



2014 Headwear Policy and Pricing

A. Policies

1. **Initial order minimums for a new design** – 54 units in 18 pc per color increments, with “9 pc increments policy” effective with \$.50 added to price.
2. **Reorder minimums** – 36 pcs. Per design, with 9’s allowed priced per policy.
 - a. **Under the minimum** – will receive 5% reduction in commission. Specifically, fewer than 54 units of a new logo or 36 of an existing digitization.
 - b. **EDSC-SS** – 18 pieces allowed with no surcharge, however 9 pc pricing applies. Straw hats, using same colored band, also qualify for 18 pc minimums.
3. **9 piece increments** – subject to a \$.50 surcharge per unit and receiving 2% reduction in commission. Quantities less than 9 per color must be approved by sales management. **Exemptions** – specialty/ladies headwear are exempt from the \$.50 surcharge and will not receive 2% reduction in commission. Qualifying headwear categories and styles are noted with (*) on price list.

B. Retail Order Discounts

	<u>Standard</u>	<u>Preferred</u>
1. 144 – 215 units	\$.50 off list price	\$.75 off list price
2. 216 – 431 units	\$.75 off list price	\$1.00 off list price
3. 432 units plus	\$1.00 off list price	\$1.25 off list price

*commission rate not affected by price adjustments above as long as order parameters are met according to policy

**Total order quantity must be divisible by 18 and can include multiple ship dates

C. Tournament Orders (2 styles max w/at least 18 units per color/style using same logo)

- | | | | |
|--------------------|-----------------------|--|-----------------------|
| 1. 72 - 143 units | \$.75 off list price | 3. 288 or more units | \$2.00 off list price |
| 2. 144 - 287 units | \$1.50 off list price | (ex. 54 men’s hats plus 18 women’s qualify for \$.75 discount) | |

*Buying groups: 72-143 receives \$.25 discount, 144-287 receives \$.50 discount to BG price, 288 or more receives \$1.00 discount to BG price.

D. Additions

1. Art/Digitizing Set up Charges

- a. AHEAD name-drop design – If there are no alterations other than specified text modification, then no art charges or digitization charges apply
- b. Custom Logo – Orders totaling less than 144 units with no provided .dst or art incurs a one-time set up fee. Orders totaling more than 144 units are exempt from art set up charges
- c. Logos exceeding 10k stitches are charged an additional \$.25 per 1k stitches



2. Side/Back Embroidery Charges

See logo pricing summary schedule for details.

3. Special Handling

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|--|--------------------------|
| a. Applying customer provided hangtags | add \$0.15 to list price |
| b. Applying customer provided labels | add \$0.10 to list price |
| c. AHEAD generated labels/hangtags | add \$0.25 to list price |
| d. Sewn-in sweatband customer labels | add \$0.30 to list price |
| e. Custom metal grab | add \$1.00 to list price |

4. Royalty-Bearing

- Approved licensed product must include royalty ID code in OLO
- Pricing will need to be overridden to include respective royalty amount.

5. Approval Charges

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|---|---------|
| a. Stitchout of design – swatch – (DE) | \$35.00 |
| b. Stitchout of design – cap/glove – (EE) | \$45.00 |
| c. Stitchout of design – garment – (FE) | \$75.00 |

(see OLO PDF #01 for approval code details – Customer responsible for shipping charges)

6. Graphic Design Charges

- | | |
|---|---------------------|
| a. Minimum charge for new logo design and development | \$75.00 |
| b. Standard range for designing new logo from scratch | \$200.00 - \$400.00 |

*any graphic design project must be approved by art manager to be considered valid.

**these charges are for creative graphic art design and development of brand new logos, not development of logos using existing templates or designs.

Logo Pricing Summary

Headwear

		<i>Level 1</i>	<i>Level 2</i>		<i>Level 3</i>
Front	\$3.00	Embroidery Flat Name Drop and Custom WAL or Vin Vintherm IDVin Permafuse	\$4.00		\$4.50
		3D Embroidery, Name Drop and Custom Chain stitch embroidery Woven Label, VIN, with 3D embroidery Vin label with custom photo Felt Applique Patch Rubber Applique Iron Applique IDVin Felt 2 layer applique (3D Vin)			Front to side wrap designs Multi-layer applique with embroidery 3D Applique Chenille stitch
	\$1.00	Embroidery Flat Name Drop and Custom	\$1.50	\$2.00	\$3.00
Side		WAL or VIN	Embroidery 3D or chain stitch Vintherm Permafuse Rubber Applique		Individualized/personalized +side techniques (not Aheaderizer) Multi-layer applique with embroidery 3D Applique Chenille stitch
	Back/Other	\$2.25	Embroidery flat WAL or Vin Vintherm closure strap Vintherm back arch Vintherm Permafuse	\$3.25	
		Embroidery 3D or chain stitch Rubber Applique			Multi-layer applique with embroidery 3D Applique Individualized/personalized techniques (not Aheaderizer) Chenille stitch
					\$5.00
					Individual names with Aheaderizer



