



FALL / WINTER 2020-21 APPROVED BUYING PROGRAM

| | | | | |
|----------------------------|--|--|---|--|
| SUPPLIER INFO | SUPPLIER NAME | POC | | |
| | SUPPLIER ADDRESS | 1755 Prospector Ave Suite 101 | | |
| | CITY | Park City | STATE | UT ZIP 84060 |
| | WEBSITE LINK | www.pocsports.com | B2B SITE | app.next.nuorder.com |
| | CATEGORY | ACCESSORIES | SUB-CATEGORY | helmets, goggles, apparel |
| PRESEASON PROGRAM INFO | ORDER DEADLINE | 2/14/20 | | |
| | ORDER DISCOUNT | \$1-\$9,999 = 8%, \$10,000 and up = 13% | | |
| | EARLY ORDER DISCOUNT (WHEN APPLICABLE) | N/A | EARLY ORDER DEADLINE (WHEN APPLICABLE) | N/A |
| | PAYMENT TERMS | 1/15/21 | | |
| | FREIGHT | FOB (free with 2 goggle models > \$750) | FOB POINT | SLC, UT |
| | START SHIP DATE | 8/3/20 | | |
| | ANTICIPATION | contact credit for further details | | |
| ADDITIONAL PROGRAM DETAILS | Please use the space below to provide any specific program details that are not listed above. For example: special terms, "prebook by" dates, freight incentives, one-time PO allowance, multi-category support, growth incentives, etc. (include attachment, if preferred) Bullet points stand out to the buyers better | | | |
| | Free freight with two or more goggle models totaling \$750 or more. Pre book only | | | |
| REORDER | REORDER DISCOUNT | Preseason orders above \$2,500 receive preseason discounts on reorders | | |
| | REORDER TERMS | N30 | | |
| | REORDER FREIGHT | free over \$1000 | FOB POINT | SLC, UT |
| SSL REBATE DETAILS | Please use the space below to provide details on any rebate program and qualifications you are offering: 1% rebate if group preseason orders net total = \$220,000 +. | | | |
| SPECIAL OFFERS | Please use the space below to provide details on specific SSL Special Model Offers (include attachment, if preferred) see attachment - offer only applies to pre book orders | | | |
| MARKETING | MARKETING ASSISTANCE | Please use the space below to detail any additional marketing support: Mark Down Funds, Co-op, Promoboxx, Locally, etc. \$1000 co-op for accounts over \$20,000 (NET) in pre book orders. | | |
| | CONTACT PERSON | Brendan Murphey | EMAIL | brendan.murphey@pocsports.com |
| | DIGITAL CATALOG LINK | | | |
| | | | | |
| CUSTOMER SERVICE | CS REP | Lauren - East, Eli - West | | |
| | CS EMAIL | lauren.santistevan@pocsports.com , eli.harri | | |
| | CS DIRECT PHONE | 801.365.5550 | | |
| | COMPANY MAIN PHONE | 801.365.5550 | | |
| CREDIT MANAGER | SUPPLIER | POC | | |
| | CONTACT | Joel Cohen | | |
| | EMAIL | joel.cohen@pocsports.com | | |
| | PHONE | 801.365.5550 | | |

| FW20/21 SSL Program | | | | |
|---------------------|---------------|---------|-----------------------------|--|
| Dollars | Line Discount | Dating | Shipping | Additional Incentives |
| ≤\$10,000 | 8% | 1/15/21 | Free w/min. goggle purchase | OBEX BC SPIN, Orb Clarity Margin Builder |
| ≥\$10,000 | 13% | 1/15/21 | Free w/min. goggle purchase | OBEX BC SPIN, Orb Clarity Margin Builder |

*Preseason deadline February 14th, 2020.

*Orders with \$750 (in 2 models) or more in goggles will receive free shipping.

*If the collective group reaches \$220,000 (20% growth over LY invoiced dollars), then there will be an additional 1% rebate back to SMC/SSL.

*Preseason orders about \$2,500 receive preseason discounts on reorders with Net 30 dating throughout the season.

*Free shipping on reorders ≥\$1,000.

Standard Program Cost

| | Cost | MSRP | Margin % | Margin \$ |
|--------------|----------|----------|----------|-----------|
| Obex BC SPIN | \$125.00 | \$250.00 | 50.00% | \$125.00 |

Buying Group Margin Builder

| | Cost | MSRP | Margin % | Margin \$ |
|--------------|----------|----------|----------|-----------|
| Obex BC SPIN | \$100.00 | \$250.00 | 60.00% | \$150.00 |

Standard Program Cost

| | Cost | MSRP | Margin % | Margin \$ |
|-------------|----------|----------|----------|-----------|
| Orb Clarity | \$125.00 | \$250.00 | 50.00% | \$125.00 |

Buying Group Margin Builder

| | Cost | MSRP | Margin % | Margin \$ |
|-------------|----------|----------|----------|-----------|
| Orb Clarity | \$100.00 | \$250.00 | 60.00% | \$150.00 |