

Customer Pricing

Price Break Code	Cases	Quantity	Retail	Catalog	ASI Price Break Code	Retail Margin %	Supplier Quote per Item	Distributor Net Cost	Distributor Profit
W1	1	20	\$ 99.99	\$ 89.95	R	40.00%	\$ 59.99	\$ 1,199.88	\$ 599.12
W2	2	40	\$ 99.99	\$ 87.95	Q	45.00%	\$ 54.99	\$ 2,199.78	\$ 1,318.22
W5	5	100	\$ 99.99	\$ 82.95	P	50.00%	\$ 50.00	\$ 4,999.50	\$ 3,295.50
W10	10	200	\$ 99.99	\$ 79.95	P	50.00%	\$ 50.00	\$ 9,999.00	\$ 5,991.00
W20	20	400	\$ 99.99	\$ 75.95	P	50.00%	\$ 50.00	\$ 19,998.00	\$ 10,382.00

Twenty BURNOUT Temperature Regulating Tumblers fit in a case. Twenty cases fit on a standard pallet at a shipping weight and size of a full pallet at approximately 973 lb. and 40" x 48" x 68" (L x W x H). Cases are 46.5 lb. at 20" x 18" x 12" with product packaging boxes inside at 2 lbs. at 4.5" x 3.5" x 11.25".

Catalog

BURNOUT Black with Black Bottom ^[1]

SKU: BT0216AAP03



BURNOUT Red with Black Bottom

SKU: BT0216AAP08



BURNOUT Black with Red Bottom

SKU: BT0216AAP09



Custom Laser Etched Logos Process

1. Let your BURNOUT sales associate know you are interested in getting a logo custom etched on your mugs. Describe how you would like the logo to appear and the color of the mug on which you would like it etch (height, rotation from the BURNOUT logo, etc.) Please select from the size templates provided by your BURNOUT team member (A, B, C, etc.).
2. Please provide the **address** to which the order would be going to receive a shipping quote. Also, please provide a **black and white** vector based image of the desired logo to your BURNOUT sales associate. ^[2]
3. We can create renderings of the final product in several different orientations based on your size selection for **FREE** upon request. To obtain a **sample** with or without a custom etched logo, please see ^[3] below.
4. Select the desired size and version of the logo from the rendering.
5. Send your BURNOUT sales associate a signed purchase order for the desired tumblers and custom etch. Items to include are: product SKUs, descriptions, prices, quantities, shipping address, and shipping cost.
6. Your BURNOUT temperature regulating travel mugs will be produced usually within the week the PO is placed and shipped directly to the shipping address provided. ^[1]



Payment Options ^[4]

Upon receiving the purchase order (PO), a member from the BURNOUT team with ThermAvant International, LLC. will issue the invoice. Invoices are to be paid no later than 30 days after the date the PO is issued. Invoices will be sent to the organization contact specified by the PO. The payment options include:

- ACH Bank Transfer
- Credit Card ^[4]
- [Six month payment plan through PayPal Credit](#) ^[5]

- [1] Product SKU: BT0216AAP03 is a made to order product and production time can be affected by production inventory.
- [2] Failure to provide a logo in the correct form will result in delays getting the renderings and logos produced. If graphic design work is required to get the images into a workable format, the time taken will be charged at \$50/hour and invoiced with line items addressing the additional fees.
- [3] Pricing for **etched samples** is 50% of stock product retail price with the addition of any shipping, etching and/or graphic design fees.
- [4] Invoice payment will be completed through QuickBooks® via ACH bank transfer, PayPal Credit, check, or QuickBooks® credit card (credit card payments are limited to domestic purchase orders of \$2000 or less). The invoice will be emailed to the person placing the PO unless otherwise specified and payment is due upon receipt. Payment not made within 30 days of the PO's placement will incur an additional 5% fee of the total cost of the PO and will be reapplied to the new PO total per additional 30 days beyond the original PO date.
- [5] PayPal Credit payment method will subject different terms. The information about the option and Terms and Conditions for PayPal Credit can be accessed from the following link: <https://www.paypal.com/us/webapps/mpp/terms/paypal-credit>.