



Otwell Sales Warehouse
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Milford Sales Warehouse
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2020 AGI / Hutchinson Dealer Program

Manufactured in Clay Center, KS - USA Only
(Effective October 21, 2019 - December 31, 2019)

FACTORY EARLY ORDER PROGRAM

DEALER LIST MINIMUM

	\$175,000 / Load	\$175,000 / Load	\$87,500 / Load
Order Received	Two or More Loads	One Load	Half Load
October 2019	CALL	CALL	CALL
November 2019	CALL	CALL	CALL
December 2019	CALL	CALL	CALL

1. To qualify for the multiple load Early Order Program, loads must be order by December 6, 2019
2. The two or more load program can be combined with 1 load from Clay Center and 1 load from Rosenort.
3. Product from Clay Center and Rosenort CANNOT be combined on the same factory load

WAREHOUSE EARLY ORDER PROGRAM

DEALER LIST MINIMUM - \$7,500

Order Received	Purchased One or More Loads	Purchased Half Load or Less
November 2019	10%	8%
December 2019	9%	7%

1. All Early Order Program orders must be received 3 business days before the end of month to qualify for that month's discount
2. Hutchinson Parts **DO NOT** qualify for warehouse Early Order Program
3. All Parcel Post, UPS, FedEx shipments and LTL commercial freight orders **DO NOT** qualify for Early Order Program
4. All warehouse Early Order Program shipments must be picked up within 45 days of Hutchinson ship date to our warehouse. Customer Service will advise you when the order has arrived. Failure to pickup an order within the 45 day period will reset the Early Order Program discount to the discount effective at the time of pick up.
5. Per Hutchinson's contract with their freight carrier, Three (3) hours is allowed to unload truck load deliveries. A detention fee of \$90.00 per hours will be invoiced after 3 hours
6. All orders cancelled within 20 business days of shipment will incur a 15% restocking fee.
7. Standard terms apply - 3% (10 days), Net 30

VIP (Volume Incentive Program) - Volume is NET total of all GSD annual purchases (Freight not included)

\$250,000 - \$499,000 = 1%

\$500,000 - \$999,999 = 1.5%

\$1,000,000 = 2%