



## FALL / WINTER 2020-21 APPROVED BUYING PROGRAM

SUPPLIER INFO	SUPPLIER NAME	Smith Optics			
	SUPPLIER ADDRESS	220 SE MLK JR BLVD			
	CITY	Portland	STATE OR	ZIP 97214	
	WEBSITE LINK	<a href="https://www.smithoptics.com/us/">https://www.smithoptics.com/us/</a>	B2B SITE		
	CATEGORY	ALPINE	SUB-CATEGORY	Snow - Goggles, Helmets	
PRESEASON PROGRAM INFO	ORDER DEADLINE	March 15th, 2020			
	ORDER DISCOUNT	Helmets - 15% / Goggles - 12%			
	EARLY ORDER DISCOUNT (WHEN APPLICABLE)		EARLY ORDER DEADLINE (WHEN APPLICABLE)		
	PAYMENT TERMS	January 10th, 2021 / Orders shipped after November 1st receive Net 60			
	FREIGHT	Free Freight (see details on attached)	FOB POINT	Denver, CO	
	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, on PO allowance, multi-category support, growth incentives, etc. (include attachment, if preferred) Bullet points stand out to the buyers better				
REORDER	REORDER DISCOUNT	Same as Preseason			
	REORDER TERMS	Net 60			
	REORDER FREIGHT	Free Freight (See Details on Attached)	FOB POINT	Denver, CO	
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	Aaron Checkwood	EMAIL	<a href="mailto:aaron.checkwood@smithoptics.com">aaron.checkwood@smithoptics.com</a>	
	DIGITAL CATALOG LINK				
CUSTOMER SERVICE	CS REP	Carrie Stout	CREDIT MANAGER	SUPPLIER	Smith Optics
	CS EMAIL	<a href="mailto:carrie.stout@smithoptics.com">carrie.stout@smithoptics.com</a>		CONTACT	Robyn Niejadlik
	CS DIRECT PHONE	1-800-635-4401		EMAIL	<a href="mailto:robyn.niejadlik@safilo.com">robyn.niejadlik@safilo.com</a>
	COMPANY MAIN PHONE			PHONE	1-800-635-4401



## Buying Group Winter Sales Program 2020

<b>In-line Helmets:</b>	15% discount for in-line orders written by March 15th, 2020. Standard discounts apply after March 15th, 2020.
<b>In-line Goggles:</b>	12% Discount for in-line orders written by March 15th, 2020. Standard discounts apply after March 15th, 2020.
<b>Deadlines:</b>	Inline Order deadline: March 15th, 2020. Show Special Deadline: end of Buying Group Trade Show.
<b>Payment Terms:</b>	January 10th, 2021 terms will apply to order if submitted by March 15th, 2020 and shipped by November 1st, 2020. All orders shipped after November 1st, 2020 receive Net 60 Day Terms.
<b>Re-order Terms:</b>	Reorder discount matches inline preseason discount of 12% for goggles and 15% for helmets.
<b>Freight:</b>	Free freight (ground) on first two pre-season shipments of 120 units, goggles and helmets combined, shipped to a single location before Dec. 1st, 2020. Free freight for helmet re-orders of 12+ units per location.

- Last Pre-book delivery-date allowable is 2/1/20.



## Buying Group Sunglass Programs 2020

### Smith Sunglasses

#### General Terms:

- 10% Discount with 60 days dating
- Freight: Freight-Collect, F.O.B. Clearfield, UT

#### Show Special:

- Buy 48 units and get a Baker's Dozen (one unit at lowest price free, for every twelve purchased), and receive June 15<sup>th</sup> dating. One shipment per retail location. Order must be placed by February 1<sup>st</sup>, for Feb-April delivery.

### Suncloud Sunglasses

#### General Terms:

- 10% buying group discount with Net 60 dating. 12 pair minimum order.
- Shipping: Freight Collect, FOB Clearfield, UT

#### Show Special:

- Buy 48 units and get May 30<sup>th</sup> dating on one shipment per door and Free Freight.

### Forecast Sunglasses

#### General Terms:







- Standard 70% initial margin
- Shipping: Freight Collect, FOB Clearfield, UT
- Buy <48 units and receive net 60 days
- Buy >48 units and receive either 9/15 or 3/15 – which ever date is furthest out at the ship date

