



February 28, 2018

To our valued distributors,

ECR International is pleased to offer our 2018 Preseason Program which allows our Argo distributors to leverage your buying power. The Preseason Program is valid for orders placed with ECR no earlier than March 2nd and no later than March 30th, 2018.

For participating distributors, other approved ECR products may be ordered under this program and enjoy the favorable shipping and payment terms. Our 2018 Preseason Program allows you to properly schedule your releases. Just as importantly, due to the current inflationary times, you will be able to beat our expected price increase to be announced in the coming months.

We are excited to continue to broaden our product offering and are looking forward to mutual success in 2018. Thank you for your business and participation in the 2018 Preseason Program.

Very best regards,

A handwritten signature in black ink that reads "D. Walsh". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

David Walsh
Director of Sales
ECR International



Manufactured by:
ECR International Inc.
2201 Dwyer Avenue, Utica, NY 13501
Tel. 800 253 7900
www.ecrinternational.com

Distributors buying on the Preseason Program can earn free equipment and/or extended billing terms based upon the total volume of purchases.



ARGO CONTROLS INCENTIVE

Preseason Order Amount	\$2,500+	\$5,000+	\$10,000+	\$20,000+
Ship Dates	Per Current Lead Time	1 st 1/2 per Lead Time 2 nd 1/2 by May 18	1 st 1/3 per Lead Time 2 nd 1/3 by May 18 Last 1/3 June 22	1 st 1/4 per Lead Time 2 nd 1/4 by May 18 3 rd 1/4 by June 22 Last 1/4 by July 20
Payment Terms for Each Release	2% 90, Net 91	2% 90, Net 91	2% 90, Net 91	2% 90, Net 91
Free Goods	(3) AR822II or (2) AR861-3II	(6) AR822II or (3) AR861-3II	(14) AR822II or (7) AR861-3II	(30) AR822II or (15) AR861-3II

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.

Preseason Terms:

1. The Preseason Program is valid for orders received by ECR no earlier than **March 2nd and no later than March 30th, 2018.**
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.

**Please send PO to ecrorderentry@ecrinternational.com or fax 315-724-9319
REFERENCE UP18 ON ALL PRESEASON PURCHASE ORDERS**



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