by the Distributor and ends two years thereafter, but is renewable from year to year by mutual agreement of the parties. We also understand that either party may terminate the appointment with or without cause at any time, and the appointment will terminate automatically upon any change in the ownership of the firm or change in physical location.

**Printed Name:** \_\_\_\_\_

Signed by: \_\_\_\_\_ Date: \_\_\_\_\_

**Approved:**

Distributor Name: \_\_\_\_\_

Signed by: \_\_\_\_\_ Date: \_\_\_\_\_

Address: \_\_\_\_\_

City, State /Province, Zip/Postal Code: \_\_\_\_\_ Phone: \_\_\_\_\_

# SPECIAL CONSIDERATIONS



## **FACILITY**

The amount of space required for repair has several variables including: a) number of technicians and b) types of equipment to be worked on (i.e. push mowers, riding mowers, garden tractors or commercial mowing equipment). Storage space for equipment, both to be repaired and ready to be picked up, has to be factored in as well.

## **100% MOBILE-BASED DEALERS**

Special consideration will be made for those dealers whose business models include a mobile (only) presence. Each 100% mobile dealer segment choice will be made in accordance with the applicable requirements and resulting benefits.

## **LOCAL CODES AND ORDINANCES**

You may want to review local zoning ordinances and fire codes before you put in a shop. Some areas of consideration are: a) storage of flammable liquids, b) fire walls, c) fire extinguishers, d) ventilation, e) hazardous waste disposal, and f) noise ordinances.

## **EDUCATIONAL OPPORTUNITIES**

Briggs & Stratton offers training across its complete product line from consumer and commercial engines to generators and lawn & garden products. Our worldwide training support, through instructor-led classroom training and web-based programs, is geared to provide servicing dealers the opportunity to acquire and maintain the necessary standards of technical competence to successfully service Briggs & Stratton products. Both factory programs and product field training are ongoing throughout the year.

### **ANNUAL TECHNICAL UPDATE SEMINAR**

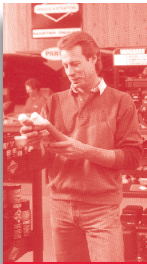
These seminars are conducted annually in most major cities by the Integrated Distributor Network. The program content, developed and written by factory experts, touches on updates covering new products, warranty and technical service information along with business practices. Typically, the seminars begin in the fall and extend into late winter. A nominal fee is charged in some instances. This program can also be viewed through purchasing a DVD as an alternative to attending the seminar. Additional information can be supplied by the IDN group (See Back Page).

### **FIELD TRAINING SCHOOLS**

All IDN members conduct training in their “in-house” facilities by a training specialist. The schools vary in length and tuition fees and focus on engine and product repair, troubleshooting, maintenance and other service related topics. Enrollment is limited. Additional information can be supplied by the IDN group (See Back Page).

### **OTHER TRAINING SCHOOLS INCLUDE:**

- Commercial Power Engines – diesel, gasoline, air-cooled and water-cooled
- Advanced Electrical and Fuel Delivery
- Pressure Washers
- Portable & Home Generator Systems
- Specialized Programs for Vocational Education Instructors



# DEALER INQUIRY FORM

## How to Become a Briggs & Stratton Dealer

### INQUIRY FORM

We are interested in becoming a Briggs & Stratton (please check one):

- Diamond Dealer™
  - Authorized Dealer
  - Specialized Dealer
- We need additional information. Please have a representative contact us directly.

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City, State/Province, Zip/Postal Code: \_\_\_\_\_

