



SPRING 2015 PRESEASON TERMS – USA

Effective January 1 – June 30, 2015. All prices, terms, and conditions are subject to change without prior notification.
Version 06.10.2014v1

Order Value	Preseason Terms Order Deadline: July 21, 2014	Preseason Terms Order Deadline: August 27, 2014	Reorder Terms
\$2,500 - \$4,999.99	3% 60, Net 61	2% 60, Net 61	2% 10, Net 30
\$5,000 - \$9,999.99	5% 60, Net 61	4% 60, Net 61	2% 10, Net 30
≥ \$10,000	7% 60, Net 61	6% 60, Net 61	2% 10, Net 30
	Shipping Window: January 19 – June 30, 2015	Shipping Window: March 9 – June 30, 2015	

MULTI-CATEGORY INCENTIVE:

- Dealers ordering at least two models of sleeping bags, two models of sleeping pads, and two models of tents will receive an additional 1% discount on their preseason orders.
- Tent, sleeping pad, and camp accessories, Fillo™, Fillo™ Luxury do not count toward the model totals.

GENERAL INFORMATION:

- **Standard Terms:** 2% 10, net 30 days, with approved credit.
- **Order Submission:** Purchase orders may be submitted via email to journey@nemoequipment.com, by fax to 603-881-9358, or through your NEMO sales representative.
- **Order Acceptance:** All orders are subject to acceptance by NEMO, and such acceptance is conditioned in part upon dealers’ acceptance of the terms and conditions set forth in this document.
- **Credit Approval:** All orders are subject to credit approval. Prior to shipment, NEMO must receive a completed and signed credit application, dealer agreement, and resale certificate.
- **Shipping Terms:** FCA, NEMO warehouse location. All orders will ship via standard ground service by NEMO’s preferred carrier to dealer’s physical location or distribution center in the USA, unless otherwise instructed by the dealer.
- **Order Adjustments:** NEMO understands that dealers may need to adjust orders prior to shipment, and will accept order revisions until 10 business days prior to the scheduled ship date, subject to the following conditions.
 - Any model cancellations or order revisions that result in a 20% or greater reduction in the original dollar value of a preseason order will negate preseason terms on that individual order.
 - Model cancellations or order revisions that result in a 20% or greater reduction in the dollar value of the cumulative preseason order will result in a loss of preseason discounts and terms, with all orders reverting to Standard Terms.
- **Backorders:** NEMO does not cancel backorders unless directed by the dealer.
- **Discount Eligibility:** Invoices must be paid in full within payment terms for discounts to apply. All discounts and dating are forfeited by late payment, on a “per order” basis, with terms reverting to Standard Terms. Payments must be dated and postmarked by the due date to be considered paid within terms. Discounts apply to merchandise only.