









Spring 2017 Parts Preseason Benefits	Standard Orders \$500 - \$1,499	Standard Orders \$1,500 - \$2,499	Elite Orders \$2,500 - \$4,999	Elite Orders \$5,000 - \$7,499	Elite Orders \$7,500 - \$9,999	Elite Orders \$10,000 - \$19,999	Elite Orders \$20,000 and up
Special Terms on Stocking Order*	X		Net 60	Net 90			
Locked In Price Increase Protection on Stocking Order and Preseason Catalog Through	May 31, 2017		June 30, 2017		July 31, 2017		
Order Discount Opportunity	Preseason Catalog Only		All Parts and Supplies on Stocking Order				
Discount on Order	X	1%	2%	3%	4%	5%	6%
OR							
YETI®							
	Bottle Key	Can Insulator	36oz Rambler	4-pack 20oz Tumblers	Hopper 20 Cooler	Tundra 75 Cooler + (2) 20oz Tumblers	Tundra 210 Cooler + (2) 64oz Ramblers
 LARSON REWARDS	Standard Larson Rewards Points on Purchases						
PLUS							
BONUS Larson Rewards Points	X			Extra 10,000 Points	Extra 15,000 Points	Extra 20,000 Points	Extra 40,000 Points
100% Inventory Rebalancing***	X		100% \$\$ for \$\$ Towards Fall 2017 Promotion				