



2020 SSL HOTBUY BOOKLET

v. 1/10/2020

APPAREL/OUTERWEAR HOTBUYS	NOTES
4F	
ARMADA	DUE 2/6/20
ARTESANIA	
BLACK DIAMOND	
BONFIRE	
COTOPAXI	
CRAFT	DUE 2/5/20
DALE OF NORWAY	
DARE2B	
FERA INTERNATIONAL	
FW APPAREL	
HEAD SPORTSWEAR	
HELLY HANSEN	DUE 2/3/20
INVICTA	
JACK WOLFSKIN	
KARI TRAA	
L1 PREMIUM GOODS	
LIQUID	
MAMMUT	
MOUNTAIN HARDWEAR	
NIKITA	
NILS	DUE 2/1/20
O'NEILL	DUE 2/1/20
OUTDOOR GEAR	
ROSSIGNOL	
SAVE THE DUCK	
SCOTT	
SKEA	DUE 2/3/20
SOYBU	
SUNICE	
THIRTY TWO OUTERWEAR	
TURBINE	
WORLD FAMOUS SPORTS	

****NOTE THAT SOME SUPPLIERS HAVE REQUIREMENTS TO PLACE A HOTBUY! ORDER. THOSE SUPPLIERS HAVE NOTES ON THE TOP OF THEIR HOTBUY SHEET.**



4F 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	SKU	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
H4Z20-KUDN009	KUDN009	H4Z20-KUDN009-WHITE	20K SKI JACKET	WOMENS	WHITE	XS - XXXL	\$ 350.00	\$ 175.00	25%	\$ 131.25	63%
H4Z20-KUDN009	KUDN009	H4Z20-KUDN009-RED NEON	20K SKI JACKET	WOMENS	RED NEON	XS - XXXL	\$ 350.00	\$ 175.00	25%	\$ 131.25	63%
H4Z20-KUDN009	KUDN009	H4Z20-KUDN009-COBALT	20K SKI JACKET	WOMENS	COBALT	XS - XXXL	\$ 350.00	\$ 175.00	25%	\$ 131.25	63%
H4Z20-KUDN009	KUDN009	H4Z20-KUDN009-PINK	20K SKI JACKET	WOMENS	PINK	XS - XXXL	\$ 350.00	\$ 175.00	25%	\$ 131.25	63%
H4Z20-KUDN004	KUDN004	H4Z20-KUDN004-LIGHT PINK	10K SKI JACKET	WOMENS	LIGHT PINK	XS - XXXL	\$ 250.00	\$ 125.00	25%	\$ 93.75	63%
H4Z20-KUDN004	KUDN004	H4Z20-KUDN004-WHITE	10K SKI JACKET	WOMENS	WHITE	XS - XXXL	\$ 250.00	\$ 125.00	25%	\$ 93.75	63%
H4Z20-SPDN007	SPDN007	H4Z20-SPDN007-WHITE	20K SKI PANT	WOMENS	WHITE	XS - XXXL	\$ 230.00	\$ 115.00	25%	\$ 86.25	63%
H4Z20-SPDN007	SPDN007	H4Z20-SPDN007-COBALT	20K SKI PANT	WOMENS	COBALT	XS - XXXL	\$ 230.00	\$ 115.00	25%	\$ 86.25	63%
H4Z20-SPDN007	SPDN007	H4Z20-SPDN007-PINK	20K SKI PANT	WOMENS	PINK	XS - XXXL	\$ 230.00	\$ 115.00	25%	\$ 86.25	63%
H4Z20-SPDN007	SPDN007	H4Z20-SPDN007-RED NEON	20K SKI PANT	WOMENS	RED NEON	XS - XXXL	\$ 230.00	\$ 115.00	25%	\$ 86.25	63%
H4Z20-SPDN007	SPDN007	H4Z20-SPDN007-DEEP BLACK	20K SKI PANT	WOMENS	DEEP BLACK	XS - XXXL	\$ 230.00	\$ 115.00	25%	\$ 86.25	63%
H4Z20-KUDP005	KUDP005	H4Z20-KUDP005-RED	DOWN JACKET	WOMENS	RED	XS - XXXL	\$ 130.00	\$ 65.00	25%	\$ 48.75	63%
H4Z20-KUDP005	KUDP005	H4Z20-KUDP005-NAVY	DOWN JACKET	WOMENS	NAVY	XS - XXXL	\$ 130.00	\$ 65.00	25%	\$ 48.75	63%
H4Z20-KUDP001A	KUDP001A	H4Z20-KUDP001A-DEEP BLACK	DOWN JACKET	WOMENS	DEEP BLACK	XS - XXXL	\$ 110.00	\$ 55.00	25%	\$ 41.25	63%
H4Z20-KUDP001A	KUDP001A	H4Z20-KUDP001A-TEAL	DOWN JACKET	WOMENS	TEAL	XS - XXXL	\$ 110.00	\$ 55.00	25%	\$ 41.25	63%
H4Z20-BIDD038	BIDD038	H4Z20-BIDD038-COBALT	T-NECK	WOMENS	COBALT	XS - XXXL	\$ 70.00	\$ 35.00	25%	\$ 26.25	63%
H4Z20-BIDD038	BIDD038	H4Z20-BIDD038-DEEP BLACK	T-NECK	WOMENS	DEEP BLACK	XS - XXXL	\$ 70.00	\$ 35.00	25%	\$ 26.25	63%
H4Z20-KUMN008	KUMN008	H4Z20-KUMN008-COLD LIGHT GREY	15K SKI JACKET	MENS	COLD LIGHT GREY	XS - XXXL	\$ 300.00	\$ 150.00	25%	\$ 112.50	63%
H4Z20-KUMN008	KUMN008	H4Z20-KUMN008-CANARY GREEN	15K SKI JACKET	MENS	CANARY GREEN	S - XXXL	\$ 300.00	\$ 150.00	25%	\$ 112.50	63%
H4Z20-KUMN008	KUMN008	H4Z20-KUMN008-RED	15K SKI JACKET	MENS	RED	S - XXXL	\$ 300.00	\$ 150.00	25%	\$ 112.50	63%
H4Z20-KUMN005	KUMN005	H4Z20-KUMN005-BLUE	10K SKI JACKET	MENS	BLUE	S - XXXL	\$ 200.00	\$ 100.00	25%	\$ 75.00	63%
H4Z20-KUMN005	KUMN005	H4Z20-KUMN005-RED	10K SKI JACKET	MENS	RED	S - XXXL	\$ 200.00	\$ 100.00	25%	\$ 75.00	63%
H4Z20-KUMN005	KUMN005	H4Z20-KUMN005-TEAL	10K SKI JACKET	MENS	TEAL	S - XXXL	\$ 200.00	\$ 100.00	25%	\$ 75.00	63%
H4Z20-KUMN005	KUMN005	H4Z20-KUMN005-CANARY GREEN	10K SKI JACKET	MENS	CANARY GREEN	S - XXXL	\$ 200.00	\$ 100.00	25%	\$ 75.00	63%
H4Z20-SPMN004	SPMN004	H4Z20-SPMN004-MULTICOLOUR ALLOVER	15K SKI PANT	MENS	MULTICOLOUR ALLOVER	S - XXXL	\$ 180.00	\$ 90.00	25%	\$ 67.50	63%
H4Z20-SPMN004	SPMN004	H4Z20-SPMN004-MULTICOLOUR 1 ALLOVER	15K SKI PANT	MENS	MULTICOLOUR 1 ALLOVER	S - XXXL	\$ 180.00	\$ 90.00	25%	\$ 67.50	63%
H4Z20-SPMN004	SPMN004	H4Z20-SPMN004-DEEP BLACK	15K SKI PANT	MENS	DEEP BLACK	S - XXXL	\$ 180.00	\$ 90.00	25%	\$ 67.50	63%
H4Z20-KUMP005	KUMP005	H4Z20-KUMP005-DEEP BLACK	DOWN JACKET	MENS	DEEP BLACK	S - XXXL	\$ 160.00	\$ 80.00	25%	\$ 60.00	63%
H4Z20-KUMP005	KUMP005	H4Z20-KUMP005-COBALT	DOWN JACKET	MENS	COBALT	S - XXXL	\$ 160.00	\$ 80.00	25%	\$ 60.00	63%
H4Z20-KUMP005	KUMP005	H4Z20-KUMP005-CANARY GREEN	DOWN JACKET	MENS	CANARY GREEN	S - XXXL	\$ 160.00	\$ 80.00	25%	\$ 60.00	63%
H4Z20-BIMD033	BIMD033	H4Z20-BIMD033-COLD LIGHT GREY MELANGE-S	T-NECK	MENS	COLD LIGHT GREY MELANGE	S - XXXL	\$ 50.00	\$ 25.00	25%	\$ 18.75	63%
H4Z20-BIMD033	BIMD033	H4Z20-BIMD033-DARK GREY MELANGE-XXXL	T-NECK	MENS	DARK GREY MELANGE	S - XXXL	\$ 50.00	\$ 25.00	25%	\$ 18.75	63%
H4Z20-BIMD033	BIMD033	H4Z20-BIMD033-DARK BLUE MELANGE-S	T-NECK	MENS	DARK BLUE MELANGE	S - XXXL	\$ 50.00	\$ 25.00	25%	\$ 18.75	63%

Please include information on HotBuy! order requirements below: (ex: order min, submitted on separate PO, HBI can only account for \$X of overall order)

M Bergs Insulated Jacket, M Union Insulated Pant, M Rotor Midlayer > Dealer must order all 3 pieces in the kit to earn this discount.
W Helena Insulated Jacket, W Lenox Insulated Pant, W Hideout Midlayer > Dealer must order all 3 pieces in the kit to earn this discount.
DEADLINE IS 2/6/21



ARMADA 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM%
Bergs Insulated Jacket	R00368	Insulated Jacket	Men	Camo	S - XL	\$229.95	\$115.00	24%	\$ 87.40	62%
Bergs Insulated Jacket	R00368	Insulated Jacket	Men	SOLAR	S - XL	\$229.95	\$115.00	24%	\$ 87.40	62%
Bergs Insulated Jacket	R00368	Insulated Jacket	Men	Desert	S - XL	\$229.95	\$115.00	24%	\$ 87.40	62%
Union Insulated Pant	R00371	Insulated Pant	Men	BLACK	S - XL	\$179.95	\$90.00	24%	\$ 68.40	62%
Union Insulated Pant	R00371	Insulated Pant	Men	FIR	S - XL	\$179.95	\$90.00	24%	\$ 68.40	62%
Union Insulated Pant	R00371	Insulated Pant	Men	GRAPHITE	S - XL	\$179.95	\$90.00	24%	\$ 68.40	62%
Union Insulated Pant	R00371	Insulated Pant	Men	DUSK BLUE	S - XL	\$179.95	\$90.00	24%	\$ 68.40	62%
Rotor Midlayer	R00392	Mid-layer	Men	Camo	S - XL	\$99.95	\$50.00	24%	\$ 38.00	62%
Rotor Midlayer	R00392	Mid-layer	Men	WHITEWATER	S - XL	\$99.95	\$50.00	24%	\$ 38.00	62%
Rotor Midlayer	R00392	Mid-layer	Men	BLACK	S - XL	\$99.95	\$50.00	24%	\$ 38.00	62%
Helena Insulated Jacket	R00383	Insulated Jacket	Women	PLUM	XS - L	\$209.95	\$105.00	24%	\$ 79.80	62%
Helena Insulated Jacket	R00383	Insulated Jacket	Women	BLACK	XS - L	\$209.95	\$105.00	24%	\$ 79.80	62%
Helena Insulated Jacket	R00383	Insulated Jacket	Women	FIR	XS - L	\$209.95	\$105.00	24%	\$ 79.80	62%
Lenox Insulated Pant	R00386	Insulated Pant	Women	Camo	XS - L	\$179.95	\$90.00	24%	\$ 68.40	62%
Lenox Insulated Pant	R00386	Insulated Pant	Women	FIR	XS - L	\$179.95	\$90.00	24%	\$ 68.40	62%
Lenox Insulated Pant	R00386	Insulated Pant	Women	BLACK	XS - L	\$179.95	\$90.00	24%	\$ 68.40	62%
Lenox Insulated Pant	R00386	Insulated Pant	Women	White	XS - L	\$179.95	\$90.00	24%	\$ 68.40	62%
Hideout Midlayer	R00399	Mid-layer	Women	PLUM	XS - L	\$89.95	\$45.00	24%	\$ 34.20	62%
Hideout Midlayer	R00399	Mid-layer	Women	BLACK	XS - L	\$89.95	\$45.00	24%	\$ 34.20	62%
Romer GTX 2L Ins Jkt	R00361	GTX Insulated Jacket	Men	GRAPHITE	S - XL	\$379.95	\$190.00	17%	\$ 157.70	58%
Romer GTX 2L Ins Jkt	R00361	GTX Insulated Jacket	Men	DUSK BLUE	S - XL	\$379.95	\$190.00	17%	\$ 157.70	58%
Atlantis Gore-Tex 2L Pant	R00362	GTX Shell Pant	Men	BLACK	S - XL	\$299.95	\$150.00	17%	\$ 124.50	58%
Atlantis Gore-Tex 2L Pant	R00362	GTX Shell Pant	Men	Camo	S - XL	\$299.95	\$150.00	17%	\$ 124.50	58%
Lassen Pullover	R00389	Down Insulator	Men	BLACK	S - XL	\$149.95	\$75.00	17%	\$ 62.25	58%
Lassen Pullover	R00389	Down Insulator	Men	Camo	S - XL	\$149.95	\$75.00	17%	\$ 62.25	58%
Kata GTX 2L Ins Jkt	R00377	GTX Insulated Jacket	Women	Camo	XS - L	\$379.95	\$190.00	17%	\$ 157.70	58%
Kata GTX 2L Ins Jkt	R00377	GTX Insulated Jacket	Women	STEEL	XS - L	\$379.95	\$190.00	17%	\$ 157.70	58%
Trego GTX 2L Ins Pt	R00378	GTX Insulated Pant	Women	PLUM	XS - L	\$299.95	\$150.00	17%	\$ 124.50	58%
Trego GTX 2L Ins Pt	R00378	GTX Insulated Pant	Women	BLACK	XS - L	\$299.95	\$150.00	17%	\$ 124.50	58%
Mesa Pullover	R00396	Down Insulator	Women	Camo	XS - L	\$149.95	\$75.00	17%	\$ 62.25	58%
Mesa Pullover	R00396	Down Insulator	Women	BLACK	XS - L	\$149.95	\$75.00	17%	\$ 62.25	58%



ARTESANIA 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	UPC	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Men's 1/4 Zip Sweater	MS001		M CASUAL SWEATER	MENS	Grey	M - XL	\$ 79.00	\$ 34.00	25%	\$ 25.50	68%
Men's 1/4 Zip Sweater	MS003		M CASUAL SWEATER	MENS	Red	M - XL	\$ 79.00	\$ 34.00	25%	\$ 25.50	68%
Women's Pom Hat	WH011		W BEANIE	WOMENS	Grey/Grey	OS	\$ 32.00	\$ 13.00	25%	\$ 9.75	70%
Women's Pom Hat	WH011		W BEANIE	WOMENS	Black/Grey	OS	\$ 32.00	\$ 13.00	25%	\$ 9.75	70%
Women's Pom Hat	WH011		W BEANIE	WOMENS	Grey/Ivory	OS	\$ 32.00	\$ 13.00	25%	\$ 9.75	70%
Men's Stripe Beanie	HT1001		M BEANIE	MENS	Black	OS	\$ 28.00	\$ 12.00	25%	\$ 9.00	68%
Men's Stripe Beanie	HT1001		M BEANIE	MENS	Dark Grey	OS	\$ 28.00	\$ 12.00	25%	\$ 9.00	68%
Men's Stripe Beanie	HT1001		M BEANIE	MENS	Light Grey	OS	\$ 28.00	\$ 12.00	25%	\$ 9.00	68%
Women's Hoodie Sweater	WS002		W CASUAL SWEATER	WOMENS	Black	S - L	\$ 79.00	\$ 34.00	25%	\$ 25.50	68%
Women's Hoodie Sweater	WS025		W CASUAL SWEATER	WOMENS	Grey	S - L	\$ 79.00	\$ 34.00	25%	\$ 25.50	68%

Please include information on HotBuy! order requirements below: (ex: order min, submitted on separate PO, HBI can only account for \$X of overall order)

HotBuy! styles are eligible towards F20 outerwear and glove incentives. See Program.



BLACK DIAMOND 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
M BOUNDARY LINE INSULATED JCK	AP746060	INSULATED JACKET	MENS	Azurite	SML - XLG	\$ 349.00	\$ 174.50	12%	\$ 153.56	56%
M BOUNDARY LINE INSULATED JCK	AP746060	INSULATED JACKET	MENS	Black	SML - XLG	\$ 349.00	\$ 174.50	12%	\$ 153.56	56%
M BOUNDARY LINE INSULATED JCK	AP746060	INSULATED JACKET	MENS	Cypress-Black	SML - XLG	\$ 349.00	\$ 174.50	12%	\$ 153.56	56%
M BOUNDARY LINE INSULATED JCK	AP746060	INSULATED JACKET	MENS	Dark Crimson-Black	SML - XLG	\$ 349.00	\$ 174.50	12%	\$ 153.56	56%
M BOUNDARY LINE INSULATED PANT	AP742002	INSULATED PANT	MENS	Black	SML - XLG	\$ 299.00	\$ 149.50	12%	\$ 131.56	56%
M BOUNDARY LINE INSULATED PANT	AP742002	INSULATED PANT	MENS	Carbon	SML - XLG	\$ 299.00	\$ 149.50	12%	\$ 131.56	56%
M BOUNDARY LINE MAPP INSUL JCK	AP746180	INSULATED JACKET	MENS	Anthracite-Walnut	SML - XLG	\$ 425.00	\$ 212.50	12%	\$ 187.00	56%
M BOUNDARY LINE MAPP INSUL JCK	AP746180	INSULATED JACKET	MENS	Azurite-Black	SML - XLG	\$ 425.00	\$ 212.50	12%	\$ 187.00	56%
M BOUNDARY LINE MAPP INSUL JCK	AP746180	INSULATED JACKET	MENS	Black-Carbon	SML - XLG	\$ 425.00	\$ 212.50	12%	\$ 187.00	56%
M BOUNDARY LINE MAPP INSUL JCK	AP746180	INSULATED JACKET	MENS	Dark Crimson-Carbon	SML - XLG	\$ 425.00	\$ 212.50	12%	\$ 187.00	56%
M BOUNDARY LINE SHELL PANT	AP741040	SHELL PANT	MENS	Anthracite	SML - XLG	\$ 299.00	\$ 149.50	12%	\$ 131.56	56%
M BOUNDARY LINE SHELL PANT	AP741040	SHELL PANT	MENS	Black	SML - XLG	\$ 299.00	\$ 149.50	12%	\$ 131.56	56%
M BOUNDARY LINE SHELL PANT	AP741040	SHELL PANT	MENS	Walnut	SML - XLG	\$ 299.00	\$ 149.50	12%	\$ 131.56	56%
M RECON BIBS	AP741020	SHELL BIB	MENS	Black	SML - XLG	\$ 399.00	\$ 199.50	12%	\$ 175.56	56%
M RECON BIBS	AP741020	SHELL BIB	MENS	Carbon	SML - XLG	\$ 399.00	\$ 199.50	12%	\$ 175.56	56%
M RECON STRETCH SKI PANTS	APZCOG	SHELL PANT	MENS	Black	SML - XLG	\$ 349.00	\$ 174.50	12%	\$ 153.56	56%
M RECON STRETCH SKI PANTS	APZCOG	SHELL PANT	MENS	Carbon	SML - XLG	\$ 349.00	\$ 174.50	12%	\$ 153.56	56%
M RECON STRETCH SKI PANTS	APZCOG	SHELL PANT	MENS	Cypress	SML - XLG	\$ 349.00	\$ 174.50	12%	\$ 153.56	56%
M RECON STRETCH SKI SHELL	APK6HI	SHELL JACKET	MENS	Black	SML - XLG	\$ 399.00	\$ 199.50	12%	\$ 175.56	56%
M RECON STRETCH SKI SHELL	APK6HI	SHELL JACKET	MENS	Carbon	SML - XLG	\$ 399.00	\$ 199.50	12%	\$ 175.56	56%
M RECON STRETCH SKI SHELL	APK6HI	SHELL JACKET	MENS	Cypress-Black	SML - XLG	\$ 399.00	\$ 199.50	12%	\$ 175.56	56%
M RECON STRETCH SKI SHELL	APK6HI	SHELL JACKET	MENS	Kingfisher	SML - XLG	\$ 399.00	\$ 199.50	12%	\$ 175.56	56%
M RECON STRETCH SKI SHELL	APK6HI	SHELL JACKET	MENS	Octane-Carbon	SML - XLG	\$ 399.00	\$ 199.50	12%	\$ 175.56	56%
W BOUNDARY LINE INSULATED JCK	AP746061	INSULATED JACKET	WOMENS	Black	XSM - XLG	\$ 349.00	\$ 174.50	12%	\$ 153.56	56%
W BOUNDARY LINE INSULATED JCK	AP746061	INSULATED JACKET	WOMENS	Sea Pine-Black	XSM - XLG	\$ 349.00	\$ 174.50	12%	\$ 153.56	56%
W BOUNDARY LINE INSULATED JCK	AP746061	INSULATED JACKET	WOMENS	Wild Rose	XSM - XLG	\$ 349.00	\$ 174.50	12%	\$ 153.56	56%
W BOUNDARY LINE INSULATED PANT	AP742003	INSULATED PANT	WOMENS	Black	XSM - XLG	\$ 299.00	\$ 149.50	12%	\$ 131.56	56%
W BOUNDARY LINE INSULATED PANT	AP742003	INSULATED PANT	WOMENS	Bordeaux	XSM - XLG	\$ 299.00	\$ 149.50	12%	\$ 131.56	56%
W BOUNDARY LINE INSULATED PANT	AP742003	INSULATED PANT	WOMENS	Sea Pine	XSM - XLG	\$ 299.00	\$ 149.50	12%	\$ 131.56	56%
W BOUNDARY LINE MAPP INSUL JCK	AP746181	INSULATED JACKET	WOMENS	Black	XSM - XLG	\$ 425.00	\$ 212.50	12%	\$ 187.00	56%
W BOUNDARY LINE MAPP INSUL JCK	AP746181	INSULATED JACKET	WOMENS	Bordeaux	XSM - XLG	\$ 425.00	\$ 212.50	12%	\$ 187.00	56%
W RECON STRETCH BIBS	AP741021	SHELL BIBS	WOMENS	Black	XSM - XLG	\$ 399.00	\$ 199.50	12%	\$ 175.56	56%
W RECON STRETCH BIBS	AP741021	SHELL BIBS	WOMENS	Bordeaux	XSM - XLG	\$ 399.00	\$ 199.50	12%	\$ 175.56	56%
W RECON STRETCH SKI PANTS	APU318	SHELL PANTS	WOMENS	Aluminum	XSM - XLG	\$ 349.00	\$ 174.50	12%	\$ 153.56	56%
W RECON STRETCH SKI PANTS	APU318	SHELL PANTS	WOMENS	Black	XSM - XLG	\$ 349.00	\$ 174.50	12%	\$ 153.56	56%
W RECON STRETCH SKI PANTS	APU318	SHELL PANTS	WOMENS	Sea Pine	XSM - XLG	\$ 349.00	\$ 174.50	12%	\$ 153.56	56%

Black Diamond

PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
W RECON STRETCH SKI SHELL	APE709	SHELL JACKET	WOMENS	Aluminum	XSM - XLG	\$ 399.00	\$ 199.50	12%	\$ 175.56	56%
W RECON STRETCH SKI SHELL	APE709	SHELL JACKET	WOMENS	Black	XSM - XLG	\$ 399.00	\$ 199.50	12%	\$ 175.56	56%
W RECON STRETCH SKI SHELL	APE709	SHELL JACKET	WOMENS	Bordeaux	XSM - XLG	\$ 399.00	\$ 199.50	12%	\$ 175.56	56%
W RECON STRETCH SKI SHELL	APE709	SHELL JACKET	WOMENS	Sea Pine	XSM - XLG	\$ 399.00	\$ 199.50	12%	\$ 175.56	56%
SPARK GLOVES	BD801595	INSULATED GLOVE	MENS	Astral Blue	XSM - XLG	\$ 79.95	\$ 39.98	14%	\$ 34.38	57%
SPARK GLOVES	BD801595	INSULATED GLOVE	MENS	Dark Crimson	XSM - XLG	\$ 79.95	\$ 39.98	14%	\$ 34.38	57%
SPARK GLOVES	BD801595	INSULATED GLOVE	MENS	Smoke	XSM - XLG	\$ 79.95	\$ 39.98	14%	\$ 34.38	57%
SPARK GLOVES	BD801595	INSULATED GLOVE	MENS	Walnut	XSM - XLG	\$ 79.95	\$ 39.98	14%	\$ 34.38	57%
SPARK JOHNNY MITTS	BD801620	INSULATED MITT	MENS	Burnt Olive	XSM - XLG	\$ 89.95	\$ 44.98	14%	\$ 38.68	57%
SPARK JOHNNY MITTS	BD801620	INSULATED MITT	MENS	Smoke	XSM - XLG	\$ 89.95	\$ 44.98	14%	\$ 38.68	57%
SPARK MITTS	BD801597	INSULATED MITT	MENS	Astral Blue	XSM - XLG	\$ 79.95	\$ 39.98	14%	\$ 34.38	57%
SPARK MITTS	BD801597	INSULATED MITT	MENS	Dark Crimson	XSM - XLG	\$ 79.95	\$ 39.98	14%	\$ 34.38	57%
SPARK MITTS	BD801597	INSULATED MITT	MENS	Smoke	XSM - XLG	\$ 79.95	\$ 39.98	14%	\$ 34.38	57%
SPARK MITTS	BD801597	INSULATED MITT	MENS	Walnut	XSM - XLG	\$ 79.95	\$ 39.98	14%	\$ 34.38	57%
SPARK POWDER GLOVES	BD801593	INSULATED GLOVE	MENS	Burnt Olive	XSM - XLG	\$ 109.95	\$ 54.98	14%	\$ 47.28	57%
SPARK POWDER GLOVES	BD801593	INSULATED GLOVE	MENS	Smoke	XSM - XLG	\$ 109.95	\$ 54.98	14%	\$ 47.28	57%
SPARK POWDER GLOVES	BD801593	INSULATED GLOVE	MENS	Walnut	XSM - XLG	\$ 109.95	\$ 54.98	14%	\$ 47.28	57%
WOMEN'S SPARK ANGEL FINGER	BD801603	INSULATED MITT	WOMENS	Smoke	XSM - L	\$ 89.95	\$ 44.98	14%	\$ 38.68	57%
WOMEN'S SPARK ANGEL FINGER	BD801603	INSULATED MITT	WOMENS	Spruce	XSM - L	\$ 89.95	\$ 44.98	14%	\$ 38.68	57%
WOMEN'S SPARK GLOVES	BD801596	INSULATED GLOVE	WOMENS	Bordeaux	XSM - L	\$ 79.95	\$ 39.98	14%	\$ 34.38	57%
WOMEN'S SPARK GLOVES	BD801596	INSULATED GLOVE	WOMENS	Nickel	XSM - L	\$ 79.95	\$ 39.98	14%	\$ 34.38	57%
WOMEN'S SPARK GLOVES	BD801596	INSULATED GLOVE	WOMENS	Smoke	XSM - L	\$ 79.95	\$ 39.98	14%	\$ 34.38	57%
WOMEN'S SPARK GLOVES	BD801596	INSULATED GLOVE	WOMENS	Spruce	XSM - L	\$ 79.95	\$ 39.98	14%	\$ 34.38	57%
WOMEN'S SPARK MITTS	BD801599	INSULATED MITT	WOMENS	Bordeaux	XSM - L	\$ 79.95	\$ 39.98	14%	\$ 34.38	57%
WOMEN'S SPARK MITTS	BD801599	INSULATED MITT	WOMENS	Nickel	XSM - L	\$ 79.95	\$ 39.98	14%	\$ 34.38	57%
WOMEN'S SPARK MITTS	BD801599	INSULATED MITT	WOMENS	Smoke	XSM - L	\$ 79.95	\$ 39.98	14%	\$ 34.38	57%
WOMEN'S SPARK MITTS	BD801599	INSULATED MITT	WOMENS	Spruce	XSM - L	\$ 79.95	\$ 39.98	14%	\$ 34.38	57%
WOMEN'S SPARK POWDER GLOVES	BD801601	INSULATED GLOVE	WOMENS	Bordeaux	XSM - L	\$ 109.95	\$ 54.98	14%	\$ 47.28	57%
WOMEN'S SPARK POWDER GLOVES	BD801601	INSULATED GLOVE	WOMENS	Caspian	XSM - L	\$ 109.95	\$ 54.98	14%	\$ 47.28	57%
WOMEN'S SPARK POWDER GLOVES	BD801601	INSULATED GLOVE	WOMENS	Nickel	XSM - L	\$ 109.95	\$ 54.98	14%	\$ 47.28	57%
WOMEN'S SPARK POWDER GLOVES	BD801601	INSULATED GLOVE	WOMENS	Smoke	XSM - L	\$ 109.95	\$ 54.98	14%	\$ 47.28	57%

Please include information on HotBuy! order requirements below: (ex: order min, submitted on separate PO, HB! can only account for \$X of overall order)

HotBuy! Styles are not eligible for additions 2% discount (SEE PROGRAM FORM)



BONFIRE 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	UPC	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
M CACHE 2L STRETCH JACKET	BMMJCAC	191201184252	20K/10K STRETCH SHELL JACKET	Men	BLACK	XS - XXL	\$ 269.95	\$ 135.00	15%	\$ 114.74	57%
M CACHE 2L STRETCH JACKET	BMMJCAC	191201184368	20K/10K STRETCH SHELL JACKET	Men	CHARCOAL	XS - XXL	\$ 269.95	\$ 135.00	15%	\$ 114.74	57%
M BETA STRETCH PULLOVER ANORAK JACKET	BMMJBET	191201184139	STRETCH PULLOVER ANORAK JACKET	Men	BLACK	XS	\$ 249.95	\$ 125.00	15%	\$ 106.25	57%
M BETA STRETCH PULLOVER ANORAK JACKET	BMMJBET	191201184245	STRETCH PULLOVER ANORAK JACKET	Men	LT GREY	XXL	\$ 249.95	\$ 125.00	15%	\$ 106.25	57%
U BETA STRETCH PULLOVER ANORAK JACKET - UNISEX	BMMJBET	191201186546	STRETCH PULLOVER ANORAK JACKET	Men	DESERT	XXS	\$ 249.95	\$ 125.00	15%	\$ 106.25	57%
M REFLECT BIB	BMMBREF	191201180896	BIB	Men	BLACK	XXL	\$ 229.95	\$ 115.00	15%	\$ 97.75	57%
M REFLECT BIB	BMMBREF	191201180964	BIB	Men	DESERT	XS	\$ 229.95	\$ 115.00	15%	\$ 97.75	57%
M REFLECT BIB	BMMBREF	191201180957	BIB	Men	CAMO	XXL	\$ 229.95	\$ 115.00	15%	\$ 97.75	57%



COTOPAXI 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Teca Fleece Full-Zip Jacket	TFL-F20	W INSULATED FLEECE JACKET	Women's	Everglades	XS - XL	\$100	\$50	20%	\$40	60%
Teca Fleece Full-Zip Jacket	TFL-F20	W INSULATED FLEECE JACKET	Women's	Hot Sauce	XS - XL	\$100	\$50	20%	\$40	60%
Teca Fleece Full-Zip Jacket	TFL-F20	W INSULATED FLEECE JACKET	Women's	Total Eclipse	XS - XL	\$100	\$50	20%	\$40	60%
Teca Fleece Full-Zip Jacket	TFL-F20	W INSULATED FLEECE JACKET	Women's	Intergalactic	XS - XL	\$100	\$50	20%	\$40	60%
Teca Fleece Full-Zip Jacket	TFL-F20	MENS INSULATED FLEECE JACKET	Men's	Leafy Greens	S - XXL	\$100	\$50	20%	\$40	60%
Teca Fleece Full-Zip Jacket	TFL-F20	MENS INSULATED FLEECE JACKET	Men's	Monterey	S - XXL	\$100	\$50	20%	\$40	60%
Teca Fleece Full-Zip Jacket	TFL-F20	MENS INSULATED FLEECE JACKET	Men's	Neveda	S - XXL	\$100	\$50	20%	\$40	60%
Teca Fleece Full-Zip Jacket	TFL-F20	MENS INSULATED FLEECE JACKET	Men's	Down by the River	S - XXL	\$100	\$50	20%	\$40	60%
Teca Fleece Full-Zip Jacket	TFL-F20	MENS INSULATED FLEECE JACKET	Men's	Deep Space	S - XXL	\$100	\$50	20%	\$40	60%

ORDER DEADLINE IS 2/5/20



CRAFT 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
CORE Warm Baselayer Set W	1909708	Baselayer Set	Women	Monument	XS - XL	\$ 79.99	\$ 40.00	25%	\$ 30.00	62%
CORE Warm Baselayer Set W	1909708	Baselayer Set	Women	Fame	XS - XL	\$ 79.99	\$ 40.00	25%	\$ 30.00	62%
CORE Warm Baselayer Set W	1909708	Baselayer Set	Women	Black	XS - XL	\$ 79.99	\$ 40.00	25%	\$ 30.00	62%
CORE Wool Baselayer Set W	1909710	Baselayer Set	Women	Fame Melange	XS - XL	\$ 159.99	\$ 80.00	25%	\$ 60.00	62%
CORE Wool Baselayer Set W	1909710	Baselayer Set	Women	Black Melange	XS - XL	\$ 159.99	\$ 80.00	25%	\$ 60.00	62%
CORE Dry Baselayer Set W	1909706	Baselayer Set	Women	Multi-Bluberry	XS - XL	\$ 69.99	\$ 35.00	25%	\$ 26.25	62%
CORE Dry Baselayer Set W	1909706	Baselayer Set	Women	Black	XS - XL	\$ 69.99	\$ 35.00	25%	\$ 26.25	62%
ADV Warm Tech Jacket W	1909630	Active Jacket	Women	Black - Ash	XS - XL	\$ 119.99	\$ 60.00	25%	\$ 45.00	62%
ADV Warm Tech Jacket W	1909630	Active Jacket	Women	Sencha-Trace	XS - XL	\$ 119.99	\$ 60.00	25%	\$ 45.00	62%
ADV Warm Tech Jacket W	1909630	Active Jacket	Women	Trace	XS - XL	\$ 119.99	\$ 60.00	25%	\$ 45.00	62%
Storm Balance Jacket W	1907773	Active Jacket	Women	Area-Asphalt	XS - XL	\$ 169.99	\$ 85.00	25%	\$ 63.75	62%
Storm Balance Jacket W	1907773	Active Jacket	Women	White-Ash	XS - XL	\$ 169.99	\$ 85.00	25%	\$ 63.75	62%
Storm Balance Jacket W	1907773	Active Jacket	Women	Peak-Asphalt	XS - XL	\$ 169.99	\$ 85.00	25%	\$ 63.75	62%
Storm Balance Jacket W	1907773	Active Jacket	Women	Trace-Asphalt	XS - XL	\$ 169.99	\$ 85.00	25%	\$ 63.75	62%
ADV Essence Warm Tights W	1909632	Active Tights	Women	Black-Trace	XS - XL	\$ 79.99	\$ 40.00	25%	\$ 30.00	62%
ADV Essence Warm Tights W	1909632	Active Tights	Women	Asphalt-Area	XS - XL	\$ 79.99	\$ 40.00	25%	\$ 30.00	62%
ADV Essence Warm Tights W	1909632	Active Tights	Women	Asphalt-Peak	XS - XL	\$ 79.99	\$ 40.00	25%	\$ 30.00	62%
ADV Essence Warm Tights W	1909632	Active Tights	Women	Black	XS - XL	\$ 79.99	\$ 40.00	25%	\$ 30.00	62%
ADV Essence Wind Pants W	1909634	Active Tights	Women	Black	XS - XL	\$ 94.99	\$ 47.50	25%	\$ 35.63	62%
CORE Warm Baselayer Set M	1909709	Baselayer Set	Men	Burst	S - XXL	\$ 79.99	\$ 40.00	25%	\$ 30.00	62%
CORE Warm Baselayer Set M	1909709	Baselayer Set	Men	Dark Olive	S - XXL	\$ 79.99	\$ 40.00	25%	\$ 30.00	62%
CORE Warm Baselayer Set M	1909709	Baselayer Set	Men	Black	S - XXL	\$ 79.99	\$ 40.00	25%	\$ 30.00	62%
CORE Dry Baselayer Set M	1909707	Baselayer Set	Men	Burst-Blaze	S - XXL	\$ 69.99	\$ 35.00	25%	\$ 26.25	62%
CORE Dry Baselayer Set M	1909707	Baselayer Set	Men	DarkOlive/Tiger	S - XXL	\$ 69.99	\$ 35.00	25%	\$ 26.25	62%
CORE Dry Baselayer Set M	1909707	Baselayer Set	Men	Black	S - XXL	\$ 69.99	\$ 35.00	25%	\$ 26.25	62%
CORE Wool Merino Set M	1909711	Baselayer Set	Men	Dark Olive Melange	S - XXL	\$ 159.99	\$ 80.00	25%	\$ 60.00	62%
CORE Wool Merino Set M	1909711	Baselayer Set	Men	Black Melange	S - XXL	\$ 159.99	\$ 80.00	25%	\$ 60.00	62%
ADV Warm Tech Jacket M	1909602	Active Jacket	Men	Tiger-Black	S - XXL	\$ 119.99	\$ 60.00	25%	\$ 45.00	62%
ADV Warm Tech Jacket M	1909602	Active Jacket	Men	Black-Beat	S - XXL	\$ 119.99	\$ 60.00	25%	\$ 45.00	62%
ADV Warm Tech Jacket M	1909602	Active Jacket	Men	Black	S - XXL	\$ 119.99	\$ 60.00	25%	\$ 45.00	62%
ADV Warm Tech Jacket M	1909602	Active Jacket	Men	Ash-Black	S - XXL	\$ 119.99	\$ 60.00	25%	\$ 45.00	62%
ADV Storm Jacket M	1909581	Active Jacket	Men	Peak-Pace	S - XXL	\$ 159.99	\$ 80.00	25%	\$ 60.00	62%
ADV Storm Jacket M	1909581	Active Jacket	Men	Asphalt-Ash	S - XXL	\$ 159.99	\$ 80.00	25%	\$ 60.00	62%
ADV Essence Wind Pants M	1909605	Active Tights	Men	Black	S - XXL	\$ 94.99	\$ 47.50	25%	\$ 35.63	62%
ADV Essence Warm Tights M	1909604	Active Tights	Men	Black	S - XXL	\$ 79.99	\$ 40.00	25%	\$ 30.00	62%

CRAFT

PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
CORE Dry Baselayer Set JR	1909713	Baselayer Set	Junior	Hint-Peak	XS - XL	\$ 49.99	\$ 25.00	25%	\$ 18.75	62%
CORE Dry Baselayer Set JR	1909713	Baselayer Set	Junior	Point-Scream	XS - XL	\$ 49.99	\$ 25.00	25%	\$ 18.75	62%
CORE Dry Baselayer Set JR	1909713	Baselayer Set	Junior	Black	XS - XL	\$ 49.99	\$ 25.00	25%	\$ 18.75	62%
CORE Warm Baselayer Set JR	1909712	Baselayer Set	Junior	Fame-Scream	XS - XL	\$ 59.99	\$ 30.00	25%	\$ 22.50	62%
CORE Warm Baselayer Set JR	1909712	Baselayer Set	Junior	Beat-Scream	XS - XL	\$ 59.99	\$ 30.00	25%	\$ 22.50	62%
CORE Wool Merino Set JR	1909714	Baselayer Set	Junior	Dark Olive Melange	XS - XL	\$ 119.99	\$ 60.00	25%	\$ 45.00	62%
CORE Wool Merino Set JR	1909714	Baselayer Set	Junior	Black Melange	XS - XL	\$ 119.99	\$ 60.00	25%	\$ 45.00	62%
Siberian 2.0 Split Finger Glove	1906571	Gloves	Unisex	Black	XS - XL	\$ 74.99	\$ 37.50	25%	\$ 28.13	62%
Siberian 2.0 Split Finger Glove	1906571	Gloves	Unisex	Flumino-Black	XS - XL	\$ 74.99	\$ 37.50	25%	\$ 28.13	62%
Siberian 2.0 Split Finger Glove	1906574	Gloves	Unisex	Silver- Black	XS - XL	\$ 74.99	\$ 37.50	25%	\$ 28.13	62%
Siberian 2.0 Glove	1906572	Gloves	Unisex	Black	XS - XL	\$ 59.99	\$ 30.00	25%	\$ 22.50	62%
Siberian 2.0 Glove	1906572	Gloves	Unisex	Flumino-Black	XS - XL	\$ 59.99	\$ 30.00	25%	\$ 22.50	62%
Siberian 2.0 Glove	1906573	Gloves	Unisex	Silver- Black	XS - XL	\$ 59.99	\$ 30.00	25%	\$ 22.50	62%
Core Essence Thermal Multi Grip Glove	1909935	Gloves	Unisex	Black	XS - XL	\$ 39.99	\$ 20.00	25%	\$ 15.00	62%
Core Essence Thermal Multi Grip Glove	1909936	Gloves	Unisex	Flumino	XS - XL	\$ 39.99	\$ 20.00	25%	\$ 15.00	62%

Please include information on HotBuy! order requirements below: (ex: order min, submitted on separate PO, HB! can only account for \$X of overall order)

Dealer must place an additional inline order to access the DoN Hot Buy program.



