

2008

Key Vendor Programs



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The following pages outline detailed programs offered exclusively to ALDA members by selected Key Vendors and others. Note that all programs are subject to change.

PAGE	VENDOR	CHANGES FROM 2007 PROGRAM
2.	Boyt	Extra discounts for add'l colors; Tiered freight benefits
3.	Briggs & Riley	Restrictions on freight benefits
4.	Delsey	New discount; freight assistance
5.	Eagle Creek	None
6.	High Sierra	New to the Key Vendor Section
7.	Osgoode Marley	New to the Key Vendor Section
8.	Paragon	Coop advertising usage
9.	Ricardo	Improved freight options
10.	Skyway	More flexible free freight terms
11.	Travelpro	Straight 5% discount on reg. and clear. goods; no segment requirements
12.	TRG Victorinox	None

Boyt 2008 Program



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Period:

January 1, 2008 through December 31, 2008

Discounts:

3% DFI 1 collection

5% DFI 2 collections

Additional 1% for each additional color in a collection. Retailer must maintain collection and color support to continue earning applicable discounts.

These apply to regular priced product only. Excludes closeouts, GWP, PWP.
Collections must be supported throughout entire period to earn applicable discounts.

Freight:

50% paid on all orders that are \$1,000 (net) or greater to the same location

100% paid on all orders that are \$2,000 (net) or greater to the same location

This is based on regular priced product and could be changed on closeouts and other priced reduced merchandise.

Terms:

Net 60 days.

Drop Ship Fee:

\$7.50

Briggs & Riley

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Briggs & Riley is a designated ALDA Key Vendor

Freight Assistance

- Actual Freight charges on all orders up to \$3499
- Freight costs are capped at 3% of value on orders of \$3,500 or more
- Briggs and Riley has the right to cancel backorders, with clear notification to the retailer. This will help to minimize unfulfilled and lingering open orders and to help the retailer add the canceled items to a new order to help achieve the freight threshold. The freight threshold is based on the \$\$ amount of the placed order, not the actual amount that ships.

Rebates

- Year-end Growth Rebates will be awarded to participating ALDA Members for growing their Briggs & Riley business from the previous year. The rebate amount will be determined as follows:
 - Rebate period is January 1, 2008 through December 31, 2008, with sales compared to the same period in 2007
 - 1.0% rebate to accounts that grow their average volume per door 10-20% from the previous 12 month period
 - 1.5% rebate to accounts that grow their average volume per door 20% or more from the previous 12 month period
 - Rebates earned will be credited in February 2009. Members must be in good credit at time to earn rebate.

Terms

- Net 60
- Net 90 on one (1) order with a ship date in each of the following months **March or April 2008, June 2008, and November 2008**. Members must be in good credit standing at time of order to qualify.

ALDA Catalogs

A member's available Marketing/Advertising accrual can be used for distribution of the Holiday Catalog at a rate of \$20 per 1000 catalogues distributed, not to exceed 2% of a retailer's net purchases or their balance of available accrual.

Delsey Luggage 2008 Program



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Effective Dates: January 1, 2008-December 31, 2008

Terms: Net 30

Signature Introduction

An additional 5% DFI on Helium Signature 4/20 – 6/30 to cover the introductory savings on Helium Signature which will run “50% off and take an additional 10% off” in the flyers.

(Until Signature is available, Delsey will substitute Helium Pro at the Signature net prices. Please use the order form provided.)

5% coop

Delsey will allow this to be taken as a discount off invoice in lieu of advertising (discount on product only)

3% Freight Assistance

This will also be able to be deducted from invoice as a discount (discount on product only)

Rebate:

10% increase over 2007 (compared with net purchases in 2008) = 1%

20% increase over 2007 (compared with net purchases in 2008) = 2%

30% increase over 2007 (compared with net purchases in 2008) = 3%

This is based on Net Sales and Calendar Year. Accounts that have no history for 2007 will be reviewed individually with a target of \$10,000 per door as the base.

This new assistance program that Delsey is offering to the ALDA will be reviewed at the end of 2008. If it is found that the ALDA continues to support Delsey and run an increase of 10% or more, we will continue the program.

Eagle Creek 2008 Program



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Accessory Dealer

As per Eagle Creek sales representative advisement, the minimum assortment includes an adequate, ongoing, programmed representation of EC Travel Accessories and Pack-it.

Incentive: 8% discount on all 2008 orders as long as the adequate assortment is maintained.
60 day payment terms

Accessory Dealer's also qualify to write a Holiday dating order:
Ship September 10, 2008 – Pay December 10, 2008

Assortments will be reviewed monthly with Eagle Creek sales reps to insure ongoing representation of EC Travel Accessories and Pack-it. The program must be adequately represented at all times to continue ordering at the 8% discount.

Travel Gear and Accessory Dealer

Move up and receive a greater incentive by also adding one or more of EC's Travel Gear collections:
Exploration Systems - Velocity - Centerline

Incentive: 10% discount on all 2008 orders as long as the adequate assortment is maintained.
60 day payment terms.

Travel Gear and Accessory Dealer's also qualify to write a Holiday Dating order: Ship September 10, 2008 – Pay December 10, 2008

One or more travel gear collections and adequate representation of Pack-it and Travel Accessories must be maintained to continue ordering at the 10% discount.

High Sierra 2008 Program



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Base Program

Carry any single HSSC Collection and receive 15% off regular wholesale DFI.