Telephone Number: \_\_\_\_\_

Brand names of engine powered equipment: \_\_\_\_\_

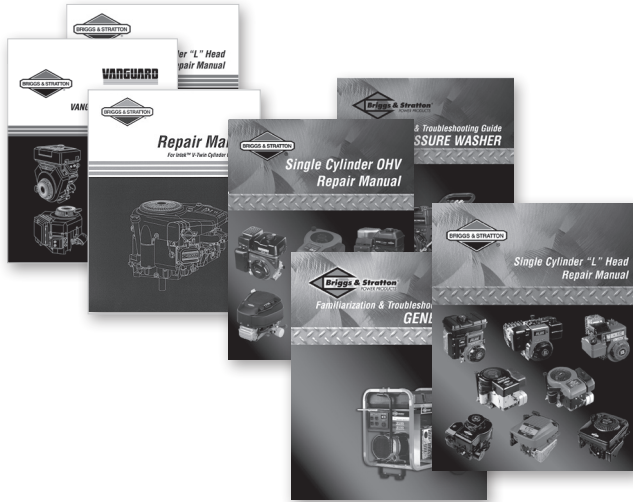
\_\_\_\_\_

Mail this form to the Briggs & Stratton Integrated Distributor Network distributor in your area,  
(See Back Page), or contact and ask to review opportunities and programs with a representative.

# DEALER REFERENCE MATERIALS



Here is a partial list of what we offer to support Briggs & Stratton dealers:

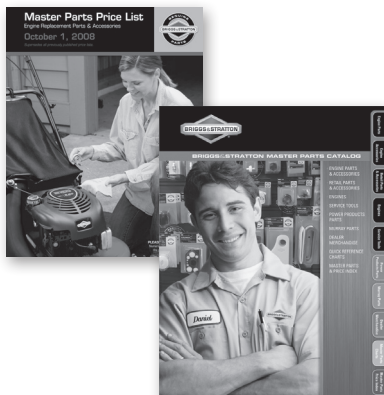


## Repair Manuals

- 86262GS - Portable Generators
- 270962 - Single Cylinder "L" Head
- 272147 - Single Cylinder OHV
- 83277GS - Pressure Washers

## Technical/Service Materials

- MS-5568 - Engine Sales Replacement Specifications
- MS-8746 - Service Tools Catalog
- CE8076 - Out of Production Engines Service Manual
- ThePowerPortal.com
- Power Channel



## Retail Parts & Accessories Catalogs

- MS-7299 - Master Price List
- MS-4185 - Master Parts Catalog
- Includes Accessories Catalog,  
Retail Parts & Accessories Catalog,  
and Service Tools Catalog



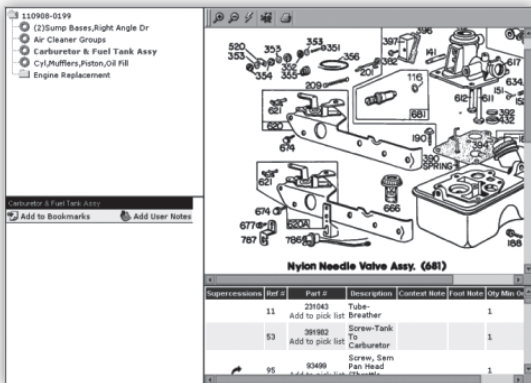
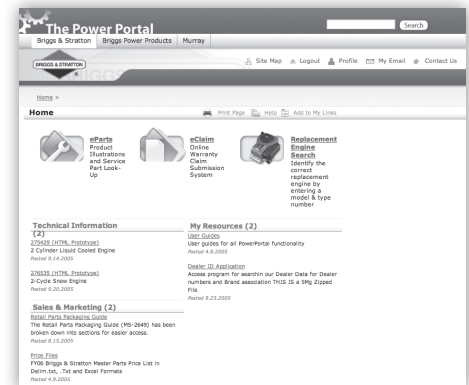
# ThePowerPortal.com

## Your "One Stop" Information Source

Briggs & Stratton has developed a powerful and flexible private web-based portal for its family of products, **ThePowerPortal.com**.

### POWER PORTAL FEATURES

- Secure, on-demand, 24x7 access to meaningful information and functions for all of our products.
- Role-based security that will dynamically generate an interface and content which is specific to the various roles of the user.
- Interact via the internet for a variety of business transactions.
- Here is a glimpse of the available features on the brands for which you provide sales and/or service for.