DALE OF NORWAY 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Podium Masc Sweater	94211	Knit Sweater	Men	C - Navy/Offwhite/Red	S - XXL	\$ 260.00	\$ 130.00	25%	\$ 97.50	63%
Podium Fem Sweater	94221	Knit Sweater	Women	C - Navy/Offwhite/Red	XS - XL	\$ 260.00	\$ 130.00	25%	\$ 97.50	63%
Podium Headband	26731	Knit Headband	Unisex	C - Navy/Offwhite/Red	ONESIZE	\$ 50.00	\$ 25.00	25%	\$ 18.75	63%
Podium Hat	48721	Knit Hat	Unisex	C - Navy/Offwhite/Red	ONESIZE	\$ 55.00	\$ 27.50	25%	\$ 20.63	63%



DARE2B SSL HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT	UNIT PRICE (SSL NET)	GM %
SUPERCELL JACKET	DMP463	20K/20K INS JACKET	MENS	Methyl Blue/Petrol Blue/Aluminum Grey	XS - XXXL	\$ 295.00	\$ 140.00	25%	\$ 105.00	64%
SUPERCELL JACKET	DMP463	20K/20K INS JACKET	MENS	Aluminum Grey/Trail Blaze/Ebony Grey	XS - XXXL	\$ 295.00	\$ 140.00	25%	\$ 105.00	64%
SUPERCELL JACKET	DMP463	20K/20K INS JACKET	MENS	Black/Ebony Grey/Aluminum Grey	XS - XXXL	\$ 295.00	\$ 140.00	25%	\$ 105.00	64%
SUPERCELL JACKET	DMP463	20K/20K INS JACKET	MENS	Nighfall Navy/Dark Denim/Lime Punch	XS - XXXL	\$ 295.00	\$ 140.00	25%	\$ 105.00	64%
INTERMIT II JACKET	DMP466	20K/20K INS JACKET	MENS	Trail Blaze/Black/Ebony Grey	XS - XXXL	\$ 195.00	\$ 90.00	25%	\$ 67.50	65%
INTERMIT II JACKET	DMP466	20K/20K INS JACKET	MENS	Methyl Blue/Petrol Blue/Ebony Grey	XS - XXXL	\$ 195.00	\$ 90.00	25%	\$ 67.50	65%
INTERMIT II JACKET	DMP466	20K/20K INS JACKET	MENS	Ebony Grey/Black/Aluminum Grey	XS - XXXL	\$ 195.00	\$ 90.00	25%	\$ 67.50	65%
INTERMIT II JACKET	DMP466	20K/20K INS JACKET	MENS	Dark Denim/Nightfall Navy/Lime Punch	XS - XXXL	\$ 195.00	\$ 90.00	25%	\$ 67.50	65%
INTERMIT II JACKET	DMP466	20K/20K INS JACKET	MENS	Nightfall Navy/Dark Denim	XS - XXXL	\$ 195.00	\$ 90.00	25%	\$ 67.50	65%
ACHIEVE INSULATED PANT	DMW504	20K/20K INS PANT	MENS	Black	XS - XXXL	\$ 150.00	\$ 65.00	25%	\$ 48.75	68%
ACHIEVE II PANT	DMW486	20K/20K LINED PANT	MENS	Trail Blaze	XS - XXXL	\$ 140.00	\$ 60.00	25%	\$ 45.00	68%
ACHIEVE II PANT	DMW486	20K/20K LINED PANT	MENS	Petrol Blue	XS - XXXL	\$ 140.00	\$ 60.00	25%	\$ 45.00	68%
ACHIEVE II PANT	DMW486	20K/20K LINED PANT	MENS	Ebony Grey	XS - XXXL	\$ 140.00	\$ 60.00	25%	\$ 45.00	68%
ACHIEVE II PANT	DMW486	20K/20K LINED PANT	MENS	Vivid Green	XS - XXXL	\$ 140.00	\$ 60.00	25%	\$ 45.00	68%
ACHIEVE II PANT	DMW486	20K/20K LINED PANT	MENS	Dark Denim	XS - XXXL	\$ 140.00	\$ 60.00	25%	\$ 45.00	68%
ACHIEVE II PANT	DMW486	20K/20K LINED PANT	MENS	Lime Punch	XS - XXXL	\$ 140.00	\$ 60.00	25%	\$ 45.00	68%
ACHIEVE II PANT	DMW486	20K/20K LINED PANT	MENS	Nightfall Navy	XS - XXXL	\$ 140.00	\$ 60.00	25%	\$ 45.00	68%
ACHIEVE II PANT	DMW486	20K/20K LINED PANT	MENS	Methyl Blue	XS - XXXL	\$ 140.00	\$ 60.00	25%	\$ 45.00	68%
ACHIEVE II PANT	DMW486	20K/20K LINED PANT	MENS	Black	XS - XXXL	\$ 140.00	\$ 60.00	25%	\$ 45.00	68%
ACHIEVE II PANT	DMW486	20K/20K LINED PANT	MENS	Black	XS - XXXL	\$ 140.00	\$ 60.00	25%	\$ 45.00	68%
ACHIEVE II PANT	DMW486	20K/20K LINED PANT	MENS	Black	XS - XXXL	\$ 140.00	\$ 60.00	25%	\$ 45.00	68%
ACHIEVE II PANT	DMW486	20K/20K LINED PANT	MENS	Black	XS - XXXL	\$ 140.00	\$ 60.00	25%	\$ 45.00	68%
ACHIEVE II PANT	DMW486	20K/20K LINED PANT	MENS	Black	XS - XXXL	\$ 140.00	\$ 60.00	25%	\$ 45.00	68%
ACHIEVE II PANT	DMW486	20K/20K LINED PANT	MENS	Black	XS - XXXL	\$ 140.00	\$ 60.00	25%	\$ 45.00	68%
ACHIEVE II PANT	DMW486	20K/20K LINED PANT	MENS	Black	XS - XXXL	\$ 140.00	\$ 60.00	25%	\$ 45.00	68%
INTERFUSED II CORE STRETCH	DML434	T-NECK	MENS	PETROL BLUE/METHYL BLUE	XS - XXXL	\$ 70.00	\$ 30.00	25%	\$ 22.50	68%
INTERFUSED II CORE STRETCH	DML434	T-NECK	MENS	METHYL BLUE/EBONY GREY	XS - XXXL	\$ 70.00	\$ 30.00	25%	\$ 22.50	68%
INTERFUSED II CORE STRETCH	DML434	T-NECK	MENS	BLACK/TRAIL BLAZE	XS - XXXL	\$ 70.00	\$ 30.00	25%	\$ 22.50	68%
INTERFUSED II CORE STRETCH	DML434	T-NECK	MENS	ASH GREY MARL/EBONY GREY	XS - XXXL	\$ 70.00	\$ 30.00	25%	\$ 22.50	68%
INTERFUSED II CORE STRETCH	DML434	T-NECK	MENS	WHITE/ASH GREY MARL	XS - XXXL	\$ 70.00	\$ 30.00	25%	\$ 22.50	68%
INTERFUSED II CORE STRETCH	DML434	T-NECK	MENS	DARK DENIM/NIGHTFALL NAVY	XS - XXXL	\$ 70.00	\$ 30.00	25%	\$ 22.50	68%
INTERFUSED II CORE STRETCH	DML434	T-NECK	MENS	TRAIL BLAZE/BLACK	XS - XXXL	\$ 70.00	\$ 30.00	25%	\$ 22.50	68%
INTERFUSED II CORE STRETCH	DML434	T-NECK	MENS	ALUMINUM GREY/EBONY GREY/BLACK	XS - XXXL	\$ 70.00	\$ 30.00	25%	\$ 22.50	68%
PROVINCE JACKET	DWP473	20K/20K INS JACKET	LADIES	Azure Blue Dispersed Flower Print	SZ 02 - 16	\$ 250.00	\$ 115.00	25%	\$ 86.25	66%
PROVINCE JACKET	DWP473	20K/20K INS JACKET	LADIES	Black Marble Flow Print	SZ 02 - 16	\$ 250.00	\$ 115.00	25%	\$ 86.25	66%
ENCLAVE JACKET	DWP466	20K/20K INS JACKET	LADIES	DARK DENIM/NIGHTFALL NAVY	SZ 02 - 16	\$ 195.00	\$ 90.00	25%	\$ 67.50	65%
ENCLAVE JACKET	DWP466	20K/20K INS JACKET	LADIES	NEON PINK/DARK DENIM	SZ 02 - 16	\$ 195.00	\$ 90.00	25%	\$ 67.50	65%
ENCLAVE JACKET	DWP466	20K/20K INS JACKET	LADIES	BLACK/WHITE	SZ 02 - 16	\$ 195.00	\$ 90.00	25%	\$ 67.50	65%
ENCLAVE JACKET	DWP466	20K/20K INS JACKET	LADIES	SEVILLE RED/BLACK	SZ 02 - 16	\$ 195.00	\$ 90.00	25%	\$ 67.50	65%
ENCLAVE JACKET	DWP466	20K/20K INS JACKET	LADIES	ACTIVE PINK/BLACK	SZ 02 - 16	\$ 195.00	\$ 90.00	25%	\$ 67.50	65%
ENCLAVE JACKET	DWP466	20K/20K INS JACKET	LADIES	AZURE BLUE/WHITE	SZ 02 - 16	\$ 195.00	\$ 90.00	25%	\$ 67.50	65%

DARE2B

PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT	UNIT PRICE (SSL NET)	GM %
EFFUSED INSULATED PANT	DWW504	20K/20K INS PANT	LADIES	BLACK	SZ 02 - 16	\$ 150.00	\$ 65.00	25%	\$ 48.75	68%
EFFUSED INSULATED PANT	DWW504	20K/20K INS PANT	LADIES	WHITE	SZ 02 - 16	\$ 150.00	\$ 65.00	25%	\$ 48.75	68%
EFFUSED II PANT	DWW486	20K/20K LINED PANT	LADIES	AZURE BLUE	SZ 02 - 16	\$ 140.00	\$ 60.00	25%	\$ 45.00	68%
EFFUSED II PANT	DWW486	20K/20K LINED PANT	LADIES	NIGHTFALL NAVY	SZ 02 - 16	\$ 140.00	\$ 60.00	25%	\$ 45.00	68%
EFFUSED II PANT	DWW486	20K/20K LINED PANT	LADIES	NEON PINK	SZ 02 - 16	\$ 140.00	\$ 60.00	25%	\$ 45.00	68%
EFFUSED II PANT	DWW486	20K/20K LINED PANT	LADIES	ACTIVE PINK	SZ 02 - 16	\$ 140.00	\$ 60.00	25%	\$ 45.00	68%
EFFUSED II PANT	DWW486	20K/20K LINED PANT	LADIES	WHITE	SZ 02 - 16	\$ 140.00	\$ 60.00	25%	\$ 45.00	68%
EFFUSED II PANT	DWW486	20K/20K LINED PANT	LADIES	DARK DENIM	SZ 02 - 16	\$ 140.00	\$ 60.00	25%	\$ 45.00	68%
EFFUSED II PANT	DWW486	20K/20K LINED PANT	LADIES	SEVILLE RED	SZ 02 - 16	\$ 140.00	\$ 60.00	25%	\$ 45.00	68%
EFFUSED II PANT	DWW486	20K/20K LINED PANT	LADIES	MONOCHROME CROC PRINT	SZ 02 - 16	\$ 140.00	\$ 60.00	25%	\$ 45.00	68%
EFFUSED II PANT	DWW486	20K/20K LINED PANT	LADIES	BLACK	SZ 02 - 16	\$ 140.00	\$ 60.00	25%	\$ 45.00	68%
INVOLVED II CORE STRETCH	DWL434	T-NECK	LADIES	WHITE/ARGENT GREY	SZ 02 - 16	\$ 70.00	\$ 30.00	25%	\$ 22.50	68%
INVOLVED II CORE STRETCH	DWL434	T-NECK	LADIES	NEON PINK/WHITE	SZ 02 - 16	\$ 70.00	\$ 30.00	25%	\$ 22.50	68%
INVOLVED II CORE STRETCH	DWL434	T-NECK	LADIES	ACTIVE PINK/WHITE	SZ 02 - 16	\$ 70.00	\$ 30.00	25%	\$ 22.50	68%
INVOLVED II CORE STRETCH	DWL434	T-NECK	LADIES	BLACK	SZ 02 - 16	\$ 70.00	\$ 30.00	25%	\$ 22.50	68%
INVOLVED II CORE STRETCH	DWL434	T-NECK	LADIES	AZURE BLUE/WHITE	SZ 02 - 16	\$ 70.00	\$ 30.00	25%	\$ 22.50	68%
INVOLVED II CORE STRETCH	DWL434	T-NECK	LADIES	DARK DENIM/NIGHTFALL NAVY	SZ 02 - 16	\$ 70.00	\$ 30.00	25%	\$ 22.50	68%
INVOLVED II CORE STRETCH	DWL434	T-NECK	LADIES	SEVILLE RED/WHITE	SZ 02 - 16	\$ 70.00	\$ 30.00	25%	\$ 22.50	68%
CAVALIER JACKET	DKP383	20K/20K INS JACKET	JR	VIVID GREEN/DARKDENIM/SPACE GREY	3/4 - 15/16	\$ 140.00	\$ 70.00	25%	\$ 52.50	63%
CAVALIER JACKET	DKP383	20K/20K INS JACKET	JR	BLAZE ORANGE/DARK DENIM GEO CAMO PRINT/DARK DENIM	3/4 - 15/16	\$ 140.00	\$ 70.00	25%	\$ 52.50	63%
CAVALIER JACKET	DKP383	20K/20K INS JACKET	JR	LIME PUNCH/PETROL BLUE/ATLANTIC BLUE GEO CAMO PRINT	3/4 - 15/16	\$ 140.00	\$ 70.00	25%	\$ 52.50	63%
CAVALIER JACKET	DKP383	20K/20K INS JACKET	JR	NEO PINK/DARK DENIM/WHITE	3/4 - 15/16	\$ 140.00	\$ 70.00	25%	\$ 52.50	63%
CAVALIER JACKET	DKP383	20K/20K INS JACKET	JR	CERAMIC BLUE/CERAMIC BLUE ANIMAL FUSION PRINT/DARK DENIM	3/4 - 15/16	\$ 140.00	\$ 70.00	25%	\$ 52.50	63%
SNOWDROP JACKET	DGP336	20K/20K INS JACKET	JR	NEON PINK/WHITE	3/4 - 15/16	\$ 130.00	\$ 65.00	25%	\$ 48.75	63%
SNOWDROP JACKET	DGP336	20K/20K INS JACKET	JR	CERAMIC BLUE/DARK DENIM	3/4 - 15/16	\$ 130.00	\$ 65.00	25%	\$ 48.75	63%
SNOWDROP JACKET	DGP336	20K/20K INS JACKET	JR	BLACK/WHITE	3/4 - 15/16	\$ 130.00	\$ 65.00	25%	\$ 48.75	63%
OUTMOVE II PANT	DKW419	20K/20K INS PANT	JR	METHYL BLUE	3/4 - 15/16	\$ 100.00	\$ 50.00	25%	\$ 37.50	63%
OUTMOVE II PANT	DKW419	20K/20K INS PANT	JR	BLACK	3/4 - 15/16	\$ 100.00	\$ 50.00	25%	\$ 37.50	63%
OUTMOVE II PANT	DKW419	20K/20K INS PANT	JR	BLAZE ORANGE	3/4 - 15/16	\$ 100.00	\$ 50.00	25%	\$ 37.50	63%
OUTMOVE II PANT	DKW419	20K/20K INS PANT	JR	VIVID GREEN	3/4 - 15/16	\$ 100.00	\$ 50.00	25%	\$ 37.50	63%
OUTMOVE II PANT	DKW419	20K/20K INS PANT	JR	DARK DENIM	3/4 - 15/16	\$ 100.00	\$ 50.00	25%	\$ 37.50	63%
OUTMOVE II PANT	DKW419	20K/20K INS PANT	JR	NEON PINK	3/4 - 15/16	\$ 100.00	\$ 50.00	25%	\$ 37.50	63%
OUTMOVE II PANT	DKW419	20K/20K INS PANT	JR	CERAMIC BLUE	3/4 - 15/16	\$ 100.00	\$ 50.00	25%	\$ 37.50	63%
OUTMOVE II PANT	DKW419	20K/20K INS PANT	JR	WHITE	3/4 - 15/16	\$ 100.00	\$ 50.00	25%	\$ 37.50	63%
OUTMOVE II PANT	DKW419	20K/20K INS PANT	JR	ALUMINUM GREY	3/4 - 15/16	\$ 100.00	\$ 50.00	25%	\$ 37.50	63%
OUTMOVE II PANT	DKW419	20K/20K INS PANT	JR	LIME PUNCH	3/4 - 15/16	\$ 100.00	\$ 50.00	25%	\$ 37.50	63%
FORMATE CORE STRETCH	DKL359	T-NECK	JR	EBONY GREY/BLACK	3/4 - 15/16	\$ 40.00	\$ 20.00	25%	\$ 15.00	63%
FORMATE CORE STRETCH	DKL359	T-NECK	JR	METHYL BLUE/LIME PUNCH/PETROL BLUE	3/4 - 15/16	\$ 40.00	\$ 20.00	25%	\$ 15.00	63%
FORMATE CORE STRETCH	DKL359	T-NECK	JR	BLAZE ORANGE/DARK DENIM/ALUMINUM GREY	3/4 - 15/16	\$ 40.00	\$ 20.00	25%	\$ 15.00	63%
FORMATE CORE STRETCH	DKL359	T-NECK	JR	DARK DENIM/VIVID GREEN/SPACE GREY	3/4 - 15/16	\$ 40.00	\$ 20.00	25%	\$ 15.00	63%
FORMATE CORE STRETCH	DKL359	T-NECK	JR	NEON PINK/DARK DENIM/WHITE	3/4 - 15/16	\$ 40.00	\$ 20.00	25%	\$ 15.00	63%
FORMATE CORE STRETCH	DKL359	T-NECK	JR	PETROL BLUE/METHYL BLUE	3/4 - 15/16	\$ 40.00	\$ 20.00	25%	\$ 15.00	63%



FERA 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM%
Lucy Pant	01206	10K Insulated Pant	Womens	001L BLACK (LONG)	SZ 2 - 16	\$ 190.00	\$ 95.00	16%	\$ 80.00	58%
Lucy Pant	01206	10K Insulated Pant	Womens	001R BLACK (REG)	SZ 2 - 16	\$ 190.00	\$ 95.00	16%	\$ 80.00	58%
Lucy Pant	01206	10K Insulated Pant	Womens	001S BLACK (SHORT)	SZ 2 - 16	\$ 190.00	\$ 95.00	16%	\$ 80.00	58%
Lucy Pant	01206	10K Insulated Pant	Womens	102L WHITE CLOUD (LONG)	SZ 2 - 16	\$ 190.00	\$ 95.00	16%	\$ 80.00	58%
Lucy Pant	01206	10K Insulated Pant	Womens	102R WHITE CLOUD (REG)	SZ 2 - 16	\$ 190.00	\$ 95.00	16%	\$ 80.00	58%
Lucy Pant	01206	10K Insulated Pant	Womens	102S WHITE CLOUD (SHORT)	SZ 2 - 16	\$ 190.00	\$ 95.00	16%	\$ 80.00	58%
Lucy Pant	01206	10K Insulated Pant	Womens	410 NAVY	SZ 2 - 16	\$ 190.00	\$ 95.00	16%	\$ 80.00	58%
Lucy Pant	01206	10K Insulated Pant	Womens	640 RED	SZ 2 - 16	\$ 190.00	\$ 95.00	16%	\$ 80.00	58%
Lucy Pant	01206	10K Insulated Pant	Womens	660 HOT PINK	SZ 2 - 16	\$ 190.00	\$ 95.00	16%	\$ 80.00	58%
Lucy Pant	01206	10K Insulated Pant	Womens	810 ORANGE	SZ 2 - 16	\$ 190.00	\$ 95.00	16%	\$ 80.00	58%
Ascent Pant	02201	10K Insulated Pant	Mens	001L BLACK (LONG)	SZ 30 - 40	\$ 190.00	\$ 95.00	16%	\$ 80.00	58%
Ascent Pant	02201	10K Insulated Pant	Mens	001R BLACK (REG)	SZ 30 - 40	\$ 190.00	\$ 95.00	16%	\$ 80.00	58%
Ascent Pant	02201	10K Insulated Pant	Mens	001S BLACK (SHORT)	SZ 30 - 40	\$ 190.00	\$ 95.00	16%	\$ 80.00	58%
Ascent Pant	02201	10K Insulated Pant	Mens	410 NAVY	SZ 30 - 40	\$ 190.00	\$ 95.00	16%	\$ 80.00	58%
Ascent Pant	02201	10K Insulated Pant	Mens	412 PRISM BLUE	SZ 30 - 40	\$ 190.00	\$ 95.00	16%	\$ 80.00	58%
Ascent Pant	02201	10K Insulated Pant	Mens	640 RED	SZ 30 - 40	\$ 190.00	\$ 95.00	16%	\$ 80.00	58%
Ascent Pant	02201	10K Insulated Pant	Mens	810 ORANGE	SZ 30 - 40	\$ 190.00	\$ 95.00	16%	\$ 80.00	58%



FW APPAREL 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	Unit Price (SSL NET)	GM%
CATALYST 2L JKT - WPS	FWAP20-FS2J	Waterproof Shells	MENS	Alpine Forest	XS - XXL	\$ 379.95	\$ 190.00	15%	\$ 161.50	57%
CATALYST 2L JKT - WPS	FWAP21-FS2J	Waterproof Shells	MENS	Ice Blue	XS - XXL	\$ 379.95	\$ 190.00	15%	\$ 161.50	57%
CATALYST 2L JKT - WPS	FWAP21-FS2J	Waterproof Shells	MENS	Pastel Canyon	XS - XXL	\$ 379.95	\$ 190.00	15%	\$ 161.50	57%
CATALYST 2L JKT - WPS	FWAP20-FS2J	Waterproof Shells	MENS	Slate Black	XS - XXL	\$ 379.95	\$ 190.00	15%	\$ 161.50	57%
CATALYST 2L PANT - DENIM - WPS	FWAPW21-C2PD	Waterproof Shells	MENS	Blue Denim	XS - XXL	\$ 299.95	\$ 150.00	15%	\$ 127.50	57%
CATALYST 2L PANT - WPS	FWAP20-FS2P	Waterproof Shells	MENS	Alpine Forest	XS - XXL	\$ 299.95	\$ 150.00	15%	\$ 127.50	57%
CATALYST 2L PANT - WPS	FWAP21-FS2P	Waterproof Shells	MENS	Ice Blue	XS - XXL	\$ 299.95	\$ 150.00	15%	\$ 127.50	57%
CATALYST 2L PANT - WPS	FWAP20-FS2P	Waterproof Shells	MENS	Slate Black	XS - XXL	\$ 299.95	\$ 150.00	15%	\$ 127.50	57%
CATALYST RIDING SHIRT - PFL	FWAP20-FSRS	Puff Layers	MENS	Alpine Forest	XS - XXL	\$ 199.95	\$ 100.00	15%	\$ 85.00	57%
CATALYST RIDING SHIRT - PFL	FWAP20-FSRS	Puff Layers	MENS	Prairie Sand	XS - XXL	\$ 199.95	\$ 100.00	15%	\$ 85.00	57%
CATALYST RIDING SHIRT - PFL	FWAPW21-FSRS	Puff Layers	MENS	Slate Blue	XS - XXL	\$ 199.95	\$ 100.00	15%	\$ 85.00	57%
W CATALYST 2L JKT - WPS	FWAPW21-WC2J	Waterproof Shells	WOMENS	Alpine Lake	XS - XL	\$ 379.95	\$ 190.00	15%	\$ 161.50	57%
W CATALYST 2L JKT - WPS	FWAPW21-WC2J	Waterproof Shells	WOMENS	Ice Blue	XS - XL	\$ 379.95	\$ 190.00	15%	\$ 161.50	57%
W CATALYST 2L JKT - WPS	FWAPW21-WC2J	Waterproof Shells	WOMENS	Slate Black	XS - XL	\$ 379.95	\$ 190.00	15%	\$ 161.50	57%
W CATALYST 2L PANT - WPS	FWAPW21-WC2P	Waterproof Shells	WOMENS	Alpine Lake	XS - XL	\$ 299.95	\$ 150.00	15%	\$ 127.50	57%
W CATALYST 2L PANT - WPS	FWAPW21-WC2P	Waterproof Shells	WOMENS	Ice Blue	XS - XL	\$ 299.95	\$ 150.00	15%	\$ 127.50	57%
W CATALYST 2L PANT - WPS	FWAPW21-WC2P	Waterproof Shells	WOMENS	Slate Black	XS - XL	\$ 299.95	\$ 150.00	15%	\$ 127.50	57%
W CATALYST RIDING SHIRT - PFL	FWAPW21-WCRS	Puff Layers	WOMENS	Alpine Lake	XS - XL	\$ 199.95	\$ 100.00	15%	\$ 85.00	57%
W CATALYST RIDING SHIRT - PFL	FWAPW21-WCRS	Puff Layers	WOMENS	Prairie Sand	XS - XL	\$ 199.95	\$ 100.00	15%	\$ 85.00	57%
W CATALYST RIDING SHIRT - PFL	FWAPW21-WCRS	Puff Layers	WOMENS	Slate Blue	XS - XL	\$ 199.95	\$ 100.00	15%	\$ 85.00	57%

Please include information on HotBuy! order requirements below: (ex: order min, submitted on separate PO, HB! can only account for \$X of overall order)

Total order minimum with HEAD Sportswear must be \$5,000.00 (Hot Buy + "Inline" Styles)



HEAD SPORTSWEAR 2020 HOTBUY SUPPLIER FORM

PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL)	GM %
REBELS Pants M	821660	SKI PANT	M	DB	XS - 3XL	\$ 450.00	225.00	18%	\$ 184.50	59%
SMU REBELS Jacket M	821770	SKI JACKET	M	DB	XS - 3XL	\$ 650.00	325.00	18%	\$ 266.50	59%
SMU REBELS Jacket M	821770	SKI JACKET	M	RDDB	XS - 3XL	\$ 650.00	325.00	18%	\$ 266.50	59%
SMU REBELS Jacket M	821770	SKI JACKET	M	RODB	XS - 3XL	\$ 650.00	325.00	18%	\$ 266.50	59%
SMU REBELS Jacket M	821770	SKI JACKET	M	WHRO	XS - 3XL	\$ 650.00	325.00	18%	\$ 266.50	59%
REBELS Pants W	824660	SKI PANT	W	AN	XS - 3XL	\$ 450.00	225.00	16%	\$ 189.00	58%
REBELS Pants W	824660	SKI PANT	W	BK	XS - 3XL	\$ 450.00	225.00	16%	\$ 189.00	58%
REBELS Pants W	824660	SKI PANT	W	OR	XS - 3XL	\$ 450.00	225.00	16%	\$ 189.00	58%
REBELS Pants W	824660	SKI PANT	W	WH	XS - 3XL	\$ 450.00	225.00	16%	\$ 189.00	58%
REBELS SUN Jacket W	824650	SKI JACKET	W	BK	XS - 3XL	\$ 700.00	350.00	16%	\$ 294.00	58%
REBELS SUN Jacket W	824650	SKI JACKET	W	WHAN	XS - 3XL	\$ 700.00	350.00	16%	\$ 294.00	58%
REBELS Jacket W	824640	SKI JACKET	W	BKAN	XS - 3XL	\$ 750.00	375.00	16%	\$ 315.00	58%
REBELS Jacket W	824640	SKI JACKET	W	ORAN	XS - 3XL	\$ 750.00	375.00	16%	\$ 315.00	58%

Please include information on HotBuy! order requirements below: (ex: order min, submitted on separate PO, HB! can only account for \$X of overall order)

Order To Be Submitted On A Separate PO
ORDER DEADLINE IS 2/3/20



HELLY HANSEN 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL	UNIT PRICE	GM %
FREEWAY JACKET	65740	MENS INSULATED JACKET	MENS	222/ALERT RED	S - 2XL	\$ 400.00	\$ 200.00	20%	\$ 160.00	60%
FREEWAY JACKET	65740	MENS INSULATED JACKET	MENS	421/LAV GREEN	S - 2XL	\$ 400.00	\$ 200.00	20%	\$ 160.00	60%
FREEWAY JACKET	65740	MENS INSULATED JACKET	MENS	983/SLATE	S - 2XL	\$ 400.00	\$ 200.00	20%	\$ 160.00	60%
FREEWAY JACKET	65740	MENS INSULATED JACKET	MENS	990/BLACK	S - 2XL	\$ 400.00	\$ 200.00	20%	\$ 160.00	60%
SWIFT 4.0 JACKET	65599	MENS INSULATED JACKET	MENS	300/PATROL ORANGE	S - 2XL	\$ 350.00	\$ 175.00	20%	\$ 140.00	60%
SWIFT 4.0 JACKET	65599	MENS INSULATED JACKET	MENS	421/LAV GREEN	S - 2XL	\$ 350.00	\$ 175.00	20%	\$ 140.00	60%
SWIFT 4.0 JACKET	65599	MENS INSULATED JACKET	MENS	639/ELECTRIC BLUE	S - 2XL	\$ 350.00	\$ 175.00	20%	\$ 140.00	60%
SWIFT 4.0 JACKET	65599	MENS INSULATED JACKET	MENS	991/BLACK	S - 2XL	\$ 350.00	\$ 175.00	20%	\$ 140.00	60%
RAPID PANT	65762	MENS INSULATED PANT	MENS	222/ALERT RED	S - 2XL	\$ 275.00	\$ 137.50	20%	\$ 110.00	60%
RAPID PANT	65762	MENS INSULATED PANT	MENS	421/LAV GREEN	S - 2XL	\$ 275.00	\$ 137.50	20%	\$ 110.00	60%
RAPID PANT	65762	MENS INSULATED PANT	MENS	983/SLATE	S - 2XL	\$ 275.00	\$ 137.50	20%	\$ 110.00	60%
RAPID PANT	65762	MENS INSULATED PANT	MENS	990/BLACK	S - 2XL	\$ 275.00	\$ 137.50	20%	\$ 110.00	60%
LEGENDARY INSULATED PANT	65704	MENS INSULATED PANT	MENS	222/ALERT RED	S - 2XL	\$ 200.00	\$ 100.00	20%	\$ 80.00	60%
LEGENDARY INSULATED PANT	65704	MENS INSULATED PANT	MENS	226/BRIGHT ORANGE	S - 2XL	\$ 200.00	\$ 100.00	20%	\$ 80.00	60%
LEGENDARY INSULATED PANT	65704	MENS INSULATED PANT	MENS	402/AZID LIME	S - 2XL	\$ 200.00	\$ 100.00	20%	\$ 80.00	60%
LEGENDARY INSULATED PANT	65704	MENS INSULATED PANT	MENS	482/BELUGA NMM PRINT	S - 2XL	\$ 200.00	\$ 100.00	20%	\$ 80.00	60%
LEGENDARY INSULATED PANT	65704	MENS INSULATED PANT	MENS	597/NAVY	S - 2XL	\$ 200.00	\$ 100.00	20%	\$ 80.00	60%
LEGENDARY INSULATED PANT	65704	MENS INSULATED PANT	MENS	983/SLATE	S - 2XL	\$ 200.00	\$ 100.00	20%	\$ 80.00	60%
LEGENDARY INSULATED PANT	65704	MENS INSULATED PANT	MENS	990/BLACK	S - 2XL	\$ 200.00	\$ 100.00	20%	\$ 80.00	60%
W MOTIONISTA LIFALOFT JACKET	65677	WOMENS INSULATED JACKET	WOMENS	2/WHITE	XS - XL	\$ 375.00	\$ 187.50	20%	\$ 150.00	60%
W MOTIONISTA LIFALOFT JACKET	65677	WOMENS INSULATED JACKET	WOMENS	3/WHITE	XS - XL	\$ 375.00	\$ 187.50	20%	\$ 150.00	60%
W MOTIONISTA LIFALOFT JACKET	65677	WOMENS INSULATED JACKET	WOMENS	525/TURQUOISE	XS - XL	\$ 375.00	\$ 187.50	20%	\$ 150.00	60%
W MOTIONISTA LIFALOFT JACKET	65677	WOMENS INSULATED JACKET	WOMENS	663/WILD ROSE	XS - XL	\$ 375.00	\$ 187.50	20%	\$ 150.00	60%
W MOTIONISTA LIFALOFT JACKET	65677	WOMENS INSULATED JACKET	WOMENS	990/BLACK	XS - XL	\$ 375.00	\$ 187.50	20%	\$ 150.00	60%
W MAJESTIC WARM JACKET	65678	WOMENS INSULATED JACKET	WOMENS	2/WHITE	XS - XL	\$ 300.00	\$ 150.00	20%	\$ 120.00	60%
W MAJESTIC WARM JACKET	65678	WOMENS INSULATED JACKET	WOMENS	255/LIBERTY	XS - XL	\$ 300.00	\$ 150.00	20%	\$ 120.00	60%
W MAJESTIC WARM JACKET	65678	WOMENS INSULATED JACKET	WOMENS	598/NAVY	XS - XL	\$ 300.00	\$ 150.00	20%	\$ 120.00	60%
W MAJESTIC WARM JACKET	65678	WOMENS INSULATED JACKET	WOMENS	991/BLACK	XS - XL	\$ 300.00	\$ 150.00	20%	\$ 120.00	60%
W BELLISSIMO 2 PANT	65736	WOMENS SOFTSHELL PANT	WOMENS	1/WHITE	XS - XL	\$ 200.00	\$ 100.00	20%	\$ 80.00	60%
W BELLISSIMO 2 PANT	65736	WOMENS SOFTSHELL PANT	WOMENS	597/NAVY	XS - XL	\$ 200.00	\$ 100.00	20%	\$ 80.00	60%
W BELLISSIMO 2 PANT	65736	WOMENS SOFTSHELL PANT	WOMENS	990/BLACK	XS - XL	\$ 200.00	\$ 100.00	20%	\$ 80.00	60%

HELLY HANSEN

PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT	UNIT PRICE (SSL NET)	GM %
W LEGENDARY INSULATED PANT	65683	WOMEN INSULATED PANT	WOMENS	1/WHITE	XS - XL	\$ 200.00	\$ 100.00	20%	\$ 80.00	60%
W LEGENDARY INSULATED PANT	65683	WOMEN INSULATED PANT	WOMENS	223/ALERT RED	XS - XL	\$ 200.00	\$ 100.00	20%	\$ 80.00	60%
W LEGENDARY INSULATED PANT	65683	WOMEN INSULATED PANT	WOMENS	255/LIBERTY	XS - XL	\$ 200.00	\$ 100.00	20%	\$ 80.00	60%
W LEGENDARY INSULATED PANT	65683	WOMEN INSULATED PANT	WOMENS	525/TURQUOISE	XS - XL	\$ 200.00	\$ 100.00	20%	\$ 80.00	60%
W LEGENDARY INSULATED PANT	65683	WOMEN INSULATED PANT	WOMENS	597/NAVY	XS - XL	\$ 200.00	\$ 100.00	20%	\$ 80.00	60%
W LEGENDARY INSULATED PANT	65683	WOMEN INSULATED PANT	WOMENS	857/PELICAN	XS - XL	\$ 200.00	\$ 100.00	20%	\$ 80.00	60%
W LEGENDARY INSULATED PANT	65683	WOMEN INSULATED PANT	WOMENS	990/BLACK	XS - XL	\$ 200.00	\$ 100.00	20%	\$ 80.00	60%
JR WHITEOUT JACKET	41721	JUNIOR INS JACKET	JUNIORS	538/SONIC BLUE	SZ 8 -16	\$ 200.00	\$ 100.00	20%	\$ 80.00	60%
JR WHITEOUT JACKET	41721	JUNIOR INS JACKET	JUNIORS	597/NAVY	SZ 8 -16	\$ 200.00	\$ 100.00	20%	\$ 80.00	60%
JR SAPPHIRE JACKET	41722	JUNIOR INS JACKET	JUNIORS	640/ICE BLUE	SZ 8 -16	\$ 200.00	\$ 100.00	20%	\$ 80.00	60%
JR SAPPHIRE JACKET	41722	JUNIOR INS JACKET	JUNIORS	673/MAGENTA HAZE	SZ 8 -16	\$ 200.00	\$ 100.00	20%	\$ 80.00	60%
JR LEGENDARY PANT	41606	JUNIOR INS PANT	JUNIORS	1/WHITE	SZ 8 -16	\$ 110.00	\$ 55.00	20%	\$ 44.00	60%
JR LEGENDARY PANT	41606	JUNIOR INS PANT	JUNIORS	278/NEON ORANGE	SZ 8 -16	\$ 110.00	\$ 55.00	20%	\$ 44.00	60%
JR LEGENDARY PANT	41606	JUNIOR INS PANT	JUNIORS	470/PINE GREEN	SZ 8 -16	\$ 110.00	\$ 55.00	20%	\$ 44.00	60%
JR LEGENDARY PANT	41606	JUNIOR INS PANT	JUNIORS	597/NAVY	SZ 8 -16	\$ 110.00	\$ 55.00	20%	\$ 44.00	60%
JR LEGENDARY PANT	41606	JUNIOR INS PANT	JUNIORS	640/ICE BLUE	SZ 8 -16	\$ 110.00	\$ 55.00	20%	\$ 44.00	60%
JR LEGENDARY PANT	41606	JUNIOR INS PANT	JUNIORS	673/MAGENTA HAZE	SZ 8 -16	\$ 110.00	\$ 55.00	20%	\$ 44.00	60%
JR LEGENDARY PANT	41606	JUNIOR INS PANT	JUNIORS	983/SLATE	SZ 8 -16	\$ 110.00	\$ 55.00	20%	\$ 44.00	60%
JR LEGENDARY PANT	41606	JUNIOR INS PANT	JUNIORS	990/BLACK	SZ 8 -16	\$ 110.00	\$ 55.00	20%	\$ 44.00	60%



INVICTA HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE	PRODUCT TYPE	GENDER	COLOR	SIZE	MSRP	WHOLESALE	SSL DISCOUNT %	SSL NET PRICE	GM %
OLIVER CONTEMPORARY STYLISH PUFFER	4431598U	Mens Casual Jacket	Men's	1219-blulette/blu scuro	M - 2XL	\$ 325.00	\$ 162.50	30%	\$ 125.00	62%
OLIVER CONTEMPORARY STYLISH PUFFER	4431598U	Mens Casual Jacket	Men's	003/ 1421-rosso/ecru	M - 2XL	\$ 325.00	\$ 162.50	30%	\$ 125.00	62%
OLIVER CONTEMPORARY STYLISH PUFFER	4431598U	Mens Casual Jacket	Men's	1438-ecru/blulette	M - 2XL	\$ 325.00	\$ 162.50	30%	\$ 125.00	62%
OLIVER CONTEMPORARY STYLISH PUFFER	4431598U	Mens Casual Jacket	Men's	1453-blu scuro/zafferano	M - 2XL	\$ 325.00	\$ 162.50	30%	\$ 125.00	62%
OLIVER CONTEMPORARY STYLISH PUFFER	4431598U	Mens Casual Jacket	Men's	545-nero/rosso	M - 2XL	\$ 325.00	\$ 162.50	30%	\$ 125.00	62%
LEAH CONTEMPORARY STYLISH PUFFER	4432354D	Womens Casual Jacket	Women's	1298-ecru/nero	XS - XL	\$ 350.00	\$ 175.00	40%	\$ 125.00	64%
LEAH CONTEMPORARY STYLISH PUFFER	4432354D	Womens Casual Jacket	Women's	003/ 1421-rosso/ecru	XS - XL	\$ 350.00	\$ 175.00	40%	\$ 125.00	64%
LEAH CONTEMPORARY STYLISH PUFFER	4432354D	Womens Casual Jacket	Women's	1465 - FUMO/ECRU	XS - XL	\$ 350.00	\$ 175.00	40%	\$ 125.00	64%
LEAH CONTEMPORARY STYLISH PUFFER	4432354D	Womens Casual Jacket	Women's	1466-nero/zafferano	XS - XL	\$ 350.00	\$ 175.00	40%	\$ 125.00	64%



JACK WOLFSKIN 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT	UNIT PRICE (SSL NET)	GM %
ATMOSPHERE JKT M	1204421-1361	INSUALTED DOWN JACKET	Men's	blue pacific	S - XXL	\$ 189.95	\$ 95.00	15%	\$ 80.75	57%
ATMOSPHERE JKT M	1204421-4119	INSUALTED DOWN JACKET	Men's	sage	S - XXL	\$ 189.95	\$ 95.00	15%	\$ 80.75	57%
ATMOSPHERE JKT M	1204421-6000	INSUALTED DOWN JACKET	Men's	black	S - XXL	\$ 189.95	\$ 95.00	15%	\$ 80.75	57%
LAKOTA JACKET M	1203792-1010	INSUALTED JACKET	Men's	night blue	S - XXL	\$ 299.95	\$ 150.00	15%	\$ 127.50	57%
LAKOTA JACKET M	1203792-5087	INSUALTED JACKET	Men's	brownstone	S - XXL	\$ 299.95	\$ 150.00	15%	\$ 127.50	57%
LAKOTA JACKET M	1203792-6350	INSUALTED JACKET	Men's	phantom	S - XXL	\$ 299.95	\$ 150.00	15%	\$ 127.50	57%
TROPOSPHERE JACKET M	1111711-1350	INSUALTED JACKET	Men's	dark cobalt	S - XXL	\$ 219.95	\$ 110.00	15%	\$ 93.50	57%
TROPOSPHERE JACKET M	1111711-2102	INSUALTED JACKET	Men's	red lacquer	S - XXL	\$ 219.95	\$ 110.00	15%	\$ 93.50	57%
TROPOSPHERE JACKET M	1111711-3017	INSUALTED JACKET	Men's	wild brier	S - XXL	\$ 219.95	\$ 110.00	15%	\$ 93.50	57%
TROPOSPHERE JACKET M	1111711-6000	INSUALTED JACKET	Men's	black	S - XXL	\$ 219.95	\$ 110.00	15%	\$ 93.50	57%
TROPOSPHERE JACKET M	1111711-6098	INSUALTED JACKET	Men's	storm grey	S - XXL	\$ 219.95	\$ 110.00	15%	\$ 93.50	57%
Atmosphere Coat W	1204691-1024	INSUALTED DOWN JACKET	Women's	dark indigo	XS - XL	\$ 219.95	\$ 110.00	15%	\$ 93.50	57%
Atmosphere Coat W	1204691-4690	INSUALTED DOWN JACKET	Women's	granite	XS - XL	\$ 219.95	\$ 110.00	15%	\$ 93.50	57%
Atmosphere Coat W	1204691-6000	INSUALTED DOWN JACKET	Women's	black	XS - XL	\$ 219.95	\$ 110.00	15%	\$ 93.50	57%
Crystal Palace Jacket W	1204911-1159	INSUALTED DOWN JACKET	Women's	north atlantic	XS - XL	\$ 249.95	\$ 125.00	15%	\$ 106.25	57%
Crystal Palace Jacket W	1204911-1910	INSUALTED DOWN JACKET	Women's	midnight blue	XS - XL	\$ 249.95	\$ 125.00	15%	\$ 106.25	57%
Crystal Palace Jacket W	1204911-2120	INSUALTED DOWN JACKET	Women's	dusty pink	XS - XL	\$ 249.95	\$ 125.00	15%	\$ 106.25	57%
Crystal Palace Jacket W	1204911-3034	INSUALTED DOWN JACKET	Women's	saffron orange	XS - XL	\$ 249.95	\$ 125.00	15%	\$ 106.25	57%
Mount Emin 3in1 Jacket W	1113621-1221	3 IN 1 INSULATED JACKET	Women's	dark cyan	XS - XL	\$ 339.95	\$ 170.00	15%	\$ 144.50	57%
Mount Emin 3in1 Jacket W	1113621-1910	3 IN 1 INSULATED JACKET	Women's	midnight blue	XS - XL	\$ 339.95	\$ 170.00	15%	\$ 144.50	57%
Mount Emin 3in1 Jacket W	1113621-2122	3 IN 1 INSULATED JACKET	Women's	clear red	XS - XL	\$ 339.95	\$ 170.00	15%	\$ 144.50	57%
B Iceland 3in1 Jacket	1605254-1024	3 IN 1 INSULATED JACKET	Boy's	dark indigo	EU 104 - 176	\$ 119.95	\$ 55.00	15%	\$ 46.75	61%
B Iceland 3in1 Jacket	1605254-1202	3 IN 1 INSULATED JACKET	Boy's	coastal blue	EU 104 - 176	\$ 119.95	\$ 55.00	15%	\$ 46.75	61%
B Iceland 3in1 Jacket	1605254-5205	3 IN 1 INSULATED JACKET	Boy's	golden amber	EU 104 - 176	\$ 119.95	\$ 55.00	15%	\$ 46.75	61%
G Iceland 3in1 Jacket	1605264-1108	3 IN 1 INSULATED JACKET	Girl's	atoll blue	EU 104 - 176	\$ 119.95	\$ 55.00	15%	\$ 46.75	61%
G Iceland 3in1 Jacket	1605264-1911	3 IN 1 INSULATED JACKET	Girl's	midnight blue	EU 104 - 176	\$ 119.95	\$ 55.00	15%	\$ 46.75	61%
G Iceland 3in1 Jacket	1605264-2172	3 IN 1 INSULATED JACKET	Girl's	coral pink	EU 104 - 176	\$ 119.95	\$ 55.00	15%	\$ 46.75	61%

Please include information on HotBuy! order requirements below: (ex: order min, submitted on separate PO, HBI can only account for \$X of overall order)

Hotbuy minimum \$500. Must place a preseason order to qualify for Hotbuy.



