



DEALER DISCOUNT SCHEDULE AND SALES PROGRAM
Effective March 1, 2024

DISCOUNT LEVELS: (All orders F.O.B. Factory)

- Order 10 log sets or less.....Less 40% + 5% (.57)
- Orders of 11 to 25 log sets..... Less 50% (.50)
- Orders of 26 to 50 log sets.....Less 50% + 10% (.45)
- Orders for over 51 log sets..... Less 50% + 10% +10% (.405)

Discount level is determined by any single order shipped at one time. Once Maximum Discount is established, it will apply to all orders shipped through February 28, 2025.

FREIGHT POLICY:

Orders received before June 30, 2024, and released for shipment before September 30, 2024 at one time to one location, will get the following freight discount upon reaching the qualifying amount:

- a) 40% freight discount on shipments of 100 Real Fyre gas log sets or more*, with Dealer paying 60% of the freight.

We attempt to ship all orders complete. When this is not possible, back orders will be shipped F.O.B. factory, ASAP, unless otherwise requested.

*Not including Fyreside gas log sets

CO-OP ADVERTISING AND PROMOTIONAL ALLOWANCE:

This program is extended to Dealers to build Peterson Real Fyre brand awareness among consumers. The following additional allowances will apply in the form of a Merchandise Credit. Proof of advertising and promotion in keeping with company policies is required. Requests for credit may be submitted anytime prior to March 31, 2024. To qualify for advertising funds, your account must be current. Merchandise Credits not used within 6 months of issue date will be cancelled. Please see the 2024 Dealer Co-op Advertising and Promotion Policy.

Co-op fund is established at 2% of total purchases of previous year

- 50/50 split on ads that are solely dedicated to Peterson products or the Peterson products portion of the ad when **non-competing** products are advertised along with Peterson products
- 25/75 split with Peterson paying 25% of the Peterson products portion of the ad cost through this fund, and the dealer paying 75% on ads when competing products are advertised along with Peterson products.

DEFERRED BILLING TERMS:

Orders received at the factory before June 30, 2024, will be granted deferred billing. To receive deferred billing, your order must be a minimum of \$20,000 net. You must be willing to receive goods prior to September 30, 2024.

Deferred Discount Policy is:

- a.) 1 % anticipation discount if payment is received by July 15, 2024
- b.) ½% anticipation discount if payment is received by September 15, 2024
- c.) Net November 15, 2024

Note: Anticipation Discount is available only to dealers whose account is current at the time of payment.

Gas log orders of \$20,000 net or more placed from July 1, 2024 to February 28, 2025 will receive Net 60 day terms.

REGULAR TERMS: Net 30 days.

A service charge of 1½ % per month will be charged on all past due invoices. (See Section IX, Credit Policy Disclosure of Company Statement of Policy.)