



Hanwag Spring 2026 Terms & Policies

PRESEASON ORDER PROGRAM CANADA

Spring/Summer 2026

ORDER DEADLINES

Pre-season deadline: **June 27, 2025**

Start ship Carry-Over: 03-15-2026

Start ship New: 04-01-2026

DISCOUNT PROGRAM

Minimum Hanwag Preseason/ Opening Order is \$3,500 to qualify for preseason discounts.

Terms are based on account term level approval upon shipping, however qualifiers are based on volume of booking.

Base line discount

| Preseason Dollar Volume | Discount | Ship Date/Terms |
|-------------------------|----------|-------------------------|
| \$3,500 - \$9,999 | 2% | 3/15/2026 – N30 |
| \$10,000 - \$14,999 | 4% | 3/15/2026 – N30 |
| \$15,000 - \$29,999 | 6% | 3/15/2026 – N45* |
| \$30,000 + | 8% | 3/15/2026 – N60* |

+

NEW! - CO-OP MARKETING INCENTIVE \$15k+

Accounts booking +\$15k in pre-booked orders qualify for 2% co-op marketing to use towards in-store POP or advertising

PRESEASON ORDER RULES

- Above order deadlines must be followed in order to receive applicable discounts.
- Any additional order, past late deadline, will be subject to product availability and considered an in-season (direct) order
- Orders adjusted more than 10% after being placed and within 45 days of 3/15/2026, **void preseason discounts**
- Full order cancellations must be approved by the sales manager with acceptable justification, and 45 days prior to 3/1/2026

PURCHASE ORDER TERMS

- ***Net 45 and Net 60 days Terms** are based on credit history and approved by Fenix Outdoor NA Finance, and updated up to 30 days before ship date.
 - o These terms take precedence over any dealer terms previously agreed upon.
 - o Hanwag requires that accounts be current with payment before product is allocated and orders are shipped, and any discount applied.
- Please review and confirm all order confirmations as they represent the final agreed upon terms of the sale including pricing, discounts, and payment terms. **Final order confirmations will be distributed in January 2025.**

ORDER SHIP WINDOW REQUIREMENTS – 30 DAYS

While it is the full intent of Fjällräven to deliver orders in full by the presented ship date of **3/15/2026**, all preseason orders will be given a 30-day shipping window based on the customer's requested ship date (**4/15/2026 carry-over, 5/1/2026 new, Cancellation date acceptance minimum window**).

WARRANTY

Hanwag offers a Limited lifetime warranty. A Return Materials Authorization (RMA) number is required for all returned merchandise. Contact Account Services or Warranty to obtain an RMA number. Hanwag will repair, replace, or credit a defective item at Hanwag's discretion. Requested repairs that are not under warranty will be repaired at the customer's expense at Hanwag's repair rate. Garments or equipment will not be repaired or replaced if damaged by improper use. Mis shipments must be returned within 14 days of invoice date.



RE 100 YEARS

All returns require a Return Materials Authorization (RMA) number, approved by sales and customer service. Please contact your account services representative for an RMA. Returns require authorization from sales management.

Returns received without original tags and with price stickers intact may be subject to a 15% restocking fee.

All shipments within Canada are F.O.B. Hanwag/Fenix Outdoor CA warehouse (Fenix Outdoor, Building B, Unit #103, 293029 James Jones Way, Balzac, Alberta, T0M 0E0). Customer pays all return freight, Hanwag pays return to customer freight.