KARI TRAA 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Daffy Jacket	622494	10K INS JACKET	WOMENS	Frost	XS - XL	\$ 270.00	\$ 135.00	20%	\$ 108.00	60%
Daffy Jacket	622494	10K INS JACKET	WOMENS	Lilac	XS - XL	\$ 270.00	\$ 135.00	20%	\$ 108.00	60%
Corked Jacket	622495	10K INS JACKET	WOMENS	Frost	XS - XL	\$ 270.00	\$ 135.00	20%	\$ 108.00	60%
Corked Jacket	622495	10K INS JACKET	WOMENS	Hazel	XS - XL	\$ 270.00	\$ 135.00	20%	\$ 108.00	60%
Corked Jacket	622495	10K INS JACKET	WOMENS	Pearl	XS - XL	\$ 270.00	\$ 135.00	20%	\$ 108.00	60%
Helicopter Jacket	622675	10K INS JACKET	WOMENS	Lilac	XS - XL	\$ 280.00	\$ 140.00	20%	\$ 112.00	60%
Helicopter Jacket	622675	10K INS JACKET	WOMENS	Ocean	XS - XL	\$ 280.00	\$ 140.00	20%	\$ 112.00	60%
Helicopter Jacket	622675	10K INS JACKET	WOMENS	Shell	XS - XL	\$ 280.00	\$ 140.00	20%	\$ 112.00	60%
Helicopter Pant	622676	10K INS PANT	WOMENS	Black	XS - XL	\$ 170.00	\$ 85.00	20%	\$ 68.00	60%
Helicopter Pant	622676	10K INS PANT	WOMENS	Frost	XS - XL	\$ 170.00	\$ 85.00	20%	\$ 68.00	60%
Helicopter Pant	622676	10K INS PANT	WOMENS	Lilac	XS - XL	\$ 170.00	\$ 85.00	20%	\$ 68.00	60%
Helicopter Pant	622676	10K INS PANT	WOMENS	Marin	XS - XL	\$ 170.00	\$ 85.00	20%	\$ 64.00	62%
Corkscrew Pant	622677	10K INS PANT	WOMENS	Frost	XS - XL	\$ 160.00	\$ 80.00	20%	\$ 64.00	60%
Corkscrew Pant	622677	10K INS PANT	WOMENS	Lilac	XS - XL	\$ 160.00	\$ 80.00	20%	\$ 64.00	60%
Corkscrew Pant	622677	10K INS PANT	WOMENS	Marin	XS - XL	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%
Fryd LS	622522	baselayer top	WOMENS	Frost	XS - XL	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%
Fryd LS	622522	baselayer top	WOMENS	Hazel	XS - XL	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%
Fryd LS	622522	baselayer top	WOMENS	Lilac	XS - XL	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%
Fryd LS	622522	baselayer top	WOMENS	Marin	XS - XL	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%
Fryd LS	622522	baselayer top	WOMENS	Ocean	XS - XL	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%
Fryd Pant	622523	baselayer bottom	WOMENS	Frost	XS - XL	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%
Fryd Pant	622523	baselayer bottom	WOMENS	Hazel	XS - XL	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%
Fryd Pant	622523	baselayer bottom	WOMENS	Lilac	XS - XL	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%
Fryd Pant	622523	baselayer bottom	WOMENS	marin	XS - XL	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%
Fryd Pant	622523	baselayer bottom	WOMENS	Ocean	XS - XL	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%
Fantastisk LS	622524	baselayer top	WOMENS	Lilac	XS - XL	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%
Fantastisk LS	622524	baselayer top	WOMENS	Marin	XS - XL	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%
Fantastisk LS	622524	baselayer top	WOMENS	OCEAN	XS - XL	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%
Fantastisk LS	622524	baselayer top	WOMENS	PEARL	XS - XL	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%
Fantastisk LS	622524	baselayer top	WOMENS	TIGER	XS - XL	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%
Fantastisk Pant	622525	baselayer bottom	WOMENS	Lilac	XS - XL	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%
Fantastisk Pant	622525	baselayer bottom	WOMENS	Marin	XS - XL	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%
Fantastisk Pant	622525	baselayer bottom	WOMENS	Ocean	XS - XL	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%
Fantastisk Pant	622525	baselayer bottom	WOMENS	Pearl	XS - XL	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%
Fantastisk Pant	622525	baselayer bottom	WOMENS	Tiger	XS - XL	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%



L1 PREMIUM GOODS 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
LEGACY	873715	20K/20K INS JACKET	MENS	TIGER CAMO-BLACK	XS - XXL	\$ 299.00	\$ 149.50	14%	\$ 128.57	57%
LEGACY	873715	20K/20K INS JACKET	MENS	BLACK-WINE	XS - XXL	\$ 299.00	\$ 149.50	14%	\$ 128.57	57%
LEGACY	873715	20K/20K INS JACKET	MENS	FATIGUE	XS - XXL	\$ 299.00	\$ 149.50	14%	\$ 128.57	57%
LEGACY	873715	20K/20K INS JACKET	MENS	INK-MOON	XS - XL	\$ 299.00	\$ 149.50	14%	\$ 128.57	57%
OVERALL	873728	20K/20K SHELL PANT	MENS	TIGER CAMO	XS - XXL	\$ 299.00	\$ 149.50	14%	\$ 128.57	57%
OVERALL	873728	20K/20K SHELL PANT	MENS	BLACK	XS - XXL	\$ 299.00	\$ 149.50	14%	\$ 128.57	57%
OVERALL	873728	20K/20K SHELL PANT	MENS	GHOST	XS - XXL	\$ 299.00	\$ 149.50	14%	\$ 128.57	57%
OVERALL	873728	20K/20K SHELL PANT	MENS	INK	XS - XXL	\$ 299.00	\$ 149.50	14%	\$ 128.57	57%
WESTMONT	873721	L/S DWR FLANNEL	MENS	WINE	XS - XXL	\$ 139.00	\$ 69.50	14%	\$ 59.77	57%
WESTMONT	873721	L/S DWR FLANNEL	MENS	EMERALD	XS - XXL	\$ 139.00	\$ 69.50	14%	\$ 59.77	57%
FAIRBANKS	873740	20K/20K INS JACKET	WOMENS	BLOOM	XS - L	\$ 299.00	\$ 149.50	14%	\$ 128.57	57%
FAIRBANKS	873740	20K/20K INS JACKET	WOMENS	BLACK	XS - L	\$ 299.00	\$ 149.50	14%	\$ 128.57	57%
FAIRBANKS	873740	20K/20K INS JACKET	WOMENS	WINE	XS - L	\$ 299.00	\$ 149.50	14%	\$ 128.57	57%
FAIRBANKS	873740	20K/20K INS JACKET	WOMENS	GHOST	XS - L	\$ 299.00	\$ 149.50	14%	\$ 128.57	57%
LORETTA OVERALL	873751	20K/20K SHELL PANT	WOMENS	WINE	XS - L	\$ 249.00	\$ 124.50	14%	\$ 107.07	57%
LORETTA OVERALL	873751	20K/20K SHELL PANT	WOMENS	BLACK	XS - L	\$ 249.00	\$ 124.50	14%	\$ 107.07	57%
LORETTA OVERALL	873751	20K/20K SHELL PANT	WOMENS	TIGER CAMO	XS - L	\$ 249.00	\$ 124.50	14%	\$ 107.07	57%
LORETTA OVERALL	873751	20K/20K SHELL PANT	WOMENS	INK	XS - L	\$ 249.00	\$ 124.50	14%	\$ 107.07	57%
GENESEE REVERSIBLE	873746	DWR REVERSIBLE FLEECE	WOMENS	BLACK-WINE	XS - L	\$ 119.00	\$ 59.50	14%	\$ 51.17	57%
GENESEE REVERSIBLE	873746	DWR REVERSIBLE FLEECE	WOMENS	OATMEAL-INK	XS - L	\$ 119.00	\$ 59.50	14%	\$ 51.17	57%



MAMMUT 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Tatramar SO Pants	1021-00300	Softshell Pant	Men	black	US 28 - US 40	\$ 199.00	\$ 99.50	25%	\$ 74.63	63%
Tatramar SO Pants	1021-00300	Softshell Pant	Men	wing teal	US 28 - US 40	\$ 199.00	\$ 99.50	25%	\$ 74.63	63%
Tatramar SO Pants	1021-00300	Softshell Pant	Men	deep emerald	US 28 - US 40	\$ 199.00	\$ 99.50	25%	\$ 74.63	63%
Tatramar SO Pants	1021-00300	Softshell Pant	Men	spicy	US 28 - US 40	\$ 199.00	\$ 99.50	25%	\$ 74.63	63%
Tatramar SO Pants	1021-00300	Softshell Pant	Women	black	US 2 - US 16	\$ 199.00	\$ 99.50	25%	\$ 74.63	63%
Tatramar SO Pants	1021-00300	Softshell Pant	Women	dark ceramic	US 2 - US 16	\$ 199.00	\$ 99.50	25%	\$ 74.63	63%
Tatramar SO Pants	1021-00300	Softshell Pant	Women	blackberry	US 2 - US 16	\$ 199.00	\$ 99.50	25%	\$ 74.63	63%
Stoney HS Thermo Jacket	1010-28170	Insulated Jacket	Men	black	S - XXL	\$ 449.00	\$ 216.00	25%	\$ 162.00	64%
Stoney HS Thermo Jacket	1010-28170	Insulated Jacket	Men	sapphire	S - XXL	\$ 449.00	\$ 216.00	25%	\$ 162.00	64%
Stoney HS Thermo Jacket	1010-28170	Insulated Jacket	Men	deep emerald	S - XXL	\$ 449.00	\$ 216.00	25%	\$ 162.00	64%
Stoney HS Thermo Jacket	1010-28180	Insulated Jacket	Women	black	XS - XL	\$ 449.00	\$ 216.00	25%	\$ 162.00	64%
Stoney HS Thermo Jacket	1010-28180	Insulated Jacket	Women	ballad	XS - XL	\$ 449.00	\$ 216.00	25%	\$ 162.00	64%
Stoney HS Thermo Jacket	1010-28180	Insulated Jacket	Women	marine-bright white	XS - XL	\$ 449.00	\$ 216.00	25%	\$ 162.00	64%
Stoney HS Thermo Jacket	1010-28180	Insulated Jacket	Women	marine	XS - XL	\$ 449.00	\$ 216.00	25%	\$ 162.00	64%
Stoney HS Thermo Jacket	1010-28180	Insulated Jacket	Women	sundown	XS - XL	\$ 449.00	\$ 216.00	25%	\$ 162.00	64%
Snow ML Half Zip Pull	1014-02400	Mid Layer	Men	black	S - XXL	\$ 99.00	\$ 49.50	25%	\$ 37.13	63%
Snow ML Half Zip Pull	1014-02400	Mid Layer	Men	sapphire	S - XXL	\$ 99.00	\$ 49.50	25%	\$ 37.13	63%
Snow ML Half Zip Pull	1014-02400	Mid Layer	Men	marine	S - XXL	\$ 99.00	\$ 49.50	25%	\$ 37.13	63%
Snow ML Half Zip Pull	1014-02400	Mid Layer	Men	tumeric	S - XXL	\$ 99.00	\$ 49.50	25%	\$ 37.13	63%
Snow ML Half Zip Pull	1014-02400	Mid Layer	Men	magma	S - XXL	\$ 99.00	\$ 49.50	25%	\$ 37.13	63%
Snow ML Half Zip Pull	1014-02410	Mid Layer	Women	black	XS - XL	\$ 99.00	\$ 49.50	25%	\$ 37.13	63%
Snow ML Half Zip Pull	1014-02410	Mid Layer	Women	ceramic	XS - XL	\$ 99.00	\$ 49.50	25%	\$ 37.13	63%
Snow ML Half Zip Pull	1014-02410	Mid Layer	Women	sundown	XS - XL	\$ 99.00	\$ 49.50	25%	\$ 37.13	63%
Snow ML Half Zip Pull	1014-02410	Mid Layer	Women	bright white	XS - XL	\$ 99.00	\$ 49.50	25%	\$ 37.13	63%



LIQUID 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
BLANCA INS JACKET	W21004	20K INS JACKET	WOMENS	Charcoal	XS	\$ 229.99	\$ 110.00	20%	\$ 88.00	62%
BLANCA INS JACKET	W21004	20K INS JACKET	WOMENS	Cloud	XL	\$ 229.99	\$ 110.00	20%	\$ 88.00	62%
BLANCA INS JACKET	W21004	20K INS JACKET	WOMENS	Denim	XS	\$ 229.99	\$ 110.00	20%	\$ 88.00	62%
BLANCA INS JACKET	W21004	20K INS JACKET	WOMENS	Plum	XL	\$ 229.99	\$ 110.00	20%	\$ 88.00	62%
PIKA INS PANT	W21101	20K INS PANT	WOMENS	Black	XS	\$ 179.99	\$ 85.00	20%	\$ 68.00	62%
PIKA INS PANT	W21101	20K INS PANT	WOMENS	Charcoal	XL	\$ 179.99	\$ 85.00	20%	\$ 68.00	62%
PIKA INS PANT	W21101	20K INS PANT	WOMENS	Cloud	XS	\$ 179.99	\$ 85.00	20%	\$ 68.00	62%
PIKA INS PANT	W21101	20K INS PANT	WOMENS	Cobalt	XL	\$ 179.99	\$ 85.00	20%	\$ 68.00	62%
PIKA INS PANT	W21101	20K INS PANT	WOMENS	Plum	XS	\$ 179.99	\$ 85.00	20%	\$ 68.00	62%
WIND INS JACKET	W21005	20K INS JACKET	WOMENS	Black	XL	\$ 249.99	\$ 97.75	20%	\$ 78.20	69%
WIND INS JACKET	W21005	20K INS JACKET	WOMENS	Denim	XS	\$ 249.99	\$ 97.75	20%	\$ 78.20	69%
WIND INS JACKET	W21005	20K INS JACKET	WOMENS	High Risk Red	XL	\$ 249.99	\$ 97.75	20%	\$ 78.20	69%
WIND INS JACKET	W21005	20K INS JACKET	WOMENS	Navy	XS	\$ 249.99	\$ 97.75	20%	\$ 78.20	69%
WIND INS JACKET	W21005	20K INS JACKET	WOMENS	White	XL	\$ 249.99	\$ 97.75	20%	\$ 78.20	69%
DIVE INS JACKET	M11004	20K INS JACKET	MENS	Charcoal	S	\$ 234.99	\$ 93.50	20%	\$ 74.80	68%
DIVE INS JACKET	M11004	20K INS JACKET	MENS	Denim	XXL	\$ 234.99	\$ 93.50	20%	\$ 74.80	68%
DIVE INS JACKET	M11004	20K INS JACKET	MENS	Khaki	S	\$ 234.99	\$ 93.50	20%	\$ 74.80	68%
DIVE INS JACKET	M11004	20K INS JACKET	MENS	Red	XXL	\$ 234.99	\$ 93.50	20%	\$ 74.80	68%
DIVE INS JACKET	M11004	20K INS JACKET	MENS	Sand	S	\$ 234.99	\$ 93.50	20%	\$ 74.80	68%
FOSSIL INS JACKET	M11006	20K INS JACKET	MENS	Black	XXL	\$ 219.99	\$ 85.00	20%	\$ 68.00	69%
FOSSIL INS JACKET	M11006	20K INS JACKET	MENS	Charcoal	S	\$ 219.99	\$ 85.00	20%	\$ 68.00	69%
FOSSIL INS JACKET	M11006	20K INS JACKET	MENS	High Risk Red	XXL	\$ 219.99	\$ 85.00	20%	\$ 68.00	69%
FOSSIL INS JACKET	M11006	20K INS JACKET	MENS	Navy	S	\$ 219.99	\$ 85.00	20%	\$ 68.00	69%
CAVE INS PANT	M11101	20K INS PANT	MENS	Bark	XXL	\$ 179.99	\$ 72.25	20%	\$ 57.80	68%
CAVE INS PANT	M11101	20K INS PANT	MENS	Black	S	\$ 179.99	\$ 72.25	20%	\$ 57.80	68%
CAVE INS PANT	M11101	20K INS PANT	MENS	Charcoal	XXL	\$ 179.99	\$ 72.25	20%	\$ 57.80	68%

Please include information on HotBuy! order requirements below: (ex: order min, submitted on separate PO, HBI can only account for \$X of overall order)

Mountain Hardwear will off a special GLOVE PROGRAM - 15% discount with certain overall volume buy in. SEE PROGRAM



MOUNTAIN HARDWEAR HOTBUY SUPPLIER FORM

PRODUCT NAME	STYLE	PRODUCT TYPE	GENDER	COLOR	SIZE	MSRP	WHOLESALE	SSL DISCOUNT %	SSL NET PRICE	GM %
Cloud Bank™ Gore-Tex Insulated Jacket	1851361	M GTX INS JACKET	Men's	Golden Brown	S -XXL	\$ 450.00	\$ 225.00	20%	\$ 180.00	60%
Cloud Bank™ Gore-Tex Insulated Jacket	1851361	M GTX INS JACKET	Men's	Black Sage	S -XXL	\$ 450.00	\$ 225.00	20%	\$ 180.00	60%
Cloud Bank™ Gore-Tex Insulated Jacket	1851361	M GTX INS JACKET	Men's	Blurple	S -XXL	\$ 450.00	\$ 225.00	20%	\$ 180.00	60%
Cloud Bank™ Gore-Tex Jacket	1851371	M GTX JACKET	Men's	Dark Storm	S -XXL	\$ 375.00	\$ 187.50	20%	\$ 150.00	60%
Cloud Bank™ Gore-Tex Jacket	1851371	M GTX JACKET	Men's	Golden Brown	S -XXL	\$ 375.00	\$ 187.50	20%	\$ 150.00	60%
Cloud Bank™ Gore-Tex Jacket	1851371	M GTX JACKET	Men's	Fatigue Green	S -XXL	\$ 375.00	\$ 187.50	20%	\$ 150.00	60%
Cloud Bank™ Gore-Tex Jacket	1851371	M GTX JACKET	Men's	Blue Horizon	S -XXL	\$ 375.00	\$ 187.50	20%	\$ 150.00	60%
Cloud Bank™ Gore-Tex Jacket	1851371	M GTX JACKET	Men's	Dark Clay	S -XXL	\$ 375.00	\$ 187.50	20%	\$ 150.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1858591	M GTX INS PANT	Men's	Dark Storm	S-R, S, L	\$ 350.00	\$ 175.00	20%	\$ 140.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1858591	M GTX INS PANT	Men's	Golden Brown	S-R, S, L	\$ 350.00	\$ 175.00	20%	\$ 140.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1858591	M GTX INS PANT	Men's	Fatigue Green	S-R, S, L	\$ 350.00	\$ 175.00	20%	\$ 140.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1858591	M GTX INS PANT	Men's	Blue Horizon	S-R, S, L	\$ 350.00	\$ 175.00	20%	\$ 140.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1858591	M GTX INS PANT	Men's	Dark Storm	M-R, S, L	\$ 350.00	\$ 175.00	20%	\$ 140.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1858591	M GTX INS PANT	Men's	Golden Brown	M-R, S, L	\$ 350.00	\$ 175.00	20%	\$ 140.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1858591	M GTX INS PANT	Men's	Fatigue Green	M-R, S, L	\$ 350.00	\$ 175.00	20%	\$ 140.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1858591	M GTX INS PANT	Men's	Blue Horizon	M-R, S, L	\$ 350.00	\$ 175.00	20%	\$ 140.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1858591	M GTX INS PANT	Men's	Dark Storm	L-R, S, L	\$ 350.00	\$ 175.00	20%	\$ 140.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1858591	M GTX INS PANT	Men's	Golden Brown	L-R, S, L	\$ 350.00	\$ 175.00	20%	\$ 140.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1858591	M GTX INS PANT	Men's	Fatigue Green	L-R, S, L	\$ 350.00	\$ 175.00	20%	\$ 140.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1858591	M GTX INS PANT	Men's	Blue Horizon	L-R, S, L	\$ 350.00	\$ 175.00	20%	\$ 140.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1858591	M GTX INS PANT	Men's	Dark Storm	XL-R, S, L	\$ 350.00	\$ 175.00	20%	\$ 140.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1858591	M GTX INS PANT	Men's	Golden Brown	XL-R, S, L	\$ 350.00	\$ 175.00	20%	\$ 140.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1858591	M GTX INS PANT	Men's	Fatigue Green	XL-R, S, L	\$ 350.00	\$ 175.00	20%	\$ 140.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1858591	M GTX INS PANT	Men's	Blue Horizon	XL-R, S, L	\$ 350.00	\$ 175.00	20%	\$ 140.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1858591	M GTX INS PANT	Men's	Dark Storm	XXL-R, S, L	\$ 350.00	\$ 175.00	20%	\$ 140.00	60%
Cloudbank™ Gore-Tex® Insulated Jacket	1897981	W GTX INS JACKET	Women's	Icelandic	XS - XL	\$ 375.00	\$ 187.50	20%	\$ 150.00	60%
Cloudbank™ Gore-Tex® Insulated Jacket	1897981	W GTX INS JACKET	Women's	Dusted Sky	XS - XL	\$ 375.00	\$ 187.50	20%	\$ 150.00	60%
Cloudbank™ Gore-Tex® Insulated Jacket	1897981	W GTX INS JACKET	Women's	Dark Clay	XS - XL	\$ 375.00	\$ 187.50	20%	\$ 150.00	60%

MOUNTAIN HARDWEAR

PRODUCT NAME	STYLE	PRODUCT TYPE	GENDER	COLOR	SIZE	MSRP	WHOLESALE	SSL DISCOUNT %	SSL NET PRICE	GM %
Cloud Bank™ Gore-Tex Insulated Pant	1850731	W GTX INS PANT	Women's	Light Dunes	XS-R, S, L	\$ 275.00	\$ 137.50	20%	\$ 110.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1850731	W GTX INS PANT	Women's	Icelandic	XS-R, S, L	\$ 275.00	\$ 137.50	20%	\$ 110.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1850731	W GTX INS PANT	Women's	Dark Clay	XS-R, S, L	\$ 275.00	\$ 137.50	20%	\$ 110.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1850731	W GTX INS PANT	Women's	Light Dunes	S-R, S, L	\$ 275.00	\$ 137.50	20%	\$ 110.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1850731	W GTX INS PANT	Women's	Icelandic	S-R, S, L	\$ 275.00	\$ 137.50	20%	\$ 110.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1850731	W GTX INS PANT	Women's	Dark Clay	S-R, S, L	\$ 275.00	\$ 137.50	20%	\$ 110.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1850731	W GTX INS PANT	Women's	Light Dunes	M-R, S, L	\$ 275.00	\$ 137.50	20%	\$ 110.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1850731	W GTX INS PANT	Women's	Icelandic	M-R, S, L	\$ 275.00	\$ 137.50	20%	\$ 110.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1850731	W GTX INS PANT	Women's	Dark Clay	M-R, S, L	\$ 275.00	\$ 137.50	20%	\$ 110.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1850731	W GTX INS PANT	Women's	Light Dunes	L-R, S, L	\$ 275.00	\$ 137.50	20%	\$ 110.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1850731	W GTX INS PANT	Women's	Icelandic	L-R, S, L	\$ 275.00	\$ 137.50	20%	\$ 110.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1850731	W GTX INS PANT	Women's	Dark Clay	L-R, S, L	\$ 275.00	\$ 137.50	20%	\$ 110.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1850731	W GTX INS PANT	Women's	Light Dunes	XL-R, S, L	\$ 275.00	\$ 137.50	20%	\$ 110.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1850731	W GTX INS PANT	Women's	Icelandic	XL-R, S, L	\$ 275.00	\$ 137.50	20%	\$ 110.00	60%
Cloud Bank™ Gore-Tex Insulated Pant	1850731	W GTX INS PANT	Women's	Dark Clay	XL-R, S, L	\$ 275.00	\$ 137.50	20%	\$ 110.00	60%
FireFall/2™ Gore-Tex® Mitt	1912941	GTX MITT	Unisex	Black	XS - XL	\$ 70.00	\$ 35.00	15%	\$ 29.75	58%
FireFall/2™ Gore-Tex® Mitt	1912941	GTX MITT	Unisex	Rusted	XS - XL	\$ 70.00	\$ 35.00	15%	\$ 29.75	58%
FireFall/2™ Men's Gore-Tex® Glove	1912881	M GTX GLOVE	Men's	Black	S - XL	\$ 70.00	\$ 35.00	15%	\$ 29.75	58%
FireFall/2™ Men's Gore-Tex® Glove	1912881	M GTX GLOVE	Men's	Sandstorm	S - XL	\$ 70.00	\$ 35.00	15%	\$ 29.75	58%
FireFall/2™ Men's Gore-Tex® Glove	1912881	M GTX GLOVE	Men's	Dark Army Camo	S - XL	\$ 70.00	\$ 35.00	15%	\$ 29.75	58%
FireFall/2™ Women's Gore-Tex® Glove	1912921	W GTX GLOVE	Women's	Dark Storm Print	S - L	\$ 70.00	\$ 35.00	15%	\$ 29.75	58%
FireFall/2™ Women's Gore-Tex® Glove	1912921	W GTX GLOVE	Women's	Black	S - L	\$ 70.00	\$ 35.00	15%	\$ 29.75	58%
FireFall/2™ Women's Gore-Tex® Glove	1912921	W GTX GLOVE	Women's	Washed Raisin	S - L	\$ 70.00	\$ 35.00	15%	\$ 29.75	58%



NIKITA 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
W ECO BLACK JACKET	NMWJECO	20K INSULATED JACKET	WOMENS	BLACK	XS - XL	\$ 299.95	\$ 150.00	15%	\$ 127.50	57%
W WILLOW PULLOVER JACKET	NMWJWIL	15K INSULATED PULL OVER ANORAK	WOMENS	SEA FOAM GREEN	XS - XL	\$ 249.95	\$ 125.00	15%	\$ 106.25	57%
W WILLOW PULLOVER JACKET	NMWJWIL	15K INSULATED PULL OVER ANORAK	WOMENS	STEEL GREY	XS - XL	\$ 249.95	\$ 125.00	15%	\$ 106.25	57%
W MADRONA ONE PIECE	NMWBM20	15K ONE PIECE	WOMENS	20 YEAR ANNIVERSARY	XS - XL	\$ 329.95	\$ 165.00	15%	\$ 140.25	57%
W MADRONA ONE PIECE	NMWBMAD	15K ONE PIECE	WOMENS	BLACK	XS - XL	\$ 329.95	\$ 165.00	15%	\$ 140.25	57%

ORDER DEADLINE IS 2/1/20



NILS 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Sasha	23020	INSULATED 10K, 10K JACKET	Womens	Black/Black	SZ 2 - 16	\$ 330.00	165.00	20%	\$ 132.00	60%
Sasha	23020	INSULATED 10K, 10K JACKET	Womens	White/White	SZ 2 - 16	\$ 330.00	165.00	20%	\$ 132.00	60%
Sasha	23020	INSULATED 10K, 10K JACKET	Womens	Ocean Blue/White	SZ 2 - 16	\$ 330.00	165.00	20%	\$ 132.00	60%
Sasha	23020	INSULATED 10K, 10K JACKET	Womens	Orange/Orange	SZ 2 - 16	\$ 330.00	165.00	20%	\$ 132.00	60%
Sasha	23020	INSULATED 10K, 10K JACKET	Womens	Dove/White	SZ 2 - 16	\$ 330.00	165.00	20%	\$ 132.00	60%
Sasha Faux Fur	23020FF	INSULATED 10K, 10K JACKET	Womens	Black/Black	SZ 2 - 16	\$ 355.00	177.50	20%	\$ 142.00	60%
Sasha Faux Fur	23020FF	INSULATED 10K, 10K JACKET	Womens	White/White	SZ 2 - 16	\$ 355.00	177.50	20%	\$ 142.00	60%
Sasha Faux Fur	23020FF	INSULATED 10K, 10K JACKET	Womens	Ocean Blue/White	SZ 2 - 16	\$ 355.00	177.50	20%	\$ 142.00	60%
Sasha Faux Fur	23020FF	INSULATED 10K, 10K JACKET	Womens	Orange/Orange	SZ 2 - 16	\$ 355.00	177.50	20%	\$ 142.00	60%
Sasha Faux Fur	23020FF	INSULATED 10K, 10K JACKET	Womens	Dove/White	SZ 2 - 16	\$ 355.00	177.50	20%	\$ 142.00	60%
Sasha-Print	23020PR	INSULATED 10K, 10K JACKET	Womens	Aktiv Print	SZ 2 - 16	\$ 340.00	170.00	20%	\$ 136.00	60%
Sasha Print Faux Fur	23020PRFF	INSULATED 10K, 10K JACKET	Womens	Aktiv Print	SZ 2 - 16	\$ 365.00	182.50	20%	\$ 146.00	60%
Hannah	3012	INSULATED 10K,10K PANT	Womens	Black	SZ 2 - 14	\$ 180.00	90.00	20%	\$ 72.00	60%
Hannah	3012	INSULATED 10K,10K PANT	Womens	White	SZ 2 - 14	\$ 180.00	90.00	20%	\$ 72.00	60%
Hannah	3012	INSULATED 10K,10K PANT	Womens	Orange	SZ 2 - 14	\$ 180.00	90.00	20%	\$ 72.00	60%
Hannah Print	30120PR	INSULATED 10K,10K PANT	Womens	Aktiv Print	SZ 2 - 14	\$ 210.00	105.00	20%	\$ 84.00	60%
Snow	60320	SKI SWEATER	Womens	Black	S - XL	\$ 170.00	85.00	20%	\$ 68.00	60%
Snow	60320	SKI SWEATER	Womens	Ocean Blue	S - XL	\$ 170.00	85.00	20%	\$ 68.00	60%
Sienna Print	81320PR	T-NECK	Womens	Aktiv Print	S - XL	\$ 120.00	60.00	20%	\$ 48.00	60%
Presley	8638	CREWNECK TOP	Womens	Charcoal/Black	S - XL	\$ 88.00	44.00	20%	\$ 35.20	60%
Presley	8638	CREWNECK TOP	Womens	Silver/Charcoal	S - XL	\$ 88.00	44.00	20%	\$ 35.20	60%

Please include information on HotBuy! order requirements below: (ex: order min, submitted on separate PO, HBI can only account for \$X of overall order)

ORDER DEADLINE 2/1/20



O'NEILL 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	WHOLESALE	RETAIL PRICE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
UTILITY JACKET	OP0018	10K INSUALTED JACKET	MENS	3079	S - XXL	\$ 230.00	\$ 115.00	18%	\$ 94.30	59%
UTILITY JACKET	OP0018	10K INSUALTED JACKET	MENS	7093	S - XXL	\$ 230.00	\$ 115.00	18%	\$ 94.30	59%
UTILITY JACKET	OP0018	10K INSUALTED JACKET	MENS	9010	S - XXL	\$ 230.00	\$ 115.00	18%	\$ 94.30	59%
QUARTZITE JACKET	OP0026	10K INSUALTED JACKET	MENS	2034	S - XXL	\$ 220.00	\$ 110.00	18%	\$ 90.20	59%
QUARTZITE JACKET	OP0026	10K INSUALTED JACKET	MENS	3068	S - XXL	\$ 220.00	\$ 110.00	18%	\$ 90.20	59%
QUARTZITE JACKET	OP0026	10K INSUALTED JACKET	MENS	9010	S - XXL	\$ 220.00	\$ 110.00	18%	\$ 90.20	59%
PHASED JACKET	OP0032	10K INSUALTED JACKET	MENS	2034	S - XXL	\$ 230.00	\$ 115.00	18%	\$ 94.30	59%
PHASED JACKET	OP0032	10K INSUALTED JACKET	MENS	3068	S - XXL	\$ 230.00	\$ 115.00	18%	\$ 94.30	59%
PHASED JACKET	OP0032	10K INSUALTED JACKET	MENS	5056	S - XXL	\$ 230.00	\$ 115.00	18%	\$ 94.30	59%
PHASED JACKET	OP0032	10K INSUALTED JACKET	MENS	9010	S - XXL	\$ 230.00	\$ 115.00	18%	\$ 94.30	59%
HAMMER INSULATED PANTS	OP3019	10K INSULATED PANT	MENS	2034	S - XXL	\$ 120.00	\$ 60.00	18%	\$ 49.20	59%
HAMMER INSULATED PANTS	OP3019	10K INSULATED PANT	MENS	3068	S - XXL	\$ 120.00	\$ 60.00	18%	\$ 49.20	59%
HAMMER INSULATED PANTS	OP3019	10K INSULATED PANT	MENS	3079	S - XXL	\$ 120.00	\$ 60.00	18%	\$ 49.20	59%
HAMMER INSULATED PANTS	OP3019	10K INSULATED PANT	MENS	5056	S - XXL	\$ 120.00	\$ 60.00	18%	\$ 49.20	59%
HAMMER INSULATED PANTS	OP3019	10K INSULATED PANT	MENS	6073	S - XXL	\$ 120.00	\$ 60.00	18%	\$ 49.20	59%
HAMMER INSULATED PANTS	OP3019	10K INSULATED PANT	MENS	9010	S - XXL	\$ 120.00	\$ 60.00	18%	\$ 49.20	59%
ONYX SNOW PARKA	OP5016	10K INSULATED JACKET	LADIES	1030	XS - XL	\$ 250.00	\$ 125.00	18%	\$ 102.50	59%
ONYX SNOW PARKA	OP5016	10K INSULATED JACKET	LADIES	3250	XS - XL	\$ 250.00	\$ 125.00	18%	\$ 102.50	59%
ONYX SNOW PARKA	OP5016	10K INSULATED JACKET	LADIES	9010	XS - XL	\$ 250.00	\$ 125.00	18%	\$ 102.50	59%
CORAL JACKET	OP5022	10K INSULATED JACKET	LADIES	3250	XS - XL	\$ 200.00	\$ 100.00	18%	\$ 82.00	59%
CORAL JACKET	OP5022	10K INSULATED JACKET	LADIES	4102	XS - XL	\$ 200.00	\$ 100.00	18%	\$ 82.00	59%
CORAL JACKET	OP5022	10K INSULATED JACKET	LADIES	4104	XS - XL	\$ 200.00	\$ 100.00	18%	\$ 82.00	59%
CORAL JACKET	OP5022	10K INSULATED JACKET	LADIES	5204	XS - XL	\$ 200.00	\$ 100.00	18%	\$ 82.00	59%
CORAL JACKET	OP5022	10K INSULATED JACKET	LADIES	8029	XS - XL	\$ 200.00	\$ 100.00	18%	\$ 82.00	59%
CORAL JACKET	OP5022	10K INSULATED JACKET	LADIES	9010	XS - XL	\$ 200.00	\$ 100.00	18%	\$ 82.00	59%
APO JACKET	OP5026	10K INSULATED JACKET	LADIES	1030	XS - XL	\$ 230.00	\$ 115.00	18%	\$ 94.30	59%
APO JACKET	OP5026	10K INSULATED JACKET	LADIES	3250	XS - XL	\$ 230.00	\$ 115.00	18%	\$ 94.30	59%
APO JACKET	OP5026	10K INSULATED JACKET	LADIES	6105	XS - XL	\$ 230.00	\$ 115.00	18%	\$ 94.30	59%
APO JACKET	OP5026	10K INSULATED JACKET	LADIES	9010	XS - XL	\$ 230.00	\$ 115.00	18%	\$ 94.30	59%

O'NEILL

PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	WHOLESALE	RETAIL PRICE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
VAUXITE JACKET	OP5040	10K INSULATED JACKET	LADIES	4102	XS - XL	\$ 230.00	\$ 115.00	18%	\$ 94.30	59%
VAUXITE JACKET	OP5040	10K INSULATED JACKET	LADIES	5204	XS - XL	\$ 230.00	\$ 115.00	18%	\$ 94.30	59%
VAUXITE JACKET	OP5040	10K INSULATED JACKET	LADIES	6105	XS - XL	\$ 230.00	\$ 115.00	18%	\$ 94.30	59%
VAUXITE JACKET	OP5040	10K INSULATED JACKET	LADIES	9010	XS - XL	\$ 230.00	\$ 115.00	18%	\$ 94.30	59%
UTILITY PANTS	OP8004	10K PANT	LADIES	3250	XS - XL	\$ 160.00	\$ 80.00	18%	\$ 65.60	59%
UTILITY PANTS	OP8004	10K PANT	LADIES	9010	XS - XL	\$ 160.00	\$ 80.00	18%	\$ 65.60	59%
STAR INSULATED PANTS	OP8023	10K INSULATEDPANT	LADIES	1030	XS - XL	\$ 120.00	\$ 60.00	18%	\$ 49.20	59%
STAR INSULATED PANTS	OP8023	10K INSULATEDPANT	LADIES	2034	XS - XL	\$ 120.00	\$ 60.00	18%	\$ 49.20	59%
STAR INSULATED PANTS	OP8023	10K INSULATEDPANT	LADIES	3068	XS - XL	\$ 120.00	\$ 60.00	18%	\$ 49.20	59%
STAR INSULATED PANTS	OP8023	10K INSULATEDPANT	LADIES	3250	XS - XL	\$ 120.00	\$ 60.00	18%	\$ 49.20	59%
STAR INSULATED PANTS	OP8023	10K INSULATEDPANT	LADIES	4102	XS - XL	\$ 120.00	\$ 60.00	18%	\$ 49.20	59%
STAR INSULATED PANTS	OP8023	10K INSULATEDPANT	LADIES	4139	XS - XL	\$ 120.00	\$ 60.00	18%	\$ 49.20	59%
STAR INSULATED PANTS	OP8023	10K INSULATEDPANT	LADIES	5204	XS - XL	\$ 120.00	\$ 60.00	18%	\$ 49.20	59%
STAR INSULATED PANTS	OP8023	10K INSULATEDPANT	LADIES	6105	XS - XL	\$ 120.00	\$ 60.00	18%	\$ 49.20	59%
STAR INSULATED PANTS	OP8023	10K INSULATEDPANT	LADIES	9010	XS - XL	\$ 120.00	\$ 60.00	18%	\$ 49.20	59%

Please include information on HotBuy! order requirements below: (ex: order min, submitted on separate PO, HBI can only account for \$X of overall order)

Dealer must place an additional inline order to access the Rossignol Hot Buy! program.



