

LOWA Spring 2024 Booking & Repeat Order Terms

FIRST SHIP DATES ARE ESTIMATES AND SUBJECT TO CHANGE DUE TO SUPPLY CHAIN CHALLENGES. CHARGEBACKS CANNOT BE ACCEPTED DUE TO LATE DELIVERIES

- 7% discount for booking orders received by LOWA by Friday, July 21, 2023
 - Delivery January 1- June 30, 2023, or first ship date as shown on the Spring 2024 pricelist.
 - Orders must equal 85% or greater of January 1 – May 31, 2023, invoiced shipments.
 - All orders compared to history are measured at NET pricing.
 - Dating: net 90 days
 - Reorders January 1 – June 30, 2023, at 7%, net 30 days from date of invoice
- Dealers with Dropship programs, Forecasts and “Key Accounts” (those with stores in multiple territories or “national” websites should have orders by month model/color/size/quantity by Friday, July 7, 2023.
 - Dropship forecasts/orders should not account for more than 20% of a retailer’s Spring 2024 bookings.
 - Drop ship orders will be invoiced based on the price on the LOWA Spring 2024 Dropship Price List, net 30 dating. Drop Ship orders must be entered either thru the LOWA Dealer Order Website or via EDI.
 - Drop ship orders must also ship on the retailer’s UPS or FedEx account number.
- 3% discount for orders received after Friday, July 21st, 2023
 - 3% Discount for orders equal to less than 85% of January 1 – May 31, 2023, invoiced shipments
 - Reorders January 1 – June 30, 2024, at 3%, net 30 days from the date of invoice.
- Orders received after Friday, August 4, 2023, and before November 3, 2023, will be shipped as available with an eight-month minimum lead time and will be invoiced at wholesale, net 60.

Other:

- LOWA orders for any given ship date are prioritized by the date they are received and entered in LOWA's computer.
 - Orders submitted via the auto-order form and the dealer or professional websites are entered more expediently.
 - Orders will be confirmed for the first available ship date. Orders turned in closer to the deadline may not be available for the first ship date if those quantities are already booked.
 - Hunt orders follow outdoor deadlines, not Task Force deadlines.
 - Any "Call B4 Ship", other special instructions and shipping information needs to be submitted with an order. If not, we will ship as best possible. Chargebacks will not be accepted.
- "Calendar-beating" by placing a "booking-style" order after December 1, 2023, shipping will be invoiced at 2024 pricing.
 - This will be the same for orders after June 1, 2024, orders intended for fall stocking
- Task Force Innox, Zephyr, R series and Z Series models are available to LOWA Outdoor Retailers
 - These models count towards all regular discount & terms programs
 - Zephyr MK2, Combat GTX MK2 and Breacher models are only available to Uniform Stores and Government Contract Companies