

LOWA Fall 2023 Booking & Repeat Order Terms

FIRST SHIP DATES ARE ESTIMATES AND SUBJECT TO CHANGE DUE TO SUPPLY CHAIN CHALLENGES. NO CHARGEBACKS CAN BE ACCEPTED DUE TO LATE DELIVERIES

- 7% discount for booking orders received by LOWA by Friday, January 13, 2023
 - Delivery July 1 – December 8, 2023, or first ship date as shown on the Spring 2023 price list
 - Orders must equal 80% or greater of July 1 – November 30, 2022, invoiced shipments. Booking orders that come in late may not be confirmed or fulfilled if availability does not exist
 - LOWA Boots USA is on a quota from LOWA Sportschuhe for 2023. This limits the number of new dealers and excess ordering.
 - All orders compared to history are measured at NET pricing
 - Dating, net 90 days
 - Reorders July 1- December 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, January 13, 2023.
 - Dropship forecasts/orders should not account for more than 20% of a retailer’s Fall 2023 bookings.
 - Drop ship orders will be invoiced based on the price on the LOWA Fall 2023 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, January 13, 2023.
 - 3% Discount for orders equal to less than 80% of July 1 - November 30, 2022, invoiced shipments
 - Reorders July 1 – December 30, 2023, at 3%, net 30 days from the date of invoice.

- Orders received after Friday, January 27, 2023 will be confirmed as available, wholesale, net 30.
- Rentals
 - Retailers who buy LOWA rental models with the intention to rent them to consumers will receive a 7% discount, 50% net 60 days & 50% net 120 days
 - Eligible to trade rentals back within two years and receive a 10% of net cost credit towards new rentals
 - Boots must have usable tread, no holes, burn marks or other damage that renders the boots unwearable
 - 1 pair of LOWA socks per pair of rentals purchased

Other:

- LOWA orders for any given ship date are prioritized by the date they were received and entered in LOWA's computer.
 - Orders submitted via the auto-order form and the dealer or professional websites are always entered more expediently
 - Orders will be confirmed at the first available ship date and price
 - Orders turned in before deadlines may still not be available if sold out
 - Hunt orders follow outdoor deadlines, not Task Force deadlines
 - Revisions or additions to orders will be treated as new orders with discounts and dating appropriate to the time received
 - 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, and chargebacks will not be accepted.
- New dealers should be pre-approved for distribution before working the collection.
 - Complete orders and Dealer Application should be turned in complete no later than January 13, 2023.
 - New dealer opportunities could cease at any time.
 - No new dropship only accounts will be accepted for 2023
- "Calendar-beating" by placing a "booking-style" order after December 8, 2023, shipping will be invoiced at 2024 pricing.

- 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
 - The Task Force Deadline for Uniform Shops and Government Contract Companies is Friday, February 24, 2023.