

Appendix B

VGM Club Member Benefits

(List program details and member benefits here as well as a summary of specific marketing goals and types of promotion desired)

ZERO FRICTION	Required Glove Order & Ship Quantity to Qualify for Discounts				
VGM Program		<72 pcs.	72 pcs.	>/= 144 pcs.	
Effective: 10-1-17 to 12-31-18		WSP	5% Discount	10% Discount	
Product WSP	Gloves				
\$ 72.00	GPS Motion Fit	\$ 72.00	\$ 68.40	\$ 64.80	
\$ 60.00	GPS Performance	\$ 60.00	\$ 57.00	\$ 54.00	
\$ 11.00	Motion Fit	\$ 11.00	\$ 10.45	\$ 9.90	
\$ 9.00	Cabretta ELITE & Cabretta	\$ 9.00	\$ 8.55	\$ 8.10	
\$ 7.00	Performance Synthetic	\$ 7.00	\$ 6.65	\$ 6.30	
\$ 11.00	Team Licensed (Min. 6 per Team)	\$ 11.00	\$ 11.00	\$ 11.00	
\$ 15.00	Storm (Pair)	\$ 15.00	\$ 14.25	\$ 13.50	
Logoed Ball Marker Price Add to WSP per Glove	Magnetic Logo Marker	\$ 2.00	\$ 2.00	\$ 1.00	
	Balls				
\$ 162.00	Spectra CU	\$ 162.00	\$ 153.90	\$ 145.80	
\$ 13.00	Spectra Doz	\$ 13.00	\$ 12.35	\$ 11.70	
\$ 11.00	SUPER TUBES	\$ 11.00	\$ 10.45	\$ 9.90	
\$ 4.50	2-Ball Blister Packs	\$ 4.50	\$ 4.28	\$ 4.05	
\$ 275.00	25 Dozen BULK	\$ 275.00	\$ 261.25	\$ 247.50	
\$ 11.00	ZF Distance Doz	\$ 11.00	\$ 10.45	\$ 9.90	
\$ 15.00	ZF Spin Doz	\$ 15.00	\$ 14.25	\$ 13.50	
Logo Price Add to WSP per Dz		\$ 2.75	\$ 2.50	\$ 2.00	
	Accessories				
\$ 9.00	Valuable Pouch	\$ 9.00	\$ 8.55	\$ 8.10	
\$ 19.00	Shoe Valet	\$ 19.00	\$ 18.05	\$ 17.10	
\$ 35.00	Duffle Bag	\$ 35.00	\$ 33.25	\$ 31.50	
	Tees				
\$ 3.50	Blisters	\$ 3.50	\$ 3.33	\$ 3.15	
Bulk Program Exclusive of Glove Pre Book Requirement	Bulk/Quantity 2 3/4"	10,000	20,000	30,000	
	Plain Per Case	\$ 200.00	\$ 180.00	\$ 160.00	
	1C Logo Per Case	\$ 300.00	\$ 280.00	\$ 260.00	
	2C Logo Per Case	\$ 350.00	\$ 330.00	\$ 310.00	
	Add \$50 per Case of 10,000 for 3 1/4" Tees				
	Bagging = \$60 per Case of 10,000 Tees				
Displays, Terms, Freight	Displays	Glove Displays No Charge			
	72 Pack Tee Display	\$ 108.00	\$ 102.60	\$ 97.47	
	144 Mini Tee Pack Display	\$ 144.00	\$ 136.80	FREE	
	Terms	Net 30 Days	Net 30 Days	Net 60 Days	
	Freight	FOB Chicago			