#### January Show Special:

- Buy 96 units or more per ship-to and free freight

# SMITH












## SMITH Buying Group GOGGLE PROGRAM

I/O	ChromaPop™	<u>MSRP</u> \$200.00	<u>WHSL</u> \$100.00	<u>Low-Net</u> \$80.00	<u>GM %</u> 60%	
Skyline XL	ChromaPop™	<u>MSRP</u> \$170.00	<u>WHSL</u> \$85.00	<u>Low-Net</u> \$68.00	<u>GM %</u> 60%	
Skyline	ChromaPop™	<u>MSRP</u> \$170.00	<u>WHSL</u> \$85.00	<u>Low-Net</u> \$68.00	<u>GM %</u> 60%	
Vice	ChromaPop™	<u>MSRP</u> \$140.00	<u>WHSL</u> \$70.00	<u>Show Special</u> \$53.00	<u>GM %</u> 62%	
Virtue	ChromaPop™	<u>MSRP</u> \$140.00	<u>WHSL</u> \$70.00	<u>Show Special</u> \$53.00	<u>GM %</u> 62%	
Squad XL	ChromaPop™	<u>MSRP</u> \$140.00	<u>WHSL</u> \$70.00	<u>Show Special</u> \$52.00	<u>GM %</u> 63%	
Squad	ChromaPop™	<u>MSRP</u> \$110.00	<u>WHSL</u> \$55.00	<u>Show Special</u> \$41.00	<u>GM %</u> 63%	
Riot	ChromaPop™	<u>MSRP</u> \$110.00	<u>WHSL</u> \$55.00	<u>Show Special</u> \$41.00	<u>GM %</u> 63%	
Range	Mirror RC36	<u>MSRP</u> \$75.00	<u>WHSL</u> \$37.50	<u>Low-Net</u> \$28.50	<u>GM %</u> 62%	
		\$55.00	\$27.50	\$21.00	62%	
Drift	Mirror RC36	<u>MSRP</u> \$75.00	<u>WHSL</u> \$37.50	<u>Low-Net</u> \$28.50	<u>GM %</u> 62%	
		\$55.00	\$27.50	\$21.00	62%	
Vogue	Mirror RC36	<u>MSRP</u> \$50.00	<u>WHSL</u> \$25.00	<u>Low-Net</u> \$20.00	<u>GM %</u> 60%	
		\$40.00	\$20.00	\$16.00	60%	
Frontier	Mirror RC36	<u>MSRP</u> \$50.00	<u>WHSL</u> \$25.00	<u>Low-Net</u> \$20.00	<u>GM %</u> 60%	
		\$40.00	\$20.00	\$16.00	60%	
Knowledge	Mirror RC36	<u>MSRP</u> \$85.00	<u>WHSL</u> \$42.50	<u>Low-Net</u> \$34.00	<u>GM %</u> 60%	
		\$65.00	\$32.50	\$26.00	60%	
Electra		<u>MSRP</u> \$40.00	<u>WHSL</u> \$20.00	<u>Low-Net</u> \$12.50	<u>GM %</u> 69%	
Daredevil	Mirror RC36	<u>MSRP</u> \$50.00	<u>WHSL</u> 25.00	<u>Low-Net</u> \$20.00	<u>GM %</u> 60%	
		\$35.00	\$17.50	\$14.00	60%	
Rascal		<u>MSRP</u> \$25.00	<u>WHSL</u> \$12.50	<u>Low-Net</u> \$10.00	<u>GM&amp;%</u> 60%	

RETAIL PRICES ARE AT THE SOLE DISCRETION OF THE RETAILER

# SMITH

## SMITH Buying Group HELMET PROGRAM

Vantage	MIPS	<u>MSRP</u> 260.00	<u>WHSL</u> \$130.00	<u>Show Special</u> \$104.00	<u>GM %</u> 60%	
Vantage WMNS	MIPS	<u>MSRP</u> \$260.00	<u>WHSL</u> \$130.00	<u>Show Special</u> \$104.00	<u>GM %</u> 60%	
Level	MIPS	<u>MSRP</u> \$210.00	<u>WHSL</u> \$105.00	<u>Low-Net</u> \$84.00	<u>GM %</u> 60%	
Liberty	MIPS	<u>MSRP</u> \$210.00	<u>WHSL</u> \$105.00	<u>Low-Net</u> \$84.00	<u>GM %</u> 60%	
Altus	MIPS	<u>MSRP</u> \$180.00	<u>WHSL</u> \$90.00	<u>Low-Net</u> \$72.00	<u>GM %</u> 60%	
Vida	MIPS	<u>MSRP</u> \$180.00	<u>WHSL</u> \$90.00	<u>Low-Net</u> \$72.00	<u>GM %</u> 60%	
Mission	MIPS	<u>MSRP</u> \$130.00	<u>WHSL</u> \$65.00	<u>Show Special</u> \$50.00	<u>GM %</u> 62%	
Mirage	MIPS	<u>MSRP</u> \$130.00	<u>WHSL</u> \$65.00	<u>Show Special</u> \$50.00	<u>GM %</u> 62%	
Maze	MIPS	<u>MSRP</u> \$150.00	<u>WHSL</u> \$75.00	<u>Show Special</u> \$53.20	<u>GM %</u> 65%	
Allure	MIPS	<u>MSRP</u> \$150.00	<u>WHSL</u> \$75.00	<u>Show Special</u> \$53.20	<u>GM %</u> 65%	
Scout	MIPS	<u>MSRP</u> \$100.00 \$80.0	<u>WHSL</u> \$50.00 \$40.00	<u>Low-Net</u> \$40.00 \$32.00	<u>GM %</u> 60% 60%	
Holt		<u>MSRP</u> \$75.00	<u>WHSL</u> \$37.50	<u>Low-Net</u> \$28.50	<u>GM %</u> 62%	
Zoom Junior		<u>MSRP</u> \$65.00	<u>WHSL</u> \$32.50	<u>Low-Net</u> \$24.60	<u>GM %</u> 62%	

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