



## Rab Partnership Sales & Support Program

- Rab will offer an increased ASAP discount through AW21 as the industry and economy work to towards a return to normal.
- Rab will not compete against our retailers on price.
- To support the Partnership initiative, for the next season Rab will accept up to 50% of a retailer's received **Core Range** pre-book as a season-end return. This return will be applied as a credit towards the following season pre-book to help your transition season to season.
  - **Core Range** for SS21 and AW21 is attached.
- Rab will offer Partners the opportunity for a Promo PO# (details below)
- Rab has pushed back order deadlines as late as possible to accommodate SS20 sell-through and more accurate reporting.
  - January 7th Order Submission - August 15th Ship
  - January 20th Order Submission - September 1st Ship
  - February 25th Order Submission - October 1st Ship
  - March 25th Order Submission – November 1st Ship

## Rab Partnership Terms - AW21

- 10% net 90 Pre Book
  - 7% net 60 ASAP Terms 6% ASAP Terms +1% COVID Retailer Support Program
  - Promo PO Offer 20% off 1 PO at no more than 15% of the total preseason dollars
  - Partnership Initiative - To support the Partnership initiative, for AW21 Rab will accept up to 50% of a retailer's received Core Range pre-book as a season-end return. This return will be applied as a credit towards the following season pre-book to help your transition season to season.
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## Rab US AW21 Core Range

### AW21 Core Range

#### Insulation:

- Microlight 'All Styles'
- Neutrino Pro Jacket
- Cubit Stretch Down 'All Styles'
- Khroma Volition
- Xenair 'All Styles'
- Xenon 2.0
- Gnerator Alpine

#### Shell:

- Muztag GTX
- Kangri GTX
- Khroma Cirque
- Kinetic Alpine 2.0 Jkt + Pnt
- Kinetic 2.0 Jkt + Pnt
- Arc ECO Jkt

#### Legwear

- Khroma Ascendor
- Ascendor AS Pants
- Incline AS Pants
- Capstone AS Pants

#### Mid-layer

- Geon 'All Styles'
- Filament 'All Styles'
- Nexus 'All Styles'

#### First Layer

- Mello Shirt LS
- Boundary Shirt

#### Glove/Gaiters

- VR Gloves
- Velocity Guide
- Axis Gloves
- Fulcrum Gloves
- Pivot Gloves
- Guide Gloves
- Gaiters 'All Styles'
- Slippers & Boots

#### Sleeping Bags

- Neutrino 'All Styles'
- Ascent 'All Styles'