

Distributor Pricing

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

Mugs are individually packed in a POS display box (4.5" x 3.5" x 11.25" 2lbs.)

Twenty mugs per case (20"x18"x12" 46.5 lbs). Twenty cases per pallet (40'x48"x68"975 lbs).

Catalog

**BURNOUT Black with
Black Bottom** ^[1]

SKU: BT0216AAP03



**BURNOUT Red with
Black Bottom**

SKU: BT0216AAP08



**BURNOUT Black with
Red Bottom**

SKU: BT0216AAP09



Customized Logos

BURNOUT mugs laser etching is done in house with lightning fast turn around. To order customized mugs, please contact the sales team at:

Sales@BURNOUTMUGS.com
(573) 271-5203 (573) 397-6913

Or visit **BURNOUTMUGS.COM/CUSTOMIZE** to fill out a customization request. You will need to provide a:

- Monochromatic vector logo
- Estimated logo size and location
- Mug quantity and color selection ^[1]

Once we receive your order, the BURNOUT team will create a **FREE rendering** of your logo on the BURNOUT mug. The mug rendering is a great sales tool for you, and makes sure your client knows what their customized mug will look like.

Love the rendering of the mug? Order a customized

sample and get the real deal in less than a week, just ask the sales team for pricing. Stock (uncustomized) mugs can be ordered directly from BURNOUTMUGS.com. Make sure to ask the sales team for a discount code.

Order Process:

Send a PO or contact the sales team to place an order. The BURNOUT sales team will provide a quote including the costs of the mug, customization, tax and shipping. Once the quote is approved by you, an invoice will be sent and production scheduled. Invoices are payable upon receipt unless otherwise authorized. BURNOUT must receive a signed invoice prior to production.

Payment Options ^[3]:

The payment options include: ACH Bank Transfer ^[3], Credit Card ^[3], Six month payment plan through PayPal Credit ^[4]

[1] Product SKU: BT0216AAP03 is a made to order product and production time can be affected by production inventory. Custom colors available for additional cost. Please add your instructions to the description section and mention your desired color to your BURNOUT sales team member. Pricing for samples is 50% of stock product retail price with the addition of any shipping, etching and/or graphic design fees.

[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] 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. Any 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.

[4] 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>.