ROSSIGNOL 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYP	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
AILE JKT	RLJM07	TA JACKETS	MEN	BLACK - 200	XS - 3XL	\$ 600.00	\$ 300.00	25%	\$ 225.00	63%
AILE JKT	RLJM07	TA JACKETS	MEN	CLOVER - 629	XS - 3XL	\$ 600.00	\$ 300.00	25%	\$ 225.00	63%
AILE JKT	RLJM07	TA JACKETS	MEN	SPORTS RED - 301	XS - 3XL	\$ 600.00	\$ 300.00	25%	\$ 225.00	63%
AILE JKT	RLJM07	TA JACKETS	MEN	TRUE BLUE - 707	XS - 3XL	\$ 600.00	\$ 300.00	25%	\$ 225.00	63%
RAPIDE RF JKT	RLJM02	TA JACKETS	MEN	CLAY - 803	XS - 4XL	\$ 275.00	\$ 137.50	20%	\$ 110.00	60%
RAPIDE RF JKT	RLJM02	TA JACKETS	MEN	STONE FREE- 9BJ	XS - 4XL	\$ 275.00	\$ 137.50	20%	\$ 110.00	60%
RAPIDE JKT	RLIMJ16	TA JACKETS	MEN	BLACK - 200	XS - 4XL	\$ 250.00	\$ 125.00	20%	\$ 100.00	60%
RAPIDE JKT	RLIMJ16	TA JACKETS	MEN	CLOVER - 629	XS - 4XL	\$ 250.00	\$ 125.00	20%	\$ 100.00	60%
RAPIDE JKT	RLIMJ16	TA JACKETS	MEN	DARK NAVY - 715	XS - 4XL	\$ 250.00	\$ 125.00	20%	\$ 100.00	60%
RAPIDE JKT	RLIMJ16	TA JACKETS	MEN	LAVA ORANGE - 426	XS - 4XL	\$ 250.00	\$ 125.00	20%	\$ 100.00	60%
RAPIDE JKT	RLIMJ16	TA JACKETS	MEN	SPORTS RED - 301	XS - 4XL	\$ 250.00	\$ 125.00	20%	\$ 100.00	60%
RAPIDE JKT	RLIMJ16	TA JACKETS	MEN	TRUE BLUE - 707	XS - 4XL	\$ 250.00	\$ 125.00	20%	\$ 100.00	60%
RAPIDE PANT	RLIMP06	TB PANTS	MEN	BLACK - 200	XS - 4XL	\$ 160.00	\$ 80.00	20%	\$ 64.00	60%
RAPIDE PANT	RLIMP06	TB PANTS	MEN	CLOVER - 629	XS - 4XL	\$ 160.00	\$ 80.00	20%	\$ 64.00	60%
RAPIDE PANT	RLIMP06	TB PANTS	MEN	DARK NAVY - 715	XS - 4XL	\$ 160.00	\$ 80.00	20%	\$ 64.00	60%
RAPIDE PANT	RLIMP06	TB PANTS	MEN	SPORTS RED - 301	XS - 4XL	\$ 160.00	\$ 80.00	20%	\$ 64.00	60%
RAPIDE PANT	RLIMP06	TB PANTS	MEN	TRUE BLUE - 707	XS - 4XL	\$ 160.00	\$ 80.00	20%	\$ 64.00	60%
W AILE JKT	RLJWJ11	TA JACKETS	WOMEN	BALTIC - 740	2XS - 2XL	\$ 600.00	\$ 300.00	25%	\$ 225.00	63%
W AILE JKT	RLJWJ11	TA JACKETS	WOMEN	BLACK - 200	2XS - 2XL	\$ 600.00	\$ 300.00	25%	\$ 225.00	63%
W AILE JKT	RLJWJ11	TA JACKETS	WOMEN	CARMIN - 307	2XS - 2XL	\$ 600.00	\$ 300.00	25%	\$ 225.00	63%
W AILE JKT	RLJWJ11	TA JACKETS	WOMEN	WHITE - 100	2XS - 2XL	\$ 600.00	\$ 300.00	25%	\$ 225.00	63%
W RAPIDE BASALT JKT	RLIWJ66	TA JACKETS	WOMEN	BASALT - 807	2XS - 2XL	\$ 250.00	\$ 125.00	20%	\$ 100.00	60%
W RAPIDE HEATHER JKT	RLIWJ14	TA JACKETS	WOMEN	HEATHER GREY - 280	2XS - 3XL	\$ 250.00	\$ 125.00	20%	\$ 100.00	60%
W RAPIDE HEATHER PANT	RLIW07	TB PANTS	WOMEN	HEATHER GREY - 280	2XS - 3XL	\$ 160.00	\$ 80.00	20%	\$ 64.00	60%
W RAPIDE JKT	RLIWJ13	TA JACKETS	WOMEN	100 - WHITE	XS - 3XL	\$ 250.00	\$ 125.00	20%	\$ 100.00	60%
W RAPIDE JKT	RLIWJ13	TA JACKETS	WOMEN	307 - CARMIN	XS - 3XL	\$ 250.00	\$ 125.00	20%	\$ 100.00	60%
W RAPIDE JKT	RLIWJ13	TA JACKETS	WOMEN	716 - BLUE STENCIL	2XS - 3XL	\$ 250.00	\$ 125.00	20%	\$ 100.00	60%
W RAPIDE JKT	RLIWJ13	TA JACKETS	WOMEN	748 - NOCTURNE	XS - 3XL	\$ 250.00	\$ 125.00	20%	\$ 100.00	60%
W RAPIDE JKT	RLIWJ13	TA JACKETS	WOMEN	807 - BASALT	XS - 3XL	\$ 250.00	\$ 125.00	20%	\$ 100.00	60%
W RAPIDE JKT	RLIWJ13	TA JACKETS	WOMEN	BALTIC - 740	2XS - 2XL	\$ 250.00	\$ 125.00	20%	\$ 100.00	60%
W RAPIDE JKT	RLIWJ13	TA JACKETS	WOMEN	BLACK - 200	2XS - 3XL	\$ 250.00	\$ 125.00	20%	\$ 100.00	60%
W RAPIDE JKT	RLIWJ13	TA JACKETS	WOMEN	GRAPE - 342	2XS - 3XL	\$ 250.00	\$ 125.00	20%	\$ 100.00	60%
W RAPIDE PEARLY JKT	RLIWJ71	TA JACKETS	WOMEN	CARMIN - 307	2XS - 3XL	\$ 250.00	\$ 125.00	20%	\$ 100.00	60%
W RAPIDE PEARLY JKT	RLIWJ71	TA JACKETS	WOMEN	NOCTURNE - 748	2XS - 3XL	\$ 250.00	\$ 125.00	20%	\$ 100.00	60%
W RAPIDE SILVER JKT	RLJWJ13	TA JACKETS	WOMEN	SILVER - 290	2XS - 2XL	\$ 250.00	\$ 125.00	20%	\$ 100.00	60%
W RAPIDE PANT	RLIWP06	TB PANTS	WOMEN	BLACK - 200	2XS - 3XL	\$ 160.00	\$ 80.00	20%	\$ 64.00	60%
W RAPIDE PANT	RLIWP06	TB PANTS	WOMEN	CARMIN - 307	2XS - 2XL	\$ 160.00	\$ 80.00	20%	\$ 64.00	60%
W RAPIDE PANT	RLIWP06	TB PANTS	WOMEN	DUCK BLUE - 789	2XS - 2XL	\$ 160.00	\$ 80.00	20%	\$ 64.00	60%
W RAPIDE PANT	RLIWP06	TB PANTS	WOMEN	GRAPE - 342	2XS - 2XL	\$ 160.00	\$ 80.00	20%	\$ 64.00	60%
W RAPIDE PANT	RLIWP06	TB PANTS	WOMEN	NOCTURNE - 748	2XS - 3XL	\$ 160.00	\$ 80.00	20%	\$ 64.00	60%
W RAPIDE PANT	RLIWP06	TB PANTS	WOMEN	WHITE - 100	2XS - 3XL	\$ 160.00	\$ 80.00	20%	\$ 64.00	60%



SAVE THE DUCK 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
LONG HOODED SMEG COAT	S4478M-SMEGY	INSULATED JACKET	MEN'S	0 WHITE	ALL	\$ 448.00	\$ 202.00	10%	\$ 181.80	59%
LONG HOODED SMEG COAT	S4478M-SMEGY	INSULATED JACKET	MEN'S	1959 FROST GREY	ALL	\$ 448.00	\$ 202.00	10%	\$ 181.80	59%
LONG HOODED SMEG COAT	S4478M-SMEGY	INSULATED JACKET	MEN'S	146 BLUE BLACK	ALL	\$ 448.00	\$ 202.00	10%	\$ 181.80	59%
LONG HOODED SMEG COAT	S4478M-SMEGY	INSULATED JACKET	MEN'S	01 BLACK	ALL	\$ 448.00	\$ 202.00	10%	\$ 181.80	59%
LONG HOODED SMEG COAT	S4478M-SMEGY	INSULATED JACKET	MEN'S	1178 GREEN BLACK	ALL	\$ 448.00	\$ 202.00	10%	\$ 181.80	59%
LONG HOODED SMEG COAT	S4478M-SMEGY	INSULATED JACKET	MEN'S	1177 GREY BLACK	ALL	\$ 448.00	\$ 202.00	10%	\$ 181.80	59%
SHORT COPY PARKA	S3981M-COPY	INSULATED PARKA	MEN'S	1182 SHARK GREY	ALL	\$ 498.00	\$ 225.00	10%	\$ 202.50	59%
SHORT COPY PARKA	S3981M-COPY	INSULATED PARKA	MEN'S	146 BLUE BLACK	ALL	\$ 498.00	\$ 225.00	10%	\$ 202.50	59%
SHORT COPY PARKA	S3981M-COPY	INSULATED PARKA	MEN'S	01 BLACK	ALL	\$ 498.00	\$ 225.00	10%	\$ 202.50	59%
SHORT COPY PARKA	S3981M-COPY	INSULATED PARKA	MEN'S	1734 STEEL BLUE	ALL	\$ 498.00	\$ 225.00	10%	\$ 202.50	59%
SHORT COPY PARKA	S3981M-COPY	INSULATED PARKA	MEN'S	1963 THYME GREEN	ALL	\$ 498.00	\$ 225.00	10%	\$ 202.50	59%
SHORT COPY PARKA	S3981M-COPY	INSULATED PARKA	MEN'S	107 COFFEE BROWN	ALL	\$ 498.00	\$ 225.00	10%	\$ 202.50	59%
SHORT COPY PARKA	S3981M-COPY	INSULATED PARKA	MEN'S	1962 FLAME RED	ALL	\$ 498.00	\$ 225.00	10%	\$ 202.50	59%
HOODED FUR LINED COPY PARKA	S3816M-COPY	INSULATED PARKA	MEN'S	1182 SHARK GREY	ALL	\$ 548.00	\$ 247.00	10%	\$ 222.30	59%
HOODED FUR LINED COPY PARKA	S3816M-COPY	INSULATED PARKA	MEN'S	1177 GREY BLACK	ALL	\$ 548.00	\$ 247.00	10%	\$ 222.30	59%
HOODED FUR LINED COPY PARKA	S3816M-COPY	INSULATED PARKA	MEN'S	146 BLUE BLACK	ALL	\$ 548.00	\$ 247.00	10%	\$ 222.30	59%
HOODED FUR LINED COPY PARKA	S3816M-COPY	INSULATED PARKA	MEN'S	01 BLACK	ALL	\$ 548.00	\$ 247.00	10%	\$ 222.30	59%
HOODED FUR LINED COPY PARKA	S3816M-COPY	INSULATED PARKA	MEN'S	1963 THYME GREEN	ALL	\$ 548.00	\$ 247.00	10%	\$ 222.30	59%
HOODED FUR LINED COPY PARKA	S3816M-COPY	INSULATED PARKA	MEN'S	107 COFFEE BROWN	ALL	\$ 548.00	\$ 247.00	10%	\$ 222.30	59%
LONG COPY PARKA	S4318M-COPY	INSULATED PARKA	MEN'S	835 COOL BEIGE	ALL	\$ 548.00	\$ 247.00	10%	\$ 222.30	59%
LONG COPY PARKA	S4318M-COPY	INSULATED PARKA	MEN'S	1182 SHARK GREY	ALL	\$ 548.00	\$ 247.00	10%	\$ 222.30	59%
LONG COPY PARKA	S4318M-COPY	INSULATED PARKA	MEN'S	1177 GREY BLACK	ALL	\$ 548.00	\$ 247.00	10%	\$ 222.30	59%
LONG COPY PARKA	S4318M-COPY	INSULATED PARKA	MEN'S	146 BLUE BLACK	ALL	\$ 548.00	\$ 247.00	10%	\$ 222.30	59%
LONG COPY PARKA	S4318M-COPY	INSULATED PARKA	MEN'S	01 BLACK	ALL	\$ 548.00	\$ 247.00	10%	\$ 222.30	59%
LONG COPY PARKA	S4318M-COPY	INSULATED PARKA	MEN'S	1734 STEEL BLUE	ALL	\$ 548.00	\$ 247.00	10%	\$ 222.30	59%
LONG COPY PARKA	S4318M-COPY	INSULATED PARKA	MEN'S	1963 THYME GREEN	ALL	\$ 548.00	\$ 247.00	10%	\$ 222.30	59%
LONG COPY PARKA	S4318M-COPY	INSULATED PARKA	MEN'S	107 COFFEE BROWN	ALL	\$ 548.00	\$ 247.00	10%	\$ 222.30	59%
LONG COPY PARKA	S4318M-COPY	INSULATED PARKA	MEN'S	1250 BURGUNDY BLACK	ALL	\$ 548.00	\$ 247.00	10%	\$ 222.30	59%
LONG COPY PARKA	S4318M-COPY	INSULATED PARKA	MEN'S	1962 FLAME RED	ALL	\$ 548.00	\$ 247.00	10%	\$ 222.30	59%
HOODED FREE COAT	S3994M-FREEY	INSULATED GTX COAT	MEN'S	1962 FLAME RED	ALL	\$ 648.00	\$ 450.00	10%	\$ 405.00	38%
HOODED FREE COAT	S3994M-FREEY	INSULATED GTX COAT	MEN'S	1732 CAPER GREEN	ALL	\$ 648.00	\$ 450.00	10%	\$ 405.00	38%
HOODED FREE COAT	S3994M-FREEY	INSULATED GTX COAT	MEN'S	146 BLUE BLACK	ALL	\$ 648.00	\$ 450.00	10%	\$ 405.00	38%
HOODED FREE COAT	S3994M-FREEY	INSULATED GTX COAT	MEN'S	01 BLACK	ALL	\$ 648.00	\$ 450.00	10%	\$ 405.00	38%
HOODED HERO COAT	S3877M-HEROY	INSULATED GTX COAT	MEN'S	1963 THYME GREEN	ALL	\$ 648.00	\$ 290.00	10%	\$ 261.00	60%
HOODED HERO COAT	S3877M-HEROY	INSULATED GTX COAT	MEN'S	146 BLUE BLACK	ALL	\$ 648.00	\$ 290.00	10%	\$ 261.00	60%
HOODED HERO COAT	S3877M-HEROY	INSULATED GTX COAT	MEN'S	1485 LUNAR GREY	ALL	\$ 648.00	\$ 290.00	10%	\$ 261.00	60%
HOODED HERO COAT	S3877M-HEROY	INSULATED GTX COAT	MEN'S	01 BLACK	ALL	\$ 648.00	\$ 290.00	10%	\$ 261.00	60%
LONG HOODED FREE COAT	S4655M-FREEY	INSULATED GTX COAT	MEN'S	1962 FLAME RED	ALL	\$ 998.00	\$ 450.00	10%	\$ 405.00	59%
LONG HOODED FREE COAT	S4655M-FREEY	INSULATED GTX COAT	MEN'S	1732 CAPER GREEN	ALL	\$ 998.00	\$ 450.00	10%	\$ 405.00	59%
LONG HOODED FREE COAT	S4655M-FREEY	INSULATED GTX COAT	MEN'S	146 BLUE BLACK	ALL	\$ 998.00	\$ 450.00	10%	\$ 405.00	59%
LONG HOODED FREE COAT	S4655M-FREEY	INSULATED GTX COAT	MEN'S	01 BLACK	ALL	\$ 998.00	\$ 450.00	10%	\$ 405.00	59%

SAVE THE DUCK

PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
SMEG COAT	S4614W-SMEGY	INSULATED COAT	WOMEN'S	00 WHITE	ALL	\$ 468.00	\$ 211.00	10%	\$ 189.90	59%
SMEG COAT	S4614W-SMEGY	INSULATED COAT	WOMEN'S	835 COOL BEIGE	ALL	\$ 468.00	\$ 211.00	10%	\$ 189.90	59%
SMEG COAT	S4614W-SMEGY	INSULATED COAT	WOMEN'S	75 MUSTARD YELLOW	ALL	\$ 468.00	\$ 211.00	10%	\$ 189.90	59%
SMEG COAT	S4614W-SMEGY	INSULATED COAT	WOMEN'S	1616 GINGER ORANGE	ALL	\$ 468.00	\$ 211.00	10%	\$ 189.90	59%
SMEG COAT	S4614W-SMEGY	INSULATED COAT	WOMEN'S	1955 RUBY RED	ALL	\$ 468.00	\$ 211.00	10%	\$ 189.90	59%
SMEG COAT	S4614W-SMEGY	INSULATED COAT	WOMEN'S	1767 STORM BLUE	ALL	\$ 468.00	\$ 211.00	10%	\$ 189.90	59%
SMEG COAT	S4614W-SMEGY	INSULATED COAT	WOMEN'S	1959 FROST GREY	ALL	\$ 468.00	\$ 211.00	10%	\$ 189.90	59%
SMEG COAT	S4614W-SMEGY	INSULATED COAT	WOMEN'S	09 NAVY BLUE	ALL	\$ 468.00	\$ 211.00	10%	\$ 189.90	59%
SMEG COAT	S4614W-SMEGY	INSULATED COAT	WOMEN'S	146 BLUE BLACK	ALL	\$ 468.00	\$ 211.00	10%	\$ 189.90	59%
SMEG COAT	S4614W-SMEGY	INSULATED COAT	WOMEN'S	01 BLACK	ALL	\$ 468.00	\$ 211.00	10%	\$ 189.90	59%
SMEG COAT	S4614W-SMEGY	INSULATED COAT	WOMEN'S	841 DUSTY OLIVE	ALL	\$ 468.00	\$ 211.00	10%	\$ 189.90	59%
SMEG COAT	S4614W-SMEGY	INSULATED COAT	WOMEN'S	1988 BARK GREEN	ALL	\$ 468.00	\$ 211.00	10%	\$ 189.90	59%
SMEG COAT	S4614W-SMEGY	INSULATED COAT	WOMEN'S	1986 BEECH GREEN	ALL	\$ 468.00	\$ 211.00	10%	\$ 189.90	59%
SMEG COAT	S4614W-SMEGY	INSULATED COAT	WOMEN'S	1178 GREEN BLACK	ALL	\$ 468.00	\$ 211.00	10%	\$ 189.90	59%
SMEG COAT	S4614W-SMEGY	INSULATED COAT	WOMEN'S	1177 GREY BLACK	ALL	\$ 468.00	\$ 211.00	10%	\$ 189.90	59%
SMEG COAT	S4614W-SMEGY	INSULATED COAT	WOMEN'S	1470 SHADOW BLACK	ALL	\$ 468.00	\$ 211.00	10%	\$ 189.90	59%
LONG SMEG COAT WITH FAUX FUR	S4280W-SMEGY	INSULATED COAT	WOMEN'S	0 WHITE	ALL	\$ 498.00	\$ 225.00	10%	\$ 202.50	59%
LONG SMEG COAT WITH FAUX FUR	S4280W-SMEGY	INSULATED COAT	WOMEN'S	835 COOL BEIGE	ALL	\$ 498.00	\$ 225.00	10%	\$ 202.50	59%
LONG SMEG COAT WITH FAUX FUR	S4280W-SMEGY	INSULATED COAT	WOMEN'S	1959 FROST GREY	ALL	\$ 498.00	\$ 225.00	10%	\$ 202.50	59%
LONG SMEG COAT WITH FAUX FUR	S4280W-SMEGY	INSULATED COAT	WOMEN'S	09 NAVY BLUE	ALL	\$ 498.00	\$ 225.00	10%	\$ 202.50	59%
LONG SMEG COAT WITH FAUX FUR	S4280W-SMEGY	INSULATED COAT	WOMEN'S	146 BLUE BLACK	ALL	\$ 498.00	\$ 225.00	10%	\$ 202.50	59%
LONG SMEG COAT WITH FAUX FUR	S4280W-SMEGY	INSULATED COAT	WOMEN'S	01 BLACK	ALL	\$ 498.00	\$ 225.00	10%	\$ 202.50	59%
LONG SMEG COAT WITH FAUX FUR	S4280W-SMEGY	INSULATED COAT	WOMEN'S	1986 BEECH GREEN	ALL	\$ 498.00	\$ 225.00	10%	\$ 202.50	59%
LONG SMEG COAT WITH FAUX FUR	S4280W-SMEGY	INSULATED COAT	WOMEN'S	1178 GREEN BLACK	ALL	\$ 498.00	\$ 225.00	10%	\$ 202.50	59%
LONG SMEG COAT WITH FAUX FUR	S4280W-SMEGY	INSULATED COAT	WOMEN'S	1470 SHADOW BLACK	ALL	\$ 498.00	\$ 225.00	10%	\$ 202.50	59%
SMEG COAT WITH FAUX FUR	S4737W-SMEGY	INSULATED COAT	WOMEN'S	0 WHITE	ALL	\$ 498.00	\$ 225.00	10%	\$ 202.50	59%
SMEG COAT WITH FAUX FUR	S4737W-SMEGY	INSULATED COAT	WOMEN'S	835 COOL BEIGE	ALL	\$ 498.00	\$ 225.00	10%	\$ 202.50	59%
SMEG COAT WITH FAUX FUR	S4737W-SMEGY	INSULATED COAT	WOMEN'S	09 NAVY BLUE	ALL	\$ 498.00	\$ 225.00	10%	\$ 202.50	59%
SMEG COAT WITH FAUX FUR	S4737W-SMEGY	INSULATED COAT	WOMEN'S	146 BLUE BLACK	ALL	\$ 498.00	\$ 225.00	10%	\$ 202.50	59%
SMEG COAT WITH FAUX FUR	S4737W-SMEGY	INSULATED COAT	WOMEN'S	01 BLACK	ALL	\$ 498.00	\$ 225.00	10%	\$ 202.50	59%
SMEG COAT WITH FAUX FUR	S4737W-SMEGY	INSULATED COAT	WOMEN'S	1986 BEECH GREEN	ALL	\$ 498.00	\$ 225.00	10%	\$ 202.50	59%
SMEG COAT WITH FAUX FUR	S4737W-SMEGY	INSULATED COAT	WOMEN'S	1177 GREY BLACK	ALL	\$ 498.00	\$ 225.00	10%	\$ 202.50	59%
LONG HOODED FREE JACKET	S4677W-FREEY	INSULATED GTX COAT	WOMEN'S	1962 FLAME RED	ALL	\$ 998.00	\$ 450.00	10%	\$ 405.00	59%
LONG HOODED FREE JACKET	S4677W-FREEY	INSULATED GTX COAT	WOMEN'S	1732 CAPER GREEN	ALL	\$ 998.00	\$ 450.00	10%	\$ 405.00	59%
LONG HOODED FREE JACKET	S4677W-FREEY	INSULATED GTX COAT	WOMEN'S	146 BLUE BLACK	ALL	\$ 998.00	\$ 450.00	10%	\$ 405.00	59%
LONG HOODED FREE JACKET	S4677W-FREEY	INSULATED GTX COAT	WOMEN'S	01 BLACK	ALL	\$ 998.00	\$ 450.00	10%	\$ 405.00	59%
LONG HOODED FREE JACKET	S4671W-FREEY	INSULATED GTX COAT	WOMEN'S	1962 FLAME RED	ALL	\$ 998.00	\$ 450.00	10%	\$ 405.00	59%
LONG HOODED FREE JACKET	S4671W-FREEY	INSULATED GTX COAT	WOMEN'S	1732 CAPER GREEN	ALL	\$ 998.00	\$ 450.00	10%	\$ 405.00	59%
LONG HOODED FREE JACKET	S4671W-FREEY	INSULATED GTX COAT	WOMEN'S	146 BLUE BLACK	ALL	\$ 998.00	\$ 450.00	10%	\$ 405.00	59%
LONG HOODED FREE JACKET	S4671W-FREEY	INSULATED GTX COAT	WOMEN'S	01 BLACK	ALL	\$ 998.00	\$ 450.00	10%	\$ 405.00	59%

Please include information on HotBuy! order requirements below: (ex: order min, submitted on separate PO, HB! can only account for \$X of overall order)

MUST BE SUBMITTED ON SEPARATE PO. FREE FREIGHT ON HOT BUY ORDERS ONLY.



OUTDOOR GEAR 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Ladies Sublime Primaloft® Tech Jacket	2770R	15K Insulated Jacket	Ladies	001	XS - 3XL	\$ 250.00	\$ 125.00	32%	\$ 85.00	66%
Ladies Sublime Primaloft® Tech Jacket	2770R	15K Insulated Jacket	Ladies	164	XS - 3XL	\$ 250.00	\$ 125.00	32%	\$ 85.00	66%
Ladies Sublime Primaloft® Tech Jacket	2770R	15K Insulated Jacket	Ladies	292	XS - 3XL	\$ 250.00	\$ 125.00	32%	\$ 85.00	66%
Ladies Sublime Primaloft® Tech Jacket	2770R	15K Insulated Jacket	Ladies	555	XS - 3XL	\$ 250.00	\$ 125.00	32%	\$ 85.00	66%
Ladies Sublime Primaloft® Tech Jacket	2770R	15K Insulated Jacket	Ladies	728	XS - 3XL	\$ 250.00	\$ 125.00	32%	\$ 85.00	66%
Ladies Moxie Down Jacket	2775R	10K Insulated Jacket	Ladies	163	XS - 3XL	\$ 210.00	\$ 105.00	30%	\$ 74.00	65%
Ladies Moxie Down Jacket	2775R	10K Insulated Jacket	Ladies	164	XS - 3XL	\$ 210.00	\$ 105.00	30%	\$ 74.00	65%
Ladies Moxie Down Jacket	2775R	10K Insulated Jacket	Ladies	338	XS - 3XL	\$ 210.00	\$ 105.00	30%	\$ 74.00	65%
Ladies Moxie Down Jacket	2775R	10K Insulated Jacket	Ladies	634	XS - 3XL	\$ 210.00	\$ 105.00	30%	\$ 74.00	65%
Ladies Moxie Down Jacket	2775R	10K Insulated Jacket	Ladies	697	XS - 3XL	\$ 210.00	\$ 105.00	30%	\$ 74.00	65%
Ladies Moxie Down Jacket	2775R	10K Insulated Jacket	Ladies	728	XS - 3XL	\$ 210.00	\$ 105.00	30%	\$ 74.00	65%
Ladies Regal Belted Primaloft® Jacket	2767R	15K Insulated Jacket	Ladies	001	XS - 3XL	\$ 275.00	\$ 137.50	35%	\$ 90.00	67%
Ladies Regal Belted Primaloft® Jacket	2767R	15K Insulated Jacket	Ladies	292	XS - 3XL	\$ 275.00	\$ 137.50	35%	\$ 90.00	67%
Ladies Regal Belted Primaloft® Jacket	2767R	15K Insulated Jacket	Ladies	646	XS - 3XL	\$ 275.00	\$ 137.50	35%	\$ 90.00	67%
Ladies Skinny Flare Pant	2533R	Insulated Pant	Ladies	001	SZ 02 - 18	\$ 160.00	\$ 80.00	33%	\$ 54.00	66%
Ladies Skinny Flare Pant	2533R	Insulated Pant	Ladies	051	SZ 02 - 18	\$ 160.00	\$ 80.00	33%	\$ 54.00	66%
Ladies Skinny Flare Pant	2533R	Insulated Pant	Ladies	065	SZ 02 - 18	\$ 160.00	\$ 80.00	33%	\$ 54.00	66%
Ladies Skinny Flare Pant	2533R	Insulated Pant	Ladies	164	SZ 02 - 18	\$ 160.00	\$ 80.00	33%	\$ 54.00	66%
Ladies Skinny Flare Pant	2533R	Insulated Pant	Ladies	555	SZ 02 - 18	\$ 160.00	\$ 80.00	33%	\$ 54.00	66%
Ladies Skinny Flare Pant	2533R	Insulated Pant	Ladies	784	SZ 02 - 18	\$ 160.00	\$ 80.00	33%	\$ 54.00	66%
Mens Alpha Primaloft® Tech Jacket	2840R	20K Insulated Jacket	Mens	001	XS - 3XL	\$ 275.00	\$ 137.50	35%	\$ 90.00	67%
Mens Alpha Primaloft® Tech Jacket	2840R	20K Insulated Jacket	Mens	024	XS - 3XL	\$ 275.00	\$ 137.50	35%	\$ 90.00	67%
Mens Alpha Primaloft® Tech Jacket	2840R	20K Insulated Jacket	Mens	077	XS - 3XL	\$ 275.00	\$ 137.50	35%	\$ 90.00	67%
Mens Alpha Primaloft® Tech Jacket	2840R	20K Insulated Jacket	Mens	292	XS - 3XL	\$ 275.00	\$ 137.50	35%	\$ 90.00	67%
Mens Atlas Primaloft® Tech Jacket	2859R	15K Insulated Jacket	Mens	001	XS - 3XL	\$ 250.00	\$ 125.00	32%	\$ 85.00	66%
Mens Atlas Primaloft® Tech Jacket	2859R	15K Insulated Jacket	Mens	024	XS - 3XL	\$ 250.00	\$ 125.00	32%	\$ 85.00	66%
Mens Atlas Primaloft® Tech Jacket	2859R	15K Insulated Jacket	Mens	051	XS - 3XL	\$ 250.00	\$ 125.00	32%	\$ 85.00	66%
Mens Atlas Primaloft® Tech Jacket	2859R	15K Insulated Jacket	Mens	586	XS - 3XL	\$ 250.00	\$ 125.00	32%	\$ 85.00	66%
Mens Northland Down Jacket	2864R	10K Insulated Jacket	Mens	001	XS - 3XL	\$ 220.00	\$ 110.00	29%	\$ 78.00	65%
Mens Northland Down Jacket	2864R	10K Insulated Jacket	Mens	077	XS - 3XL	\$ 220.00	\$ 110.00	29%	\$ 78.00	65%
Mens Northland Down Jacket	2864R	10K Insulated Jacket	Mens	208	XS - 3XL	\$ 220.00	\$ 110.00	29%	\$ 78.00	65%
Mens Northland Down Jacket	2864R	10K Insulated Jacket	Mens	520	XS - 3XL	\$ 220.00	\$ 110.00	29%	\$ 78.00	65%
Mens Northland Down Jacket	2864R	10K Insulated Jacket	Mens	609	XS - 3XL	\$ 220.00	\$ 110.00	29%	\$ 78.00	65%
Mens Northland Down Jacket	2864R	10K Insulated Jacket	Mens	655	XS - 3XL	\$ 220.00	\$ 110.00	29%	\$ 78.00	65%
Mens Dispatch Removable Suspender Pant	2855R	Insulated Pant	Mens	001	XS - 3XL	\$ 160.00	\$ 80.00	33%	\$ 54.00	66%
Mens Dispatch Removable Suspender Pant	2855R	Insulated Pant	Mens	077	XS - 3XL	\$ 160.00	\$ 80.00	33%	\$ 54.00	66%

PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Yth Girls Dreamer Jacket	9327R	10K Insulated Jacket	Youth Girl	092	XS - XL	\$ 150.00	\$ 75.00		\$ 50.00	67%
Yth Girls Dreamer Jacket	9327R	10K Insulated Jacket	Youth Girl	163	XS - XL	\$ 150.00	\$ 75.00	33%	\$ 50.00	67%
Yth Girls Dreamer Jacket	9327R	10K Insulated Jacket	Youth Girl	540	XS - XL	\$ 150.00	\$ 75.00	33%	\$ 50.00	67%
Yth Girls Dreamer Jacket	9327R	10K Insulated Jacket	Youth Girl	625	XS - XL	\$ 150.00	\$ 75.00	33%	\$ 50.00	67%
Yth Girls Dreamer Jacket	9327R	10K Insulated Jacket	Youth Girl	772	XS - XL	\$ 150.00	\$ 75.00	33%	\$ 50.00	67%
Yth Girls Dreamer Jacket	9327R	10K Insulated Jacket	Youth Girl	773	XS - XL	\$ 150.00	\$ 75.00	33%	\$ 50.00	67%
Yth Boys Madcap Jacket	9424R	10K Insulated Jacket	Youth Boy	024	XS - XL	\$ 150.00	\$ 75.00	33%	\$ 50.00	67%
Yth Boys Madcap Jacket	9424R	10K Insulated Jacket	Youth Boy	292	XS - XL	\$ 150.00	\$ 75.00	33%	\$ 50.00	67%
Yth Boys Madcap Jacket	9424R	10K Insulated Jacket	Youth Boy	520	XS - XL	\$ 150.00	\$ 75.00	33%	\$ 50.00	67%
Yth Boys Madcap Jacket	9424R	10K Insulated Jacket	Youth Boy	609	XS - XL	\$ 150.00	\$ 75.00	33%	\$ 50.00	67%
Yth Boys Madcap Jacket	9424R	10K Insulated Jacket	Youth Boy	683	XS - XL	\$ 150.00	\$ 75.00	33%	\$ 50.00	67%
Yth Cooper Bib (Boys & Girls)	9428R	10K Insulated Jacket	Youth	001	XS - XL	\$ 125.00	\$ 65.00	31%	\$ 45.00	64%
Yth Cooper Bib (Boys & Girls)	9428R	10K Insulated Jacket	Youth	077	XS - XL	\$ 125.00	\$ 65.00	31%	\$ 45.00	64%
Yth Cooper Bib (Boys & Girls)	9428R	10K Insulated Jacket	Youth	781	XS - XL	\$ 125.00	\$ 65.00	31%	\$ 45.00	64%
Yth Cooper Bib (Boys & Girls)	9428R	10K Insulated Jacket	Youth	782	XS - XL	\$ 125.00	\$ 65.00	31%	\$ 45.00	64%
Yth Cooper Bib (Boys & Girls)	9428R	10K Insulated Jacket	Youth	783	XS - XL	\$ 125.00	\$ 65.00	31%	\$ 45.00	64%
Yth Cooper Bib (Boys & Girls)	9428R	10K Insulated Jacket	Youth	771	XS - XL	\$ 125.00	\$ 65.00	31%	\$ 45.00	64%
Yth Cooper Bib (Boys & Girls)	9428R	10K Insulated Jacket	Youth	772	XS - XL	\$ 125.00	\$ 65.00	31%	\$ 45.00	64%
Yth Cooper Bib (Boys & Girls)	9428R	10K Insulated Jacket	Youth	773	XS - XL	\$ 125.00	\$ 65.00	31%	\$ 45.00	64%



SCOTT 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
M's Ultimate DRX Jacket	277695	INSULATED SKI JACKET	MENS	Dark Blue/Olive	S - XXL	\$ 380.00	\$ 190.00	15%	\$ 161.50	58%
M's Ultimate DRX Jacket	277695	INSULATED SKI JACKET	MENS	skydive blue	S - XXL	\$ 380.00	\$ 190.00	15%	\$ 161.50	58%
M's Ultimate DRX Jacket	277695	INSULATED SKI JACKET	MENS	jasper green	S - XXL	\$ 380.00	\$ 190.00	15%	\$ 161.50	58%
M's Ultimate DRX Jacket	277695	INSULATED SKI JACKET	MENS	red fud/orange	S - XXL	\$ 380.00	\$ 190.00	15%	\$ 161.50	58%
M's Ultimate DRX Pant	277696	INSULATED SKI PANT	MENS	dark blue	S - XXL	\$ 280.00	\$ 140.00	15%	\$ 119.00	58%
M's Ultimate DRX Pant	277696	INSULATED SKI PANT	MENS	red fudge	S - XXL	\$ 280.00	\$ 140.00	15%	\$ 119.00	58%
M's Ultimate DRX Pant	277696	INSULATED SKI PANT	MENS	orange pump	S - XXL	\$ 280.00	\$ 140.00	15%	\$ 119.00	58%
M's Inuloft Merino Hoody	277761	MIDLAYER	MENS	dark blue	S - XXL	\$ 220.00	\$ 110.00	15%	\$ 93.50	58%
M's Inuloft Merino Hoody	277761	MIDLAYER	MENS	blk/dr gry m	S - XXL	\$ 220.00	\$ 110.00	15%	\$ 93.50	58%
M's Defined Tech Jacket	277767	MIDLAYER	MENS	dark grey	S - XXL	\$ 110.00	\$ 55.00	15%	\$ 46.75	58%
M's Defined Tech Jacket	277767	MIDLAYER	MENS	dark blue	S - XXL	\$ 110.00	\$ 55.00	15%	\$ 46.75	58%
M's Defined Tech Jacket	277767	MIDLAYER	MENS	orange pump	S - XXL	\$ 110.00	\$ 55.00	15%	\$ 46.75	58%
M's Defined Tech Jacket	277767	MIDLAYER	MENS	skydive blue	S - XXL	\$ 110.00	\$ 55.00	15%	\$ 46.75	58%
M's Defined Tech Jacket	277767	MIDLAYER	MENS	jasper green	S - XXL	\$ 110.00	\$ 55.00	15%	\$ 46.75	58%
W's Ultimate DRX Jacket	277716	INSULATED SKI JACKET	WOMENS	cas pk/r fud	XS - L	\$ 380.00	\$ 190.00	15%	\$ 161.50	58%
W's Ultimate DRX Jacket	277716	INSULATED SKI JACKET	WOMENS	br bl/maj bl	XS - L	\$ 380.00	\$ 190.00	15%	\$ 161.50	58%
W's Ultimate DRX Jacket	277716	INSULATED SKI JACKET	WOMENS	lantana rose	XS - L	\$ 380.00	\$ 190.00	15%	\$ 161.50	58%
W's Ultimate DRX Jacket	277716	INSULATED SKI JACKET	WOMENS	ma bl/gin br	XS - L	\$ 380.00	\$ 190.00	15%	\$ 161.50	58%
W's Ultimate DRX Pant	277717	INSULATED SKI PANT	WOMENS	black	XS - L	\$ 280.00	\$ 140.00	15%	\$ 119.00	58%
W's Ultimate DRX Pant	277717	INSULATED SKI PANT	WOMENS	bright blue	XS - L	\$ 280.00	\$ 140.00	15%	\$ 119.00	58%
W's Ultimate DRX Pant	277717	INSULATED SKI PANT	WOMENS	red fudge	XS - L	\$ 280.00	\$ 140.00	15%	\$ 119.00	58%
W's Ultimate DRX Pant	277717	INSULATED SKI PANT	WOMENS	majolica blu	XS - L	\$ 280.00	\$ 140.00	15%	\$ 119.00	58%
W's Ultimate DRX Pant	277717	INSULATED SKI PANT	WOMENS	cassis pink	XS - L	\$ 280.00	\$ 140.00	15%	\$ 119.00	58%
W's Ultimate DRX Pant	277717	INSULATED SKI PANT	WOMENS	ginger bread	XS - L	\$ 280.00	\$ 140.00	15%	\$ 119.00	58%
W's Inuloft Merino Hoody	277782	Midlayer	WOMENS	majolica blu	XS - L	\$ 220.00	\$ 110.00	15%	\$ 93.50	58%
W's Inuloft Merino Hoody	277782	Midlayer	WOMENS	drk gy m/blk	XS - L	\$ 220.00	\$ 110.00	15%	\$ 93.50	58%
W's Inuloft Merino Hoody	277782	Midlayer	WOMENS	cas pk/r fud	XS - L	\$ 220.00	\$ 110.00	15%	\$ 93.50	58%
W's Defined Tech Jacket	277788	Midlayer	WOMENS	red fudge	XS - L	\$ 110.00	\$ 55.00	15%	\$ 46.75	58%
W's Defined Tech Jacket	277788	Midlayer	WOMENS	majolica blu	XS - XL	\$ 110.00	\$ 55.00	15%	\$ 46.75	58%
W's Defined Tech Jacket	277788	Midlayer	WOMENS	cassis pink	XS - L	\$ 110.00	\$ 55.00	15%	\$ 46.75	58%
W's Defined Tech Jacket	277788	Midlayer	WOMENS	jasper green	XS - L	\$ 110.00	\$ 55.00	15%	\$ 46.75	58%

Please include information on HotBuy! order requirements below: (ex: order min, submitted on separate PO, HB! can only account for \$X of overall order)

HOTBUY! due FEB 3, 2020; ORDER MINIMUM \$2500. EVE parka: minimum 4/color; BUNNY pant: minimum 4/color; CHARD hat: minimum 4/color; BUNNY gator: minimum 6/color; ANDY baselayer top, minimum 12/style, LEGGIE baselayer, minimum 12/style



