



## 2023 Spring Preseason Program- US

Category	Level 1 3%	Level 2 5%	Level 3 7%
<b><u>All Categories:</u></b> Sport & Cargo, Active with Kids, Packs, Bags & Luggage Adventure Camping RV	\$3,000-\$8,999	\$9,000-\$23,999	\$24,000 >

Ship Window	January 01 – June 30
Payment Due Date	90 days

### The Booking Process:

- Order Deadline: **October 01, 2022**
- All orders must be submitted through Thule Extranet.
- All categories (Sport & Cargo, Active with Kids, Packs, Bags & Luggage, RV, Tepui) can be combined to earn booking level discounts and freight incentives. The discount earned by booking will be applied to all re-orders in all categories.
- A minimum order of \$3,000, including splits, must be written to qualify as a SP23 order.
- New items shipped windows are subject to the product availability date.
- Free Freight levels for SP23 are set at \$3,000, Luggage Boxes at 4 units to the same location, Awnings at 3 units (excl. Thule Overcast Awnings) to the same location .
- All calculations for freight, splits etc. are calculated off the discounted or net dollars.
- Preseason order modifications must be received at least 30 days prior to ship date, and may not exceed 25% of the originally submitted order.
- **New Account dealers are not eligible for Preseason Program.**

### Reorders:

- A dealer reorder discount level is based on SP23 commitment as of the order deadline and effective January 1- December 31, 2023.
- Earned reorder discount may be recalculated based on shipped preseason orders July 1<sup>st</sup>, and changes will apply to all orders July- December 2023.
- Net 30 days credit terms apply to all reorders through June 30, 2023 (credit permitting).
- Small order service charge of \$20 will apply to all orders below \$200 (excludes Fit Kits and Replacement Parts).

Thule Inc. | 42 Silvermine Road | Seymour, Connecticut 06483 | 800-848-5322 | [thule.com](http://thule.com)