



# SPRING/SUMMER 2020 AUTHORIZED PROGRAM

SUPPLIER INFO	SUPPLIER NAME	Smith																								
	SUPPLIER ADDRESS	220 SE MLK Jr. Blvd																								
	CITY	Portland	STATE	OR	ZIP	97208																				
	WEBSITE LINK	USA	B2B SITE																							
	CATEGORY	BIKE	SUB-CATEGORY	Helmets																						
PRESEASON PROGRAM INFO	ORDER DEADLINE	July 31st, 2019 (For January 15th start-ship) / August 31st, 2019 (For February 15th start-ship)																								
	ORDER DISCOUNT	Helmet Discount varies by QTY / Sunglass Discount Varies by QTY																								
	EARLY ORDER DISCOUNT (WHEN APPLICABLE)					E.O.DEADLINE																				
	PAYMENT TERMS	7/1/20																								
	FREIGHT	Free Freight on booking orders of 36 Units/\$3,000 or more				FOB POINT	UT																			
	START SHIP DATE																									
	ANTICIPATION																									
ADDITIONAL PROGRAM DETAILS	Please use the space below to provide any specific program details that are not listed above. For example: special terms, "prebook by" dates, freight incentives, one-time PO allowance, multi-category support, growth incentives, etc. (include attachment, if preferred)																									
	<table><thead><tr><th>From a Minimum Net Quantity and Net Sales Of Bike Helmets</th><th>Prebook Discount %</th><th>Prebook Terms</th><th>Re-Order Terms</th><th>Re-Order Freight Allowance (Per Order)</th><th>SMITH Discount For 18 Piece Order</th><th>Suncloud Discount For 24 Piece Order</th></tr></thead><tbody><tr><td>24 pcs (minimum of \$1,700)</td><td>2%</td><td rowspan="4">July 1, 2020</td><td rowspan="4">60 Days</td><td rowspan="4">Free on orders &gt; \$500</td><td rowspan="4">10%</td><td rowspan="4">10%</td></tr><tr><td>36 pcs (minimum of \$3,000)</td><td>5%</td></tr><tr><td>72pcs (minimum of \$6,000)</td><td>10%</td></tr><tr><td>144pcs (minimum of \$12,000)</td><td>13%</td></tr></tbody></table>							From a Minimum Net Quantity and Net Sales Of Bike Helmets	Prebook Discount %	Prebook Terms	Re-Order Terms	Re-Order Freight Allowance (Per Order)	SMITH Discount For 18 Piece Order	Suncloud Discount For 24 Piece Order	24 pcs (minimum of \$1,700)	2%	July 1, 2020	60 Days	Free on orders > \$500	10%	10%	36 pcs (minimum of \$3,000)	5%	72pcs (minimum of \$6,000)	10%	144pcs (minimum of \$12,000)
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REORDER	REORDER DISCOUNT	Helmet/Goggle reorder discount apply on all orders of \$500+																								
	REORDER TERMS	Net 60																								
	REORDER FREIGHT	\$500 freight reorder allowance contingent upon qualifying prebook order				FOB POINT	UT																			
SSL REBATE DETAILS	Please use the space below to provide details on any rebate program and qualifications you are offering:																									
SPECIAL OFFERS	Please use the space below to provide details on specific SSL Special Model Offers (include attachment, if preferred)																									
MARKETING	MARKETING ASSISTANCE	Please use the space below to detail any additional marketing support: Mark Down Funds, Co-op, Promoboxx, Locally, etc.																								
	CONTACT PERSON					EMAIL																				
	DIGITAL CATALOG LINK																									
CUSTOMER SERVICE	CS REP	Carrie Stout				SUPPLIER	Smith																			
	CS EMAIL	carrie.stout@smithoptics.com				CONTACT	Robyn Niejadlik																			
	CS DIRECT PHONE	1-800-635-4401				EMAIL	robyn.niejadlik@safilo.com																			
	COMPANY MAIN PHONE	1-925-209-0890				PHONE	1-800-635-4401																			

# SMITH

## Bike Specialty Prebook Sales Program 2020

From a Minimum Net Quantity and Net Sales Of Bike Helmets	Prebook Discount %	Prebook Terms	Re-Order Terms	Re-Order Freight Allowance (Per Order)	SMITH Discount For 18 Piece Order	Suncloud Discount For 24 Piece Order
24 pcs (minimum of \$1,700)	2%	July 1, 2020	60 Days	Free on orders > \$500	10%	10%
36 pcs (minimum of \$3,000)	5%					
72pcs (minimum of \$6,000)	10%					
144pcs (minimum of \$12,000)	13%					

### General Terms:

- Free Freight on Booking orders of 36 units/\$3,000 or more (any combo of helmets/goggles/sunglasses)
  - Helmet/goggle reorder discounts apply on all orders of \$500+
  - \$500 freight reorder allowance contingent upon qualifying prebook order
- SMITH/Suncloud discount applies to: Smith sunglasses, Suncloud sunglasses individually (discounts cannot be stacked)
- Free display & POP materials upon availability for qualified orders

### Prebooks

#### Order Deadlines:

- July 31st, 2019 for January 15th, 2020 **start-ship**
  - Includes November early releases**
- August 31st, 2019 for February 15th, 2020 **start-ship**
- Orders received after August 30th, 2019 deadline will be delivered based on product availability
- Revisions must be received a minimum of 30 days prior to start ship date
  - Revisions greater than 25% will lose discount