



GOLD DISTRIBUTOR DISCOUNT SCHEDULE AND SALES PROGRAM

Effective: March 1, 2026

DISCOUNT SCHEDULE ON REAL-FYRE FOR GOLD DISTRIBUTOR ONLY:

From March 1, 2026 until further notice, all products described on the Real Fyre Gas Log Price Lists, No. L-A3-02126 and L-A3-02226 will be sold at list less 61.6% (.384); Gold Distributors must qualify for the above discount with an initial order of \$85,000 of Real Fyre products*, and maintain annual purchases of \$250,000. The established discount level will apply to all orders shipped through February 28, 2026.

Copies of the 2026 Price Lists are available for Gold Distributors to imprint with Distributor name at no charge if ordered by April 30, 2026. Advise quantity needed and furnish copy for imprint, including name, address, phone, terms, etc. Distributors may order blank price lists.

FREIGHT POLICY

Early Buy orders received before **July 15, 2026**, and released for shipment before **September 30, 2026** at one time to one location, will get the following freight discount upon reaching the qualifying amount:

- a) **Freight Free** on \$55,000 or more shipments of Real Fyre products.

Orders received after July 15, 2026, and shipped at one time to one location, will get the following freight discounts upon reaching the qualifying amount:

- a) **Freight Free**: On shipments of \$225,000 net or more of any combination of Peterson products * (including Real-Fyre, Fire Magic, American Outdoor Grills and/or American Fyre Design products)
- b) **60% freight discount** on shipments of \$175,000 net or more of any combination of Peterson products *, with Gold Distributor paying 40% of the freight;
- c) **50% freight discount** on shipments of \$125,000 net or more of any combination of Peterson products*, with Gold Distributor paying 50% of the freight;
- d) Orders not meeting above requirements will be shipped by most economical land route at selling outlet's expense, F.O.B. shipping point.

We attempt to ship all orders complete. When this is not possible, back orders will be shipped F.O.B. shipping point, as soon as possible, **unless otherwise requested.**

*Not including Fyreside gas log sets

CO-OP ADVERTISING AND PROMOTIONAL ALLOWANCE:

This program is extended to Gold Distributors 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 at any time prior to March 31, 2027. To qualify for advertising funds, your account must be current. Merchandise Credits not used within 6 months of date of issue will be cancelled. **Gold Distributor advertising allowance is available only for qualified dealer advertising (Please see the 2026. 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 before **July 15, 2026** will be granted deferred billing. To receive deferred billing, your order must be a minimum of \$50,000. You must be willing to receive goods prior to **September 30, 2026.**

Deferred Discount Policy is:

- a.) 1% anticipation discount if payment is received by September 15, **2026**
- b.) ½% anticipation discount if payment is received by October 15, **2026**
- c.) **Net November 15, 2026**

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

Orders of \$100,000 net or more of Real Fyre products, placed from July 1, **2026** through October 31, 2026 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).