



# Urbana Collection

U30 | U50 | U70

## NEW PRODUCT LAUNCH

### PAYMENT TERMS

#### New Product Launch Extended Terms

To participate in the New Product Launch, Distributors must commit to a minimum order of 10 units. Extended payment terms will be applied based on how many units are ordered (see chart below).

Order Size	Terms
10 - 15 Units	90 days
16 - 25 Units	120 days
*26 + Units	240 days

#### \*Reorders

- Orders of 26 units or higher qualify the Distributor for the same terms (240 days) on a second order of 26 units.
- Secondary order (of 26 or more units) must be placed before June 15, 2020 to qualify.

#### Limitations & Requirements

- Initial order must be placed prior to Nov 22, 2019 to qualify.
- Credit must be in good standing to participate in this Product Launch Program.
- All launch programs are managed separately and cannot be combined to achieve higher quantities.
- Shipments expected to begin in late Feb 2020.



# Urbana Collection

U30 | U50 | U70

## NEW PRODUCT LAUNCH BURN PROGRAM

### 1 to Show, 2 to Go

Dealers purchasing any Urbana Collection unit for use as a burn display in 2020 will qualify to receive up to 100% credit on that display provided they purchase at least two other units from the Urbana Collection. **This burn unit cannot replace another Enviro burn unit currently on display at the dealer's showroom.**

*(The credit will be applied to your account per standard burn claim procedures. The display unit must be a functioning demonstration and remain in the Dealer Showroom for a minimum of 12 months. The Urbana burn unit should not displace an existing Enviro burn display model. All burn credit applications must be accompanied by an image featuring the complete install while in operation, and should also include some showroom surroundings. Limit one burn display of any unit per location.)*

### How It Works

- Dealer purchases at least 3 Urbana Collection units in any combination; one for installation as a burn display. The Dealer installs the display unit and submits a burn display application to their Distributor with an image (standard burn display requirements apply).
- The Distributor reviews the application and submits the claim online per usual procedures.
- Sherwood Industries credits the Distributor with 100% of their invoiced cost for the unit; the Distributor will credit the Dealer 100% of the Dealer's invoiced cost.

**NOTE:** If a dealer purchases fewer than 3 units they may only apply for the standard 50% burn credit upon installation. They may request the remaining 50% credit upon the purchase of additional units before Dec 31, 2020.