SKEA 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
EVE jacket	EVE	5K DOWN INSULATED SKI JACKET	Womens	navy	SZ 2 - 16	\$ 488.00	\$ 234.00	15%	\$ 199.00	59%
EVE jacket	EVE	5K DOWN INSULATED SKI JACKET	Womens	black	SZ 2 - 16	\$ 488.00	\$ 234.00	15%	\$ 199.00	59%
EVE jacket	EVE	5K DOWN INSULATED SKI JACKET	Womens	red	SZ 2 - 16	\$ 488.00	\$ 234.00	15%	\$ 199.00	59%
EVE jacket	EVE	10K DOWN INSULATED SKI JACKET	Womens	silver	SZ 2 - 16	\$ 488.00	\$ 234.00	15%	\$ 199.00	59%
BUNNY PANT	BUNNY Pant	10K INSULATED SKI PANT	Womens	black	SZ 2 - 16	\$ 318.00	\$ 154.00	10%	\$ 139.00	56%
BUNNY PANT	BUNNY Pant	10K INSULATED SKI PANT	Womens	white	SZ 2 - 16	\$ 318.00	\$ 154.00	10%	\$ 139.00	56%
BUNNY PANT	BUNNY Pant	10K INSULATED SKI PANT	Womens	navy	SZ 2 - 16	\$ 318.00	\$ 154.00	10%	\$ 139.00	56%
BUNNY PANT	BUNNY Pant	10K INSULATED SKI PANT	Womens	silver	SZ 2 - 16	\$ 318.00	\$ 154.00	10%	\$ 139.00	56%
CHARD HAT	CHARD	FAUX FUR POM HAT	Womens	black	OS	\$ 60.00	\$ 30.00	32%	\$ 20.00	67%
CHARD HAT	CHARD	FAUX FUR POM HAT	Womens	burgundy	OS	\$ 60.00	\$ 30.00	32%	\$ 20.00	67%
CHARD HAT	CHARD	FAUX FUR POM HAT	Womens	ivory	OS	\$ 60.00	\$ 30.00	32%	\$ 20.00	67%
CHARD HAT	CHARD	FAUX FUR POM HAT	Womens	taupe	OS	\$ 60.00	\$ 30.00	32%	\$ 20.00	67%
BUNNY NECK GATOR	BUNNY Gator	FAUX FUR POM HAT	Womens	bunny fur	OS	\$ 98.00	\$ 44.00	32%	\$ 29.00	70%
ANDY 1/4 ZIP BASELAYER TOP	ANDY	1/4 ZIP BASELAYER TOP	Womens	white	XS - XL	\$ 99.00	\$ 49.00	19%	\$ 40.00	60%
ANDY 1/4 ZIP BASELAYER TOP	ANDY	1/4 ZIP BASELAYER TOP	Womens	black	XS - XL	\$ 99.00	\$ 49.00	19%	\$ 40.00	60%
ANDY 1/4 ZIP BASELAYER TOP	ANDY	1/4 ZIP BASELAYER TOP	Womens	navy camo	XS - XL	\$ 99.00	\$ 49.00	19%	\$ 40.00	60%
ANDY 1/4 ZIP BASELAYER TOP	ANDY	1/4 ZIP BASELAYER TOP	Womens	taupe camo	XS - XL	\$ 99.00	\$ 49.00	19%	\$ 40.00	60%
ANDY 1/4 ZIP BASELAYER TOP	ANDY	1/4 ZIP BASELAYER TOP	Womens	white camo	XS - XL	\$ 99.00	\$ 49.00	19%	\$ 40.00	60%
LEGGIE BASELAYER	LEGGIE	BASELAYER LEGGING	Womens	black	XS - XL	\$ 99.00	\$ 49.00	19%	\$ 40.00	60%
LEGGIE BASELAYER	LEGGIE	BASELAYER LEGGING	Womens	navy camo	XS - XL	\$ 99.00	\$ 49.00	19%	\$ 40.00	60%
LEGGIE BASELAYER	LEGGIE	BASELAYER LEGGING	Womens	taupe camo	XS - XL	\$ 99.00	\$ 49.00	19%	\$ 40.00	60%
LEGGIE BASELAYER	LEGGIE	BASELAYER LEGGING	Womens	white camo	XS - XL	\$ 99.00	\$ 49.00	19%	\$ 40.00	60%



SOYBU 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Crescent Leggings	SY1799-Q11	ACTIVE LEGGING	Women's	Black	XS - XXL	\$ 85.00	\$ 39.00	15%	\$ 33.15	61%
Crescent Leggings	SY1799-Q11	ACTIVE LEGGING	Women's	Red Ribbon	XS - XXL	\$ 85.00	\$ 39.00	15%	\$ 33.15	61%
Crescent Leggings	SY1799-Q11	ACTIVE LEGGING	Women's	Blue Sapphire	XS - XXL	\$ 85.00	\$ 39.00	15%	\$ 33.15	61%
Dance Sweatshirt	SY1818CZFL	CASUAL SWEATER	Women's	Rosé	XS - XXL	\$ 85.00	\$ 39.00	15%	\$ 33.15	61%
Dance Sweatshirt	SY1818CZFL	CASUAL SWEATER	Women's	Black	XS - XXL	\$ 85.00	\$ 39.00	15%	\$ 33.15	61%
Dance Sweatshirt	SY1818CZFL	CASUAL SWEATER	Women's	White	XS - XXL	\$ 85.00	\$ 39.00	15%	\$ 33.15	61%
Royal Cardigan	SY1766LRKT	CASUAL SWEATER	Women's	Frost Grey	XS - XXL	\$ 99.00	\$ 46.00	15%	\$ 39.10	61%
Royal Cardigan	SY1766LRKT	CASUAL SWEATER	Women's	Black	XS - XXL	\$ 99.00	\$ 46.00	15%	\$ 39.10	61%
Royal Cardigan	SY1766LRKT	CASUAL SWEATER	Women's	Blue Sapphire	XS - XXL	\$ 99.00	\$ 46.00	15%	\$ 39.10	61%
Nobel Jacket	SY1767-Q11	CASUAL JACKET	Women's	Canvas	XS - XXL	\$ 159.00	\$ 74.00	15%	\$ 62.90	60%
Nobel Jacket	SY1767-Q11	CASUAL JACKET	Women's	Black	XS - XXL	\$ 159.00	\$ 74.00	15%	\$ 62.90	60%
Nobel Jacket	SY1767-Q11	CASUAL JACKET	Women's	India Ink	XS - XXL	\$ 159.00	\$ 74.00	15%	\$ 62.90	60%
Nobel Jacket	SY1767-Q11	CASUAL JACKET	Women's	Embossed Camo Black	XS - XXL	\$ 159.00	\$ 74.00	15%	\$ 62.90	60%
Sasha Dress	SY1810FARX	CASUAL DRESS	Women's	Wine	XS - XXL	\$ 69.00	\$ 32.00	15%	\$ 27.20	61%
Sasha Dress	SY1810FARX	CASUAL DRESS	Women's	India Ink	XS - XXL	\$ 69.00	\$ 32.00	15%	\$ 27.20	61%
Sasha Dress	SY1810FARX	CASUAL DRESS	Women's	Cheetah Canvas	XS - XXL	\$ 69.00	\$ 32.00	15%	\$ 27.20	61%
Sasha Dress	SY1810FARX	CASUAL DRESS	Women's	Cheetah Black	XS - XXL	\$ 69.00	\$ 32.00	15%	\$ 27.20	61%



SUNICE 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Karl Jacket	M2011	20K/20K Insulated Ski Jacket	Male	Black	S - XL	\$479.00	\$239.50	20.00%	\$191.60	60%
Karl Jacket	M2011	20K/20K Insulated Ski Jacket	Male	Blue Stone	S - XL	\$479.00	\$239.50	20.00%	\$191.60	60%
Karl Jacket	M2011	20K/20K Insulated Ski Jacket	Male	Midnight	S - XL	\$479.00	\$239.50	20.00%	\$191.60	60%
Karl Jacket	M2011	20K/20K Insulated Ski Jacket	Male	Green Apple	S - XL	\$479.00	\$239.50	20.00%	\$191.60	60%
Layla Jacket	W1930	20K/20K Insulated Ski Jacket	Female	Zebra Print	SZ 4 - 14	\$559.00	\$279.50	20.00%	\$223.60	60%
Layla Jacket	W1930	20K/20K Insulated Ski Jacket	Female	Avocado	SZ 4 - 14	\$559.00	\$279.50	20.00%	\$223.60	60%
Layla Jacket	W1930	20K/20K Insulated Ski Jacket	Female	Blackberry	SZ 4 - 14	\$559.00	\$279.50	20.00%	\$223.60	60%
Layla Jacket	W1930	20K/20K Insulated Ski Jacket	Female	Black	SZ 4 - 14	\$559.00	\$279.50	20.00%	\$223.60	60%
Layla Jacket	W1930	20K/20K Insulated Ski Jacket	Female	Green Apple	SZ 4 - 14	\$559.00	\$279.50	20.00%	\$223.60	60%
Layla Jacket W FUR	W1930F	20K/20K Insulated Ski Jacket	Female	Zebra Print	SZ 4 - 14	\$659.00	\$329.50	20.00%	\$263.60	60%
Layla Jacket W FUR	W1930F	20K/20K Insulated Ski Jacket	Female	Avocado	SZ 4 - 14	\$659.00	\$329.50	20.00%	\$263.60	60%
Layla Jacket W FUR	W1930F	20K/20K Insulated Ski Jacket	Female	Blackberry	SZ 4 - 14	\$659.00	\$329.50	20.00%	\$263.60	60%
Layla Jacket W FUR	W1930F	20K/20K Insulated Ski Jacket	Female	Black	SZ 4 - 14	\$659.00	\$329.50	20.00%	\$263.60	60%
Layla Jacket W FUR	W1930F	20K/20K Insulated Ski Jacket	Female	Green Apple	SZ 4 - 14	\$659.00	\$329.50	20.00%	\$263.60	60%



THIRTY TWO 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
BASEMENT BIB	8130000965	BASEMENT BIB	UNI	BLACK	S - XXL	229.95	\$ 115.00	15%	\$97.75	57%
BASEMENT BIB	8130000965	BASEMENT BIB	UNI	COPPER	S - XXL	229.95	\$ 115.00	15%	\$97.75	57%
BASEMENT BIB	8130000965	BASEMENT BIB	UNI	KHAKI	S - XXL	229.95	\$ 115.00	15%	\$97.75	57%
BASEMENT BIB	8130000965	BASEMENT BIB	UNI	FATIGUE	S - XXL	229.95	\$ 115.00	15%	\$97.75	57%
BASEMENT BIB	8130000965	BASEMENT BIB	UNI	CAMO	S - XXL	229.95	\$ 115.00	15%	\$97.75	57%
BASEMENT BIB	8130000965	BASEMENT BIB	UNI	ORANGE	S - XXL	229.95	\$ 115.00	15%	\$97.75	57%
BASEMENT BIB	8130000965	BASEMENT BIB	UNI	BLACK/GOLD	S - XXL	229.95	\$ 115.00	15%	\$97.75	57%
REST STOP SHIRT	8130000979	REST STOP SHIRT	UNI	BLACK/HEATHER	S - XXL	89.95	\$ 45.00	15%	\$38.25	57%
REST STOP SHIRT	8130000979	REST STOP SHIRT	UNI	CHARCOAL/HEATHER	S - XXL	89.95	\$ 45.00	15%	\$38.25	57%
REST STOP SHIRT	8130000979	REST STOP SHIRT	UNI	GREEN/ HEATHER	S - XXL	89.95	\$ 45.00	15%	\$38.25	57%
REST STOP SHIRT	8130000979	REST STOP SHIRT	UNI	NAVY/HEATHER	S - XXL	89.95	\$ 45.00	15%	\$38.25	57%
LASHED SHELL JACKET	8130000995	LASHED SHELL JACKET	UNI	BLACK	S - XXL	229.95	\$ 115.00	15%	\$97.75	57%
LASHED SHELL JACKET	8130000995	LASHED SHELL JACKET	UNI	WHITE	S - XXL	229.95	\$ 115.00	15%	\$97.75	57%
LASHED SHELL JACKET	8130000995	LASHED SHELL JACKET	UNI	FATIGUE	S - XXL	229.95	\$ 115.00	15%	\$97.75	57%
LASHED SHELL JACKET	8130000995	LASHED SHELL JACKET	UNI	CAMO	S - XXL	239.95	\$ 120.00	15%	\$102.00	57%
LASHED SHELL JACKET	8130000995	LASHED SHELL JACKET	UNI	ORANGE	S - XXL	229.95	\$ 115.00	15%	\$97.75	57%
LASHED SHELL JACKET	8130000995	LASHED SHELL JACKET	UNI	BLACK/GOLD	S - XXL	229.95	\$ 115.00	15%	\$97.75	57%



TURBINE 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Beacon	303	15K Insulated Jacket	Mens	Tank Green	S - XXXL	\$ 179.99	\$ 90.00	30%	\$ 63.00	65%
Beacon	303	15K Insulated Jacket	Mens	Almond	S - XXXL	\$ 179.99	\$ 90.00	30%	\$ 63.00	65%
Beacon	303	15K Insulated Jacket	Mens	Mako Blue	S - XXXL	\$ 179.99	\$ 90.00	30%	\$ 63.00	65%
Beacon	303	15K Insulated Jacket	Mens	Syrah	S - XXXL	\$ 179.99	\$ 90.00	30%	\$ 63.00	65%
Beacon	303	15K Insulated Jacket	Mens	Black	S - XXXL	\$ 179.99	\$ 90.00	30%	\$ 63.00	65%
Beacon	303	15K Insulated Jacket	Mens	Bluestone	S - XXXL	\$ 179.99	\$ 90.00	30%	\$ 63.00	65%
Mission II	3201	15K Technical Bib	Mens	Tank Green	S - XXXL	\$ 200.00	\$ 100.00	43%	\$ 57.00	72%
Mission II	3201	15K Technical Bib	Mens	Almond	S - XXXL	\$ 200.00	\$ 100.00	43%	\$ 57.00	72%
Mission II	3201	15K Technical Bib	Mens	Mako Blue	S - XXXL	\$ 200.00	\$ 100.00	43%	\$ 57.00	72%
Mission II	3201	15K Technical Bib	Mens	Slate	S - XXXL	\$ 200.00	\$ 100.00	43%	\$ 57.00	72%
Mission II	3201	15K Technical Bib	Mens	Black	S - XXXL	\$ 200.00	\$ 100.00	43%	\$ 57.00	72%
E2F	3609	15K Pants	Mens	Tank Green	S - XXXL	\$ 150.00	\$ 75.00	35%	\$ 49.00	67%
E2F	3609	15K Pants	Mens	Khaki	S - XXXL	\$ 150.00	\$ 75.00	35%	\$ 49.00	67%
E2F	3609	15K Pants	Mens	Almond	S - XXXL	\$ 150.00	\$ 75.00	35%	\$ 49.00	67%
E2F	3609	15K Pants	Mens	Mako Blue	S - XXXL	\$ 150.00	\$ 75.00	35%	\$ 49.00	67%
E2F	3609	15K Pants	Mens	Syrah	S - XXXL	\$ 150.00	\$ 75.00	35%	\$ 49.00	67%
E2F	3609	15K Pants	Mens	Bluestone	S - XXXL	\$ 150.00	\$ 75.00	35%	\$ 49.00	67%
E2F	3609	15K Pants	Mens	Slate	S - XXXL	\$ 150.00	\$ 75.00	35%	\$ 49.00	67%
E2F	3609	15K Pants	Mens	Black	S - XXXL	\$ 150.00	\$ 75.00	35%	\$ 49.00	67%
Powday	203	15K Insulated Jacket	Womens	Bluestone	XS - XL	\$ 179.99	\$ 90.00	30%	\$ 63.00	65%
Powday	203	15K Insulated Jacket	Womens	Rose	XS - XL	\$ 179.99	\$ 90.00	30%	\$ 63.00	65%
Powday	203	15K Insulated Jacket	Womens	Black	XS - XL	\$ 179.99	\$ 90.00	30%	\$ 63.00	65%
Powday	203	15K Insulated Jacket	Womens	Robin's Egg	XS - XL	\$ 179.99	\$ 90.00	30%	\$ 63.00	65%
Powday	203	15K Insulated Jacket	Womens	Shale	XS - XL	\$ 179.99	\$ 90.00	30%	\$ 63.00	65%
Powday	203	15K Insulated Jacket	Womens	Vineyard Wine	XS - XL	\$ 179.99	\$ 90.00	30%	\$ 63.00	65%
Powday	203	15K Insulated Jacket	Womens	Galaxy	XS - XL	\$ 179.99	\$ 90.00	30%	\$ 63.00	65%
Expedition II	2201	15K Technical Bib	Womens	Quetzal Green	XS - XL	\$ 200.00	\$ 100.00	43%	\$ 57.00	72%
Expedition II	2201	15K Technical Bib	Womens	Vineyard Wine	XS - XL	\$ 200.00	\$ 100.00	43%	\$ 57.00	72%
Expedition II	2201	15K Technical Bib	Womens	Black	XS - XL	\$ 200.00	\$ 100.00	43%	\$ 57.00	72%
Aura	2509	15K Pants	Womens	Robin's Egg	XS - XL	\$ 150.00	\$ 75.00	35%	\$ 49.00	67%
Aura	2509	15K Pants	Womens	Bluestone	XS - XL	\$ 150.00	\$ 75.00	35%	\$ 49.00	67%
Aura	2509	15K Pants	Womens	Vineyard Wine	XS - XL	\$ 150.00	\$ 75.00	35%	\$ 49.00	67%
Aura	2509	15K Pants	Womens	Shale	XS - XL	\$ 150.00	\$ 75.00	35%	\$ 49.00	67%
Aura	2509	15K Pants	Womens	Black	XS - XL	\$ 150.00	\$ 75.00	35%	\$ 49.00	67%
Aura	2509	15K Pants	Womens	Quetzal Green	XS - XL	\$ 150.00	\$ 75.00	35%	\$ 49.00	67%
Aura	2509	15K Pants	Womens	Galaxy	XS - XL	\$ 150.00	\$ 75.00	35%	\$ 49.00	67%
Aura	2509	15K Pants	Womens	Rose	XS - XL	\$ 150.00	\$ 75.00	35%	\$ 49.00	67%
Aura	2509	15K Pants	Womens	Meteor	XS - XL	\$ 150.00	\$ 75.00	35%	\$ 49.00	67%

TURBINE

PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Whiteroom	1901	10K Insulated Technical Bib	YOUTH	Black	XS - XL	\$ 129.99	\$ 65.00	31%	\$ 45.00	65%
Whiteroom	1901	10K Insulated Technical Bib	YOUTH	Khaki	XS - XL	\$ 129.99	\$ 65.00	31%	\$ 45.00	65%
Whiteroom	1901	10K Insulated Technical Bib	YOUTH	Bluestone	XS - XL	\$ 129.99	\$ 65.00	31%	\$ 45.00	65%
Whiteroom	1901	10K Insulated Technical Bib	Youth Girls	Blizzard	XS - XL	\$ 129.99	\$ 65.00	31%	\$ 45.00	65%
Whiteroom	1901	10K Insulated Technical Bib	Youth Girls	Harmony	XS - XL	\$ 129.99	\$ 65.00	31%	\$ 45.00	65%
Whiteroom	1901	10K Insulated Technical Bib	YOUTH	Black	XS - XL	\$ 129.99	\$ 65.00	31%	\$ 45.00	65%
Whiteroom	1901	10K Insulated Technical Bib	YOUTH	Khaki	XS - XL	\$ 129.99	\$ 65.00	31%	\$ 45.00	65%
Whiteroom	1901	10K Insulated Technical Bib	YOUTH	Bluestone	XS - XL	\$ 129.99	\$ 65.00	31%	\$ 45.00	65%
Whiteroom	1901	10K Insulated Technical Bib	Youth Boys	Blue Ice	XS - XL	\$ 129.99	\$ 65.00	31%	\$ 45.00	65%
Whiteroom	1901	10K Insulated Technical Bib	Youth Boys	Blaze	XS - XL	\$ 129.99	\$ 65.00	31%	\$ 45.00	65%

TRUBINE 2 OF 2

Please include information on HotBuy! order requirements below: (ex: order min, submitted on separate PO, HBI can only account for \$X of overall order)

Prepacks:

Mens S-XL (1,3,5,3) ; Womens XS-XL (1,3,4,3,1) ; Jr S-XL (2,4,4,2) ; Preschool S-L (4,4,4) ; Toddler 2T-4T (4,4,4)



WORLD FAMOUS SPORTS 2020 HOTBUY SUPPLIER FORM

PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Womens Powder Down 90/10 Packable Jacket	20-2231-1	Down Jacket	LADIES	BLACK	XS - XL	\$ 149.00	\$ 34.90	23%	\$ 26.90	82%
Womens Powder Down 90/10 Packable Jacket	20-2231-2	Down Jacket	LADIES	PALE PINK	XS - XL	\$ 149.00	\$ 34.90	23%	\$ 26.90	82%
Womens Powder Down 90/10 Packable Jacket	20-2231-3	Down Jacket	LADIES	CRANBERRY	XS - XL	\$ 149.00	\$ 34.90	23%	\$ 26.90	82%
Womens Powder Down 90/10 Packable Jacket	20-2231-4	Down Jacket	LADIES	FLOWER	XS - XL	\$ 149.00	\$ 34.90	23%	\$ 26.90	82%
Womens Powder Down 90/10 Packable Jacket	20-2231-5	Down Jacket	LADIES	BRASS	XS - XL	\$ 149.00	\$ 34.90	23%	\$ 26.90	82%
Womens Powder Down 90/10 Packable Jacket	20-2231-6	Down Jacket	LADIES	BLUE GREY	XS - XL	\$ 149.00	\$ 34.90	23%	\$ 26.90	82%
Womens Powder Down 90/10 Packable Jacket	20-2231-7	Down Jacket	LADIES	LEOPARD	XS - XL	\$ 149.00	\$ 34.90	23%	\$ 26.90	82%
Womens Aspens Calling Insulated Jacket	20-2241-1	Ins Jacket	LADIES	BLACK	XS - XL	\$ 149.00	\$ 39.90	18%	\$ 32.90	78%
Womens Aspens Calling Insulated Jacket	20-2241-2	Ins Jacket	LADIES	WHITE	XS - XL	\$ 149.00	\$ 39.90	18%	\$ 32.90	78%
Womens Aspens Calling Insulated Jacket	20-2241-4	Ins Jacket	LADIES	GREY PEBBLE	XS - XL	\$ 149.00	\$ 39.90	18%	\$ 32.90	78%
Womens Aspens Calling Insulated Jacket	20-2241-3	Ins Jacket	LADIES	FLOWER PRINT	XS - XL	\$ 149.00	\$ 39.90	18%	\$ 32.90	78%
Womens Classic Soft Shell Jacket	20-2228-1	Soft Shell	LADIES	BLACK	XS - XL	\$ 99.00	\$ 19.90	25%	\$ 14.90	85%
Womens Classic Soft Shell Jacket	20-2228-3	Soft Shell	LADIES	WHITE	XS - XL	\$ 99.00	\$ 19.90	25%	\$ 14.90	85%
Womens Classic Soft Shell Jacket	20-2228-2	Soft Shell	LADIES	SEAFOAM	XS - XL	\$ 99.00	\$ 19.90	25%	\$ 14.90	85%
Womens Classic Soft Shell Jacket	20-2228-4	Soft Shell	LADIES	ROSE CLAY	XS - XL	\$ 99.00	\$ 19.90	25%	\$ 14.90	85%
Womens Classic Soft Shell Jacket	20-2228-5	Soft Shell	LADIES	RUBY	XS - XL	\$ 99.00	\$ 19.90	25%	\$ 14.90	85%
Womens Classic Soft Shell Jacket	20-2228-6	Soft Shell	LADIES	DENIM	XS - XL	\$ 99.00	\$ 19.90	25%	\$ 14.90	85%
Womens Classic Soft Shell Jacket	20-2228-7	Soft Shell	LADIES	MELON	XS - XL	\$ 99.00	\$ 19.90	25%	\$ 14.90	85%
Womens Rider Snow Pant	20-219	Ins Pant	LADIES	Black	XS - XL	\$ 125.00	\$ 25.90	15%	\$ 21.90	82%
Womens Overland Bib	20-211	Ins Bib	LADIES	Black	XS - L	\$ 99.00	\$ 19.90	25%	\$ 14.90	85%
Womens Dungaree Overall Bib Pant	20-270	Ins Bib	LADIES	Cypress	XS - XL	\$ 199.00	\$ 39.90	18%	\$ 32.90	83%
Mens Powder Down 90/10 Packable Jacket	20-1126-1	Down Jacket	MENS	BLACK	S - XL	\$ 149.00	\$ 34.90	23%	\$ 26.90	82%
Mens Powder Down 90/10 Packable Jacket	20-1126-2	Down Jacket	MENS	HEAVY METAL	S - XL	\$ 149.00	\$ 34.90	23%	\$ 26.90	82%
Mens Powder Down 90/10 Packable Jacket	20-1126-3	Down Jacket	MENS	DEEP BLUE	S - XL	\$ 149.00	\$ 34.90	23%	\$ 26.90	82%
Mens Powder Down 90/10 Packable Jacket	20-1126-4	Down Jacket	MENS	Hunter Green	S - XL	\$ 149.00	\$ 34.90	23%	\$ 26.90	82%
Mens Powder Down 90/10 Packable Jacket	20-1126-5	Down Jacket	MENS	RUST	S - XL	\$ 149.00	\$ 34.90	23%	\$ 26.90	82%
Mens Powder Down 90/10 Packable Jacket	20-1126-6	Down Jacket	MENS	LIME	S - XL	\$ 149.00	\$ 34.90	23%	\$ 26.90	82%

WORLD FAMOUS SPORTS

PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Mens Siberian Insulated Soft Shell Jacket	20-013-1	Ins Jacket	MENS	BLACK	S - XL	\$ 199.00	\$ 39.90	18%	\$ 32.90	83%
Mens Siberian Insulated Soft Shell Jacket	20-013-2	Ins Jacket	MENS	Grey Pebble	S - XL	\$ 199.00	\$ 39.90	18%	\$ 32.90	83%
Mens Siberian Insulated Soft Shell Jacket	20-013-3	Ins Jacket	MENS	Blue	S - XL	\$ 199.00	\$ 39.90	18%	\$ 32.90	83%
Mens Classic Soft Shell Jacket	20-1119-1	Soft Shell	MENS	BLACK	S - XL	\$ 99.00	\$ 19.90	25%	\$ 14.90	85%
Mens Classic Soft Shell Jacket	20-1119-2	Soft Shell	MENS	CHARCOAL	S - XL	\$ 99.00	\$ 19.90	25%	\$ 14.90	85%
Mens Classic Soft Shell Jacket	20-1119-3	Soft Shell	MENS	Navy	S - XL	\$ 99.00	\$ 19.90	25%	\$ 14.90	85%
Mens Classic Soft Shell Jacket	20-1119-4	Soft Shell	MENS	Grey Pebble	S - XL	\$ 99.00	\$ 19.90	25%	\$ 14.90	85%
Mens Classic Soft Shell Jacket	20-1119-5	Soft Shell	MENS	BLUE	S - XL	\$ 99.00	\$ 19.90	25%	\$ 14.90	85%
Mens Classic Soft Shell Jacket	20-1119-6	Soft Shell	MENS	TRUFFLE	S - XL	\$ 99.00	\$ 19.90	25%	\$ 14.90	85%
Mens Rider Snow Pant	20-119	Ins Pant	MENS	Black	S - XL	\$ 125.00	\$ 25.90	15%	\$ 21.90	82%
Mens Overland Bib	20-121	Ins Bib	MENS	Black	S - L	\$ 99.00	\$ 19.90	25%	\$ 14.90	85%
Mens Dungaree Overall Bib Pant	20-1191	Ins Bib	MENS	Camel	S - XL	\$ 199.00	\$ 39.90	18%	\$ 32.90	83%
Youth Boys Gravity Insulated Jacket	20-4112-J-1	Ins Jacket	JR	BLK GRAVEL	S - XL	\$ 99.00	\$ 34.90	29%	\$ 24.90	75%
Youth Boys Gravity Insulated Jacket	20-4112-J-2	Ins Jacket	JR	BLUE NAVY	S - XL	\$ 99.00	\$ 34.90	29%	\$ 24.90	75%
Youth Boys Gravity Insulated Jacket	20-4112-J-3	Ins Jacket	JR	OD GRAVEL	S - XL	\$ 99.00	\$ 34.90	29%	\$ 24.90	75%
Kids Snow Suit Combo: Insulated Jacket and Bib	209420T-1	Snow Suit	JR	Forest Print	2T, 3T, 4T	\$ 129.00	\$ 34.90	26%	\$ 25.90	80%
Kids Snow Suit Combo: Insulated Jacket and Bib	209420P-1	Snow Suit	JR	Forest Print	S - L	\$ 129.00	\$ 34.90	26%	\$ 25.90	80%
Kids Snow Suit Combo: Insulated Jacket and Bib	209420T-2	Snow Suit	JR	Bolt Print	2T, 3T, 4T	\$ 129.00	\$ 34.90	26%	\$ 25.90	80%
Kids Snow Suit Combo: Insulated Jacket and Bib	209420P-2	Snow Suit	JR	Bolt Print	S - L	\$ 129.00	\$ 34.90	26%	\$ 25.90	80%
Kids Snow Suit Combo: Insulated Jacket and Bib	209420T-3	Snow Suit	JR	Waves Print	2T, 3T, 4T	\$ 129.00	\$ 34.90	26%	\$ 25.90	80%
Kids Snow Suit Combo: Insulated Jacket and Bib	209420P-3	Snow Suit	JR	Waves Print	S - L	\$ 129.00	\$ 34.90	26%	\$ 25.90	80%
Youth Rider Snow Pant	20-591J	Ins Pant	JR	Black	S - XL	\$ 99.00	\$ 23.90	17%	\$ 19.90	80%
Youth Overland Bib	20-511J	Ins Bib	JR	Black	S - XL	\$ 75.00	\$ 17.90	22%	\$ 13.90	81%

ACCESSORIES	NOTES
AIRHOLE	
AUCLAIR	
BLACKSTRAP	
BULA	
CHAOS	
DAKINE	
DARN TOUGH	
EUROSOCK	
FITS	
FOX RIVER MILLS	
GORDINI	
HESTRA	
HOT CHILLYS	
HOTFINGERS	
ICEBREAKER	
KOMBI	
LEVEL	
LORPEN	
POLARMAX	
RELLA	
REUSCH	
SCREAMER	
STARLING	
SWANY	
TERRAMAR	

****NOTE THAT SOME SUPPLIERS HAVE REQUIREMENTS TO PLACE A HOTBUY! ORDER. THOSE SUPPLIERS HAVE NOTES ON THE TOP OF THEIR HOTBUY SHEET.**



AIRHOLE 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Airtube Microfleece	AHA1MF-BLK-ML	Face Protection	Unisex	Black	S/M , M/L	\$ 19.99	\$ 10.00	15%	\$ 8.00	60%
Airtube Microfleece	AHA1MF-HRBK-ML	Face Protection	Unisex	Heather Black	S/M , M/L	\$ 19.99	\$ 10.00	15%	\$ 8.00	60%
Airtube Microfleece	AHA1MF-HRGY-ML	Face Protection	Unisex	Heather Grey	S/M , M/L	\$ 19.99	\$ 10.00	15%	\$ 8.00	60%
Airtube Microfleece	AHA1MF-HRPR-ML	Face Protection	Unisex	Heather Purple	S/M , M/L	\$ 19.99	\$ 10.00	15%	\$ 8.00	60%
Airtube Microfleece	AHA1MF-HRRY-ML	Face Protection	Unisex	Heather Royal	S/M , M/L	\$ 19.99	\$ 10.00	15%	\$ 8.00	60%
Airtube Microfleece	AHA1MF-HRPK-ML	Face Protection	Unisex	Heather Pink	S/M , M/L	\$ 19.99	\$ 10.00	15%	\$ 8.00	60%
Balaclava Microfleece	AHB6MF-BLK-ML	Face Protection	Unisex	Black	S/M , M/L	\$ 34.99	\$ 17.50	15%	\$ 14.00	60%
Balaclava Microfleece	AHB6MF-HRGY-ML	Face Protection	Unisex	Heather Grey	S/M , M/L	\$ 34.99	\$ 17.50	15%	\$ 14.00	60%
Balaclava Microfleece	AHB6MF-HRPK-ML	Face Protection	Unisex	Heather Pink	S/M , M/L	\$ 34.99	\$ 17.50	15%	\$ 14.00	60%
Balaclava Microfleece	AHB6MF-HRRY-ML	Face Protection	Unisex	Heather Royal	S/M , M/L	\$ 34.99	\$ 17.50	15%	\$ 14.00	60%
Airtube Polar Fleece	AHA2PL-BLK-ML	Face Protection	Unisex	Black	S/M , M/L	\$ 27.50	\$ 13.75	15%	\$ 11.00	60%
Airtube Polar Fleece	AHA2PL-HRCH-ML	Face Protection	Unisex	Heather Charcoal	S/M , M/L	\$ 27.50	\$ 13.75	15%	\$ 11.00	60%
Airtube Polar Fleece	AHA2PL-HRGY-ML	Face Protection	Unisex	Heather Grey	S/M , M/L	\$ 27.50	\$ 13.75	15%	\$ 11.00	60%
Airtube Polar Fleece	AHA2PL-HRMR-ML	Face Protection	Unisex	Heather Marine	S/M , M/L	\$ 27.50	\$ 13.75	15%	\$ 11.00	60%
Airtube Polar Fleece	AHA2PL-HRPK-ML	Face Protection	Unisex	Heather Pink	S/M , M/L	\$ 27.50	\$ 13.75	15%	\$ 11.00	60%
Airtube Polar Fleece	AHA2PL-HRWT-ML	Face Protection	Unisex	Heather White	S/M , M/L	\$ 27.50	\$ 13.75	15%	\$ 11.00	60%
Balaclava Polar Fleece	AHB1PL-BLK-ML	Face Protection	Unisex	Black	S/M , M/L	\$ 34.95	\$ 17.50	15%	\$ 14.00	60%
Balaclava Polar Fleece	AHB1PL-HRCH-ML	Face Protection	Unisex	Heather Charcoal	S/M , M/L	\$ 34.95	\$ 17.50	15%	\$ 14.00	60%
Balaclava Polar Fleece	AHB1PL-HRGY-ML	Face Protection	Unisex	Heather Grey	S/M , M/L	\$ 34.95	\$ 17.50	15%	\$ 14.00	60%
Balaclava Polar Fleece	AHB1PL-HRMR-ML	Face Protection	Unisex	Heather Marine	S/M , M/L	\$ 34.95	\$ 17.50	15%	\$ 14.00	60%
Balaclava Polar Fleece	AHB1PL-HRPK-ML	Face Protection	Unisex	Heather Pink	S/M , M/L	\$ 34.95	\$ 17.50	15%	\$ 14.00	60%
Balaclava Polar Fleece	AHB1PL-HRWT-ML	Face Protection	Unisex	Heather White	S/M , M/L	\$ 34.95	\$ 17.50	15%	\$ 14.00	60%
AIRHOOD - POLAR	AHB3PL-BLK-ML	Cold Weather Protection	Unisex	Black	S/M , M/L	\$ 39.99	\$ 20.00	15%	\$ 16.00	60%
AIRHOOD - POLAR	AHB3PL-HRGY-ML	Cold Weather Protection	Unisex	Heather Grey	S/M , M/L	\$ 39.99	\$ 20.00	15%	\$ 16.00	60%
Facemask 10K SOFTSHELL	AHS12L-BLK-ML	Face Protection	Unisex	Black	S/M , M/L	\$ 34.95	\$ 17.50	15%	\$ 14.00	60%
Facemask 10K SOFTSHELL	AHS12L-BARK-ML	Face Protection	Unisex	Bark	S/M , M/L	\$ 34.95	\$ 17.50	15%	\$ 14.00	60%
Facemask 10K SOFTSHELL	AHS12L-BRCK-ML	Face Protection	Unisex	Brick	S/M , M/L	\$ 34.95	\$ 17.50	15%	\$ 14.00	60%
Facemask 10K SOFTSHELL	AHS12L-GREY-ML	Face Protection	Unisex	Grey	S/M , M/L	\$ 34.95	\$ 17.50	15%	\$ 14.00	60%
Tech Hat 5 Panel 10K SOFTSHELL	AHB7RS-BLK-ML	Cold Weather Protection	Unisex	Black	S/M , M/L	\$ 49.99	\$ 25.00	15%	\$ 20.00	60%
Tech Hat 5 Panel 10K SOFTSHELL	AHB7RS-CHAR-ML	Cold Weather Protection	Unisex	Charcoal	S/M , M/L	\$ 49.99	\$ 25.00	15%	\$ 20.00	60%
Tech Hat Bucket 10K SOFTSHELL	AHB10RS-BLK-ML	Cold Weather Protection	Unisex	Black	S/M , M/L	\$ 49.99	\$ 25.00	15%	\$ 20.00	60%
Tech Hat Bucket 10K SOFTSHELL	AHB10RS-CHAR-ML	Cold Weather Protection	Unisex	Charcoal	S/M , M/L	\$ 49.99	\$ 25.00	15%	\$ 20.00	60%
Tech Hat Trapper 10K SOFTSHELL	AHB11RS-BLK-ML	Cold Weather Protection	Unisex	Black	S/M , M/L	\$ 49.99	\$ 25.00	15%	\$ 20.00	60%
Tech Hat Trapper 10K SOFTSHELL	AHB11RS-CHAR-ML	Cold Weather Protection	Unisex	Charcoal	S/M , M/L	\$ 49.99	\$ 25.00	15%	\$ 20.00	60%
Junior Balaclava Polar	AHB1PLJR-BLK	Face Protection	Junior	ALL COLORS	OS	\$ 29.99	\$ 15.00	15%	\$ 12.00	60%
Junior Airtube Polar	AHA2PLJR-BLK	Face Protection	Junior	ALL COLORS	OS	\$ 22.49	\$ 11.25	15%	\$ 9.57	57%



AUCLAIR 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
PANORAMA SHORT	2J200	GLOVES	UNISEX	BLACK	XS-XL	\$ 160.00	\$ 80.00	25%	\$ 60.00	63%
ALPHA BETA MITT	2J927	GLOVES	MENS	BL/WH	S-XL	\$ 150.00	\$ 75.00	25%	\$ 56.25	63%
ALPHA BETA MITT	2J927	GLOVES	MENS	BL/COG	S-XL	\$ 150.00	\$ 75.00	25%	\$ 56.25	63%
SNOW OPS	2J068	GLOVES	UNISEX	BL/GO	XXS-XL	\$ 40.00	\$ 20.00	25%	\$ 15.00	63%
VERBIER VALLEY	2G091	GLOVES	UNISEX	BL/GR/BR	XS-XL	\$ 90.00	\$ 45.00	25%	\$ 33.75	63%
VERBIER VALLEY	2G091	GLOVES	UNISEX	BL/GR/BL	XS-XL	\$ 90.00	\$ 45.00	25%	\$ 33.75	63%
VERBIER VALLEY MITT	2G891	GLOVES	UNISEX	BL/GR/BR	XS-XL	\$ 90.00	\$ 45.00	25%	\$ 33.75	63%
VERBIER VALLEY MITT	2G891	GLOVES	UNISEX	BL/GR/BL	XS-XL	\$ 90.00	\$ 45.00	25%	\$ 33.75	63%
POWDER KING GLOVE	2G259	GLOVES	MENS	BL/GR/BL	S-XL	\$ 65.00	\$ 32.50	25%	\$ 24.38	62%
POWDER KING GLOVE	2G259	GLOVES	MENS	BL/GR/OL	S-XL	\$ 65.00	\$ 32.50	25%	\$ 24.38	62%
POWDER KING MITT	2G959	GLOVES	MENS	BL/GR/BL	S-XL	\$ 65.00	\$ 32.50	25%	\$ 24.38	62%
POWDER KING MITT	2G959	GLOVES	MENS	BL/GR/OL	S-XL	\$ 65.00	\$ 32.50	25%	\$ 24.38	62%
TEAM WORKER II	2G028	GLOVES	MENS	BL/BL	S-XL	\$ 65.00	\$ 32.50	25%	\$ 24.38	62%
TEAM WORKER II	2G028	GLOVES	MENS	BL/WH	S-XL	\$ 65.00	\$ 32.50	25%	\$ 24.38	62%
ALPHA BETA MITT LADIES	2J927	MITT	WOMENS	BL/WH	S-M-L	\$ 150.00	\$ 75.00	25%	\$ 56.25	63%
ALPHA BETA MITT LADIES	2J927	MITT	WOMENS	BL/SA	S-M-L	\$ 150.00	\$ 75.00	25%	\$ 56.25	63%
ALPHA BETA MITT LADIES	2J927	MITT	WOMENS	BL/COG	S-M-L	\$ 150.00	\$ 75.00	25%	\$ 56.25	63%
CROSSWIND LADIES MITT	3F817	MITT	WOMENS	GO/BL	S-M-L	\$ 150.00	\$ 75.00	25%	\$ 56.25	63%
CROSSWIND LADIES MITT	3F817	MITT	WOMENS	BL/WH	S-M-L	\$ 150.00	\$ 75.00	25%	\$ 56.25	63%
CROSSWIND LADIES MITT	3F817	MITT	WOMENS	GRE/WH	S-M-L	\$ 150.00	\$ 75.00	25%	\$ 56.25	63%
CROSSWIND LADIES MITT	3F817	MITT	WOMENS	BLU/WH	S-M-L	\$ 150.00	\$ 75.00	25%	\$ 56.25	63%
POWDER KING LADIES GLOVE	3G259	GLOVES	WOMENS	BL/GR/BL	S-M-L	\$ 65.00	\$ 32.50	25%	\$ 24.38	62%
POWDER KING LADIES GLOVE	3G259	GLOVES	WOMENS	BL/GR/OL	S-M-L	\$ 65.00	\$ 32.50	25%	\$ 24.38	62%
POWDER KING LADIES MITT	3G259	MITT	WOMENS	BL/GR/BL	S-M-L	\$ 65.00	\$ 32.50	25%	\$ 24.38	62%
POWDER KING LADIES MITT	3G259	MITT	WOMENS	BL/GR/OL	S-M-L	\$ 65.00	\$ 32.50	25%	\$ 24.38	62%

