



FALL / WINTER 2020-21 APPROVED BUYING PROGRAM

SUPPLIER INFO	SUPPLIER NAME	Drake Powderworks, Inc, dba PHANTOM		
	SUPPLIER ADDRESS	537 West 600 South, Suite 600		
	CITY	Sale Lake City	STATE	Utah
			ZIP	84101
	WEBSITE LINK	dpsskis.com	B2B SITE	
CATEGORY	ALPINE	SUB-CATEGORY	Ski Tuning Equipment	
PRESEASON PROGRAM INFO	ORDER DEADLINE	13-Mar-20		
	ORDER DISCOUNT	25%		
	EARLY ORDER DISCOUNT (WHEN APPLICABLE)	N/A	EARLY ORDER DEADLINE (WHEN APPLICABLE)	N/A
	PAYMENT TERMS	Net 120		
	FREIGHT	FOB	FOB POINT	Salt Lake City, UT
	START SHIP DATE	15-Aug-20		
	ANTICIPATION	N/A		
ADDITIONAL PROGRAM DETAILS	Please use the space below to provide any specific program details that are not listed above. For example: special terms, "prebook by" dates, freight incentives, on PO allowance, multi-category support, growth incentives, etc. (include attachment, if preferred) Bullet points stand out to the buyers better			
	25% Preseason discount on all PHANTOM DIY and CSF product. PHANTOM Starter Kit: \$500/38 Applications, Cure Station \$2300. The Starter Kit prices cannot be combined with any other programs. The program will be attached.			
REORDER	REORDER DISCOUNT	Same as earned preseason discount		
	REORDER TERMS	Same as earned preseason term		
	REORDER FREIGHT	FOB	FOB POINT	Salt Lake City, UT
SSL REBATE DETAILS	Please use the space below to provide details on any rebate program and qualifications you are offering:			
	N/A			
SPECIAL OFFERS	Please use the space below to provide details on specific SSL Special Model Offers (include attachment, if preferred)			
	Starter Kit Program attached			
MARKETING	MARKETING ASSISTANCE	Please use the space below to detail any additional marketing support: Mark Down Funds, Co-op, Promoboxx, Locally, etc.		
		DPS/PHANTOM offers co-op, to be determined once orders are finalized.		
	CONTACT PERSON	Steve Kropf	EMAIL	steve.kropf@dpsskis.com
DIGITAL CATALOG LINK				
CUSTOMER SERVICE	CS REP	Joe Seydel		
	CS EMAIL	joe.seydel@dpsskis.com		
	CS DIRECT PHONE	801-413-1737, ext 2		
	COMPANY MAIN PHONE	801-413-1737		
CREDIT MANAGER	SUPPLIER	DPS Skis, PHANTOM		
	CONTACT	Roy Alston		
	EMAIL	roy.alston@dpsskis.com		
	PHONE	801-413-1737		

PHANTOM

Permanent Waxless Glide



Cure Station Formula
Formule De Cure
Konservierungsformel

FALL 2020



= \$500



= \$2,300

Total Investment = \$2,8000

Total Program Revenue: \$5,700 (\$3,800 in CSF + \$1,900 in labor)

Total Program Profit = \$2,900 / 51%GP

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Dealer Name: _____

Order Date: _____

Address: _____

Phone #: _____

Email: _____

Buyer Name: _____

DPS/Sales Rep: _____

PO #: _____

Ship Date: _____

New Account: _____

Notes: