

Distributors buying on the Preseason Program can earn free equipment, pricing discounts 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 BRAND AND EQUIPMENT INCENTIVE:

Purchase Level	Combined Order Amount	Shipped By	Free Goods* in Equipment Earned	EARLY ORDER BONUS Extra 0.5% FREE goods on orders placed by End of Business on:	ORDER TODAY! Payment Terms
1	\$40,000 - \$49,999	Per Current Lead Time	1%	March 11, 2020	2% 90 Net 91
2	\$50,000 - \$99,999	Per Current Lead Time	2%	March 11, 2020	2% 90 Net 91
3	\$100,000 - \$149,999	1 st Half per Lead Time 2 nd Half by May 15	3%	March 11, 2020	2% 90 Net 91 (on each invoice)
4	\$150,000 - \$249,999	1 st 1/3 per Lead Time 2 nd 1/3 by May 15 Last 1/3 by June 19	3.75%	March 11, 2020	2% 90 Net 91 (on each invoice)
5	\$250,000+	1/5 per Lead Time 1/5 by May 15 1/5 by June 19 1/5 by July 17 Last by August 14	4.5%	March 11, 2020	2% 90 Net 91 (on each invoice)

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

Purchase Order Requirements:

- The Preseason Program is valid for orders placed with ECR no earlier than **February 24th** and no later than **March 27th, 2020**.
- All Scheduled ship dates will be strictly enforced and any changes could result in the cancelation of the free goods incentive. If warehouse space restrictions exist, speak to your ECR Regional Sales Manager about Bill & Hold options.
- Special Quotes or other programs do not qualify for the Preseason Program.
- 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.
- Free Equipment cannot be counted towards achieving a preseason order amount level.
- 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.
- 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.

Combined Heating Equipment Preseason Terms

- The Preseason Program is valid for orders received by ECR no earlier than **February 24th** and no later than **March 27th, 2020**.
- 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.
- Credit rating must be in good standing. All orders are subject to credit approval.
- 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.

Please reference **UP20** on your purchase orders and send to ecrorderentry@ecrinternational.com


2.) 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 st Half per Lead Time 2 nd 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 24th** and no later than **March 27th, 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