



FALL / WINTER 2020-21 APPROVED BUYING PROGRAM

| | | | | | |
|----------------------------|---|---|---|--|--|
| SUPPLIER INFO | SUPPLIER NAME | ThirtyTwo (Sole Technology) | | | |
| | SUPPLIER ADDRESS | 26921 Fuerte Drive | | | |
| | CITY | Lake Forest | STATE | CA ZIP 92630 | |
| | WEBSITE LINK | www.thirtytwo.com | B2B SITE | N/A | |
| | CATEGORY | SNOWBOARD | SUB-CATEGORY | | |
| PRESEASON PROGRAM INFO | ORDER DEADLINE | 2/11/20 | | | |
| | ORDER DISCOUNT | 8% | | | |
| | EARLY ORDER DISCOUNT (WHEN APPLICABLE) | N/A | EARLY ORDER DEADLINE (WHEN APPLICABLE) | N/A | |
| | PAYMENT TERMS | 12/20/19 Or Net 60 for orders received after 10/20/19 | | | |
| | FREIGHT | Fedex Ground Billed on Invoice, unless RTG is supplied | FOB POINT | Fontana, CA | |
| | START SHIP DATE | 9/1/20 for Boots | | | |
| | 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 time PO allowance, multi-category support, growth incentives, etc. (include attachment, if preferred) Bullet points stand out to the buyers better | | | | |
| | | | | | |
| REORDER | REORDER DISCOUNT | 8% | | | |
| | REORDER TERMS | Net60 | | | |
| | REORDER FREIGHT | Fedex Ground billed on invoice, unless RTG is supplied | FOB POINT | Fontana, CA | |
| SSL REBATE DETAILS | Please use the space below to provide details on any rebate program and qualifications you are offering: | | | | |
| | N/A | | | | |
| SPECIAL OFFERS | Please use the space below to provide details on specific SSL Special Model Offers (include attachment, if preferred) | | | | |
| | Please see attached | | | | |
| MARKETING | MARKETING ASSISTANCE | Please use the space below to detail any additional marketing support: Mark Down Funds, Co-op, Promoboxx, Locally, etc. | | | |
| | | N/A | | | |
| | CONTACT PERSON | Brian Cook | EMAIL | brian.cook@soletechnology.com | |
| | DIGITAL CATALOG LINK | https://www.dropbox.com/sh/v3f17dkorn8phpe/AACgrhsApkY0Att88ri_pVDa?dl=0 | | | |
| CUSTOMER SERVICE | CS REP | Christian Wells | CREDIT MANAGER | SUPPLIER | Sole Technology |
| | CS EMAIL | christian.wells@soletechnology.com | | CONTACT | Faline French |
| | CS DIRECT PHONE | (949) 900-2731 | | EMAIL | falline.french@soletechnology.com |
| | COMPANY MAIN PHONE | (949) 460-2020 | | PHONE | (949) 900-2922 |



SSL Buying Group – ThirtyTwo 2020 Program

*****Boot & Soft-Goods Categories NOT Combined Discount*****

START SHIP DATES

Boots: 9/1/2020

Soft-Goods: 9/15/2020

ORDER DEADLINE

February 11, 2020

February 11, 2020

Deadline Criteria – A discount will be offered for all qualifying orders submitted by the order deadline with a minimum order amount of \$3,000. Both categories (Boots & Soft-Goods) can be combined to achieve this minimum order amount.

- 8% Booking Discount on all Boot Orders received by Deadline (Feb. 11, 2020)
- 12% Booking Discount on all Soft-Good Orders received by Deadline (Feb. 11, 2020)

Terms/Dating - dating will be offered on all orders submitted before deadlines.

- **Dating** – 12/20/20
- **New Accounts** – No orders will be shipped without Sole Technology/ThirtyTwo receiving a completed Dealer Credit Application, RSA and Returns Acknowledgement.

Reorders – AO Orders will receive an 8% discount and Net60 Dating.

