


**ARGO CONTROLS INCENTIVE**

Preseason Order Amount	\$2,500+	\$5,000+	\$10,000+	\$20,000+
Ship Dates	Per Current Lead Time	Per Current Lead Time	Per Current Lead Time	1 <sup>st</sup> Half per Lead Time 2 <sup>nd</sup> Half by May 15, 2020
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 heating equipment incentive levels (part 1) but will follow the terms of Part 1, (i.e. free product and terms). 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 **February 24<sup>th</sup>** and no later than **March 27<sup>th</sup>, 2020**.
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 reference UP20 on your purchase orders and send to [ecrorderentry@ecrinternational.com](mailto:ecrorderentry@ecrinternational.com)**