			WITH FRONT				WITH FRONT			
		PG	BLANK	LOGO FLAT		PG	BLANK	LOGO FLAT		
Classic & Mid Fit Caps					Brimmed Hats *					
	Classic Soft Crown	C47MT2	5	\$5.35	\$8.35	The Palmer Hat	C70P	38	\$12.35	\$15.35
	Classic Soft Crown Sandwich	C50MT5	6	\$5.85	\$8.85	The Nicklaus Hat	C91N	38	\$9.85	\$12.85
	Vintage Twill Zig Zag stitch	C45MT2	6	\$5.85	\$8.85	The Stewart Cap	H85P	38	\$9.85	\$12.85
	Lightweight Twill solid	C47LGT	7	\$5.35	\$8.35	Teaching Hat	C70U	39	\$10.85	\$13.85
	Lightweight Twill Contrast stitch	C45LGT	7	\$5.85	\$8.85	Sun Hat Contrast	C74M	39	\$9.35	\$12.35
	Washed Cap	M47WC9	8	\$5.85	\$8.85	Surfer Sun Hat	C79M	39	\$8.85	\$11.85
NEW	Collegiate Washed Overlap Seam Unstructured	M47WCW	9	\$5.85	\$8.85	Pigment Dye Solid Bucket Hat	C71PD5	40	\$6.85	\$9.85
	Sandblasted Canvas Solid	M47SND	10	\$6.85	\$9.85	Contrast Bucket Hat	C91W	40	\$7.35	\$10.35
						Straw Hat Packable	S80P	42	\$10.85	\$13.85
						Straw Hat Gambler	S81P	42	\$11.35	\$14.35
						Straw Hat Fedora	S83P	42	\$11.35	\$14.35
Extreme Caps					Visors *					
	Extreme Soft Crown	E47MT2	11	\$5.35	\$8.35	Lightweight Visor	C70LGT	43	\$5.35	\$8.35
NEW	Extreme Lightweight Solid	E47LGT	12	\$5.35	\$8.35	Vintage Solid Visor	C66MT6	43	\$4.85	\$7.85
	Extreme Soft Crown Sandwich	E50MT9	13	\$5.85	\$8.85	Waffle Moisture Wicking	E68WF4	44	\$5.85	\$8.85
	Euro Style, Fidel	C40MT2	13	\$5.85	\$8.85	Textured Poly Visor	E68TN8	44	\$5.85	\$8.85
						Classic Golf Visor (high profile)	C63WT4	45	\$5.35	\$8.35
						Pigment Dye Solid Visor	C66PD7	45	\$4.85	\$7.85
						Pigment Dye Contrast Stitch	C66CPD	45	\$4.85	\$7.85
Chino Caps					Winter Headwear *					
	Hard Crown Solid Velcro	C14WTV	14	\$4.85	\$7.85	Knit Toque w/cuff	K90KH2	46	\$4.85	\$7.85
	Hard Crown Sandwich	C12WT9	14	\$5.85	\$8.85	Beanie no Cuff	K91KH4	46	\$4.85	\$7.85
	Chino Hard Crown Contrast Stitch	E12WT1	14	\$5.35	\$8.35	Fleece Toque	F90FL1	46	\$5.35	\$8.35
	Chino Soft Crown Grab Buckle	C47WT1	15	\$4.85	\$7.85	Knit Fleece Toque	A94KF1	47	\$5.35	\$8.35
	Chino Soft Crown Velcro	C47WTV	15	\$4.85	\$7.85	Headband	A95KF2	47	\$4.85	\$7.85
						Wide Striped Toque	K97HS1	48	\$5.35	\$8.35
						Crown Striped Toque-No Pom	K98NPM	48	\$5.85	\$8.85
						Crown Striped Toque-Pom	K98POM	48	\$5.85	\$8.85
						Multi Striped Beanie	K99MHS	49	\$5.35	\$8.35
						Cart Mitt	MGCART	49	\$12.35	\$15.35
Fitted Caps					Youth *					
	Textured Mesh-Back	F14TM	16	\$8.35	\$11.35	Pigment Dye Cap (5-12)	YY47PD	50	\$4.85	\$7.85