Demo Orders – Demo orders must be submitted by deadline dates, and will receive a 15% discount. Demo orders may not exceed 20% of an accounts pre-booked order.

Freight – All orders will be shipped via FedEx Ground and billed directly on the invoice, unless otherwise specified on the account master (ex: Routing Guide, Freight Forwarder, Personal UPS/Fedex Acct, etc.)

THIRTY TWO FOCUS MODELS

| PRODUCT NAME | STYLE # | GENDER | COLOR | SIZE | RETAIL PRICE | WHOLESALE | SSL DISCOUNT % | UNIT PRICE (\$SSL NET) |
|--------------------------------|------------|---------|--------------|------|--------------|-----------|----------------|------------------------|
| Lashed Double Boa | 8105000394 | Men's | Red | 5-14 | \$299.95 | \$180.00 | 13% | \$156.60 |
| Lashed Double Boa | 8105000394 | Men's | Brown/Black | 5-14 | \$299.95 | \$180.00 | 13% | \$156.60 |
| Lashed Double Boa | 8105000394 | Men's | Black/Yellow | 5-14 | \$299.95 | \$180.00 | 13% | \$156.60 |
| Lashed Double Boa | 8105000394 | Men's | Black | 5-14 | \$299.95 | \$180.00 | 13% | \$156.60 |
| | | | | | | | | |
| Lashed Double Boa Bradshaw | 8105000395 | Men's | Camo | 5-14 | \$299.95 | \$180.00 | 13% | \$156.60 |
| | | | | | | | | |
| Lashed Double Boa Crab Grab | 8107000074 | Men's | Grey | 5-14 | \$299.95 | \$180.00 | 13% | \$156.60 |
| | | | | | | | | |
| Lashed | 8105000392 | Men's | Red | 5-14 | \$249.95 | \$150.00 | 13% | \$130.50 |
| Lashed | 8105000392 | Men's | Brown/Black | 5-14 | \$249.95 | \$150.00 | 13% | \$130.50 |
| Lashed | 8105000392 | Men's | Black/Yellow | 5-14 | \$249.95 | \$150.00 | 13% | \$130.50 |
| Lashed | 8105000392 | Men's | Black | 5-14 | \$249.95 | \$150.00 | 13% | \$130.50 |
| | | | | | | | | |
| Lashed Bradshaw | 8105000393 | Men's | Camo | 5-14 | \$249.95 | \$150.00 | 13% | \$130.50 |
| | | | | | | | | |
| Lashed Crab Grab | 8107000072 | Men's | Grey | 5-14 | \$249.95 | \$150.00 | 13% | \$130.50 |
| | | | | | | | | |
| W's Lashed Double Boa | 8205000195 | Women's | Tan | 5-10 | \$299.95 | \$180.00 | 13% | \$156.60 |
| W's Lashed Double Boa | 8205000195 | Women's | Maroon | 5-11 | \$299.95 | \$180.00 | 13% | \$156.60 |
| W's Lashed Double Boa | 8205000195 | Women's | Black | 5-12 | \$299.95 | \$180.00 | 13% | \$156.60 |
| | | | | | | | | |
| W's Lashed Double Boa Melancon | 8205000196 | Women's | White/Blue | 5-10 | \$299.95 | \$180.00 | 13% | \$156.60 |
| | | | | | | | | |
| W's Lashed Double Boa B4BC | 8107000025 | Women's | Black/Pink | 5-10 | \$299.95 | \$180.00 | 13% | \$156.60 |
| | | | | | | | | |
| W's Lashed | 8205000197 | Women's | Tan | 5-10 | \$249.95 | \$150.00 | 13% | \$130.50 |
| W's Lashed | 8205000197 | Women's | Black | 5-10 | \$249.95 | \$150.00 | 13% | \$130.50 |
| | | | | | | | | |
| W's Lashed Melancon | 8205000198 | Women's | White/Blue | 5-10 | \$249.95 | \$150.00 | 13% | \$130.50 |