



SPRING/SUMMER 2021 AUTHORIZED PROGRAM

SUPPLIER INFO	SUPPLIER NAME	LEKI				
	SUPPLIER ADDRESS	458 SONWIL DRIVE				
	CITY	BUFFALO	STATE	NY	ZIP	14225
	WEBSITE LINK	WWW.LEKI.COM		B2B SITE		
	CATEGORY	CAMPING		SUB-CATEGORY	TREKKING POLES	
PRESEASON PROGRAM INFO	ORDER DEADLINE	8/15/20				
	ORDER DISCOUNT	14%				
	EARLY ORDER DISCOUNT (WHEN APPLICABLE)				E.O.DEADLINE	
	PAYMENT TERMS	NET 60				
	FREIGHT	FOB			FOB POINT	BUFFALO, NY
	START SHIP DATE	1/1/21				
	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)					
	8/15/20 DEADLINE SEE ATTACHED					
REORDER	REORDER DISCOUNT	EARNED PRE-SEASON DISCOUNT				
	REORDER TERMS	30 DAYS				
	REORDER FREIGHT				FOB POINT	
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	PATRICK MEEHAN		EMAIL	PATRICK@LEKI.COM	
	DIGITAL CATALOG LINK					
CUSTOMER SERVICE	CS REP	MARTY CALLAHAN		CREDIT MANAGER	SUPPLIER	LEKI USA, INC
	CS EMAIL	MARTY@LEKI.COM			CONTACT	MONICA VIGGIANI
	CS DIRECT PHONE	1-800-255-9982			EMAIL	MONICA@LEKI.COM
	COMPANY MAIN PHONE	1-716-480-0824			PHONE	1-800-255-9982

LEKI PPP S21
POLE PARTNERSHIP PROGRAM



We have all been affected by recent challenges facing our world in general, and the outdoor market specifically. The Pole Partnership Program is a way to work together in the new normal atmosphere we expect to realize through 2021 and is available to all LEKI authorized dealers. While we cannot completely put ourselves in your shoes, we have a strong sense of the difficulties ahead.

We offer for your consideration:

ORDER by 8/1	TERMS	REORDER / ASAP
<u>S21 Store Set Preseason PO(s)</u> 6 Trekking Pole Models (pairs) Must represent Micro Series and SpeedLock Series Minimum 2 Cross Trail models (min 6pr per model)	14% 60 Days Free Freight Allowance	< \$1000 14% 60 Days > \$1000 14% 60 Days FFA
<u>S21 Store Set Preseason PO(s)</u> 6 Trekking Pole Models (pairs) Must represent Micro Series and SpeedLock Series (min 6pr per model)	10% 60 Days Free Freight Allowance	< \$1000 10% 60 Days > \$1000 10% 60 Days FFA
No Preseason Order	n/a	< \$1000 4% 30 Days > \$1000 6% 60 Days

Expanded Margin Enhancement Opportunity

Case Pack pricing now available on MAKALU Lite COR-TEC and Women's CRESSIDA COR-TEC in addition to men's and women's LEGACY Lite COR-TEC. Must submit S21 Preseason Order as shown above to qualify

CASE PACK MODELS	RETAIL	NET COST	DEALER MARGIN
MAKALU Lite COR-TEC Women's CRESSIDA COR-TEC	\$119.95	\$54.00	55%
LEGACY Lite COR-TEC Women's LEGACY Lite COR-TEC	\$99.95	\$45.00	55%

Once dealer qualifies, case pack program is available for reorder at the same cost and terms.

Case packs may NOT be split shipped.