



## **2023 Trade Partner Early Buy Program**

**(for Fall '23 and Spring '24)**

### *2 Program Options*

1. *Order placed from July 1<sup>st</sup> to September 15<sup>th</sup>, 2023 for delivery in the fall of 2023*
  - Extra 5% discount off the current Tier Level
  - Free Freight on orders over \$10,000
  - Receive product by November 15<sup>th</sup> 2023, or earlier.
  - Terms – 1/3 due December 15<sup>th</sup>, 1/3 due January 15<sup>th</sup>, 1/3 due February 15<sup>th</sup>  
(If the product is shipped in August/September – terms still apply)
  
2. *Order placed from July 1<sup>st</sup> to December 15<sup>th</sup>, 2023, for delivery by April 15<sup>th</sup>, 2024*
  - Extra 3% discount
  - Product shipped by April 15<sup>th</sup>, 2024 (must ship after January 1<sup>st</sup> 2024)
  - Terms – 1/3 due April 1<sup>st</sup>, 1/3 due May 1<sup>st</sup>, 1/3 due June 1<sup>st</sup>
  - Max of 1 order placed for shipping in fall '23 and 1 order shipping in spring '24
  - Order placed at 2023 pricing
  - Order placed cannot be cancelled after 30 days. Orders can be modified up to 25%
  - Ex: Reduce from 12 Brooks 1224s to 9 Brooks 1224s.



## 2023/2024 Trade Partner Discount Program

<i>Tier</i>	<i>Previous or Current Year Purchases</i>	<i>Discount Level</i>	<i>Standard Terms Due</i>	<i>Freight on Orders</i>	<i>Premier Dealer Status</i>	<i>CO-OP</i>
1	\$70,000	50%/10% Discount (.45)	1% 10 Net 30	11% Flat Rate Or Prepaid over \$15K order	Platinum	3%
2	\$50,000	50%/5% Discount (.475)	1% 10 Net 30	12% Flat Rate Or Prepaid over \$15K order	Gold	2.5%
3	\$25,000	50% Discount (.5)	1% 10 Net 30	14% Flat Rate Or Prepaid over \$15K order	Silver	2%
4	\$15,000	45% Discount (.55)	1% 10 Net 30	15% Flat Rate Or Prepaid over \$15K order	N/A	2%
5	<\$15,000	40% Discount (.6)	1% 10 Net 30	FOB Lakeville	N/A	2%

- 2024 Tier Level based on cumulative purchases from 2023 or Early Buy order placed.
  - Once YTD sales total reach \$15,000, \$25,000, 50,000 or \$70,000, the trade partner remains at that discount for remainder of year and following year.
  - Ex: \$25,000 worth of purchase during season qualifies to be locked-in at 50% discount for all reorders for remaining year and next year.
  - Ex2: When \$50,000 of purchases is met, discount level will move up to 50/5 for remainder of the year and will be guaranteed for all purchases next year.
- Dropship discounts for dropship orders to consumers remain at 40% off regardless of order size.
- If yearly purchase requirements are not met, discount level will be adjusted to previous Tier.
- Orders cannot be pushed back more than 2 weeks from the original ship date.
- Orders cannot be cancelled after 30 days of being placed (signed/email acknowledgements)
- Additional requirements need to be met to achieve Premier Dealer Status.
- \$15,000 min purchases required to be listed on Dealer Locator.

### Displays

- Display Credits:
  - Additional 50% on any RTF products (fireplaces, fire pits).
  - Additional 25% burn display credit available when displaying 3+ finished fire tables/firepits.
- Display credits are not available if fewer than 3 fire pits are on display. Displays must stay in place for a minimum of 180 days and be able to be burned if requested. Display credits are applied once photos are submitted.



#### *Freight*

- Freight rates are a flat rate billed as a percentage of overall order total.
- Freight will be billed actual if less than the set freight percentage.
- Dropship orders are billed at full freight amount.
- Custom orders are excluded from the freight program. Freight will be billed FOB Lakeville, MN
- OGC will ship orders complete. If the customer wants the order earlier, they will be responsible for the freight.