Please include information on HotBuy! order requirements below: (ex: order min, submitted on separate PO, HB! can only account for \$X of overall order)

MUST ORDER IN 48 UNIT INCREMENTS



BLACKSTRAP 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	SKU	UPC	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Google Cover -Made from Repurposed fabric	BS-GC-.ASSRT	BS-GC-.ASSRT	661787873043	Goggle Covers 48 per box MOQ 1 Box	UNI	Assorted	One Size	\$ 14.99	\$ 7.50	33%	\$ 5.00	67%

Please include information on HotBuy! order requirements below: (ex: order min, submitted on separate PO, HBI can only account for \$X of overall order)

Please Submit Hot Buy on separate PO



BULA 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT	UNIT PRICE (SSL NET)	GM %
LULU BEANIE (REPREVE)	ABLUL1	KNIT BEANIE	WOMEN	BLACK	ONE-SIZE	\$ 25.00	\$ 8.75	15%	\$ 7.44	70%
LULU BEANIE (REPREVE)	ABLUL1	KNIT BEANIE	WOMEN	WHITE	ONE-SIZE	\$ 25.00	\$ 8.75	15%	\$ 7.44	70%
LULU BEANIE (REPREVE)	ABLUL1	KNIT BEANIE	WOMEN	ZEPHYR	ONE-SIZE	\$ 25.00	\$ 8.75	15%	\$ 7.44	70%
LULU BEANIE (REPREVE)	ABLUL1	KNIT BEANIE	WOMEN	HMEDG	ONE-SIZE	\$ 25.00	\$ 8.75	15%	\$ 7.44	70%
LULU BEANIE (REPREVE)	ABLUL1	KNIT BEANIE	WOMEN	PACIFI	ONE-SIZE	\$ 25.00	\$ 8.75	15%	\$ 7.44	70%
SHORT BEANIE	ABSHO	KNIT BEANIE	UNISEX	BLACK	ONE-SIZE	\$ 23.00	\$ 8.05	15%	\$ 6.84	70%
SHORT BEANIE	ABSHO	KNIT BEANIE	UNISEX	HMEDG	ONE-SIZE	\$ 23.00	\$ 8.05	15%	\$ 6.84	70%
SHORT BEANIE	ABSHO	KNIT BEANIE	UNISEX	NAVY	ONE-SIZE	\$ 23.00	\$ 8.05	15%	\$ 6.84	70%
SHORT BEANIE	ABSHO	KNIT BEANIE	UNISEX	BURGUN	ONE-SIZE	\$ 23.00	\$ 8.05	15%	\$ 6.84	70%
SHORT BEANIE	ABSHO	KNIT BEANIE	UNISEX	DENIM	ONE-SIZE	\$ 23.00	\$ 8.05	15%	\$ 6.84	70%
GLOW BEANIE (REPREVE)	GBGLO	KNIT BEANIE	UNISEX	SKY	ONE-SIZE	\$ 23.00	\$ 8.05	15%	\$ 6.84	70%
GLOW BEANIE (REPREVE)	GBGLO	KNIT BEANIE	UNISEX	LIME	ONE-SIZE	\$ 23.00	\$ 8.05	15%	\$ 6.84	70%
GLOW BEANIE (REPREVE)	GBGLO	KNIT BEANIE	UNISEX	WATERM	ONE-SIZE	\$ 23.00	\$ 8.05	15%	\$ 6.84	70%
KIDS PUPPET PERUVIAN	KHPPUP1	KNIT BEANIE	BOYS & GIRLS	FOX1	ONE-SIZE	\$ 30.00	\$ 13.50	15%	\$ 11.48	62%
KIDS PUPPET PERUVIAN	KHPPUP1	KNIT BEANIE	BOYS & GIRLS	RACCOON	ONE-SIZE	\$ 30.00	\$ 13.50	15%	\$ 11.48	62%
KIDS PUPPET PERUVIAN	KHPPUP1	KNIT BEANIE	BOYS & GIRLS	CUB	ONE-SIZE	\$ 30.00	\$ 13.50	15%	\$ 11.48	62%
KIDS PUPPET PERUVIAN	KHPPUP1	KNIT BEANIE	BOYS & GIRLS	GIRL	ONE-SIZE	\$ 30.00	\$ 13.50	15%	\$ 11.48	62%
KIDS PUPPET PERUVIAN	KHPPUP1	KNIT BEANIE	BOYS & GIRLS	BOY	ONE-SIZE	\$ 30.00	\$ 13.50	15%	\$ 11.48	62%
KIDS NEO BALACLAVA (REPREVE)	KSUNEO	BALACLAVA	BOYS & GIRLS	BLKCAM	ONE-SIZE	\$ 28.00	\$ 9.80	15%	\$ 8.33	70%
KIDS NEO BALACLAVA (REPREVE)	KSUNEO	BALACLAVA	BOYS & GIRLS	CAMP	ONE-SIZE	\$ 28.00	\$ 9.80	15%	\$ 8.33	70%
KIDS NEO BALACLAVA (REPREVE)	KSUNEO	BALACLAVA	BOYS & GIRLS	CANDY	ONE-SIZE	\$ 28.00	\$ 9.80	15%	\$ 8.33	70%
KIDS NEO BALACLAVA (REPREVE)	KSUNEO	BALACLAVA	BOYS & GIRLS	CREST	ONE-SIZE	\$ 28.00	\$ 9.80	15%	\$ 8.33	70%
KIDS NEO BALACLAVA (REPREVE)	KSUNEO	BALACLAVA	BOYS & GIRLS	DOTSBL	ONE-SIZE	\$ 28.00	\$ 9.80	15%	\$ 8.33	70%
KIDS NEO BALACLAVA (REPREVE)	KSUNEO	BALACLAVA	BOYS & GIRLS	FIESTA	ONE-SIZE	\$ 28.00	\$ 9.80	15%	\$ 8.33	70%
KIDS NEO BALACLAVA (REPREVE)	KSUNEO	BALACLAVA	BOYS & GIRLS	MIRROR	ONE-SIZE	\$ 28.00	\$ 9.80	15%	\$ 8.33	70%
KIDS NEO BALACLAVA (REPREVE)	KSUNEO	BALACLAVA	BOYS & GIRLS	SPRAY	ONE-SIZE	\$ 28.00	\$ 9.80	15%	\$ 8.33	70%
VENTI HELMET LINER	NVTECH	BALACLAVA	UNISEX	BLACK	S - L	\$ 35.00	\$ 15.75	15%	\$ 13.39	62%
VENTI HELMET LINER	NVTECH	BALACLAVA	UNISEX	NORDBK	S - L	\$ 35.00	\$ 15.75	15%	\$ 13.39	62%
VENTI HELMET LINER	NVTECH	BALACLAVA	UNISEX	CLOUD	S - L	\$ 35.00	\$ 15.75	15%	\$ 13.39	62%
VENTI HELMET LINER	NVTECH	BALACLAVA	UNISEX	POPPUR	S - L	\$ 35.00	\$ 15.75	15%	\$ 13.39	62%
VENTI HELMET LINER	NVTECH	BALACLAVA	UNISEX	WATBK	S - L	\$ 35.00	\$ 15.75	15%	\$ 13.39	62%
VENTI HELMET LINER	NVTECH	BALACLAVA	UNISEX	BLUDAN	S - L	\$ 35.00	\$ 15.75	15%	\$ 13.39	62%
UPF PRINTED TUBE (REPREVE)	SUUPF	MULTI-PURPOSE TUBE	UNISEX	WATBK	ONE-SIZE	\$ 18.00	\$ 8.00	15%	\$ 6.80	62%
UPF PRINTED TUBE (REPREVE)	SUUPF	MULTI-PURPOSE TUBE	UNISEX	NORDBK	ONE-SIZE	\$ 18.00	\$ 8.00	15%	\$ 6.80	62%
UPF PRINTED TUBE (REPREVE)	SUUPF	MULTI-PURPOSE TUBE	UNISEX	SUMMIT	ONE-SIZE	\$ 18.00	\$ 8.00	15%	\$ 6.80	62%
UPF PRINTED TUBE (REPREVE)	SUUPF	MULTI-PURPOSE TUBE	UNISEX	FUNKTE	ONE-SIZE	\$ 18.00	\$ 8.00	15%	\$ 6.80	62%
UPF PRINTED TUBE (REPREVE)	SUUPF	MULTI-PURPOSE TUBE	UNISEX	PLAIRE	ONE-SIZE	\$ 18.00	\$ 8.00	15%	\$ 6.80	62%
UPF PRINTED TUBE (REPREVE)	SUUPF	MULTI-PURPOSE TUBE	UNISEX	DREAM	ONE-SIZE	\$ 18.00	\$ 8.00	15%	\$ 6.80	62%
UPF PRINTED TUBE (REPREVE)	SUUPF	MULTI-PURPOSE TUBE	UNISEX	GREEN	ONE-SIZE	\$ 18.00	\$ 8.00	15%	\$ 6.80	62%
UPF PRINTED TUBE (REPREVE)	SUUPF	MULTI-PURPOSE TUBE	UNISEX	ORANGE	ONE-SIZE	\$ 18.00	\$ 8.00	15%	\$ 6.80	62%
ENGAGE TUBE	SUTUBE	MULTI-PURPOSE TUBE	UNISEX	ALL COLORS	ONE-SIZE	\$ 15.00	\$ 5.30	15%	\$ 4.51	70%
BRIGHT SOCKS (REPREVE)	CRBRIG	SKI SOCKS	UNISEX	GREEN	S - L	\$ 25.00	\$ 8.80	15%	\$ 7.48	70%
BRIGHT SOCKS (REPREVE)	CRBRIG	SKI SOCKS	UNISEX	ORANGE	S - L	\$ 25.00	\$ 8.80	15%	\$ 7.48	70%
BRIGHT SOCKS (REPREVE)	CRBRIG	SKI SOCKS	UNISEX	BLUE	S - L	\$ 25.00	\$ 8.80	15%	\$ 7.48	70%
BRIGHT SOCKS (REPREVE)	CRBRIG	SKI SOCKS	UNISEX	YELLOW	S - L	\$ 25.00	\$ 8.80	15%	\$ 7.48	70%
BRIGHT SOCKS (REPREVE)	CRBRIG	SKI SOCKS	UNISEX	PINK	S - L	\$ 25.00	\$ 8.80	15%	\$ 7.48	70%

Please include information on HotBuy! order requirements below: (ex: order min, submitted on separate PO, HBI can only account for \$X of overall order)

HotBuy! Styles will not earn the 2% additional program discount and do not count towards the \$1,500 minimum order requirement for preseason program incentives.



CHAOS / CTR 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT	UNIT PRICE (SSL NET)	GM %
Mistral Neck/Face Protector	1669	FACEMASK	Unisex	029-Black	S/M , L/XL	\$ 24.99	\$ 9.00	18%	\$ 7.35	71%
Mistral Multi-Tasker Pro	1670	BALACLAVA	Unisex	029-Black	Jnr, S/M , L/XL	\$ 34.99	\$ 16.00	22%	\$ 12.50	64%
Mistral Multi-Tasker Pro	1670	BALACLAVA	Unisex	121-Heather Grey	Jnr, S/M , L/XL	\$ 34.99	\$ 16.00	22%	\$ 12.50	64%
Tempest Neck/Face Protector	1685	FACEMASK	Unisex	029-Black	S/M , L/XL	\$ 24.99	\$ 9.00	18%	\$ 7.35	71%
Tempest Multi-Tasker Pro	1694	BALACLAVA	Unisex	029-Black	Jnr, S/M , L/XL	\$ 34.99	\$ 14.50	23%	\$ 11.25	68%
Lux - Giana	3007	Cuffed Cashmere Beanie w/Tanuki Fur Pom	Unisex	002 WINTER WHITE	OSFM	\$ 74.99	\$ 30.00	20%	\$ 24.00	68%
Lux - Giana	3007	Cuffed Cashmere Beanie w/Tanuki Fur Pom	Unisex	026 NAVY	OSFM	\$ 74.99	\$ 30.00	20%	\$ 24.00	68%
Lux - Giana	3007	Cuffed Cashmere Beanie w/Tanuki Fur Pom	Unisex	029 BLACK	OSFM	\$ 74.99	\$ 30.00	20%	\$ 24.00	68%
Lux - Giana	3007	Cuffed Cashmere Beanie w/Tanuki Fur Pom	Unisex	121 LIGHT HEATHER GREY	OSFM	\$ 74.99	\$ 30.00	20%	\$ 24.00	68%
Lux - Giana	3007	Cuffed Cashmere Beanie w/Tanuki Fur Pom	Unisex	392 CARMEL	OSFM	\$ 74.99	\$ 30.00	20%	\$ 24.00	68%
Lux - New England Pom Beanie	3022	Merino Wool Cuffed Beanie w/Tanuki Fur Pom	Unisex	086 DARK BROWN	OSFM	\$ 74.99	\$ 30.00	20%	\$ 24.00	68%
Lux - New England Pom Beanie	3022	Merino Wool Cuffed Beanie w/Tanuki Fur Pom	Unisex	120 HEATHER BLACK	OSFM	\$ 74.99	\$ 30.00	20%	\$ 24.00	68%
Lux - New England Pom Beanie	3022	Merino Wool Cuffed Beanie w/Tanuki Fur Pom	Unisex	256 COPPER	OSFM	\$ 74.99	\$ 30.00	20%	\$ 24.00	68%
Wool - Time	2592	Ragg Wool Cuff Beanie w/rPET Fleece Lining	Unisex	120 HEATHER BLACK	OSFM	\$ 29.99	\$ 11.00	20%	\$ 8.80	71%
Wool - Time	2592	Ragg Wool Cuff Beanie w/rPET Fleece Lining	Unisex	121 LIGHT HEATHER GREY	OSFM	\$ 29.99	\$ 11.00	20%	\$ 8.80	71%
Wool - Time	2592	Ragg Wool Cuff Beanie w/rPET Fleece Lining	Unisex	122 HEATHER NAVY	OSFM	\$ 29.99	\$ 11.00	20%	\$ 8.80	71%
Wool - Time	2592	Ragg Wool Cuff Beanie w/rPET Fleece Lining	Unisex	128 HEATHER BROWN	OSFM	\$ 29.99	\$ 11.00	20%	\$ 8.80	71%
Wool - Time	2592	Ragg Wool Cuff Beanie w/rPET Fleece Lining	Unisex	579 ATMOSPHERE	OSFM	\$ 29.99	\$ 11.00	20%	\$ 8.80	71%
Wool - Jacques	2586	Ragg Wool Cuff Beanie w Knit Pom, Fleece Lining	Unisex	120 HEATHER BLACK	OSFM	\$ 24.99	\$ 10.00	20%	\$ 8.00	68%
Wool - Jacques	2586	Ragg Wool Cuff Beanie w Knit Pom, Fleece Lining	Unisex	121 LIGHT HEATHER GREY	OSFM	\$ 24.99	\$ 10.00	20%	\$ 8.00	68%
Wool - Jacques	2586	Ragg Wool Cuff Beanie w Knit Pom, Fleece Lining	Unisex	122 HEATHER NAVY	OSFM	\$ 24.99	\$ 10.00	20%	\$ 8.00	68%
Wool - Jacques	2586	Ragg Wool Cuff Beanie w Knit Pom, Fleece Lining	Unisex	128 HEATHER BROWN	OSFM	\$ 24.99	\$ 10.00	20%	\$ 8.00	68%
Wool - Jacques	2586	Ragg Wool Cuff Beanie w Knit Pom, Fleece Lining	Unisex	579 ATMOSPHERE	OSFM	\$ 24.99	\$ 10.00	20%	\$ 8.00	68%
Eco - Kitty	3219	50% Poly 50% Acrylic Rib Cuffed Beanie w/Faux Fur Pom	Unisex	026 NAVY	OSFM	\$ 19.99	\$ 9.00	20%	\$ 7.20	64%
Eco - Kitty	3219	50% Poly 50% Acrylic Rib Cuffed Beanie w/Faux Fur Pom	Unisex	029 BLACK	OSFM	\$ 19.99	\$ 9.00	20%	\$ 7.20	64%
Eco - Kitty	3219	50% Poly 50% Acrylic Rib Cuffed Beanie w/Faux Fur Pom	Unisex	047 RUBY RED	OSFM	\$ 19.99	\$ 9.00	20%	\$ 7.20	64%
Eco - Kitty	3219	50% Poly 50% Acrylic Rib Cuffed Beanie w/Faux Fur Pom	Unisex	049 BEIGE	OSFM	\$ 19.99	\$ 9.00	20%	\$ 7.20	64%
Eco - Kitty	3219	50% Poly 50% Acrylic Rib Cuffed Beanie w/Faux Fur Pom	Unisex	121 LIGHT HEATHER GREY	OSFM	\$ 19.99	\$ 9.00	20%	\$ 7.20	64%
Eco - Elmwood	3215	50% Polyana 50% Acrylic Marled Thermal Cuffed Beanie	Unisex	017 LIPSTICK	OSFM	\$ 24.99	\$ 10.00	20%	\$ 8.00	68%
Eco - Elmwood	3215	50% Polyana 50% Acrylic Marled Thermal Cuffed Beanie	Unisex	026 NAVY	OSFM	\$ 24.99	\$ 10.00	20%	\$ 8.00	68%
Eco - Elmwood	3215	50% Polyana 50% Acrylic Marled Thermal Cuffed Beanie	Unisex	121 LIGHT HEATHER GREY	OSFM	\$ 24.99	\$ 10.00	20%	\$ 8.00	68%
Eco - Elmwood	3215	50% Polyana 50% Acrylic Marled Thermal Cuffed Beanie	Unisex	125 MEDIUM HEATHER GREY	OSFM	\$ 24.99	\$ 10.00	20%	\$ 8.00	68%
Eco - Elmwood	3215	50% Polyana 50% Acrylic Marled Thermal Cuffed Beanie	Unisex	358 HAZARD ORANGE	OSFM	\$ 24.99	\$ 10.00	20%	\$ 8.00	68%
Eco - Elmwood	3215	50% Polyana 50% Acrylic Marled Thermal Cuffed Beanie	Unisex	866 ATLANTIC	OSFM	\$ 24.99	\$ 10.00	20%	\$ 8.00	68%



DAKINE 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Excursion Gore-Tex Glove	10002001	Snow Glove	Mens	Black	S - XL	\$ 105.00	\$ 52.50	15%	\$ 44.63	57%
Excursion Gore-Tex Glove	10002001	Snow Glove	Mens	Red Earth/Caramel	S - XL	\$ 105.00	\$ 52.50	15%	\$ 44.63	57%
Excursion Gore-Tex Mitt	10002002	Snow Glove	Mens	Black	S - XL	\$ 105.00	\$ 52.50	15%	\$ 44.63	57%
Excursion Gore-Tex Mitt	10002002	Snow Glove	Mens	Red Earth/Caramel	S - XL	\$ 105.00	\$ 52.50	15%	\$ 44.63	57%
Excursion Gore-Tex Short Glove	10002007	Snow Glove	Mens	Black	S - XL	\$ 105.00	\$ 52.50	15%	\$ 44.63	57%
Excursion Gore-Tex Short Glove	10002007	Snow Glove	Mens	Red Earth/Caramel	S - XL	\$ 105.00	\$ 52.50	15%	\$ 44.63	57%
Titan Gore-Tex Glove	10003184	Snow Glove	Mens	Black	S - XL	\$ 70.00	\$ 33.50	15%	\$ 28.48	59%
Titan Gore-Tex Glove	10003184	Snow Glove	Mens	Carbon	S - XL	\$ 70.00	\$ 33.50	15%	\$ 28.48	59%
Titan Gore-Tex Glove	10003184	Snow Glove	Mens	Dark Olive	S - XL	\$ 70.00	\$ 33.50	15%	\$ 28.48	59%
Titan Gore-Tex Mitt	10003185	Snow Glove	Mens	Black	S - XXL	\$ 70.00	\$ 33.50	15%	\$ 28.48	59%
Titan Gore-Tex Mitt	10003185	Snow Glove	Mens	Carbon	S - XL	\$ 70.00	\$ 33.50	15%	\$ 28.48	59%
Titan Gore-Tex Mitt	10003185	Snow Glove	Mens	Dark Olive	S - XL	\$ 70.00	\$ 33.50	15%	\$ 28.48	59%
Titan Gore-Tex Short Glove	10003186	Snow Glove	Mens	Black	S - XXL	\$ 70.00	\$ 33.50	15%	\$ 28.48	59%
Titan Gore-Tex Short Glove	10003186	Snow Glove	Mens	Carbon	S - XL	\$ 70.00	\$ 33.50	15%	\$ 28.48	59%
Titan Gore-Tex Short Glove	10003186	Snow Glove	Mens	Dark Olive	S - XL	\$ 70.00	\$ 33.50	15%	\$ 28.48	59%
Storm Liner Glove	10000697	Liner Glove	Mens	Black	XS - XXL	\$ 22.00	\$ 11.00	15%	\$ 9.35	58%
Storm Liner Glove	10000697	Liner Glove	Mens	Dark Olive	XS - XXL	\$ 22.00	\$ 11.00	15%	\$ 9.35	58%
Storm Liner Glove	10000697	Liner Glove	Mens	Shadow	XS - XXL	\$ 22.00	\$ 11.00	15%	\$ 9.35	58%
Women's Excursion Gore Tex Glove	10003192	Snow Glove	Womens	Black	XS - L	\$ 105.00	\$ 52.50	15%	\$ 44.63	57%
Women's Excursion Gore Tex Glove	10003192	Snow Glove	Womens	Dark Rose/Caramel	XS - L	\$ 105.00	\$ 52.50	15%	\$ 44.63	57%
Women's Excursion Gore-Tex Short Glove	10003193	Snow Glove	Womens	Black	XS - L	\$ 105.00	\$ 52.50	15%	\$ 44.63	57%
Women's Excursion Gore-Tex Short Glove	10003193	Snow Glove	Womens	Dark Rose/Caramel	XS - L	\$ 105.00	\$ 52.50	15%	\$ 44.63	57%
Galaxy Gore-Tex Mitt	10002023	Snow Glove	Womens	Black	S - L	\$ 90.00	\$ 45.00	15%	\$ 38.25	58%
Galaxy Gore-Tex Mitt	10002023	Snow Glove	Womens	Dark Rose/Caramel	S - L	\$ 90.00	\$ 45.00	15%	\$ 38.25	58%
Sequoia Gore-Tex Glove	10003173	Snow Glove	Womens	Black	XS - L	\$ 70.00	\$ 33.50	15%	\$ 28.48	59%
Sequoia Gore-Tex Glove	10003173	Snow Glove	Womens	Dark Rose	XS - L	\$ 70.00	\$ 33.50	15%	\$ 28.48	59%
Sequoia Gore-Tex Glove	10003173	Snow Glove	Womens	Quest	XS - L	\$ 70.00	\$ 33.50	15%	\$ 28.48	59%
Sequoia Gore-Tex Glove	10003173	Snow Glove	Womens	Stone	XS - L	\$ 70.00	\$ 33.50	15%	\$ 28.48	59%
Sequoia Gore-Tex Mitt	10003174	Snow Glove	Womens	Black	XS - L	\$ 70.00	\$ 33.50	15%	\$ 28.48	59%
Sequoia Gore-Tex Mitt	10003174	Snow Glove	Womens	Dark Rose	XS - L	\$ 70.00	\$ 33.50	15%	\$ 28.48	59%
Sequoia Gore-Tex Mitt	10003174	Snow Glove	Womens	Quest	XS - L	\$ 70.00	\$ 33.50	15%	\$ 28.48	59%
Sequoia Gore-Tex Mitt	10003174	Snow Glove	Womens	Stone	XS - L	\$ 70.00	\$ 33.50	15%	\$ 28.48	59%

DAKINE

PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Women's Storm Liner	10000728	Snow Glove	Womens	Black	XS - L	\$ 22.00	\$ 11.00	15%	\$ 9.35	58%
Women's Storm Liner	10000728	Snow Glove	Womens	Ceramic	XS - L	\$ 22.00	\$ 11.00	15%	\$ 9.35	58%
Women's Storm Liner	10000728	Snow Glove	Womens	Shadow	XS - L	\$ 22.00	\$ 11.00	15%	\$ 9.35	58%
Tracker Glove	10003189	Kids Snow Glove	Kids	Black	K/S - K/XL	\$ 34.00	\$ 16.00	15%	\$ 13.60	60%
Tracker Glove	10003189	Kids Snow Glove	Kids	Begonia	K/S - K/XL	\$ 34.00	\$ 16.00	15%	\$ 13.60	60%
Tracker Glove	10003189	Kids Snow Glove	Kids	Olive Ashcroft Camo	K/S - K/XL	\$ 34.00	\$ 16.00	15%	\$ 13.60	60%
Tracker Mitt	10003190	Kids Snow Glove	Kids	Black	K/S - K/XL	\$ 34.00	\$ 16.00	15%	\$ 13.60	60%
Tracker Mitt	10003190	Kids Snow Glove	Kids	Begonia	K/S - K/XL	\$ 34.00	\$ 16.00	15%	\$ 13.60	60%
Tracker Mitt	10003190	Kids Snow Glove	Kids	Olive Ashcroft Camo	K/S - K/XL	\$ 34.00	\$ 16.00	15%	\$ 13.60	60%
Brat Mitt	10002528	Kids Glove	Kids	Black	S - L	\$ 22.00	\$ 10.50	15%	\$ 8.93	59%
Brat Mitt	10002528	Kids Glove	Kids	Arcadia Origami	S - L	\$ 22.00	\$ 10.50	15%	\$ 8.93	59%
Brat Mitt	10002528	Kids Glove	Kids	Golden Penguins	S - L	\$ 22.00	\$ 10.50	15%	\$ 8.93	59%
Cutter Beanie	10002655	Winter Beanie	Unisex	ALL COLORS	OS	\$ 20.00	\$ 10.00	15%	\$ 8.50	58%
Blake Beanie	10002093	Winter Beanie	Unisex	ALL COLORS	OS	\$ 26.00	\$ 13.00	15%	\$ 11.05	58%
Jack Pine Merino Beanie	10002114	Winter Beanie	Unisex	ALL COLORS	OS	\$ 35.00	\$ 17.50	15%	\$ 14.88	57%
Lumberman Beanie	10002663	Winter Beanie	Unisex	ALL COLORS	OS	\$ 35.00	\$ 17.50	15%	\$ 14.88	57%
Tall Boy Heather Beanie	10000804	Winter Beanie	Unisex	ALL COLORS	OS	\$ 20.00	\$ 10.00	15%	\$ 8.50	58%
Scrunch Beanie	10000837	Winter Beanie	Womens	ALL COLORS	OS	\$ 30.00	\$ 15.00	15%	\$ 12.75	58%
Kylie Beanie	10000829	Winter Beanie	Womens	ALL COLORS	OS	\$ 30.00	\$ 15.00	15%	\$ 12.75	58%
Tiffany Beanie	10002121	Winter Beanie	Womens	ALL COLORS	OS	\$ 35.00	\$ 17.50	15%	\$ 14.88	57%
Kelsey Beanie	10003302	Winter Beanie	Womens	ALL COLORS	OS	\$ 32.00	\$ 16.00	15%	\$ 13.60	58%
Margaret Beanie	10002664	Winter Beanie	Womens	ALL COLORS	OS	\$ 32.00	\$ 16.00	15%	\$ 13.60	58%



DARN TOUGH 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Women's Edge OTC Midweight with Cushion	8013	Sock	Women's	Aqua	S - L	\$27.00	\$13.50	25%	\$10.13	62%
Women's Edge OTC Midweight with Cushion	8013	Sock	Women's	Charcoal	S - L	\$27.00	\$13.50	25%	\$10.13	62%
Men's Edge OTC Midweight with Cushion	8007	Sock	Men's	Cedar	M - XL	\$27.00	\$13.50	25%	\$10.13	62%
Men's Edge OTC Midweight with Cushion	8007	Sock	Men's	Charcoal	S - XXL	\$27.00	\$13.50	25%	\$10.13	62%



EUROSOCK 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL)	GM %
SKI SILVER SUPREME	3211	SOCKS	UNISEX	GREY/ACID	S - XL	\$ 25.00	\$ 12.50	25%	\$ 9.35	63%
SKI SILVER SUPREME	3211	SOCKS	UNISEX	CHARCOAL/BLUE	S - XL	\$ 25.00	\$ 12.50	25%	\$ 9.35	63%
SKI SILVER SUPREME	3211	SOCKS	UNISEX	BLACK/ASPHALT	S - XL	\$ 25.00	\$ 12.50	25%	\$ 9.35	63%
SKI SILVER SUPREME	3211	SOCKS	UNISEX	PINK/GREY	XS - L	\$ 25.00	\$ 12.50	25%	\$ 9.35	63%
SWEETS SILVER SKI	8311W	SOCKS	WMS	BLACK/RED	XS - L	\$ 25.00	\$ 12.50	25%	\$ 9.35	63%
SWEETS SILVER SKI	8311W	SOCKS	WMS	GREY/JADE	XS - L	\$ 25.00	\$ 12.50	25%	\$ 9.35	63%
SWEETS SILVER SKI	8311W	SOCKS	WMS	PINK-WHITE	XS - L	\$ 25.00	\$ 12.50	25%	\$ 9.35	63%
SWEETS SILVER SKI	8311W	SOCKS	WMS	PURPLE/TEAL	XS - L	\$ 25.00	\$ 12.50	25%	\$ 9.35	63%
SWEETS SILVER SKI	8311W	SOCKS	WMS	TURQUOISE/GREEN	XS - L	\$ 25.00	\$ 12.50	25%	\$ 9.35	63%
SKI SUPREME JR	0412JR	SOCKS	JUNIOR	BLACK/YELLOW	XXXXS, XXXS, XXS, XS, S	\$ 16.00	\$ 8.00	25%	\$ 6.00	63%
SKI SUPREME JR	0412JR	SOCKS	JUNIOR	GREY/GREEN	XXXXS, XXXS, XXS, XS, S	\$ 16.00	\$ 8.00	25%	\$ 6.00	63%
SKI SUPREME JR	0412JR	SOCKS	JUNIOR	MAUVE/LAVA	XXXXS, XXXS, XXS, XS, S	\$ 16.00	\$ 8.00	25%	\$ 6.00	63%
SKI SUPREME JR	0412JR	SOCKS	JUNIOR	PINK/JADE	XXXXS, XXXS, XXS, XS, S	\$ 16.00	\$ 8.00	25%	\$ 6.00	63%
SKI SUPREME JR	0412JR	SOCKS	JUNIOR	TEAL/BLUE	XXXXS, XXXS, XXS, XS, S	\$ 16.00	\$ 8.00	25%	\$ 6.00	63%
ECO SKI	0419	SOCKS	UNISEX	BLACK/WHITE	S - XL	\$ 16.00	\$ 8.00	25%	\$ 6.00	63%
SKI COMPRESSION RE-EVOLUTION	0319	SOCKS	UNISEX	BLACK/RED	S - XL	\$ 35.00	\$ 16.00	25%	\$ 12.00	66%
SKI COMPRESSION RE-EVOLUTION	0319	SOCKS	UNISEX	CARBON-GREEN	S - XL	\$ 35.00	\$ 16.00	25%	\$ 12.00	66%

Please include information on HotBuy! order requirements below: (ex: order min, submitted on separate PO, HBI can only account for \$X of overall order)

Submit on separate PO with "HB" somewhere in the PO#. Must have an additional non HotBuy order over \$1,000 before SSL discount to qualify.



FITS 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Ultra Light Ski - OTC	F2006	Ultralight Ski Socks	Unisex	Black	S - XXL	\$ 21.99	\$ 11.00	25%	\$ 8.25	62%
Ultra Light Ski - OTC	F2006	Ultralight Ski Socks	Unisex	Lucite	S - XXL	\$ 21.99	\$ 11.00	25%	\$ 8.25	62%
Ultra Light Ski - OTC	F2003	Ultralight Ski Socks	Unisex	Steel Blue	S - XXL	\$ 21.99	\$ 11.00	25%	\$ 8.25	62%
Ultra Light Ski - OTC	F2003	Ultralight Ski Socks	Unisex	Woodbine / Coal	S - XXL	\$ 21.99	\$ 11.00	25%	\$ 8.25	62%

Please include information on HotBuy! order requirements below: (ex: order min, submitted on separate PO, HBI can only account for \$X of overall order)



FOX RIVER MILLS 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
TAOS ULTRA-LT WT OTC	5542	SKI SOCKS	W	01068	S - L	\$ 16.00	\$ 8.00	23.75%	\$ 6.10	62%
TAOS ULTRA-LT WT OTC	5542	SKI SOCKS	W	02279	MD	\$ 16.00	\$ 8.00	23.75%	\$ 6.10	62%
TAOS ULTRA-LT WT OTC	5542	SKI SOCKS	W	07287	S - L	\$ 16.00	\$ 8.00	23.75%	\$ 6.10	62%
TAOS LT WT OTC	5543	SKI SOCKS	W	01068	S - L	\$ 16.00	\$ 8.00	23.75%	\$ 6.10	62%
TAOS LT WT OTC	5543	SKI SOCKS	W	02279	MD	\$ 16.00	\$ 8.00	23.75%	\$ 6.10	62%
TAOS LT WT OTC	5543	SKI SOCKS	W	07287	S - L	\$ 16.00	\$ 8.00	23.75%	\$ 6.10	62%
CHAMONIX ULTRA-LT WT OTC	5560	SKI SOCKS	W	07000	S - L	\$ 24.00	\$ 12.00	22.92%	\$ 9.25	61%
CHAMONIX ULTRA-LT WT OTC	5560	SKI SOCKS	W	07930	S - L	\$ 24.00	\$ 12.00	22.92%	\$ 9.25	61%
CHAMONIX ULTRA-LT WT OTC	5560	SKI SOCKS	W	07030	S - L	\$ 24.00	\$ 12.00	22.92%	\$ 9.25	61%
CHAMONIX LT WT OTC	5561	SKI SOCKS	W	07000	S - L	\$ 26.00	\$ 13.00	19.23%	\$ 10.50	60%
CHAMONIX LT WT OTC	5561	SKI SOCKS	W	07930	S - L	\$ 26.00	\$ 13.00	19.23%	\$ 10.50	60%
CHAMONIX LT WT OTC	5561	SKI SOCKS	W	07030	S - L	\$ 26.00	\$ 13.00	19.23%	\$ 10.50	60%
ZERMATT ULTRA-LT WT OTC	5160	SKI SOCKS	M	07000	MD	\$ 24.00	\$ 12.00	22.92%	\$ 9.25	61%
ZERMATT ULTRA-LT WT OTC	5160	SKI SOCKS	M	07000	LG	\$ 24.00	\$ 12.00	22.92%	\$ 9.25	61%
ZERMATT ULTRA-LT WT OTC	5160	SKI SOCKS	M	07000	XL	\$ 24.00	\$ 12.00	22.92%	\$ 9.25	61%
ZERMATT ULTRA-LT WT OTC	5160	SKI SOCKS	M	07030	MD	\$ 24.00	\$ 12.00	22.92%	\$ 9.25	61%
ZERMATT ULTRA-LT WT OTC	5160	SKI SOCKS	M	07030	LG	\$ 24.00	\$ 12.00	22.92%	\$ 9.25	61%
ZERMATT ULTRA-LT WT OTC	5160	SKI SOCKS	M	07930	MD	\$ 24.00	\$ 12.00	22.92%	\$ 9.25	61%
ZERMATT ULTRA-LT WT OTC	5160	SKI SOCKS	M	07930	LG	\$ 24.00	\$ 12.00	22.92%	\$ 9.25	61%
ZERMATT ULTRA-LT WT OTC	5160	SKI SOCKS	M	07930	XL	\$ 24.00	\$ 12.00	22.92%	\$ 9.25	61%
ZERMATT LT WT OTC	5161	SKI SOCKS	M	07000	M - XL	\$ 26.00	\$ 13.00	19.23%	\$ 10.50	60%
ZERMATT LT WT OTC	5161	SKI SOCKS	M	07030	M - L	\$ 26.00	\$ 13.00	19.23%	\$ 10.50	60%
ZERMATT LT WT OTC	5161	SKI SOCKS	M	07930	M - XL	\$ 26.00	\$ 13.00	19.23%	\$ 10.50	60%
VALDEZ ULTRA-LT WT OTC	5142	SKI SOCKS	M	02018	M- L	\$ 16.00	\$ 8.00	23.75%	\$ 6.10	62%
VALDEZ ULTRA-LT WT OTC	5142	SKI SOCKS	M	07768	M- XL	\$ 16.00	\$ 8.00	23.75%	\$ 6.10	62%
VALDEZ ULTRA-LT WT OTC	5142	SKI SOCKS	M	07314	M- XL	\$ 16.00	\$ 8.00	23.75%	\$ 6.10	62%
VALDEZ LT WT OTC	5143	SKI SOCKS	M	02018	MD	\$ 16.00	\$ 8.00	23.75%	\$ 6.10	62%
VALDEZ LT WT OTC	5143	SKI SOCKS	M	02018	LG	\$ 16.00	\$ 8.00	23.75%	\$ 6.10	62%
VALDEZ LT WT OTC	5143	SKI SOCKS	M	07768	MD	\$ 16.00	\$ 8.00	23.75%	\$ 6.10	62%
VALDEZ LT WT OTC	5143	SKI SOCKS	M	07768	LG	\$ 16.00	\$ 8.00	23.75%	\$ 6.10	62%
VALDEZ LT WT OTC	5143	SKI SOCKS	M	07768	XL	\$ 16.00	\$ 8.00	23.75%	\$ 6.10	62%
VALDEZ LT WT OTC	5143	SKI SOCKS	M	07314	MD	\$ 16.00	\$ 8.00	23.75%	\$ 6.10	62%
VALDEZ LT WT OTC	5143	SKI SOCKS	M	07314	LG	\$ 16.00	\$ 8.00	23.75%	\$ 6.10	62%
VALDEZ LT WT OTC	5143	SKI SOCKS	M	07314	XL	\$ 16.00	\$ 8.00	23.75%	\$ 6.10	62%

FOX RIVER MILLS

PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
BOREAL MD WT OTC	5109	SKI SOCKS	KIDS	02595	S - L	\$ 13.00	\$ 6.50	21.54%	\$ 5.10	61%
BOREAL MD WT OTC	5109	SKI SOCKS	KIDS	02305	XS - L	\$ 13.00	\$ 6.50	21.54%	\$ 5.10	61%
BOREAL MD WT OTC	5109	SKI SOCKS	KIDS	07030	XS - L	\$ 13.00	\$ 6.50	21.54%	\$ 5.10	61%
BOREAL MD WT OTC	5109	SKI SOCKS	KIDS	07000	S - L	\$ 13.00	\$ 6.50	21.54%	\$ 5.10	61%
SNOWDAY MD WT OTC 2P	5803	SKI SOCKS	KIDS	09017	S- L	\$ 21.00	\$ 10.50	19.05%	\$ 8.50	60%
SNOWDAY MD WT OTC 2P	5803	SKI SOCKS	KIDS	09018	S- L	\$ 21.00	\$ 10.50	19.05%	\$ 8.50	60%
SNOWDAY MD WT OTC 2P	5803	SKI SOCKS	KIDS	09034	S- L	\$ 21.00	\$ 10.50	19.05%	\$ 8.50	60%
DOUBLE RAGG MITT	9988	MITT	ADULTS	06120	S - L	\$ 25.00	\$ 12.50	17%	\$ 10.38	58%
MID WEIGHT FINGERLESS GLOVE	9491	GLOVE	ADULTS	06120	S - L	\$ 14.00	\$ 7.00	17%	\$ 5.81	59%
CHOPPER MITT LINER	9071	LINER	ADULTS	07781	LG	\$ 12.00	\$ 6.00	17%	\$ 4.98	59%
GLOMITT	9666	GLOVE/MITT	ADULTS	09666	S - L	\$ 27.00	\$ 13.50	17%	\$ 11.21	58%
RAGG MITT HEAVYWEIGHT	9989	MITT	ADULTS	09989	S - L	\$ 16.00	\$ 8.00	17%	\$ 6.64	59%



