

LEKI PPP S21



POLE PARTNERSHIP PROGRAM

We have all been affected by recent challenges facing our world in general, and the outdoor market specifically. The Pole Partnership Program is a way to work together in the new normal atmosphere we expect to realize through 2021 and is available to all LEKI authorized dealers. While we cannot completely put ourselves in your shoes, we have a strong sense of the difficulties ahead.

We offer for your consideration:

ORDER by 8/1	TERMS	REORDER / ASAP
<u>S21 Store Set Preseason PO(s)</u> 6 Trekking Pole Models (pairs) Must represent Micro Series and SpeedLock Series Minimum 2 Cross Trail models (min 6pr per model)	14% 60 Days Free Freight Allowance	< \$1000 14% 60 Days > \$1000 14% 60 Days FFA
<u>S21 Store Set Preseason PO(s)</u> 6 Trekking Pole Models (pairs) Must represent Micro Series and SpeedLock Series (min 6pr per model)	10% 60 Days Free Freight Allowance	< \$1000 10% 60 Days > \$1000 10% 60 Days FFA
No Preseason Order	n/a	< \$1000 4% 30 Days > \$1000 6% 60 Days

Expanded Margin Enhancement Opportunity

Case Pack pricing now available on MAKALU Lite COR-TEC and Women's CRESSIDA COR-TEC in addition to men's and women's LEGACY Lite COR-TEC. Must submit S21 Preseason Order as shown above to qualify

CASE PACK MODELS	RETAIL	NET COST	DEALER MARGIN
MAKALU Lite COR-TEC Women's CRESSIDA COR-TEC	\$119.95	\$54.00	55%
LEGACY Lite COR-TEC Women's LEGACY Lite COR-TEC	\$99.95	\$45.00	55%

Once dealer qualifies, case pack program is available for reorder at the same cost and terms.
Case packs may NOT be split shipped.