- Brand specific product registration & rebate submission
- Eclaim - electronic warranty claim filing for engines and end products
- E-parts - service parts and/or whole goods look-up and ordering
- Tech press search
- Re-powering and replacement engine look-up
- 1,000s of technical and service documents

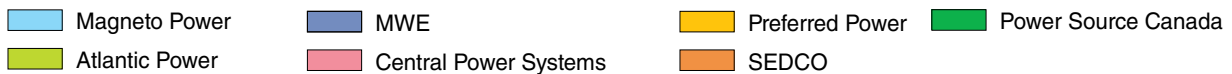
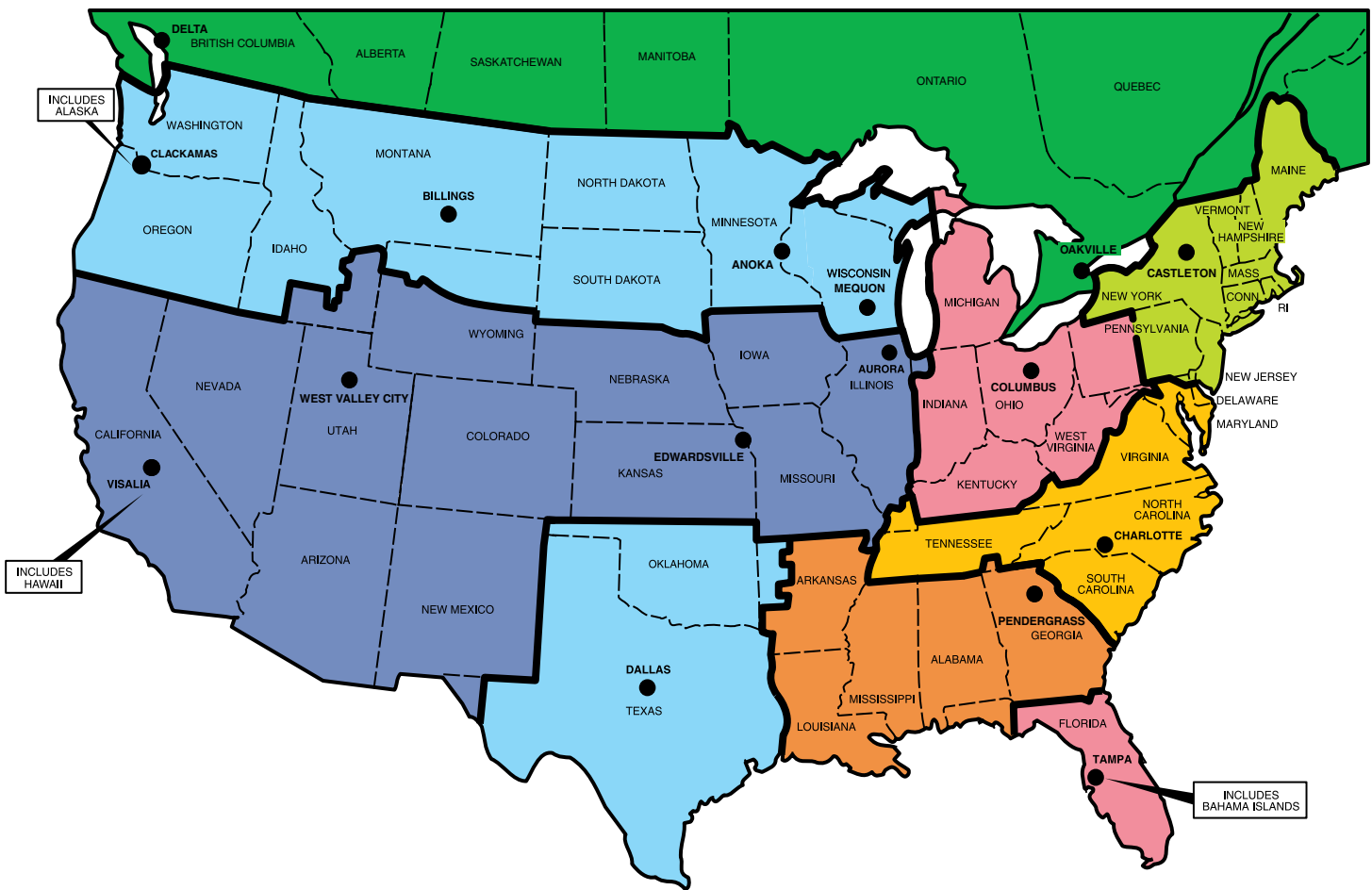
## Use Briggs & Stratton Genuine Parts

Briggs & Stratton engine warranty does not cover engine damage caused by non-original parts. Briggs & Stratton recommends the use of genuine Briggs & Stratton parts for warranty claims.



