

USA Fjällräven / Hanwag 2016 Terms & Policies  
**PRESEASON ORDER DUE DATES & MAP PRICING POLICY**  
Spring/Summer First Available Ship Date – 2/15/2016  
Fall/Winter First Available Ship Date – 8/15/2016



**EARLY ORDER INCENTIVE DISCOUNT (EXCLUDES SPECIAL PROGRAMS)**

Orders placed by February 12, 2016 qualify for a 5% early order discount on Fall/Winter 2016 orders. Any orders placed after midnight on February 12, 2016 do not qualify for this discount without approval. Payment Terms are Net 30 unless otherwise approved.

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**PAYMENT TERMS FOR ORDERS OVER \$2,000**

Pre-Season Payment: Terms 5% Net 30

Re-Order Payment Terms: Includes all orders placed after February 12, 2016

Payment terms for all re-orders are due Net 30 days from invoice date or as determined upon time of account setup.

**PAYMENT TERMS FOR ORDERS UNDER \$2,000**

ORDERS TERMS UNDER \$2,000: Pay in advance with a credit card authorization form unless approved by credit.

**PAYMENT DISCOUNTS**

Any and all discounts included in *Fjällräven / Hanwag's Spring 2016 Terms and Policies* are "Payment Discounts" and therefore are only valid if invoices are paid on or before the payment due dates. Payment Discounts are not allowed on partial payments.

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**PURCHASE ORDER ACCEPTANCE**

All orders are subject to final approval and acknowledgement by Fjällräven / Hanwag. Please review all order confirmations as they represent the final agreed upon terms of the sale including pricing, discounts, and payment terms. These terms take precedence over any dealer terms.

Fjällräven / Hanwag require that accounts be current before product is allocated and orders are shipped.

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**ORDER CANCELLATION**

While it is the full intent of Fjällräven / Hanwag to deliver orders in full, all pre-season orders will be given a 45 day shipping window based on the customer's requested ship date. Orders cancelled may be subject to a 15% administrative fee on the cancelled portion of the order.

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**RETURNS**

Fjällräven / Hanwag offers a Limited lifetime warranty. A Return Materials Authorization (RMA) number is required for all returned merchandise. Contact Dealer Services or Warranty to obtain an RMA number. Fjällräven / Hanwag will repair, replace, or credit a defective item at Fjällräven / Hanwag's discretion. Requested repairs that are not under warranty will be repaired at the customer's expense at Fjällräven / Hanwag's repair rate. Garments or equipment will not be repaired or replaced if damaged by improper use.

Government regulations require that all garments be cleaned before returning or they will be cleaned at the customer's expense

Misshipment's must be returned within 14 days of invoice date. Returns received without original tags and with price stickers intact may be subject to a 15% restocking fee.

For complete warranty instructions by brand please refer to our Warranty and Repair Guidelines.

All shipments within the United States and Canada are F.O.B. Fjällräven / Hanwag's warehouse (Louisville, Colorado). Customer pays all return freight, Fjällräven / Hanwag's pays return to customer freight.

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**MINIMUM ADVERTISED PRICE POLICY (MAPP)**

Fjällräven/Hanwag's unilateral MAPP requires that prices no less than Manufacturer Suggested Retail Price (MSRP) be shown in on-line and print advertising until the published end of season. Any variation of this policy will be communicated in writing to dealers. This applies to all Fjällräven products and Hanwag footwear.

**Discount Windows: *Discounts not to exceed 25% discount from MSRP***

May 28, 29 & 30 of 2016  
*Saturday at 12:01 AM through Monday at 11:59 PM*

July 1, 2, 3 & 4 of 2016  
*Friday at 12:01 AM through Monday at 11:59 PM*

September 3, 4 & 5 of 2016  
*Saturday at 12:01 AM through Monday at 11:59 PM*

November 25, 26, 27, 28 & 29 of 2016  
*Friday at 12:01 AM through Tuesday at 11:59 PM*

December 26, 2016 thru January 2, 2017  
*Monday at 12:01 AM through Monday at 11:59 PM*

The Fjällräven Kånken MSRP is \$75.00 for the United States and \$85.00 for Canada. The Kånken Mini MSRP is \$60.00 for the United States and \$70.00 for Canada.

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**SEASONAL PRICE ADJUSTMENTS**

**Affective Dates:**

January 1, 2016 Fall/Winter Prices change to Spring/Summer Prices  
August 1, 2016 Spring/Summer Prices change to Fall/Winter Prices

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**PUBLISHED END OF SEASON**

**Affective Dates: *Discounts not to exceed 35% discount from MSRP***

February 1, 2016 is the published end of season for Fall/Winter 2015  
August 1, 2016 is the published end of season for Spring/Summer 2016

On behalf of \_\_\_\_\_ (Account), I \_\_\_\_\_ (Print Name) **do hereby agree to the Fjällräven / Hanwag 2016 Terms and Policies.**

**Retailer Contact:** \_\_\_\_\_ (Print Name) **SIGNATURE:** \_\_\_\_\_ **DATE:** \_\_\_\_\_



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**MARKETPLACE POLICY**

Fjällräven/Hanwag require written approval to sell on third party internet sites and to third party retailers. These include but are not limited to: eBay, Google Shop, Amazon, and all unauthorized brick and mortar retailers.

Fjällräven/Hanwag reserve the right to terminate dealer relationships that do not present the brands best interest or adhere to our minimum advertised price policy. Dealer agrees to sell exclusively to end-users and not transship, grey market, or sell to third parties not approved by Fjällräven/Hanwag without express permission.

**If Fjällräven / Hanwag determine that a dealer has not adhered to the aforementioned policies the following course of action may be taken:**

- Refuse to accept any new order from that dealer
- Freeze the account for a period of one to six weeks
- Cancel outstanding orders from that dealer including fulfillment of at once orders
- Cancel part or all CO-OP funding for the remainder of the year

\_\_\_\_\_ (Account), **sell Fjällräven / Hanwag through our proprietary company website or sub brand website.**

**Company Website URL:** \_\_\_\_\_

**Sub brand Website URL:** \_\_\_\_\_

\_\_\_\_\_ (Account), **sell Fjällräven / Hanwag through the following internet market places:**

- |                    |                   |
|--------------------|-------------------|
| Amazon Marketplace | Overstock.com     |
| eBay               | Other: _____      |
| Google Shop        | Other: _____      |
| Yahoo! Shopping    | None of The Above |

**On behalf of** \_\_\_\_\_ (Account), **I** \_\_\_\_\_ (Print Name) **do hereby agree to the Fjällräven / Hanwag 2016 Terms and Policies.**

**Retailer Representative:** \_\_\_\_\_ (Print Name) **SIGNATURE:** \_\_\_\_\_ **DATE:** \_\_\_\_\_

FOR INTERNAL USE ONLY:

**Authorized By:** \_\_\_\_\_ (Print Name) **SIGNATURE:** \_\_\_\_\_ **DATE:** \_\_\_\_\_