	Chino/Mesh	F11	17	\$8.35	\$11.35	Pigment Dye Cap (3-5)	Y47PD3	50	\$4.85	\$7.85
	Stretch Poly	F12PFM	17	\$8.85	\$11.85	Solid Vintage Twill	YY47MT	50	\$5.35	\$8.35
						Youth Textured Poly Solid	Y49TN8	50	\$5.85	\$8.85
						Youth Denim (3-5)	Y47DN4	51	\$5.35	\$8.35
						Solid Chino Twill Visor	Y66WT2	51	\$5.35	\$8.35
						Pigment Dye Bucket	Y71PD7	51	\$6.35	\$9.35
						Toddler Cap	T47LWC	51	\$4.85	\$7.85
Performance					Kate Lord / Ladies *					
	Sun Protection cap	C48UPF	18	\$6.35	\$9.35	Tech Foamy Mesh	K44PRF	54	\$7.35	\$10.35
	Textured Poly	C18TN9	18	\$6.85	\$9.85	Microfiber Scalloped	K49MF4	54	\$6.85	\$9.85
	Nylon Front Tech Mesh back	C12TNM	20	\$6.85	\$9.85	Color Block Tech Cap	K18TN8	55	\$6.85	\$9.85
	Nylon Foamy Mesh Sides	C48TN3	20	\$6.85	\$9.85	Microfiber Cap	K47MCR	55	\$6.85	\$9.85
	Nylon Vent Cap	C47TNT	21	\$6.85	\$9.85	Microfiber Tennis Cap	K47TEN	55	\$6.85	\$9.85
	Nylon Contrast Underbill	C49TN8	21	\$6.35	\$9.35	Textured Tech w/Lip	K42KL1	57	\$5.85	\$8.85
	Waffle Front Tech Mesh back	C13WFM	22	\$6.85	\$9.85	Solid Peach Twill	K45CA4	58	\$5.85	\$8.85
NEW	Honeycomb Tech Contrast	C17HC1	22	\$6.85	\$9.85	Athletic Solid Pigment dye	K39PD1	58	\$5.35	\$8.35
	Waffle Solid	C14WF2	23	\$6.35	\$9.35	Ladies Euro	L40MT3	58	\$6.35	\$9.35
	Waffle Contrast Stitch	C12WF1	23	\$6.35	\$9.35	KL Crystal Bill Collection	K42BG1	59	\$7.85	\$10.85
	Canvas Nylon	C12DN4	24	\$6.35	\$9.35	Clip on Visor - Solid	C68WT1	60	\$5.85	\$8.85
	Water Resistant cap	C14PLD	24	\$5.85	\$8.85	Crystal Visors	K68CR1	60	\$7.85	\$11.85
	Textured Plaid Tech	C12TPD	24	\$6.85	\$9.85	Bungie Cord Solid	V68WT1	61	\$5.35	\$8.35
	Smooth Lightweight Tech Cap	E27EP1	25	\$7.35	\$10.35	Ladies Animal Print Visor	C68ANM	61	\$6.35	\$9.35
						Big Brim Clip on	C62WT2	62	\$6.85	\$9.85
						Big Brim Clip Bungie	V62WT6	62	\$6.35	\$9.35
						Textured Poly Bungie Visor	V68TN2	63	\$5.35	\$8.35
						Textured Poly Clip on Visor	C68TN2	63	\$5.85	\$8.85
						Ladies Tech Visor	K66SMP	64	\$6.85	\$9.85
						Chino Big Visor	K61CT2	64	\$5.85	\$8.85
						Pigment Dye Bucket	L71PD5	64	\$6.85	\$9.85
						Cloth/Straw Visor	KAVV3A	65	\$9.35	\$12.35
						Toyo Sun Visor	KTV4	65	\$9.35	\$12.35
						Ladies Toyo Gambler w/Bow	KLGB	66	\$11.35	\$14.35
						Ladies Toyo Gambler w/Tails	KLGT	66	\$11.35	\$14.35
						Ladies Raffia Gambler	KRGB	66	\$11.35	\$14.35
						Canvas Tote Bag	KPCT	67	\$10.35	\$13.35

* Available in 9's without \$.50 surcharge assessed