- **IDENTICAL GENUINE PARTS ARE USED IN MANUFACTURING BRIGGS & STRATTON ENGINES**
- **GENUINE PARTS ARE ENGINEERED AND TESTED FOR EXACT FIT AND PERFORMANCE**
- **1-YEAR LIMITED WARRANTY ON ORIGINAL PARTS**

# IDN Territories



9/09

Anoka (Minneapolis)	MN 55303	Magneto Power, LLC	911 Lund Blvd., Suite 300	<a href="http://www.magnetopower.com">www.magnetopower.com</a>	Craig Barczak	<a href="mailto:cbarczak@magnetopower.com">cbarczak@magnetopower.com</a>	800-597-3880
Aurora (Chicago)	IL 60504	MWE	700 Enterprise Road	<a href="http://www.mwe.net">www.mwe.net</a>	Al Balk	<a href="mailto:balk.al@mwe.net">balk.al@mwe.net</a>	800-683-8484
Billings	MT 59101	Magneto Power, LLC	905 Second Avenue North	<a href="http://www.magnetopower.com">www.magnetopower.com</a>	Ron West	<a href="mailto:rwest@magnetopower.com">rwest@magnetopower.com</a>	800-338-5168
Castleton	NY 12033	Atlantic Power, Inc.	20 Empire State Blvd.	<a href="http://www.atlanticpowerinc.com">www.atlanticpowerinc.com</a>	Darold Dunham	<a href="mailto:darold@atlanticpowerinc.com">darold@atlanticpowerinc.com</a>	518-479-7071
Charlotte	NC 28216	Preferred Power, Inc.	6509-A Northpark Drive.	<a href="http://www.preferredpower.com">www.preferredpower.com</a>	David Harold	<a href="mailto:davidh@preferredpower.com">davidh@preferredpower.com</a>	704-598-1010
Columbus	OH 43228	Central Power Systems	3700 Paragon Drive	<a href="http://www.centralpower.com">www.centralpower.com</a>	John DeNiro	<a href="mailto:johnd@centralpower.com">johnd@centralpower.com</a>	614-534-2208
Dallas	TX 75238	Magneto Power, LLC of Texas	11011 Regency Crest Drive, Suite 100	<a href="http://www.magnetopower.com">www.magnetopower.com</a>	Curt Lang	<a href="mailto:clang@magnetopower.com">clang@magnetopower.com</a>	800-849-0878
Delta (Vancouver)	BC V3M 6R9	Power Source Canada, LTD	300 - 1628 Derwent Way	<a href="http://www.powersourcecanada.ca">www.powersourcecanada.ca</a>	Danny Kelly	<a href="mailto:dkelly@powersourcecanada.ca">dkelly@powersourcecanada.ca</a>	800-663-9700
Edwardsville (KC)	KS 66111	MWE	9630 Woodend Road	<a href="http://www.mwe.net">www.mwe.net</a>	Al Balk	<a href="mailto:balk.al@mwe.net">balk.al@mwe.net</a>	800-683-8484
Mequon (Milwaukee)	WI 53092	Magneto Power, LLC	1000 W. Donges Bay Road, Suite 100	<a href="http://www.magnetopower.com">www.magnetopower.com</a>	Craig Barczak	<a href="mailto:cbarczak@magnetopower.com">cbarczak@magnetopower.com</a>	800-597-3880
Oakville (Toronto)	ON L6H 6X5	Power Source Canada, LTD	2815 Bristol Circle, Unit 1	<a href="http://www.powersourcecanada.ca">www.powersourcecanada.ca</a>	Neil Sheidow	<a href="mailto:briggsseast@powersourcecanada.ca">briggsseast@powersourcecanada.ca</a>	905-829-0006
Omaha	NE 68137	MWE	10854 John Galt Blvd.	<a href="http://www.mwe.net">www.mwe.net</a>	Al Balk	<a href="mailto:balk.al@mwe.net">balk.al@mwe.net</a>	800-683-8484
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POST OFFICE BOX 702  
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