



HARLEY-DAVIDSON

PARTS & ACCESSORIES BULLETIN

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NEW SAMPLE PROGRAM

The New Sample Program initiated last September has been very successful. An important portion of this program is the new policy of the samples being shipped and billed at 10% less than normal dealer net. These prices are held at this reduced rate for 30 days to allow you to order any additional quantities you may need.

Occasionally, dealers return a sample for one reason or another on an E-Form. This E-Form is then processed and the credit appears on the next credit memo. What can be confusing is that the sample return credit is processed at less 10%. Many dealers feel they are not getting the credit they deserve, but a simple check can solve the dilemma. Just compare your sample invoice to your sample credit. You should find they offset each other perfectly. The sample was shipped and invoiced at less 10% and your credit is applied at that same value.

With this small check, you should be able to clear up any misunderstanding you may have regarding your credit. Of course, should your check reveal a discrepancy of any kind, please notify us immediately so we may investigate and, if necessary, adjust your credit.

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