



FALL / WINTER 2020 / 21 AUTHORIZED PROGRAM

PLEASE COMPLETE ALL CELLS - THANK YOU

| | | | | |
|---------------|------------------|--|--------------|-------------------------------|
| SUPPLIER INFO | SUPPLIER NAME | Point6 | | |
| | SUPPLIER ADDRESS | 1120 S Lincoln Ave Suite F | | |
| | CITY | Steamboat Springs | STATE CO | ZIP 80487 |
| | WEBSITE LINK | www.point6.com | B2B SITE | |
| | CATEGORY | ACCESSORIES | SUB-CATEGORY | Socks, Baselayer, Accessories |

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|------------------------|--|--|----------------------|----|
| PRESEASON PROGRAM INFO | ORDER DEADLINE | 4/1/2020 | | |
| | ORDER DISCOUNT | 20% on socks and accessories, 10% on baselayers | | |
| | EARLY ORDER DISCOUNT (WHEN APPLICABLE) | | EARLY ORDER DEADLINE | |
| | PAYMENT TERMS | 1/1/2021 orders placed before April 1, 2020, and N45 after | | |
| | FREIGHT | FOB | FOB POINT | TN |
| | START SHIP DATE | 10/1/2020 | | |
| | ANTICIPATION | NA | | |

| 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) | | | | | | | | | | | | | | | | | | | | |
|---|---|-------|------------------------|-------------------|----------------------|---------------|---------------------|-------------------|---------------|-----------|---------------|--|-------------|--|--------------|-----------------|---------------|-------------|-----------|--------------|--|
| | All orders for Socks must be placed in multiples of 3 per SKU. (style/color/size) Base Layer and Accessories in multiples of 1. Orders written after April 1, 2020 will get cash discounts based on the total value of pre-season orders. The earned discount will also apply to in-season At Once Orders per the schedule below. | | | | | | | | | | | | | | | | | | | | |
| | <table border="1"> <thead> <tr> <th colspan="2">Socks</th> </tr> <tr> <th>Order volume</th> <th>Earned discount</th> </tr> </thead> <tbody> <tr> <td>\$0 - \$2,999</td> <td>5 % discount</td> </tr> <tr> <td>\$3,000 - \$4,999</td> <td>10 % discount</td> </tr> <tr> <td>\$5,000 +</td> <td>15 % Discount</td> </tr> </tbody> </table> | Socks | | Order volume | Earned discount | \$0 - \$2,999 | 5 % discount | \$3,000 - \$4,999 | 10 % discount | \$5,000 + | 15 % Discount | <table border="1"> <thead> <tr> <th colspan="2">Base Layers</th> </tr> <tr> <th>Order volume</th> <th>Earned discount</th> </tr> </thead> <tbody> <tr> <td>\$0 - \$2,999</td> <td>No Discount</td> </tr> <tr> <td>\$3,000 +</td> <td>5 % Discount</td> </tr> </tbody> </table> | Base Layers | | Order volume | Earned discount | \$0 - \$2,999 | No Discount | \$3,000 + | 5 % Discount | |
| | Socks | | | | | | | | | | | | | | | | | | | | |
| Order volume | Earned discount | | | | | | | | | | | | | | | | | | | | |
| \$0 - \$2,999 | 5 % discount | | | | | | | | | | | | | | | | | | | | |
| \$3,000 - \$4,999 | 10 % discount | | | | | | | | | | | | | | | | | | | | |
| \$5,000 + | 15 % Discount | | | | | | | | | | | | | | | | | | | | |
| Base Layers | | | | | | | | | | | | | | | | | | | | | |
| Order volume | Earned discount | | | | | | | | | | | | | | | | | | | | |
| \$0 - \$2,999 | No Discount | | | | | | | | | | | | | | | | | | | | |
| \$3,000 + | 5 % Discount | | | | | | | | | | | | | | | | | | | | |
| Existing or new customers who write At-Once orders without a Preseason Earned Volume Discount will earn discounts based on the volume of each individual order. | | | | | | | | | | | | | | | | | | | | | |
| | <table border="1"> <thead> <tr> <th>Terms</th> <th>Order placement dating</th> </tr> </thead> <tbody> <tr> <td>January 1st, 2021</td> <td>Before April 1, 2020</td> </tr> <tr> <td>Net 45</td> <td>After April 1, 2020</td> </tr> </tbody> </table> | Terms | Order placement dating | January 1st, 2021 | Before April 1, 2020 | Net 45 | After April 1, 2020 | | | | | | | | | | | | | | |
| Terms | Order placement dating | | | | | | | | | | | | | | | | | | | | |
| January 1st, 2021 | Before April 1, 2020 | | | | | | | | | | | | | | | | | | | | |
| Net 45 | After April 1, 2020 | | | | | | | | | | | | | | | | | | | | |

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|---------|------------------|--|-----------|----|
| REORDER | REORDER DISCOUNT | The earned discount will apply to in-season at-once orders per the schedule above. | | |
| | REORDER TERMS | N30 | | |
| | REORDER FREIGHT | FOB | FOB POINT | TN |

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| SPECIAL OFFERS | Please use the space below to provide details on specific SSL Special Model Offers (include attachment, if preferred) | | |
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|-----------|----------------------|--|---|
| MARKETING | MARKETING ASSISTANCE | Please use the space below to detail any additional marketing support: Mark Down Funds, Co-op, Promoboxx, Locally, etc. | |
| | | <p>Try-on Demo Program: We encourage your floor sales associates to grab a pair of Point6 socks off the rack and have customers try on new shoes with a new pair of socks. Help your employees upsell and improve your customers' experience. If the customer doesn't buy the sock, put it in a bin for your sales rep to pick up and reimburse you for.</p> <p>Buy 3 socks, get on pair of socks for free (occurs 2-4 times per year).</p> <p>Customer giveaway: First 20 customers get a free pair of socks. Contact Point6 for more ideas and opportunities.</p> | |
| | | Order 144+ pair | Qualify for compact freestanding tower display. |
| | | Order 48+ pair | Qualify for comact countertop display. |
| | Order 48+ pair | Qualify for slat/grid logo sign. | |

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|----------------------|---|-------|--|
| CONTACT PERSON | Lib Diamond | EMAIL | lib@point6.com |
| DIGITAL CATALOG LINK | https://www.dropbox.com/sh/03zc0ddu6era187/AADubtne1JsqFim5-huDi9ja?dl=0 | | |

| | | | | | |
|------------------|--------------------|--|----------------|----------|--|
| CUSTOMER SERVICE | CS REP | Britta Bodine | CREDIT MANAGER | SUPPLIER | Point6 |
| | CS EMAIL | britta@point6.com | | CONTACT | Britta Bodine |
| | CS DIRECT PHONE | 970-871-1055 | | EMAIL | britta@point6.com |
| | COMPANY MAIN PHONE | 971-871-1055 | | PHONE | 97-871-1055 |