GORDINI 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYP	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
ELIAS GAUNTLET GLOVES	4G4163	GLOVES	MEN'S	BLACK	S - XL	\$ 129.99	\$ 65.00	28.84%	\$ 46.25	64%
ELIAS GAUNTLET GLOVES	4G4163	GLOVES	MEN'S	BLACK/WHEAT	S - XL	\$ 129.99	\$ 65.00	28.84%	\$ 46.25	64%
ELIAS GAUNTLET 3-FINGER	4G4163	GLOVES	MEN'S	BLACK	S - XL	\$ 129.99	\$ 65.00	28.84%	\$ 46.25	64%
ELIAS GAUNTLET 3-FINGER	4G4163	GLOVES	MEN'S	BLACK/WHEAT	S - XL	\$ 129.99	\$ 65.00	28.84%	\$ 46.25	64%
ELIAS GAUNTLET GLOVES	3G4163	GLOVES	WOMEN'S	BLACK	S - L	\$ 129.99	\$ 65.00	28.84%	\$ 46.25	64%
ELIAS GAUNTLET GLOVES	3G4163	GLOVES	WOMEN'S	GUNMETAL/OFF WHITE	S - L	\$ 129.99	\$ 65.00	28.84%	\$ 46.25	64%
ELIAS GAUNTLET 3-FINGER	3M4163	GLOVES	WOMEN'S	BLACK	S - L	\$ 129.99	\$ 65.00	28.84%	\$ 46.25	64%
ELIAS GAUNTLET 3-FINGER	3M4163	GLOVES	WOMEN'S	GUNMETAL/OFF WHITE	S - L	\$ 129.99	\$ 65.00	28.84%	\$ 46.25	64%
AQUABLOC DOWN GAUNTLET GLOVES	4G2203	GLOVES	MEN'S	BLACK	S - XXL	\$ 59.99	\$ 30.00	25.63%	\$ 22.31	63%
AQUABLOC DOWN GAUNTLET GLOVES	4G2203	GLOVES	MEN'S	BLACK/GUNMETAL	S - XXL	\$ 59.99	\$ 30.00	25.63%	\$ 22.31	63%
AQUABLOC DOWN GAUNTLET GLOVES	4G2203	GLOVES	MEN'S	NAVY	S - XXL	\$ 59.99	\$ 30.00	25.63%	\$ 22.31	63%
AQUABLOC DOWN GAUNTLET MITTS	4M2203	MITTS	MEN'S	BLACK	S - XXL	\$ 59.99	\$ 30.00	25.63%	\$ 22.31	63%
AQUABLOC DOWN GAUNTLET MITTS	4M2203	MITTS	MEN'S	BLACK/GUNMETAL	S - XXL	\$ 59.99	\$ 30.00	25.63%	\$ 22.31	63%
AQUABLOC DOWN GAUNTLET MITTS	4M2203	MITTS	MEN'S	NAVY	S - XXL	\$ 59.99	\$ 30.00	25.63%	\$ 22.31	63%
AQUABLOC DOWN GAUNTLET GLOVES	3G2197	GLOVES	WOMEN'S	BLACK	S - L	\$ 59.99	\$ 30.00	25.63%	\$ 22.31	63%
AQUABLOC DOWN GAUNTLET GLOVES	3G2197	GLOVES	WOMEN'S	CLAY GREY/WHITE	S - L	\$ 59.99	\$ 30.00	25.63%	\$ 22.31	63%
AQUABLOC DOWN GAUNTLET MITTS	3M2197	MITTS	WOMEN'S	BLACK	S - L	\$ 59.99	\$ 30.00	25.63%	\$ 22.31	63%
AQUABLOC DOWN GAUNTLET MITTS	3M2197	MITTS	WOMEN'S	CLAY GREY/WHITE	S - L	\$ 59.99	\$ 30.00	25.63%	\$ 22.31	63%
STOMP GLOVE	4G2194	GLOVES	MEN'S	BLACK	S - XXL	\$ 54.99	\$ 27.50	36.36%	\$ 17.50	68%
STOMP GLOVE	4G2194	GLOVES	MEN'S	GUNMETAL/BLACK	S - XXL	\$ 54.99	\$ 27.50	36.36%	\$ 17.50	68%
STOMP MITT	4M2194	MITTS	MEN'S	BLACK	S - XXL	\$ 54.99	\$ 27.50	36.36%	\$ 17.50	68%
STOMP MITT	4M2194	MITTS	MEN'S	GUNMETAL/BLACK	S - XXL	\$ 54.99	\$ 27.50	36.36%	\$ 17.50	68%
STOMP GLOVE	3G2194	GLOVES	WOMEN'S	BLACK	S - L	\$ 54.99	\$ 27.50	36.36%	\$ 17.50	68%
STOMP GLOVE	3G2194	GLOVES	WOMEN'S	GUNMETAL/DEEP PINK	S - L	\$ 54.99	\$ 27.50	36.36%	\$ 17.50	68%
STOMP GLOVE	3G2194	GLOVES	WOMEN'S	WHITE/CLAY GREY	S - L	\$ 54.99	\$ 27.50	36.36%	\$ 17.50	68%
STOMP MITT	3M2194	MITTS	WOMEN'S	BLACK	S - L	\$ 54.99	\$ 27.50	36.36%	\$ 17.50	68%
STOMP MITT	3M2194	MITTS	WOMEN'S	GUNMETAL/DEEP PINK	S - L	\$ 54.99	\$ 27.50	36.36%	\$ 17.50	68%
STOMP MITT	3M2194	MITTS	WOMEN'S	WHITE/CLAY GREY	S - L	\$ 54.99	\$ 27.50	36.36%	\$ 17.50	68%



HESTRA HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE	PRODUCT TYPE	GENDER	COLOR	SIZE	MSRP	WHOLESALE	SSL DISCOUNT %	SSL NET PRICE	GM %
Army Leather Patrol - 5 finger	30590	Gloves	Unisex	Black	S/6 - 3XL/12	\$ 140.00	\$ 70.00	15%	\$ 59.50	58%
Army Leather Patrol - 5 finger	30590	Gloves	Unisex	Navy	S/6 - XXL/11	\$ 140.00	\$ 70.00	15%	\$ 59.50	58%
Army Leather Patrol - 5 finger	30590	Gloves	Unisex	Light grey	S/6 - XXL/11	\$ 140.00	\$ 70.00	15%	\$ 59.50	58%
Army Leather Patrol - 5 finger	30590	Gloves	Unisex	Charocoal	S/6 - XXL/11	\$ 140.00	\$ 70.00	15%	\$ 59.50	58%
Army Leather Patrol	30591	Mitt	Unisex	Black	S/6 - XXL/11	\$ 140.00	\$ 70.00	15%	\$ 59.50	58%
Army Leather Patrol	30591	Mitt	Unisex	Navy	S/6 - XXL/11	\$ 140.00	\$ 70.00	15%	\$ 59.50	58%
Army Leather Patrol	30591	Mitt	Unisex	Light grey	S/6 - XXL/11	\$ 140.00	\$ 70.00	15%	\$ 59.50	58%
Army Leather Patrol	30591	Mitt	Unisex	Charocoal	S/6 - XXL/11	\$ 140.00	\$ 70.00	15%	\$ 59.50	58%
Army Leather Patrol - 3 finger	30592	Gloves	Unisex	Black	S/6 - XXL/11	\$ 140.00	\$ 70.00	15%	\$ 59.50	58%
Army Leather Patrol - 3 finger	30592	Gloves	Unisex	Navy	S/6 - XXL/11	\$ 140.00	\$ 70.00	15%	\$ 59.50	58%
Army Leather Patrol - 3 finger	30592	Gloves	Unisex	Light grey	S/6 - XXL/11	\$ 140.00	\$ 70.00	15%	\$ 59.50	58%
Army Leather Patrol - 3 finger	30592	Gloves	Unisex	Charocoal	S/6 - XXL/11	\$ 140.00	\$ 70.00	15%	\$ 59.50	58%
Army Leather Patrol Female - 5 finger	30580	Gloves	Women's	Ivory	S/6 - XL/9	\$ 130.00	\$ 65.00	15%	\$ 55.25	58%
Army Leather Patrol Female - 5 finger	30580	Gloves	Women's	Black	S/6 - XL/9	\$ 130.00	\$ 65.00	15%	\$ 55.25	58%
Army Leather Patrol Female - 5 finger	30580	Gloves	Women's	Light grey	S/6 - XL/9	\$ 130.00	\$ 65.00	15%	\$ 55.25	58%
Army Leather Patrol Female	30581	Mitt	Women's	Ivory	S/6 - XL/9	\$ 130.00	\$ 65.00	15%	\$ 55.25	58%
Army Leather Patrol Female	30581	Mitt	Women's	Black	S/6 - XL/9	\$ 130.00	\$ 65.00	15%	\$ 55.25	58%
Army Leather Patrol Female	30581	Mitt	Women's	Light grey	S/6 - XL/9	\$ 130.00	\$ 65.00	15%	\$ 55.25	58%
Alpine Short Gore-Tex - 5 finger	31360	Gloves	Unisex	Black	S/6 - XXL/11	\$ 110.00	\$ 55.00	15%	\$ 46.75	58%
Alpine Short Gore-Tex	31361	Mitt	Unisex	Black	S/6 - XXL/11	\$ 110.00	\$ 55.00	15%	\$ 46.75	58%
CZone Pointer - 5 finger	31860	Gloves	Unisex	Black	S/6 - XXL/11	\$ 100.00	\$ 50.00	15%	\$ 42.50	58%
CZone Pointer - 5 finger	31860	Gloves	Unisex	Navy	S/6 - XXL/11	\$ 100.00	\$ 50.00	15%	\$ 42.50	58%
CZone Pointer - 5 finger	31860	Gloves	Unisex	Grey	S/6 - XL/10	\$ 100.00	\$ 50.00	15%	\$ 42.50	58%
CZone Pointer	31861	Mitt	Unisex	Black	S/6 - XXL/11	\$ 100.00	\$ 50.00	15%	\$ 42.50	58%
CZone Pointer	31861	Mitt	Unisex	Navy	S/6 - XXL/11	\$ 100.00	\$ 50.00	15%	\$ 42.50	58%
CZone Pointer	31861	Mitt	Unisex	Grey	S/6 - XL/10	\$ 100.00	\$ 50.00	15%	\$ 42.50	58%
CZone Pointer - 3 finger	31862	Gloves	Unisex	Black	S/6 - XXL/11	\$ 100.00	\$ 50.00	15%	\$ 42.50	58%
CZone Pointer - 3 finger	31862	Gloves	Unisex	Navy	S/6 - XXL/11	\$ 100.00	\$ 50.00	15%	\$ 42.50	58%
CZone Pointer - 3 finger	31862	Gloves	Unisex	Grey	S/6 - XL/10	\$ 100.00	\$ 50.00	15%	\$ 42.50	58%
All Mountain CZone - 5 finger	31730	Gloves	Unisex	Black	S/6 - XXL/11	\$ 105.00	\$ 52.50	15%	\$ 44.63	58%
All Mountain CZone - mitt	31731	Mitt	Unisex	Black	S/6 - XXL/11	\$ 105.00	\$ 52.50	15%	\$ 44.63	58%
All Mountain CZone - 3 finger	31732	Gloves	Unisex	Black	S/6 - XXL/11	\$ 105.00	\$ 52.50	15%	\$ 44.63	58%
All Mountain CZone - 3 finger	31732	Gloves	Unisex	Black	S/6 - XXL/11	\$ 105.00	\$ 52.50	15%	\$ 44.63	58%
Touch Point Active - 5 finger	34370	Gloves	Unisex	Navy	S/6 - XXL/11	\$ 35.00	\$ 17.50	15%	\$ 14.88	58%
Touch Point Dry Wool - 5 finger	34380	Gloves	Unisex	Navy	XS/3 - XXL/11	\$ 32.50	\$ 16.25	15%	\$ 13.81	58%
Touch Point Warmth - 5 finger	34390	Gloves	Unisex	Grey	XXL/11	\$ 45.00	\$ 22.50	15%	\$ 19.13	58%

HESTRA

PRODUCT NAME	STYLE	PRODUCT TYPE	GENDER	COLOR	SIZE	MSRP	WHOLESALE	SSL DISCOUNT %	SSL NET PRICE	GM %
Deerskin Primaloft	10280	Gloves	Women's	Black	S/6 - L/8	\$ 125.00	\$ 50.00	15%	\$ 42.50	66%
Deerskin Primaloft	10280	Gloves	Women's	Cork	S/6 - L/8	\$ 125.00	\$ 50.00	15%	\$ 42.50	66%
Deerskin Primaloft Rib	20210	Gloves	Men's	Black	S/7 - XXL/11	\$ 125.00	\$ 50.00	15%	\$ 42.50	66%
Deerskin Primaloft Rib	20210	Gloves	Men's	Cork	S/7 - XXL/11	\$ 125.00	\$ 50.00	15%	\$ 42.50	66%
Gore-Tex Flex Jr. - 5 finger	31620	Gloves	Junior	Black	XS/3 - XL/7	\$ 75.00	\$ 37.50	15%	\$ 31.88	58%
Gore-Tex Flex Jr. - 5 finger	31620	Gloves	Junior	Navy	XS/3 - XL/7	\$ 75.00	\$ 37.50	15%	\$ 31.88	58%
Gore-Tex Flex Jr. - 5 finger	31620	Gloves	Junior	Red	XS/3 - XL/7	\$ 75.00	\$ 37.50	15%	\$ 31.88	58%
Gore-Tex Flex Jr.	31621	Mitt	Junior	Black	XS/3 - XL/7	\$ 75.00	\$ 37.50	15%	\$ 31.88	58%
Gore-Tex Flex Jr.	31621	Mitt	Junior	Navy	XS/3 - XL/7	\$ 75.00	\$ 37.50	15%	\$ 31.88	58%
Gore-Tex Flex Jr.	31621	Mitt	Junior	Red	XS/3 - XL/7	\$ 75.00	\$ 37.50	15%	\$ 31.88	58%
Touch Point Fleece Liner Jr. - 5 finger	34460	Gloves	Junior	Black	XS/3 - XXL/11	\$ 30.00	\$ 15.00	15%	\$ 12.75	58%

Please include information on HotBuy! order requirements below: (ex: order min, submitted on separate PO, HB! can only account for \$X of overall order)

Items in HotBuy! offer qualify towards the Amigos program, making it easy to order from three of the four collections.



HOT CHILLYS 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	WHOLESALE	RETAIL PRICE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
PEPPERS BI-PLY CREWNECK	PB3070	BASELAYER TOP	WOMENS	BLACK 101	XS - XL	\$ 37.00	\$ 18.50	25%	\$ 13.88	63%
PEPPERS BI-PLY CREWNECK	PB3070	BASELAYER TOP	WOMENS	CRANBERRY 735	XS - XL	\$ 37.00	\$ 18.50	25%	\$ 13.88	63%
PEPPERS BI-PLY BOTTOM	PB3072	BASELAYER BOTTOM	WOMENS	BLACK 101	XS - XL	\$ 37.00	\$ 18.50	25%	\$ 13.88	63%
PEPPERS BI-PLY BOTTOM	PB3072	BASELAYER BOTTOM	WOMENS	CRANBERRY 735	XS - XL	\$ 37.00	\$ 18.50	25%	\$ 13.88	63%
PEPPERS BI-PLY CREWNECK	PB3071	BASELAYER TOP	MENS	BLACK 101	S - 2XL	\$ 37.00	\$ 18.50	25%	\$ 13.88	63%
PEPPERS BI-PLY BOTTOM	PB3073	BASELAYER BOTTOM	MENS	BLACK 101	S - 2XL	\$ 37.00	\$ 18.50	25%	\$ 13.88	63%
PEPPERS BI-PLY CREWNECK	PB3080	BASELAYER TOP	YOUTH	BLACK 101	XXS - XL	\$ 32.00	\$ 16.00	25%	\$ 12.00	63%
PEPPERS BI-PLY CREWNECK	PB3080	BASELAYER TOP	YOUTH	CRANBERRY 735	XXS - XL	\$ 32.00	\$ 16.00	25%	\$ 12.00	63%
PEPPERS BI-PLY BOTTOM	PB3081	BASELAYER BOTTOM	YOUTH	BLACK 101	XXS - XL	\$ 32.00	\$ 16.00	25%	\$ 12.00	63%
PEPPERS BI-PLY BOTTOM	PB3081	BASELAYER BOTTOM	YOUTH	CRANBERRY 735	XXS - XL	\$ 32.00	\$ 16.00	25%	\$ 12.00	63%
CHIL-BLOCK LONG MASK	HC6138	Face Protection	ADULT	BLACK/BLACK 103	S/M - L/XL	\$ 32.00	\$ 16.00	20%	\$ 12.80	60%
CHIL-BLOCK LONG MASK	HC6238	Face Protection	YOUTH	BLACK/BLACK 103	S/M - L/XL	\$ 32.00	\$ 16.00	20%	\$ 12.80	60%
WOMENS ELITE LOW VOL SOCK	HC2910	SKI Socks	WOMENS	BLACK/AQUA 727	S - M	\$ 28.00	\$ 14.00	20%	\$ 11.20	60%
MENS ELITE LOW VOL SOCK	HC2911	SKI Socks	MENS	BLACK/RED 115	M - XL	\$ 28.00	\$ 14.00	20%	\$ 11.20	60%
WOMENS ELITE MID VOL SOCK	HC2912	SKI Socks	WOMENS	BLACK/AQUA 727	S - M	\$ 30.00	\$ 15.00	20%	\$ 12.00	60%
MENS ELITE MID VOL SOCK	HC2913	SKI Socks	MENS	BLACK/RED 115	M - XL	\$ 30.00	\$ 15.00	20%	\$ 12.00	60%

Please include information on HotBuy! order requirements below: (ex: order min, submitted on separate PO, HB! can only account for \$X of overall order)



HOTFINGERS 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	SKU	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Snow Line Glove	RS20M	RS20M-BK-S	Insualted Ski Glove	Mens	Black	S - XL	\$ 45.00	\$ 19.00	30%	\$ 13.25	71%
Snow Line Glove	RS20M	RS20M-BK/DG--XL	Insualted Ski Glove	Mens	BK/DG	S - XL	\$ 45.00	\$ 19.00	30%	\$ 13.25	71%
Snow Line Glove	RS20M	RS20M-WH/BK-XL	Insualted Ski Glove	Mens	WH/BK	S - XL	\$ 45.00	\$ 19.00	30%	\$ 13.25	71%
Snow Line Glove	RS20L	RS20L-BK-S	Insualted Ski Glove	Ladies	Black	S - L	\$ 45.00	\$ 19.00	30%	\$ 13.25	71%
Snow Line Glove	RS20L	RS20L-BK/DG-L	Insualted Ski Glove	Ladies	BK/DG	S - L	\$ 45.00	\$ 19.00	30%	\$ 13.25	71%
Snow Line Glove	RS20L	RS20L-WH/BK-L	Insualted Ski Glove	Ladies	WH/BK	S - L	\$ 45.00	\$ 19.00	30%	\$ 13.25	71%
Snow Line Mitten	RS21M	RS21M-BK-S	Insualted Ski Glove	Mens	Black	S - XL	\$ 45.00	\$ 19.00	30%	\$ 13.25	71%
Snow Line Mitten	RS21M	RS21M-BK/DG--XL	Insualted Ski Glove	Mens	BK/DG	S - XL	\$ 45.00	\$ 19.00	30%	\$ 13.25	71%
Snow Line Mitten	RS21M	RS21M-WH/BK-XL	Insualted Ski Glove	Mens	WH/BK	S - XL	\$ 45.00	\$ 19.00	30%	\$ 13.25	71%
Snow Line Mitten	RS21L	RS21L-BK-S	Insualted Ski Glove	Ladies	Black	S - L	\$ 45.00	\$ 19.00	30%	\$ 13.25	71%
Snow Line Mitten	RS21L	RS21L-BK/DG-L	Insualted Ski Glove	Ladies	BK/DG	S - L	\$ 45.00	\$ 19.00	30%	\$ 13.25	71%
Snow Line Mitten	RS21L	RS21L-WH/BK-L	Insualted Ski Glove	Ladies	WH/BK	S - L	\$ 45.00	\$ 19.00	30%	\$ 13.25	71%

Please include information on HotBuy! order requirements below: (ex: order min, submitted on separate PO, HBI can only account for \$X of overall order)

Members must meet icebreaker FW20 seasonal minimum of \$10,000 gross in other preseason orders in order to submit a HotBuy! Order
HotBuy! SKUs will only be discounted if received on a separate HBI Order



ICE BREAKER 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Mens Anatomica Boxers	103029	MENS Underwear	Mens	Black	S	\$ 45.00	\$ 22.50	20%	\$ 18.00	60%
Mens Anatomica Boxers	103029	MENS Underwear	Mens	Jet HTHR	XXL	\$ 45.00	\$ 22.50	20%	\$ 18.00	60%
Mens Anatomica Boxers	103029	MENS Underwear	Mens	Midnight Navy	S	\$ 45.00	\$ 22.50	20%	\$ 18.00	60%
Mens Anatomica Boxers	103029	MENS Underwear	Mens	HYDRO	XXL	\$ 45.00	\$ 22.50	20%	\$ 18.00	60%
Mens Anatomica Boxers	103029	MENS Underwear	Mens	Polar	S	\$ 45.00	\$ 22.50	20%	\$ 18.00	60%
Mens Anatomica Boxers	103029	MENS Underwear	Mens	ESTATE BLUE	XXL	\$ 45.00	\$ 22.50	20%	\$ 18.00	60%
Mens Anatomica Boxers	103029	MENS Underwear	Mens	CURRY	S	\$ 45.00	\$ 22.50	20%	\$ 18.00	60%
Mens Anatomica Boxers	103029	MENS Underwear	Mens	CAVERN	XXL	\$ 45.00	\$ 22.50	20%	\$ 18.00	60%
Mens Anatomica Boxers w Fly	103030	MENS Underwear	Mens	Black	S	\$ 45.00	\$ 22.50	20%	\$ 18.00	60%
Mens Anatomica Boxers w Fly	103030	MENS Underwear	Mens	Jet HTHR	XXL	\$ 45.00	\$ 22.50	20%	\$ 18.00	60%
Mens Anatomica Boxers w Fly	103030	MENS Underwear	Mens	Midnight Navy	S	\$ 45.00	\$ 22.50	20%	\$ 18.00	60%
Mens Anatomica Boxers w Fly	103030	MENS Underwear	Mens	NIGHTFALL	XXL	\$ 45.00	\$ 22.50	20%	\$ 18.00	60%
Mens Anatomica Boxers w Fly	103030	MENS Underwear	Mens	Polar	S	\$ 45.00	\$ 22.50	20%	\$ 18.00	60%
Mens Anatomica Boxers w Fly	103030	MENS Underwear	Mens	ESTATE BLUE	XXL	\$ 45.00	\$ 22.50	20%	\$ 18.00	60%
Mens Anatomica Briefs	103031	MENS Underwear	Mens	Black	S	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%
Mens Anatomica Briefs	103031	MENS Underwear	Mens	Jet HTHR	XXL	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%
Mens Anatomica Briefs	103031	MENS Underwear	Mens	Polar	S	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%
Mens Anatomica Briefs	103031	MENS Underwear	Mens	ESTATE BLUE	XXL	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%
Mens Anatomica Long Boxers	103055	MENS Underwear	Mens	Black	S	\$ 50.00	\$ 25.00	20%	\$ 20.00	60%
Mens Anatomica Long Boxers	103055	MENS Underwear	Mens	Jet HTHR	XXL	\$ 50.00	\$ 25.00	20%	\$ 20.00	60%
Mens Anatomica Long Boxers	103055	MENS Underwear	Mens	NIGHTFALL	XXL	\$ 50.00	\$ 25.00	20%	\$ 20.00	60%
Mens Anatomica Cool-Lite Trunks	105223	MENS Underwear	Mens	Black HTHR	S	\$ 50.00	\$ 25.00	20%	\$ 20.00	60%
Mens Anatomica Cool-Lite Trunks	105223	MENS Underwear	Mens	ESTATE BLUE	XXL	\$ 50.00	\$ 25.00	20%	\$ 20.00	60%
Mens Anatomica Cool-Lite Trunks	105223	MENS Underwear	Mens	Redwood	S	\$ 50.00	\$ 25.00	20%	\$ 20.00	60%
Mens Anatomica Cool-Lite Boxers	105246	MENS Underwear	Mens	Black HTHR	XXL	\$ 50.00	\$ 25.00	20%	\$ 20.00	60%
Mens Anatomica Cool-Lite Boxers	105246	MENS Underwear	Mens	ESTATE BLUE	S	\$ 50.00	\$ 25.00	20%	\$ 20.00	60%
Mens Anatomica Cool-Lite Boxers	105246	MENS Underwear	Mens	Redwood	XXL	\$ 50.00	\$ 25.00	20%	\$ 20.00	60%
Mens Anatomica Cool-Lite Boxers	105246	MENS Underwear	Mens	CURRY	XXL	\$ 50.00	\$ 25.00	20%	\$ 20.00	60%
Wmns Sprite Hot pants	103023	WOMENS Underwear	Womens	Black	XS	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%
Wmns Sprite Hot pants	103023	WOMENS Underwear	Womens	Metro HTHR	XL	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%
Wmns Sprite Hot pants	103023	WOMENS Underwear	Womens	Gritstone HTHR	XS	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%
Wmns Sprite Hot pants	103023	WOMENS Underwear	Womens	Redwood	XL	\$ 40.00	\$ 20.00	20%	\$ 16.00	60%
Wmns Siren Thong	103027	WOMENS Underwear	Womens	Black	XS	\$ 30.00	\$ 15.00	20%	\$ 12.00	60%
Wmns Siren Thong	103027	WOMENS Underwear	Womens	Fawn HTHR	XL	\$ 30.00	\$ 15.00	20%	\$ 12.00	60%
Wmns Siren Thong	103027	WOMENS Underwear	Womens	Redwood	XS	\$ 30.00	\$ 15.00	20%	\$ 12.00	60%
Wmns Siren Bikini	103164	WOMENS Underwear	Womens	Black	XL	\$ 35.00	\$ 17.50	20%	\$ 14.00	60%
Wmns Siren Bikini	103164	WOMENS Underwear	Womens	Metro HTHR	XS	\$ 35.00	\$ 17.50	20%	\$ 14.00	60%
Wmns Siren Bikini	103164	WOMENS Underwear	Womens	Fawn HTHR	XL	\$ 35.00	\$ 17.50	20%	\$ 14.00	60%
Wmns Siren Bikini	103164	WOMENS Underwear	Womens	Redwood	XS	\$ 35.00	\$ 17.50	20%	\$ 14.00	60%
Wmns Siren Bikini	103164	WOMENS Underwear	Womens	SUDE	XL	\$ 35.00	\$ 17.50	20%	\$ 14.00	60%
Wmns Siren Bikini	103164	WOMENS Underwear	Womens	CURRY	XS	\$ 35.00	\$ 17.50	20%	\$ 14.00	60%
Wmns Siren Hipkini	104704	WOMENS Underwear	Womens	Black	XL	\$ 35.00	\$ 17.50	20%	\$ 14.00	60%
Wmns Siren Hipkini	104704	WOMENS Underwear	Womens	Metro HTHR	XS	\$ 35.00	\$ 17.50	20%	\$ 14.00	60%
Wmns Siren Hipkini	104704	WOMENS Underwear	Womens	Gritstone HTHR	XL	\$ 35.00	\$ 17.50	20%	\$ 14.00	60%
Wmns Siren Hipkini	104704	WOMENS Underwear	Womens	Redwood	XS	\$ 35.00	\$ 17.50	20%	\$ 14.00	60%
Wmns Siren Hipkini	104704	WOMENS Underwear	Womens	CURRY	XL	\$ 35.00	\$ 17.50	20%	\$ 14.00	60%



LEVEL 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Bliss Oasis Plus	8144LG.01	GLOVES	Womens	Black	XS - XL	\$ 120.00	\$ 60.00	25%	\$ 45.00	63%
Bliss Oasis Plus	8144LG.15	GLOVES	Womens	Anthracite	XS - XL	\$ 120.00	\$ 60.00	25%	\$ 45.00	63%
Bliss Oasis Plus Mitt	8144LM.01	MITTS	Womens	Black	XS - XL	\$ 120.00	\$ 60.00	25%	\$ 45.00	63%
Bliss Oasis Plus Mitt	8144LM.15	MITTS	Womens	Anthracite	XS - XL	\$ 120.00	\$ 60.00	25%	\$ 45.00	63%
Bliss Oasis Plus Mitt	8144LM.23	MITTS	Womens	Blue-Grey	XS - XL	\$ 120.00	\$ 60.00	25%	\$ 45.00	63%
Bliss Oasis Plus Mitt	8144LM.35	MITTS	Womens	Black-White	XS - XL	\$ 120.00	\$ 60.00	25%	\$ 45.00	63%
Bliss Mummies Mitt	8124LM.01	MITTS	Womens	Black	XS - XL	\$ 90.00	\$ 45.00	25%	\$ 33.75	63%
Bliss Mummies Mitt	8124LM.02	MITTS	Womens	Navy	XS - XL	\$ 90.00	\$ 45.00	25%	\$ 33.75	63%
Bliss Mummies Mitt	8124LM.46	MITTS	Womens	Luxury	XS - XL	\$ 90.00	\$ 45.00	25%	\$ 33.75	63%
Bliss Mummies Mitt	8124LM.49	MITTS	Womens	Logos	XS - XL	\$ 90.00	\$ 45.00	25%	\$ 33.75	63%
Iris W	3265WG.01	GLOVES	Womens	Black	XS - XL	\$ 120.00	\$ 60.00	25%	\$ 45.00	63%
Iris W	3265WG.19	GLOVES	Womens	White-Red	XS - XL	\$ 120.00	\$ 60.00	25%	\$ 45.00	63%
Iris W	3265WG.35	GLOVES	Womens	Black-White	XS - XL	\$ 120.00	\$ 60.00	25%	\$ 45.00	63%
Iris W	3265WG.40	GLOVES	Womens	PK White	XS - XL	\$ 120.00	\$ 60.00	25%	\$ 45.00	63%
Iris W	3265WG.43	GLOVES	Womens	PK Black	XS - XL	\$ 120.00	\$ 60.00	25%	\$ 45.00	63%
Iris W Mitt	3265WM.01	GLOVES	Womens	Black	XS - XL	\$ 120.00	\$ 60.00	25%	\$ 45.00	63%
Iris W Mitt	3265WM.19	GLOVES	Womens	White-Red	XS - XL	\$ 120.00	\$ 60.00	25%	\$ 45.00	63%
Iris W Mitt	3265WM.40	GLOVES	Womens	PK White	XS - XL	\$ 120.00	\$ 60.00	25%	\$ 45.00	63%
Bliss Coral Mitt	8178LM.09	MITTS	Womens	White	XS - L	\$ 70.00	\$ 35.00	25%	\$ 26.25	63%
Bliss Coral Mitt	8178LM.17	MITTS	Womens	Navy-Anthracite	XS - L	\$ 70.00	\$ 35.00	25%	\$ 26.25	63%
Bliss Coral Mitt	8178LM.27	MITTS	Womens	Pink	XS - L	\$ 70.00	\$ 35.00	25%	\$ 26.25	63%
Bliss Coral Mitt	8178LM.35	MITTS	Womens	Black-White	XS - L	\$ 70.00	\$ 35.00	25%	\$ 26.25	63%
Bliss Coral Mitt	8178LM.39	MITTS	Womens	PK Rainbow	XS - L	\$ 70.00	\$ 35.00	25%	\$ 26.25	63%
Bliss Coral Mitt	8178LM.40	MITTS	Womens	PK White	XS - L	\$ 70.00	\$ 35.00	25%	\$ 26.25	63%
Bliss Coral Mitt	8178LM.41	MITTS	Womens	Ninja Black	XS - L	\$ 70.00	\$ 35.00	25%	\$ 26.25	63%

LEVEL

PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Ranger	2091UG.01	GLOVES	Mens	Black	S - XXL	\$ 120.00	\$ 60.00	25%	\$ 45.00	63%
Ranger	2091UG.18	GLOVES	Mens	Black-Grey	S - XXL	\$ 120.00	\$ 60.00	25%	\$ 45.00	63%
Ranger	2091UG.43	GLOVES	Mens	PK Black	S - XXL	\$ 120.00	\$ 60.00	25%	\$ 45.00	63%
Ranger Mitt	2091UM.01	MITTS	Mens	Black	S - XL	\$ 120.00	\$ 60.00	25%	\$ 45.00	63%
Ranger Trigger	2091UT.01	GLOVES	Mens	Black	S - XXL	\$ 120.00	\$ 60.00	25%	\$ 45.00	63%
Ranger Trigger	2091UT.43	GLOVES	Mens	PK Black	S - XXL	\$ 120.00	\$ 60.00	25%	\$ 45.00	63%
Blazer	2379UG.01	GLOVES	Mens	Black	XS - XXL	\$ 75.00	\$ 37.50	25%	\$ 28.13	63%
Blazer	2379UG.38	GLOVES	Mens	PK Brown	XS - XXL	\$ 75.00	\$ 37.50	25%	\$ 28.13	63%
Bomber	3213UG.01	GLOVES	Mens	Black	S - XL	\$ 130.00	\$ 65.00	25%	\$ 48.75	63%
Rainbow Down JR Mitt	4137JM.01	MITTS	Junior	Black	XS - L	\$ 70.00	\$ 35.00	25%	\$ 26.25	63%
Rainbow Down JR Mitt	4137JM.06	MITTS	Junior	Light Blue	XS - L	\$ 70.00	\$ 35.00	25%	\$ 26.25	63%
Rainbow Down JR Mitt	4137JM.20	MITTS	Junior	Blue	XS - L	\$ 70.00	\$ 35.00	25%	\$ 26.25	63%
Rainbow Down JR Mitt	4137JM.35	MITTS	Junior	Black-White	XS - L	\$ 70.00	\$ 35.00	25%	\$ 26.25	63%
Rainbow Down JR Mitt	4137JM.39	MITTS	Junior	PK Rainbow	XS - L	\$ 70.00	\$ 35.00	25%	\$ 26.25	63%
Animal	4174JM.02	GLOVES	Kids	Navy	SZ 0 - 2	\$ 35.00	\$ 17.50	25%	\$ 13.14	62%
Animal	4174JM.04	GLOVES	Kids	Grey	SZ 0 - 2	\$ 35.00	\$ 17.50	25%	\$ 13.14	62%
Animal	4174JM.21	GLOVES	Kids	Navy Blue	SZ 0 - 2	\$ 35.00	\$ 17.50	25%	\$ 13.14	62%
Animal	4174JM.39	GLOVES	Kids	PK Rainbow	SZ 0 - 2	\$ 35.00	\$ 17.50	25%	\$ 13.14	62%
Animal	4174JM.55	GLOVES	Kids	Gold	SZ 0 - 2	\$ 35.00	\$ 17.50	25%	\$ 13.14	62%
Animal	4174JM.57	GLOVES	Kids	Ninja Navy	SZ 0 - 2	\$ 35.00	\$ 17.50	25%	\$ 13.14	62%
Animal	4174JM.59	GLOVES	Kids	Monster	SZ 0 - 2	\$ 35.00	\$ 17.50	25%	\$ 13.14	62%
Animal	4174JM.61	GLOVES	Kids	Ski Blue	SZ 0 - 2	\$ 35.00	\$ 17.50	25%	\$ 13.14	62%



LORPEN 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
T3 Men's Ski Superlight	S3SLM	Ski Socks	Mens	Black	M - XL	\$ 24.99	\$ 12.00	30%	\$ 8.40	66%
T3 Women's Ski Light	S3WLG	Ski Socks	Womens	Black/Blue	S - M	\$ 25.99	\$ 12.50	30%	\$ 8.75	66%
T3 Women's Ski Light	S3WLG	Ski Socks	Womens	Sweet Red	S - M	\$ 25.99	\$ 12.50	30%	\$ 8.75	66%
T3 Kid's Ski Light	S3KL	Ski Socks	Kids	Green Lime	S - L	\$ 15.99	\$ 7.50	30%	\$ 5.25	67%
T3 Kid's Ski Light	S3KL	Ski Socks	Kids	Sweet Red	S - L	\$ 15.99	\$ 7.50	30%	\$ 5.25	67%
Precision Fit Ultralight	SANP	Ski Socks	Unisex	Black	S - XL	\$ 19.99	\$ 9.50	30%	\$ 6.65	67%
Kid's Merino Ski 2 Pack	S2KNN	Ski Socks	Kids	Pink/Blue	S - L	\$ 20.99	\$ 10.00	30%	\$ 7.00	67%
Kid's Merino Ski 2 Pack	S2KNN	Ski Socks	Kids	Blue/Green	S - L	\$ 20.99	\$ 10.00	30%	\$ 7.00	67%
Kid's Merino Ski 2 Pack	S2KNN	Ski Socks	Kids	Black/Red	S - L	\$ 20.99	\$ 10.00	30%	\$ 7.00	67%
Men's Ski-Snowboard Merino 2-Pack	S2WLNM	Ski Socks	Mens	Red	M - XL	\$ 24.99	\$ 12.00	30%	\$ 8.40	66%
Men's Ski-Snowboard Merino 2-Pack	S2WLNM	Ski Socks	Mens	Blue	M - XL	\$ 24.99	\$ 12.00	30%	\$ 8.40	66%
Women's Ski-Snowboard Merino 2-Pack	S2WLNW	Ski Socks	Womens	Pink	S - M	\$ 31.99	\$ 12.00	30%	\$ 8.40	74%
Women's Ski-Snowboard Merino 2-Pack	S2WLNW	Ski Socks	Womens	Purple	S - M	\$ 31.99	\$ 12.00	30%	\$ 8.40	74%



POLARMAX 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	WHOLESALE	RETAIL PRICE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
LIGHT WEIGHT TECH SILK 1	1D31N	CREW NECK TOP	WOMENS	WHITE	XS - XL	\$ 35.00	\$ 17.50	20%	\$ 14.00	60%
LIGHT WEIGHT TECH SILK 1	1D31N	CREW NECK TOP	WOMENS	BLACK	XS - XL	\$ 35.00	\$ 17.50	20%	\$ 14.00	60%
LIGHT WEIGHT TECH SILK 1	1D32V	PANT	WOMENS	BLACK	XS - XL	\$ 35.00	\$ 17.50	20%	\$ 14.00	60%
LIGHT WEIGHT TECH SILK 1	1D11A	CREW NECK TOP	MENS	BLACK	S - 2XL	\$ 35.00	\$ 17.50	20%	\$ 14.00	60%
LIGHT WEIGHT TECH SILK 1	1D12V	PANT	MENS	BLACK	S - 2XL	\$ 35.00	\$ 17.50	20%	\$ 14.00	60%
ACCLIMATE DOUBLE LAYER CREW NECK	2C11A	CREW NECK TOP	MENS	BLACK	S - XL	\$ 40.00	\$ 20.00	38%	\$ 12.50	69%
ACCLIMATE DOUBLE LAYER CREW NECK	2C11A	CREW NECK TOP	MENS	ARCTIC GREY	S - XL	\$ 40.00	\$ 20.00	38%	\$ 12.50	69%
ACCLIMATE DOUBLE LAYER PANT	2C12V	PANT	MENS	BLACK	S - 2XL	\$ 40.00	\$ 20.00	38%	\$ 12.50	69%
ACCLIMATE DOUBLE LAYER CREW NECK -TALL	2C11AT	CREW NECK TOP	MENS	BLACK	2XL - 4XL	\$ 50.00	\$ 25.00	20%	\$ 20.00	60%
ACCLIMATE DOUBLE LAYER PANT - TALL	2C12VT	PANT	MENS	BLACK	2XL - 4XL	\$ 50.00	\$ 25.00	20%	\$ 20.00	60%
ACCLIMATE DOUBLE LAYER CREW NECK	2C31N	CREW NECK TOP	WOMENS	BLACK	XS - XL	\$ 40.00	\$ 20.00	38%	\$ 12.50	69%
ACCLIMATE DOUBLE LAYER PANT	2C32B	PANT	WOMENS	BLACK	XS - XL	\$ 40.00	\$ 20.00	38%	\$ 12.50	69%
STRETCH 3 CREW NECK	3S31NQPS	CREW NECK TOP	WOMENS	LEGION BLUE	XS - XL	\$ 55.00	\$ 27.50	27%	\$ 20.00	64%
STRETCH 3 CREW NECK	3S31NQPS	CREW NECK TOP	WOMENS	BLACK	XS - XL	\$ 55.00	\$ 27.50	27%	\$ 20.00	64%
STRETCH 3 ZIP MOCK	3S31DQPS	ZIP MOCK	WOMENS	LEGION BLUE	XS - XL	\$ 65.00	\$ 32.50	23%	\$ 25.00	62%
STRETCH 3 ZIP MOCK	3S31DQPS	ZIP MOCK	WOMENS	BLACK	XS - XL	\$ 65.00	\$ 32.50	23%	\$ 25.00	62%
STRETCH 3 NINJA HOODIE	3S31HNQ	NINJA HOODIE	WOMENS	BLACK	XS - XL	\$ 65.00	\$ 32.50	23%	\$ 25.00	62%
STRETCH 3 POCKET TIGHT CAPRI	3S32PWB	POCKET TIGHT CAPRI	WOMENS	BLACK	XS - XL	\$ 60.00	\$ 30.00	27%	\$ 22.00	63%
STRETCH 3 CREW NECK	3S11AQ	CREW NECK TOP	MENS	BLACK	S - 2XL	\$ 55.00	\$ 27.50	27%	\$ 20.00	64%
STRETCH 3 NINJA HOODIE	3S11HNQ	NINJA HOODIE	MENS	BLACK	S - 2XL	\$ 65.00	\$ 32.50	23%	\$ 25.00	62%
STRETCH 3 ZIP MOCK	3S11DQ	ZIP MOCK	MENS	BLACK	S - 2XL	\$ 65.00	\$ 32.50	23%	\$ 25.00	62%
STRETCH 3 TIGHT	3S12Y	TIGHT	MENS	BLACK	S - 2XL	\$ 55.00	\$ 27.50	27%	\$ 20.00	64%
STRETCH 3 BOOT CUT TIGHT	3S12W	BOOT CUT TIGHT	MENS	BLACK	S - 2XL	\$ 55.00	\$ 27.50	27%	\$ 20.00	64%
MONTANA WOOL CREW NECK	1XW31FCS	CREW NECK TOP	WOMENS	AQUA	XS - XL	\$ 70.00	\$ 35.00	30%	\$ 24.50	65%
MONTANA WOOL CREW NECK	1XW31FCS	CREW NECK TOP	WOMENS	BLACK	XS - XL	\$ 70.00	\$ 35.00	30%	\$ 24.50	65%
MONTANA WOOL TIGHT	1XW32V	TIGHT	WOMENS	AQUA	XS - XL	\$ 70.00	\$ 35.00	30%	\$ 24.50	65%
MONTANA WOOL TIGHT	1XW32V	TIGHT	WOMENS	BLACK	XS - XL	\$ 70.00	\$ 35.00	30%	\$ 24.50	65%
MONTANA WOOL CREW NECK	1XW11A	CREW NECK TOP	MENS	BLACK	S - 2XL	\$ 70.00	\$ 35.00	30%	\$ 24.50	65%
MONTANA WOOL CREW NECK	1XW11A	CREW NECK TOP	MENS	CHARCOAL	S - 2XL	\$ 70.00	\$ 35.00	30%	\$ 24.50	65%
MONTANA WOOL PANT	1XW12V	PANT	MENS	BLACK	S - 2XL	\$ 70.00	\$ 35.00	30%	\$ 24.50	65%
MONTANA WOOL PANT	1XW12V	PANT	MENS	CHARCOAL	S - 2XL	\$ 70.00	\$ 35.00	30%	\$ 24.50	65%

