

Parts & Accessories Bulletin

March 31, 1989



PAB#416

PARTS & ACCESSORIES SAMPLE PROGRAM

Program Benefits

- * Receive new products automatically without having to place an order!
- * Be the first in your area to display and sell new products as soon as they become available ringing up fast profits!
- * Enjoy the benefit of having samples shipped to you **freight free!**
- * All samples shipped open account to qualified/credit approved dealers.
- * Be able to return unsold samples, if desired, within 60 days without incurring a restocking fee.
- * No sampling between November 1 and January 15.

How To Return Samples

IMPORTANT: To receive full credit on sample product, dealers must keep product for 30 days and return at own expense before 60 days (from invoice date).

Samples received before 30 days or after 60 days will be assessed a 10% handling/re-stocking fee.

1. Sample returns do not require prior written authorization.
2. Simply fill out an E-form, part no. 99521-80.
3. Note Reason Code of "F" (other) and write "sample" on the line provided (see attached sample).
4. Sign the E-form and retain the golden rod copy for your files.



FILE IN ACCESSORY GUIDE FOR FUTURE REFERENCE

5. Enclose the E-form with the return sample product and ship to H-D using the respective return label.

Use label F-1485, which is a two-tone green label, when returning accessory items with a V and/or Z suffix.

Use label F-1462, which is a two-tone brown label, when returning all other parts and accessories.

Additional return labels may be ordered through the Parts & Accessories Department or thru our Stationery Department.

6. Your P & A account will be credited at full dealer net in effect at the time of return provided the return falls within the 30-60 day time frame.

- All sample returns should be in original packaging.
- Broken package quantities and obsolete items will not be accepted for return.
- All **refused** samples returned to H-D will receive an automatic 20% handling/re-stocking fee.

HARLEY-DAVIDSON, INC.

DATE 3/31/89 DLR. NO. XXXXX

DATE 3/31/89 DLR. NO. AAA

NO. E 291652

☐ VEHICLE SHORTAGE

V.I.N.

☐ REQUEST FOR CREDIT☐ REQUEST FOR RETURN OF NEW MATERIAL

A ORDERED IN ERROR

☒ **WRONG PART RECEIVED**

☒ OVERSTOCK PART (NEW)

D SHORTAGE

☐ SHORTAGE

☒ OVERAGE (PARTS NOT INVOICED—
BILLING WILL BE CREATED)

☐ OTHER: SAMPLE

ONLY ONE TYPE OF REQUEST PER E-FORM

FOR FACTORY USE ONLY

DATE RECD

CHARGES	AMOUNT	DATE	REMARKS
...

REMARKS:**DEALER**

SIGNATURE X

INSTRUCTIONS:

- DO NOT RETURN PARTS UNTIL AUTHORIZATION COPY HAS BEEN RETURNED TO YOU
- MAIL COPIES 1, 2, & 3 TO H-D PARTS DEPT.
- RETAIN DEALER COPY FOR YOUR FILES
- CORRECT INVOICE NO. MUST BE SHOWN
- DO NOT WRITE IN SHADED AREA

APPROVAL CODE:

(H-D USE ONLY)

Return parts promptly to H-O Return Goods Dept. If received within 30 days of approval date credit will be issued to your account after inspection to ensure parts are in salable condition.

P-10 }
 P-20 } **Order to Ship not subject to a % for handling and inspection charge, per policy.**
 P-30 }
 P-40 }
 P-50 }
 P-60 }
 P-70 }
 P-80 }
 P-90 }
 P-100 }

x

APPROVED BY

DATE APPROVED: _____

OWN #/DATE

PART NO. 99521-80 8/83