



February 27, 2018

To our valued distributors,

ECR International is pleased to offer our 2018 Preseason Program which allows our distributors to purchase multiple product brands and 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, appearing to read "D. Walsh", with a long horizontal flourish extending to the right.

David Walsh  
Director of Sales  
ECR International

Distributors buying on the Preseason Program can earn free equipment and/or extended billing terms based upon the total volume of purchases. The preseason program is split into two (2) sections; Combined Brand and Equipment orders for boilers, tanks, furnaces and Air Conditioning products and a separate program for ARGO Controls only orders.

**1. COMBINED EQUIPMENT INCENTIVE:**



Combined Order Amount	Shipped By	Free Goods in Equipment Earned	Early Order Bonus ½% Additional Free Goods Submit Order by Close of Business	Shipping & Payment Terms
\$40,000 - \$49,999	Per Current Lead Time	\$400	Thursday March 15, 2018	FFA 2% 90, Net 91
\$50,000 - \$99,999	Per Current Lead Time	2%	Thursday March 15, 2018	FFA 2% 90, Net 91
\$100,000 - \$149,999	1 <sup>st</sup> 1/2 per Lead Time 2 <sup>nd</sup> 1/2 by May 18	3%	Thursday March 15, 2018	FFA 2% 90, Net 91 (on each invoice)
\$150,000 - \$249,999	1 <sup>st</sup> 1/3 per Lead Time 2 <sup>nd</sup> 1/3 by May 18 Last 1/3 by June 22	3.75%	Thursday March 15, 2018	FFA 2% 90, Net 91 (on each invoice)
\$250,000+	1/5 per Lead Time 1/5 by May 18 1/5 by June 22 1/5 by July 20 Last by August 24	4.5%	Thursday March 15, 2018	FFA 2% 90, Net 91 (on each invoice)

**\*Bonus Free Goods percentage will be applied to all qualifying products on purchase order**

**Purchase Order Requirements:**

1. The Preseason Program is valid for orders placed with ECR no earlier than **March 2nd and no later than March 30th, 2018**.
2. All Scheduled ship dates will be strictly enforced and any changes could result in the cancellation of the free goods incentive. If warehouse space restrictions exist, speak to your ECR Regional Sales Manager about Bill & Hold options.
3. Early Order Bonus – to earn the extra 1/2 % in free goods each order, no matter of release date, must be received by close of business **Thursday March 15, 2018** No Exceptions Will Be Allowed.
4. Special Quotes or other programs do not qualify for the Preseason Program.
5. Equipment for multiple releases must be on separate purchase orders and include the shipment dates within the time allotment for each order per the schedule above when placing the order.
6. Free Equipment cannot be counted towards achieving a preseason order amount level.
7. 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.
8. Distributor shall specify models of Free Goods, up to the value specified for each incentive level. If the Free Good requested exceeds the Free Goods Allowance earned the difference will be charged to the distributor. Free goods will only be shipped with the last purchase order release.

**Please send PO to [ecrorderentry@ecrinternational.com](mailto:ecrorderentry@ecrinternational.com) or fax 315-724-9319  
REFERENCE UP18 ON ALL PRESEASON PURCHASE ORDERS**

## Combined Equipment 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. 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.
3. Credit rating must be in good standing. All orders are subject to credit approval.
4. Discount dates will be strictly enforced.

*Note: All brands are not available in all markets. Please contact your ECR Regional Sales Manager regarding the availability of brands other than those you are currently purchasing from ECR.*



## 2. ARGO CONTROLS INCENTIVE

Preseason Order Amount	\$2,500+	\$5,000+	\$10,000+	\$20,000+
Ship Dates	Per Current Lead Time	1 <sup>st</sup> 1/2 per Lead Time 2 <sup>nd</sup> 1/2 by May 18	1 <sup>st</sup> 1/3 per Lead Time 2 <sup>nd</sup> 1/3 by May 18 Last 1/3 June 22	1 <sup>st</sup> 1/4 per Lead Time 2 <sup>nd</sup> 1/4 by May 18 3 <sup>rd</sup> 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.

*Argo Brand purchases can be counted towards the combined equipment incentive levels (part 1) and will follow the terms of Part 1, (i.e. free product and terms). Argo products added to combined 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 **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.

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