



April 24, 2017



ARGO CONTROLS INCENTIVE

| Preseason Order Amount | \$2,500+ | \$5,000+ | \$10,000+ | \$20,000+ |
|--------------------------------|-----------------------|---|---|--|
| Ship Dates | Per Current Lead Time | 1 ST Half per Lead Time 2 nd Half by June 23 | 1 ST 1/3 per Lead Time 2 nd 1/3 by June 23 Last 1/3 July 21 | 1 ST 1/4 per Lead Time 2 nd 1/4 by June 23 3 rd 1/4 by July 21 Last 1/4 by August 18 |
| Payment Terms for Each Release | 2% 30 Net 45 | 2% 30 Net 45 | 2% 30 Net 45 | 2% 30 Net 45 |
| Free Goods | (3) AR822II | (6) AR822II | (14) AR822II | (30) AR822II |

**FAX ALL ORDERS TO 1-315-724-9319 or email to ecrorderentry@ecrinternational.com
REFERENCE UP17 ON ALL PRESEASON PURCHASE ORDERS**

Purchase Order Requirements:

1. Distributor must place all orders at the same time to qualify for any incentive level. Free goods must be specified and shipped on the last release and within the time schedule above or be forfeited.
2. Free Equipment cannot be counted towards achieving a preseason order amount level.
3. Freight: F.O.B. Utica, NY – Cost of Ground Freight Included.

Argo products added to heating equipment incentive will not receive the terms specified above as a stand-alone program.

Preseason Terms:

1. The Preseason Program is valid for orders received by ECR no earlier than **May 1, 2017, and no later than May 26, 2017.**
2. Scheduled ship dates will be strictly enforced and any changes could result in the cancellation of the scheduled release.
3. Freight is prepaid on all qualified orders to a single destination (in lieu of any freight allowance). ECR will coordinate product shipment points as needed to support manufacturing schedules.
4. Credit rating must be in good standing. All orders are subject to credit approval.
5. Cash discount dates will be strictly enforced.