POLARMAX

PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	WHOLESALE	RETAIL PRICE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
HEAVY WEIGHT 4	5P31DQPS	ZIP MOCK	WOMENS	LEGION BLUE	XS - XL	\$ 75.00	\$ 37.50	20%	\$ 30.00	60%
HEAVY WEIGHT 4	5P31DQPS	ZIP MOCK	WOMENS	BLACK	XS - XL	\$ 75.00	\$ 37.50	20%	\$ 30.00	60%
HEAVY WEIGHT 4	5P31DQPS	ZIP MOCK	WOMENS	PORT ROYALE	XS - XL	\$ 75.00	\$ 37.50	20%	\$ 30.00	60%
HEAVY WEIGHT 4	5P32PB	TIGHT	WOMENS	BLACK	XS - XL	\$ 65.00	\$ 32.50	20%	\$ 26.00	60%
HEAVY WEIGHT 4	5P11DQ	ZIP MOCK	MEN'S	OD GREEN	S - 2XL	\$ 75.00	\$ 37.50	20%	\$ 30.00	60%
HEAVY WEIGHT 4	5P11DQ	ZIP MOCK	MEN'S	BLACK	S - 2XL	\$ 75.00	\$ 37.50	20%	\$ 30.00	60%
HEAVY WEIGHT 4	5P11DQ	ZIP MOCK	MEN'S	DARK NAVY	S - 2XL	\$ 75.00	\$ 37.50	20%	\$ 30.00	60%
HEAVY WEIGHT 4	5P11DHQ	ZIP HOODIE	MEN'S	OD GREEN	S - 2XL	\$ 85.00	\$ 42.50	20%	\$ 34.00	60%
HEAVY WEIGHT 4	5P11DHQ	ZIP HOODIE	MEN'S	BLACK	S - 2XL	\$ 85.00	\$ 42.50	20%	\$ 34.00	60%
HEAVY WEIGHT 4	5P11DHQ	ZIP HOODIE	MEN'S	DARK NAVY	S - 2XL	\$ 85.00	\$ 42.50	20%	\$ 34.00	60%
HEAVY WEIGHT 4	5P12Y	TIGHT	MENS	BLACK	S - 2XL	\$ 65.00	\$ 32.50	20%	\$ 26.00	60%
ACCLIMATE DOUBLE LAYER CREW NECK	2C61A	CREW NECK TOP	YOUTH	BLACK	XS - XL	\$ 27.00	\$ 13.50	26%	\$ 10.00	63%
ACCLIMATE DOUBLE LAYER CREW NECK	2C61A	CREW NECK TOP	YOUTH	MAGENTA	XS - XL	\$ 27.00	\$ 13.50	26%	\$ 10.00	63%
ACCLIMATE DOUBLE LAYER PANT	2C62V	PANT	YOUTH	BLACK	XS - XL	\$ 27.00	\$ 13.50	26%	\$ 10.00	63%
ACCLIMATE DOUBLE LAYER PANT	2C62V	PANT	YOUTH	MAGENTA	XS - XL	\$ 27.00	\$ 13.50	26%	\$ 10.00	63%
STRETCH3 CREW NECK	3S61A	CREW NECK TOP	YOUTH	BLACK	XS - XL	\$ 40.00	\$ 20.00	25%	\$ 15.00	63%
STRETCH3 PANT	3S62V	PANT	YOUTH	BLACK	XS - XL	\$ 40.00	\$ 20.00	25%	\$ 15.00	63%
STRETCH 3 HOODIE	3S61HS	HOODIE	YOUTH	BLACK	XS - XL	\$ 50.00	\$ 25.00	20%	\$ 20.00	60%
STRETCH 3 HOODIE	3S61HS	HOODIE	YOUTH	MAGENTA	XS - XL	\$ 50.00	\$ 25.00	20%	\$ 20.00	60%



RELLA 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	UNIT PRICE (SSL NET)
BETTO	BETTO10	BETTO BEANIE	LADIES	ALL	O/S	\$ 40.00	\$ 20.00	15%	\$ 17.00	58%
BETTO	BETTO11	BETTO YARN POM BEANIE	LADIES	ALL	O/S	\$ 45.00	\$ 22.50	15%	\$ 19.13	58%
BETTO	BETTO12	BETTO FAUX FUR POM BEANIE	LADIES	ALL	O/S	\$ 50.00	\$ 25.00	15%	\$ 21.25	58%
BETTO	BETTO16	BETTO CUFF YARN POM BEANIE	LADIES	ALL	O/S	\$ 50.00	\$ 25.00	15%	\$ 21.25	58%
BETTO	BETTO17	BETTO CUFF FAUX FUR POM BEANIE	LADIES	ALL	O/S	\$ 55.00	\$ 27.50	15%	\$ 23.38	58%
BETTO	BETTO18	BETTO CUFF FUR POM BEANIE	LADIES	ALL	O/S	\$ 65.00	\$ 32.50	15%	\$ 27.63	58%
BETTO	BETTO21	BETTO WOMEN'S MITTENS	LADIES	ALL	O/S	\$ 36.00	\$ 18.00	15%	\$ 15.30	58%
BETTO	BETTO22	BETTO HEADBAND	LADIES	ALL	O/S	\$ 35.00	\$ 17.50	15%	\$ 14.88	58%



REUSCH 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Reusch Theo R-Tex XT MITTEN	4961502	Mitten	Junior	7796	S - XL	\$55	\$ 27.50	20%	\$ 22.00	60%
Reusch Kaitlyn R-Tex XT GLOVE	6031290	glove	Womens	7700	XS - L	\$125	\$ 62.50	20%	\$ 50.00	60%
Reusch Kaitlyn R-Tex XT MITTEN	4931590	Mitten	Womens	7700	XS - L	\$125	\$ 62.50	20%	\$ 50.00	60%
Reusch Golden Crest GLOVE	48010179	glove	Unisex	700	S - XL	\$110	\$ 55.00	20%	\$ 44.00	60%
Reusch Slash R-Tex XT GLOVE	4801202	glove	Unisex	872	S - XL	\$100	\$ 50.00	20%	\$ 40.00	60%
Reusch Torres R-Tex XT GLOVE	4901267	glove	Unisex	7701	S - XL	\$90	\$ 45.00	20%	\$ 36.00	60%
Reusch Torres R-Tex XT MITTEN	4901567	Mitten	Unisex	7701	S - XL	\$90	\$ 45.00	20%	\$ 36.00	60%
Reusch Denyo GLOVE	4901183	glove	Unisex	7701	S - XL	\$50	\$ 25.00	20%	\$ 20.00	60%
Reusch Denyo GLOVE	4901183	glove	Unisex	9002	S - XL	\$50	\$ 25.00	20%	\$ 20.00	60%

Please include information on HotBuy! order requirements below: (ex: order min, submitted on separate PO, HB! can only account for \$X of overall order)

FREE FREIGHT ON HOTBUY! ITEMS PURCHASED. PLEASE ENTER AS A SEPARATE PO WITH NET PRICING.



SCREAMER 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Wren Chenille Rollup with Faux Fur pom- Pg 1	2309	Hats	Womens	Black	OS	\$ 25.95	\$ 11.00	25%	\$ 8.25	68%
Wren Chenille Rollup with Faux Fur pom- Pg 1	2309	Hats	Womens	Ruby	OS	\$ 25.95	\$ 11.00	25%	\$ 8.25	68%
Wren Chenille Rollup with Faux Fur pom- Pg 1	2309	Hats	Womens	Emerald	OS	\$ 25.95	\$ 11.00	25%	\$ 8.25	68%
Wren Chenille Rollup with Faux Fur pom- Pg 1	2309	Hats	Womens	Harvest Gold	OS	\$ 25.95	\$ 11.00	25%	\$ 8.25	68%
Wren Chenille Rollup with Faux Fur pom- Pg 1	2309	Hats	Womens	Sapphire Blue	OS	\$ 25.95	\$ 11.00	25%	\$ 8.25	68%
Sandi Rollup w Faux Fur Pom; Fleece lined - Pg 4	2274	Hats	Womens	Black	OS	\$ 37.95	\$ 16.50	25%	\$ 12.38	67%
Sandi Rollup w Faux Fur Pom; Fleece lined - Pg 4	2274	Hats	Womens	Charcoal	OS	\$ 37.95	\$ 16.50	25%	\$ 12.38	67%
Sandi Rollup w Faux Fur Pom; Fleece lined - Pg 4	2274	Hats	Womens	Seafoam	OS	\$ 37.95	\$ 16.50	25%	\$ 12.38	67%
Sandi Rollup w Faux Fur Pom; Fleece lined - Pg 4	2274	Hats	Womens	Taupe	OS	\$ 37.95	\$ 16.50	25%	\$ 12.38	67%
Esme Rollup w/ yarn pom & full Fleece lining - Pg 13	2329	Hats	Womens	Black	OS	\$ 23.95	\$ 10.00	25%	\$ 7.50	69%
Esme Rollup w/ yarn pom & full Fleece lining - Pg 13	2329	Hats	Womens	Blue	OS	\$ 23.95	\$ 10.00	25%	\$ 7.50	69%
Esme Rollup w/ yarn pom & full Fleece lining - Pg 13	2329	Hats	Womens	Red	OS	\$ 23.95	\$ 10.00	25%	\$ 7.50	69%
Esme Rollup w/ yarn pom & full Fleece lining - Pg 13	2329	Hats	Womens	Off White	OS	\$ 23.95	\$ 10.00	25%	\$ 7.50	69%
Luca - cable rollup w yarn pom & fleece band lining - Pg 19	2328	Hats	Womens	White	OS	\$ 25.95	\$ 11.00	25%	\$ 8.25	68%
Luca - cable rollup w yarn pom & fleece band lining - Pg 19	2328	Hats	Womens	Red	OS	\$ 25.95	\$ 11.00	25%	\$ 8.25	68%
Luca - cable rollup w yarn pom & fleece band lining - Pg 19	2328	Hats	Womens	Pink	OS	\$ 25.95	\$ 11.00	25%	\$ 8.25	68%
Helen - Handknit beanie with faux fur pom and fleece band ining - Pg	2285	Hats	Womens	White/Black	OS	\$ 37.95	\$ 16.50	25%	\$ 12.38	67%
Helen - Handknit beanie with faux fur pom and fleece band ining - Pg	2285	Hats	Womens	Blue	OS	\$ 37.95	\$ 16.50	25%	\$ 12.38	67%
Helen - Handknit beanie with faux fur pom and fleece band ining - Pg	2285	Hats	Womens	Black/ White	OS	\$ 37.95	\$ 16.50	25%	\$ 12.38	67%
Helen - Handknit beanie with faux fur pom and fleece band ining - Pg	2285	Hats	Womens	Sienna	OS	\$ 37.95	\$ 16.50	25%	\$ 12.38	67%
Ripple - Ribbed beanie w fleece lining - Pg 41	2059	Hats	Mens	Flint	OS	\$ 26.95	\$ 11.50	25%	\$ 8.63	68%
Ripple - Ribbed beanie w fleece lining - Pg 41	2059	Hats	Mens	Denim	OS	\$ 26.95	\$ 11.50	25%	\$ 8.63	68%
Ripple - Ribbed beanie w fleece lining - Pg 41	2059	Hats	Mens	Charcoal	OS	\$ 26.95	\$ 11.50	25%	\$ 8.63	68%
Ripple - Ribbed beanie w fleece lining - Pg 41	2059	Hats	Mens	Red	OS	\$ 26.95	\$ 11.50	25%	\$ 8.63	68%
Wilson - Fully fleece line beanie - Pg 43	2145	Hats	Mens	Black	OS	\$ 25.95	\$ 11.00	25%	\$ 8.25	68%
Wilson - Fully fleece line beanie - Pg 43	2145	Hats	Mens	Silver	OS	\$ 25.95	\$ 11.00	25%	\$ 8.25	68%
Wilson - Fully fleece line beanie - Pg 43	2145	Hats	Mens	Red	OS	\$ 25.95	\$ 11.00	25%	\$ 8.25	68%
Wilson - Fully fleece line beanie - Pg 43	2145	Hats	Mens	Charcoal	OS	\$ 25.95	\$ 11.00	25%	\$ 8.25	68%
Wilson - Fully fleece line beanie - Pg 44	2145	Hats	Womens	Guacamole	OS	\$ 25.95	\$ 11.00	25%	\$ 8.25	68%
Wilson - Fully fleece line beanie - Pg 44	2145	Hats	Womens	Red	OS	\$ 25.95	\$ 11.00	25%	\$ 8.25	68%
Wilson - Fully fleece line beanie - Pg 44	2145	Hats	Womens	Blueberry	OS	\$ 25.95	\$ 11.00	25%	\$ 8.25	68%
Wilson - Fully fleece line beanie - Pg 44	2145	Hats	Womens	Pomegranite	OS	\$ 25.95	\$ 11.00	25%	\$ 8.25	68%
Wilson - Fully fleece line beanie - Pg 44	2145	Hats	Womens	Cantaloupe	OS	\$ 25.95	\$ 11.00	25%	\$ 8.25	68%
Storm - Ribbed two tone beanie w fleece band lining - Pg 33	2299	Hats	Mens	Black	OS	\$ 26.95	\$ 11.50	25%	\$ 8.63	68%
Storm - Ribbed two tone beanie w fleece band lining - Pg 33	2299	Hats	Mens	Denim	OS	\$ 26.95	\$ 11.50	25%	\$ 8.63	68%
Storm - Ribbed two tone beanie w fleece band lining - Pg 33	2299	Hats	Mens	Red	OS	\$ 26.95	\$ 11.50	25%	\$ 8.63	68%
Storm - Ribbed two tone beanie w fleece band lining - Pg 33	2299	Hats	Mens	Forest	OS	\$ 26.95	\$ 11.50	25%	\$ 8.63	68%
Screamer Neckgaiter - 144 pack min - Pg 60	7904	Fleece Neckgaiter	Unisex	Black	OS	\$ 14.95	\$ 4.95	36%	\$ 3.15	79%
Underhelmet Facemask - Pg 58	7672	Facemask	Mens	Black	OS	\$ 16.95	\$ 7.25	42%	\$ 4.20	75%
Fleece Facemask with Neoprene Patch-Pg58	7882	Facemask	Mens	Black	OS	\$ 16.95	\$ 7.25	42%	\$ 4.20	75%
Heart Kitty - Cat facemask - Pg 56	6045	Kids Fleece Facemask	Kids	Pink	OS	\$ 22.95	\$ 9.75	25%	\$ 7.31	68%
Spot - Dog facemask - Pg 56	6023	Kids Fleece Facemask	Kids	Blk/White	OS	\$ 22.95	\$ 9.75	25%	\$ 7.31	68%



STARLING 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
ELARA	C003	WINTER HAT	WOMENS	ALL	O/S	\$ 50.00	\$ 25.00	20%	\$ 20.00	60%
ORIENT	C020	WINTER HAT	WOMENS	ALL	O/S	\$ 45.00	\$ 22.50	20%	\$ 18.00	60%
TRISTANO	C021	WINTER HAT	WOMENS	ALL	O/S	\$ 45.00	\$ 22.50	20%	\$ 18.00	60%
DESNA	C027	WINTER HAT	WOMENS	ALL	O/S	\$ 45.00	\$ 22.50	20%	\$ 18.00	60%
KRATKA	C030	WINTER HAT	WOMENS	ALL	O/S	\$ 45.00	\$ 22.50	20%	\$ 18.00	60%
DOCKER II	C050	WINTER HAT	MEN	ALL	O/S	\$ 35.00	\$ 17.50	20%	\$ 14.00	60%
TANIA	H012	WINTER HAT	WOMENS	ALL	O/S	\$ 60.00	\$ 30.00	20%	\$ 24.00	60%
BAJKA	H017	WINTER HAT	WOMENS	ALL	O/S	\$ 60.00	\$ 30.00	20%	\$ 24.00	60%
FILIP COUNTRY	H018	WINTER HAT	WOMENS	ALL	O/S	\$ 60.00	\$ 30.00	20%	\$ 24.00	60%

Please include information on HotBuy! order requirements below: (ex: order min, submitted on separate PO, HB! can only account for \$X of overall order)

HotBuy! order needs to be on separate purchase order



SWANY 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
X-OVER GLOVE	SX-85M	INSULATED SKI GLOVES	MENS	Black	S - XL	\$75	\$37.50	35%	\$24.40	67%
X-OVER GLOVE	SX-85M	INSULATED SKI GLOVES	MENS	Camo	S - XL	\$75	\$37.50	35%	\$24.40	67%
X-OVER GLOVE	SX-85M	INSULATED SKI GLOVES	MENS	D.Grey	S - XL	\$75	\$37.50	35%	\$24.40	67%
X-OVER GLOVE	SX-85M	INSULATED SKI GLOVES	MENS	Navy	S - XL	\$75	\$37.50	35%	\$24.40	67%
X-OVER GLOVE	SX-85M	INSULATED SKI GLOVES	MENS	Mulit	S - XL	\$75	\$37.50	35%	\$24.40	67%
X-OVER GLOVE	SX-85M	INSULATED SKI GLOVES	MENS	White	S - XL	\$75	\$37.50	35%	\$24.40	67%
X-OVER GLOVE	SX-85L	INSULATED SKI GLOVES	LADIES	Black	S - L	\$75	\$37.50	35%	\$24.40	67%
X-OVER GLOVE	SX-85L	INSULATED SKI GLOVES	LADIES	Camo	S - L	\$75	\$37.50	35%	\$24.40	67%
X-OVER GLOVE	SX-85L	INSULATED SKI GLOVES	LADIES	D.Grey	S - L	\$75	\$37.50	35%	\$24.40	67%
X-OVER GLOVE	SX-85L	INSULATED SKI GLOVES	LADIES	Navy	S - L	\$75	\$37.50	35%	\$24.40	67%
X-OVER GLOVE	SX-85L	INSULATED SKI GLOVES	LADIES	Mulit	S - L	\$75	\$37.50	35%	\$24.40	67%
X-OVER GLOVE	SX-85L	INSULATED SKI GLOVES	LADIES	White	S - L	\$75	\$37.50	35%	\$24.40	67%
X-OVER MITT	SX-86M	INSULATED SKI MITT	MENS	Black	S - XL	\$75	\$37.50	35%	\$24.40	67%
X-OVER MITT	SX-86M	INSULATED SKI MITT	MENS	Camo	S - XL	\$75	\$37.50	35%	\$24.40	67%
X-OVER MITT	SX-86M	INSULATED SKI MITT	MENS	D.Grey	S - XL	\$75	\$37.50	35%	\$24.40	67%
X-OVER MITT	SX-86M	INSULATED SKI MITT	MENS	Navy	S - XL	\$75	\$37.50	35%	\$24.40	67%
X-OVER MITT	SX-86M	INSULATED SKI MITT	MENS	Mulit	S - XL	\$75	\$37.50	35%	\$24.40	67%
X-OVER MITT	SX-86M	INSULATED SKI MITT	MENS	White	S - XL	\$75	\$37.50	35%	\$24.40	67%
X-OVER MITT	SX-86L	INSULATED SKI MITT	LADIES	Black	S - L	\$75	\$37.50	35%	\$24.40	67%
X-OVER MITT	SX-86L	INSULATED SKI MITT	LADIES	Camo	S - L	\$75	\$37.50	35%	\$24.40	67%
X-OVER MITT	SX-86L	INSULATED SKI MITT	LADIES	D.Grey	S - L	\$75	\$37.50	35%	\$24.40	67%
X-OVER MITT	SX-86L	INSULATED SKI MITT	LADIES	Navy	S - L	\$75	\$37.50	35%	\$24.40	67%
X-OVER MITT	SX-86L	INSULATED SKI MITT	LADIES	Mulit	S - L	\$75	\$37.50	35%	\$24.40	67%
X-OVER MITT	SX-86L	INSULATED SKI MITT	LADIES	White	S - L	\$75	\$37.50	35%	\$24.40	67%

Please include information on HotBuy! order requirements below: (ex: order min, submitted on separate PO, HBI can only account for \$X of overall order)

All orders must be place 2's per style, size, color



TERRAMAR 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Men's Ultra Merino Crew	TW9463	Crew Baselayer Top	Mens	008 Charcoal Heather	S	\$ 65.00	\$ 32.50	14%	\$ 28.00	57%
Men's Ultra Merino Pant	TW9467	Crew Baselayer Pant	Mens	008 Charcoal Heather	2XL	\$ 65.00	\$ 32.50	14%	\$ 28.00	57%
Mens Matrix Merino 1/2 Zip	TW9593	1/2 Zip Baselayer Top	Mens	422 India Ink Heather	S	\$ 80.00	\$ 40.00	19%	\$ 32.50	59%
Mens Matrix Merino Pant	TW9595	Baselayer Bottom	Mens	422 India Ink Heather	2XL	\$ 75.00	\$ 37.50	20%	\$ 30.00	60%
Mens Pro Jersey Wind Trunks 3"	W8101	3" Underwear	Mens	010 Black	S - 2XL	\$ 20.00	\$ 10.00	20%	\$ 8.00	60%
Womens Cloud Nine Scoop	W8214	Scoop Baselayer Top	Womens	1021 Grey Melange	XS	\$ 45.00	\$ 22.50	29%	\$ 16.00	64%
Womens Cloud Nine Scoop	W8214	Scoop Baselayer Top	Womens	604 Blackberry Melange	XL	\$ 45.00	\$ 22.50	29%	\$ 16.00	64%
Womens Cloud Nine Scoop	W8214	Scoop Baselayer Top	Womens	010 Black	XS	\$ 45.00	\$ 22.50	29%	\$ 16.00	64%
Womens Cloud Nine Turtle Neck	W9174	Turtle Neck	Womens	100 White	XL	\$ 48.00	\$ 24.00	28%	\$ 17.25	64%
Womens Cloud Nine Turtle Neck	W9174	Turtle Neck	Womens	0032 Black Alpine	XS	\$ 48.00	\$ 24.00	28%	\$ 17.25	64%
Womens Cloud Nine Turtle Neck	W9174	Turtle Neck	Womens	1021 Grey Melange	XL	\$ 48.00	\$ 24.00	28%	\$ 17.25	64%
Womens Cloud Nine Turtle Neck	W9174	Turtle Neck	Womens	010 Black	XS	\$ 48.00	\$ 24.00	28%	\$ 17.25	64%
Womens Cloud Nine Tight	W8218	Baselayer Bottom	Womens	1021 Grey Melange	XL	\$ 45.00	\$ 22.50	29%	\$ 16.00	64%
Womens Cloud Nine Tight	W8218	Baselayer Bottom	Womens	604 Blackberry Melange	XS	\$ 45.00	\$ 22.50	29%	\$ 16.00	64%
Womens Cloud Nine Tight	W8218	Baselayer Bottom	Womens	010 Black	XL	\$ 45.00	\$ 22.50	29%	\$ 16.00	64%
W PRINTED SCOOP	W9176	W PRINTED SCOOP	Womens	BLACK ALPINE PRINT	XS - XL	\$ 45.00	\$ 22.50	29%	\$ 16.00	64%
W PRINTED SCOOP	W9176	W PRINTED SCOOP	Womens	BLACK SOLSTICE DOT	XS - XL	\$ 45.00	\$ 22.50	29%	\$ 16.00	64%
W PRINTED SCOOP	W9176	W PRINTED SCOOP	Womens	MAJOLICA BLUE STRIPE	XS - XL	\$ 45.00	\$ 22.50	29%	\$ 16.00	64%
W PRINTED SCOOP	W9176	W PRINTED SCOOP	Womens	MAJOLICA BLUE GEO	XS - XL	\$ 45.00	\$ 22.50	29%	\$ 16.00	64%
W PRINTED TIGHT	W9178	W PRINTED TIGHT	Womens	BLACK SOLSTICE DOT	XS - XL	\$ 45.00	\$ 22.50	29%	\$ 16.00	64%
W PRINTED TIGHT	W9178	W PRINTED TIGHT	Womens	MAJOLICA BLUE STRIPE	XS - XL	\$ 45.00	\$ 22.50	29%	\$ 16.00	64%
W PRINTED TIGHT	W9178	W PRINTED TIGHT	Womens	MAJOLICA BLUE GEO	XS - XL	\$ 45.00	\$ 22.50	29%	\$ 16.00	64%
Toddlers Kid's 2 piece Therma Fleece Set	W9601	2 piece set	YOUTH	425 In Motion Print	2T - 4T	\$ 40.00	\$ 20.00	25%	\$ 15.00	63%
Toddlers Kid's 2 piece Therma Fleece Set	W9601	2 piece set	YOUTH	010 Black	2T - 4T	\$ 40.00	\$ 20.00	25%	\$ 15.00	63%
Kid's 2 piece Therma Fleece Set	W9493	2 piece set	YOUTH	425 In Motion Print	XS	\$ 45.00	\$ 22.50	22%	\$ 17.50	61%
Kid's 2 piece Therma Fleece Set	W9493	2 piece set	YOUTH	010 Black	XL	\$ 45.00	\$ 22.50	22%	\$ 17.50	61%
Kid's Thermolator Crew	W7537	Crew Baselayer Top	YOUTH	010 Black	XS	\$ 40.00	\$ 20.00	25%	\$ 15.00	63%
Kid's Thermolator Crew	W7537	Crew Baselayer Top	YOUTH	1021 Grey Melange	XL	\$ 40.00	\$ 20.00	25%	\$ 15.00	63%
Kid's Thermolator Crew	W7537	Crew Baselayer Top	YOUTH	031 Mountain Geo Print	XS	\$ 40.00	\$ 20.00	25%	\$ 15.00	63%
Kid's Thermolator Crew	W7537	Crew Baselayer Top	YOUTH	611 Blackberry Fairisle	XL	\$ 40.00	\$ 20.00	25%	\$ 15.00	63%
Kid's Thermolator Pant	W7539	Baselayer Bottom	YOUTH	010 Black	XS	\$ 40.00	\$ 20.00	25%	\$ 15.00	63%
Kid's Thermolator Pant	W7539	Baselayer Bottom	YOUTH	1021 Grey Melange	XL	\$ 40.00	\$ 20.00	25%	\$ 15.00	63%
Kid's Thermolator Pant	W7539	Baselayer Bottom	YOUTH	031 Mountain Geo Print	XS	\$ 40.00	\$ 20.00	25%	\$ 15.00	63%
Kid's Thermolator Pant	W7539	Baselayer Bottom	YOUTH	611 Blackberry Fairisle	XL	\$ 40.00	\$ 20.00	25%	\$ 15.00	63%

FOOTWEAR	NOTES
BOS & CO	
COUGAR FOOTWEAR	
JACK WOLFSKIN	
KAMIK FOOTWEAR	
LAMO	

****NOTE THAT SOME SUPPLIERS HAVE REQUIREMENTS TO PLACE A HOTBUY! ORDER. THOSE SUPPLIERS HAVE NOTES ON THE TOP OF THEIR HOTBUY SHEET.**

Please include information on HotBuy! order requirements below: (ex: order min, submitted on separate PO, HB! can only account for \$X of overall order)

Must purchase minimum of 1 Asportuguesas style and 1 Bos & Co style from the listed HotBuy! styles. Available in 9, 10, and 12 pair pre-packs as listed in catalogs.



BOS & CO 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Hammond	B19474	Winter Boots	Womens	Black	36 - 43	\$ 215.00	\$ 86.00	2%	\$ 84.28	61%
Hammond	B19474	Winter Boots	Womens	Camel	36 - 43	\$ 215.00	\$ 86.00	2%	\$ 84.28	61%
Hammond	B19474	Winter Boots	Womens	TDM	36 - 43	\$ 215.00	\$ 86.00	2%	\$ 84.28	61%
Callen	B6203	Winter Boots	Womens	TDM	36 - 43	\$ 225.00	\$ 90.00	2%	\$ 88.20	61%
Callen	B6203	Winter Boots	Womens	Black	36 - 43	\$ 225.00	\$ 90.00	2%	\$ 88.20	61%
Callen	B6203	Winter Boots	Womens	White	36 - 43	\$ 225.00	\$ 90.00	2%	\$ 88.20	61%
Gallow prima	B20490	Winter Boots	Womens	Black/Blk-Grey	36 - 42	\$ 250.00	\$ 100.00	2%	\$ 98.00	61%
Gallow prima	B20490	Winter Boots	Womens	Chestnut/blk-brwn	36 - 42	\$ 250.00	\$ 100.00	2%	\$ 98.00	61%
Goose prima	B18253	Winter Boots	Womens	Black /Black	36 - 42	\$ 270.00	\$ 108.00	2%	\$ 105.84	61%
Goose prima	B18253	Winter Boots	Womens	Olive/olive	36 - 42	\$ 270.00	\$ 108.00	2%	\$ 105.84	61%
Goose prima	B20500	Winter Boots	Womens	Expresso/wood	36 - 42	\$ 270.00	\$ 108.00	2%	\$ 105.84	61%
Hayden	B20500	Winter Boots	Womens	Grey/Black	36 - 43	\$ 200.00	\$ 80.00	2%	\$ 78.40	61%
Hayden	B20500	Winter Boots	Womens	Olive/Brown	36 - 43	\$ 200.00	\$ 80.00	2%	\$ 78.40	61%
Hayden	B20500	Winter Boots	Womens	Taupe/Brown	36 - 43	\$ 200.00	\$ 80.00	2%	\$ 78.40	61%
Hayden	B20500	Winter Boots	Womens	Black /Black	36 - 43	\$ 215.00	\$ 86.00	2%	\$ 84.28	61%
City	City	Eco friendly footwear	Womens	Black LED	35 - 42	\$ 135.00	\$ 55.00	2%	\$ 53.90	60%
City	City	Eco friendly footwear	Womens	Concrete	35 - 42	\$ 135.00	\$ 55.00	2%	\$ 53.90	60%
City	City	Eco friendly footwear	Womens	Yellow	35 - 42	\$ 135.00	\$ 55.00	2%	\$ 53.90	60%
City	City	Eco friendly footwear	Womens	Merlot	35 - 42	\$ 135.00	\$ 55.00	2%	\$ 53.90	60%
City	City	Eco friendly footwear	Womens	Forest	35 - 42	\$ 135.00	\$ 55.00	2%	\$ 53.90	60%
City	City	Eco friendly footwear	Womens	Anthracite	35 - 42	\$ 135.00	\$ 55.00	2%	\$ 53.90	60%
City	City	Eco friendly footwear	Mens	Navy	40 - 46	\$ 135.00	\$ 55.00	2%	\$ 53.90	60%
City	City	Eco friendly footwear	Mens	Black	40 - 46	\$ 135.00	\$ 55.00	2%	\$ 53.90	60%
City	City	Eco friendly footwear	Mens	Concrete	40 - 46	\$ 135.00	\$ 55.00	2%	\$ 53.90	60%



COUGAR FOOTWEAR HOTBUY SUPPLIER FORM

PRODUCT NAME	STYLE	PRODUCT TYPE	GENDER	COLOR	SIZE	MSRP	WHOLESALE	DISCOUNT	SSL NET PRICE	GM %
DUBLINER-LN SILVER	DUBLINER-LN	Winter Boots	Women's	040 SILVER	SZ 6 - 11	\$ 140.00	\$ 63.00	10%	\$ 56.70	60%
DUBLINER-SNAKE	DUBLINER-SN	Winter Boots	Women's	007 SNAKE	SZ 6 - 11	\$ 140.00	\$ 63.00	10%	\$ 56.70	60%
DUBLINER - WINE	DUBLINER - WINE	Winter Boots	Women's	602 WINE	SZ 6 - 11	\$ 140.00	\$ 63.00	10%	\$ 56.70	60%
DUBLINER - STONE	DUBLINER - STONE	Winter Boots	Women's	030 STONE	SZ 6 - 11	\$ 140.00	\$ 63.00	10%	\$ 56.70	60%
DUBLINER - BLACK ALL OVER	DUBLINER - BLACK ALL OVER	Winter Boots	Women's	999 BLACK ALL OVER	SZ 6 - 11	\$ 140.00	\$ 63.00	10%	\$ 56.70	60%
DANIEL - DRAFT	DANIEL - DRAFT	Winter boots	Women's	223 DRAFT	SZ 6 - 11	\$ 160.00	\$ 72.00	10%	\$ 64.80	60%
DANIEL - BLACK	DANIEL - BLACK	Winter boots	Women's	001 BLACK	SZ 6 - 11	\$ 160.00	\$ 72.00	10%	\$ 64.80	60%
DANIEL - PEWTER	DANIEL - PEWTER	Winter boots	Women's	023 PEWTER	SZ 6 - 11	\$ 160.00	\$ 72.00	10%	\$ 64.80	60%



KAMIK2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
Sienna2	NK2186S	Women's Boot	WOMEN	Black	SZ 5 - 11 WHOLE SIZES	\$ 119.99	\$ 60.00	15%	\$ 51.00	57%
Sienna2	NK2186S	Women's Boot	WOMEN	Dark Brown	SZ 5 - 11 WHOLE SIZES	\$ 119.99	\$ 60.00	15%	\$ 51.00	57%
Sienna2	NK2186S	Women's Boot	WOMEN	Dark Brown/Plaid	SZ 5 - 11 WHOLE SIZES	\$ 119.99	\$ 60.00	15%	\$ 51.00	57%
Sienna2	NK2186S	Women's Boot	WOMEN	Khaki	SZ 5 - 11 WHOLE SIZES	\$ 119.99	\$ 60.00	15%	\$ 51.00	57%
Sienna2	NK2186S	Women's Boot	WOMEN	Tan	SZ 5 - 11 WHOLE SIZES	\$ 119.99	\$ 60.00	15%	\$ 51.00	57%
Ariel LO	WK2035	Women's Boot	WOMEN	Black	SZ 6 - 11 INC. HALF SIZES	\$ 109.99	\$ 55.00	15%	\$ 46.75	57%
Ariel LO	WK2035	Women's Boot	WOMEN	Black	SZ 6 - 11 INC. HALF SIZES	\$ 109.99	\$ 55.00	15%	\$ 46.75	57%
Ariel LO	WK2035	Women's Boot	WOMEN	Cognac	SZ 6 - 11 INC. HALF SIZES	\$ 109.99	\$ 55.00	15%	\$ 46.75	57%
Ariel LO	WK2035	Women's Boot	WOMEN	Cognac	SZ 6 - 11 INC. HALF SIZES	\$ 109.99	\$ 55.00	15%	\$ 46.75	57%
Ariel LO	WK2035	Women's Boot	WOMEN	Charcoal	SZ 6 - 11 INC. HALF SIZES	\$ 109.99	\$ 55.00	15%	\$ 46.75	57%
Iceland	WK0354	Men's Winter Boot	MEN'S	Black	SZ 7 - 14 WHOLE SIZES	\$ 99.99	\$ 50.00	15%	\$ 42.50	57%
Iceland	WK0354	Men's Winter Boot	MEN'S	Charcoal	SZ 7 - 14 WHOLE SIZES	\$ 99.99	\$ 50.00	15%	\$ 42.50	57%
Waterbug5	NK8771S	Children's Winter Boot	KIDS	Black/Charcoal	SZ 8 - 13 WHOLE SIZES	\$ 59.99	\$ 30.00	15%	\$ 25.50	57%
Waterbug5	NK8771S	Children's Winter Boot	KIDS	Light Navy	SZ 8 - 13 WHOLE SIZES	\$ 59.99	\$ 30.00	15%	\$ 25.50	57%
Waterbug5	NK4771S	Children's Winter Boot	YOUTH	Light Navy	SZ 1 - 7 WHOLE SIZES	\$ 59.99	\$ 30.00	15%	\$ 25.50	57%
Waterbug5	NK4771S	Children's Winter Boot	YOUTH	Black/Charcoal	SZ 1 - 7 WHOLE SIZES	\$ 59.99	\$ 30.00	15%	\$ 25.50	57%



JACK WOLFSKIN 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT %	UNIT PRICE (SSL NET)	GM %
VOJO TEXAPORE LOW K	4042191-2845	WATERPROOF HIKING SHOE	Kid's	purple / coral	EU 28 - 40	\$ 89.95	\$ 45.00	15%	\$ 38.25	57%
POLAR BEAR TEXAPORE HIGH K	4036142-1166	INSULATED WINTER BOOT	Kid's	blue / black	EU 28 - 40	\$ 89.95	\$ 45.00	15%	\$ 38.25	57%
POLAR BEAR TEXAPORE HIGH K	4036142-6365	INSULATED WINTER BOOT	Kid's	phantom / off-white	EU 28 - 40	\$ 89.95	\$ 45.00	15%	\$ 38.25	57%
POLAR WOLF TEXAPORE HIGH K	4036152-1199	INSULATED WINTER BOOT	Kid's	dark blue / grey	EU 28 - 40	\$ 89.95	\$ 45.00	15%	\$ 38.25	57%
POLAR WOLF TEXAPORE HIGH K	4036152-6514	INSULATED WINTER BOOT	Kid's	pebble grey / off-white	EU 28 - 40	\$ 89.95	\$ 45.00	15%	\$ 38.25	57%
ICELAND HIGH K	4020571-6055	INSULATED WINTER BOOT	Kid's	black / burly yellow XT	EU 28 - 40	\$ 79.95	\$ 40.00	15%	\$ 34.00	57%



LAMO 2020 HOTBUY SUPPLIER FORM



PRODUCT NAME	STYLE #	PRODUCT TYPE	GENDER	COLOR	SIZE	RETAIL PRICE	WHOLESALE	SSL DISCOUNT	UNIT PRICE (SSL NET)	GM %
Waterproof 9" Boot	CW1998	Footwear	Women's	Chestnut	SZ 5 - 11	\$ 119.99	\$ 60.00	15%	\$ 51.00	57%
Brighton	EW2042	Footwear	Women's	Chestnut	SZ 5 - 11	\$ 76.99	\$ 38.50	15%	\$ 32.72	58%
Brighton	EW2042	Footwear	Women's	Black	SZ 5 - 11	\$ 76.99	\$ 38.50	15%	\$ 32.72	58%
Brighton	EW2042	Footwear	Women's	Charcoal	SZ 5 - 11	\$ 76.99	\$ 38.50	15%	\$ 32.72	58%
Brighton	EW2042	Footwear	Women's	Sand	SZ 5 - 11	\$ 76.99	\$ 38.50	15%	\$ 32.72	58%
YUMA	EW2039	Footwear	Women's	Navy	SZ 5 - 11	\$ 47.99	\$ 24.00	15%	\$ 20.40	57%
YUMA	EW2039	Footwear	Women's	Black	SZ 5 - 11	\$ 47.99	\$ 24.00	15%	\$ 20.40	57%
YUMA	EW2039	Footwear	Women's	Chocolate	SZ 5 - 11	\$ 47.99	\$ 24.00	15%	\$ 20.40	57%
CORTINA	EW2032	Footwear	Women's	Chestnut	SZ 5 - 11	\$ 94.99	\$ 47.50	15%	\$ 40.37	58%
CORTINA	EW2032	Footwear	Women's	Black	SZ 5 - 11	\$ 94.99	\$ 47.50	15%	\$ 40.37	58%
MILA MOC	EW1939	Footwear	Women's	Chestnut	SZ 5 - 11	\$ 49.99	\$ 25.00	15%	\$ 21.25	57%
MILA MOC	EW1939	Footwear	Women's	Black	SZ 5 - 11	\$ 49.99	\$ 25.00	15%	\$ 21.25	57%
MILA MOC	EW1939	Footwear	Women's	Charcoal	SZ 5 - 11	\$ 49.99	\$ 25.00	15%	\$ 21.25	57%
WATERPROOF 9" BOOT	CM1998	Footwear	Men's	Chestnut	SZ 7 - 14	\$ 119.99	\$ 60.00	15%	\$ 51.00	57%
DIEGO	EM2047	Footwear	Men's	Black	SZ 7 - 14	\$ 69.99	\$ 35.00	15%	\$ 29.75	57%
DIEGO	EM2047	Footwear	Men's	Rust	SZ 7 - 14	\$ 69.99	\$ 35.00	15%	\$ 29.75	57%
DIEGO	EM2047	Footwear	Men's	Charcoal	SZ 7 - 14	\$ 69.99	\$ 35.00	15%	\$ 29.75	57%
HARRISON MOC	EM1913	Footwear	Men's	Chestnut	SZ 7 - 15	\$ 36.99	\$ 18.50	15%	\$ 15.72	58%
HARRISON MOC	EM1913	Footwear	Men's	Chocolate	SZ 7 - 15	\$ 36.99	\$ 18.50	15%	\$ 15.72	58%
HARRISON MOC	EM1913	Footwear	Men's	Black	SZ 7 - 15	\$ 36.99	\$ 18.50	15%	\$ 15.72	58%
HARRISON MOC	EM1913	Footwear	Men's	Charcoal	SZ 7 - 15	\$ 36.99	\$ 18.50	15%	\$ 15.72	58%
Avery Kids	CK2056	Footwear	Kids	Black	11Y - 4Y	\$ 49.99	\$ 25.00	15%	\$ 21.25	57%
Avery Kids	CK2056	Footwear	Kids	Light Pink	11Y - 4Y	\$ 49.99	\$ 25.00	15%	\$ 21.25	57%
Avery Kids	CK2056	Footwear	Kids	Chestnut	11Y - 4Y	\$ 49.99	\$ 25.00	15%	\$ 21.25	57%