Note: Discount does not apply to closeouts or special event product purchased at net pricing.

Additional Discounts

- a) Carry 1 additional HSSC Collection* and get an additional 3%; a total discount of 18% DFI.
- b) Carry 2 additional HSSC Collections* and get an additional 5%; a total of 20% DFI.
- c) Carry 3 additional HSSC Collections* and get an additional 7%; a total of 22% DFI.

*A collection consists of 4 SKUs per collection. Accounts will be reviewed quarterly to ensure program guidelines are being adhered to.

*No discount applied to drop ship orders. A \$5.00 service fee will be added.

Osgoode Marley 2008 Program



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Osgoode Marley is a designated ALDA Key Vendor

Discounts

Osgoode Marley provides an ALDA exclusive price list.

- PLG prices average 12.5% below their regular wholesale price list.
- Larger goods prices average 5% below their regular wholesale price list.

Terms

Net 60

Spring dating: Spring order is due July 10.

Holiday dating: Fall order is due December 10.

Paragon 2008 Program



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Freight

Free freight on order of \$3,500 or more.

Freight capped at 5% on order under \$3,500 (prepaid and added to invoice).

Coop Advertising

5% coop accrual. 100% of advertising cost covered with approval. May be applied to catalog distribution costs, approved in-store marketing such as POS materials and possibly spiffs.

Terms

Net 60

Holiday dating: Ship between July 1 and August 31, due December 26.

Ricardo Beverly Hills

2008 Program



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Terms: Net 60 days with qualified assortment

Effective Dates: July 1, 2008-June 30, 2009 (See below for qualifying sales)

Freight Terms (dealer to select one of the following 2 options)

Option #1

10% freight discount on all products

Options #2

Free with 20 luggage piece minimum per PO.

- Essentials products do not qualify toward piece count; However, if included with a 20 piece luggage PO, it rides free
- For orders under 20 pieces, a 10% freight discount is applied to all products
- Ricardo reserves the right to designate the carrier for shipping, and to nest products where possible

Dating Order: One PO shipping in October - 90 day terms

Qualifier:

To qualify, the dealer must purchase and support a minimum of two luggage collections from the following:

- Hillcrest, N-Motion, Melrose, Rodeo Drive, Century City
- Vera Bradley (considered as one collection regardless of pattern or color)

With the exception of Century City, support is considered to be a minimum of 5 styles in a color. For Century City, support is considered to be 3 styles in a color.

If dealer discontinues support of the program, terms revert to Ricardo's standard terms of net 30 days, and a choice of a 10% co-op advertising allowance, or 5% freight discount.

E-commerce orders: The above program applies to non-e-commerce sales only; see the RBH drop ship policy for e-commerce terms and conditions.

Skyway

2008 Program



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- Purchase any combination of products that amount to a minimum weight of 150lbs (per location) and receive free freight. No minimum number of collections to qualify. This policy covers normal freight only. Any special freight requests will be at an additional charge. This freight policy does not include orders for closeout items.
- Spiff Program
- Net 90 day terms (subject to credit approval).
- Margin for ALDA Dealers by collection: (as calculated off each Suggested Retail Price)

COLLECTION	NET PROFIT MARGIN AFTER DUSCOUNT	DISCOUNT OFF LIST COST
Sigma 2	50%	---
Montage	50%	---
Escape	55%	10%
*Flair 7	57.5%	5%
Westport	55%	10%
Disney	55%	---

*New in 2008

Travelpro 2008 Program



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Travelpro is a designated ALDA Key Vendor

Base Program

- All merchandise including programmed closeouts (special pricing and blowout pricing not included)) billed with a 5% discount DFI (price reflected on invoice). No segment purchase required.
- 5% advertising (business builders) allowance that can be used for 100% of approved advertising and to offset catalog distribution (at a rate of \$20/M). All expenditures must be pre-approved by Travelpro account manager.

Volume Rebate

- Volume rebate for growth over 2007 sales as follows:
 - 10-20% increase: .5%
 - 21-30% increase: 1.0%
 - 31%- above: 1.5%
- Rebate to be paid annually in form of a credit.

Freight

Freight charges capped at 7% of invoice value.

TRG - Victorinox

2008 Program



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Dates

January 1, 2008-December 31, 2008

Discount, Terms

- Terms are 2% 60, net 61.
- ALDA members will be able to receive two orders per year with 5% 90/net 91 terms. The spring order must ship during the period of April 1 and April 25 and the fall order must ship in between September 1 and September 25. In order for a member to receive their discounts/terms order, the National Account Manager must be notified prior to shipment and the order must be marked to receive these special concessions. Orders can not be combined with other special offers or show specials.

Freight

Free freight may be substituted for the 5% discount, but must be clearly stated on the order when submitted.

Rebates

- ALDA members will be eligible for an annual rebate at the shipment milestones listed below. Rebate checks will be issued no later than February 15, 2009. If the ALDA *as a whole* reaches 10% over last year's shipments, members will receive rebates based on their individual performance as indicated below:

if 10% over last year	0.5%
if 15% over last year	1.0%
if 20% or more over last year	2.0%

If the ALDA *as a whole* reaches less than 10% over last year's shipments, members will receive rebates based on their individual performance as indicated below:

if 10% over last year	N/A
if 15% over last year	0.5%
if 20% or more over last year	1.0%

ALDA stores will submit a minimum of 12 orders per year. The Victorinox Sales Team is responsible for following up with all ALDA members to garner the orders.