

Merchandising Notes

February 7, 2007

To: Store and Regional Managers, Charlie Meuser, Mike Parker, Monica Leal, Dexter Williams

Cc: Barry Goldware, Frank Stanley, Karl Salz, Morty Chambers, Home Office

Fr: Steve Rath

Re: Weekly Packet -2/7/07

1. **Great job - another very strong week – let's keep it up!** It's a real important week coming up with Presidents Weekend not far away.
2. There have been questions about certain apparel and accessory items. Some product will only be available through transfers and vendor availability is very limited. Attached are updates from Tricia and Stacy.
3. Most hard goods brands are no longer restricted by MAP guidelines. Events scheduled for February include:
 - a. **Winter Clearance** finishes up tomorrow (Thurs 2/8).
 - b. **Presidents Sale** will run from Fri 2/9 thru Presidents Day Mon 2/19. The longer sale has been set up to allow for advertising in the first week, to reach customers before they leave for the holiday weekend.
 - c. **Final Ski and Snowboard Blowout** will follow with Phase 1 running from Tues 2/20 thru Sun 3/4
4. With the Bike Camp this week, there are no **Bike Department Notes**.

Memo

Date: February 7, 2007
To: All Stores
From: Tricia & Lisa
CC: Steve Rath, Karl Salz, Mike Parker, Walter Barker, Kelly Knight
Re: Apparel (Divisions 9, 10, 11, 91, 92 – Update)

SKI /TECHNICAL OUTERWEAR

In response to buyer communications and phone calls, the biggest need seems to be branded pants for women and jr. boys. The only brand we could find is Obermeyer which they will be shipping today. We ordered women's, jr. boys, and some toddler black pants. Our last order of Nils' pants should also be here by the end of the week.

In addition to this buy, Lisa has done transfers based on buyer communications when available. If you are a store that received a transfer call or email, please complete the transfer ASAP.

The 2 biggest brands that all of you have been asking for is Spyder and North Face. Both companies do not have any availability and all of our stores are selling what they have. If you need a certain size, check the availability within the company. Please call them before making any commitment to a customer to ensure the product is really there.

NON-SKI APPAREL

Spring product is starting to hit the DC from Divisions 70,71,91,92. Please make sure they are merchandised on the floor to take advantage of any spring break business. Brands such as Volcom, Billabong, Element, Tyr, Royal Robbins, and Mountain Hardwear are in the DC and being processed.

If you have any questions, please let us know.
Thanks.

4001 Greenbrier, Suite #100
Stafford, TX 77477
P: (281) 340-5000 Ext. 129
F: (281) 340-5024 (Fax)
E: skoay@retailconcepts.cc

Retail Concepts, Inc.

Memo



To: All Stores
From: Stacy Koay, Buyer
CC: Tricia Kubeczka, Steve Rath
Date: 2/7/2007
Re: ** DV01 Receiving Status Update **

Below is the current receipt status for Division 01:

**** If you have any Pending DV01 Transfers, Please process them immediately ****

Thermotech – Our next shipment is scheduled to arrive in the DC on Feb. 19th
In the **Performance**, we are currently of M's Small & 2XL Tops and Small, XL & 2XL Bottoms;
W's Med, Lrg & XL Tops and Lrg & XL Bottoms; and Toddler 3T sets
In the **EXTREME**, we are currently out of M's 2XL Tops and Bottoms;
W's Med, Lrg & XL Tops and XL Bottoms.

Hot Chillys → We have some M's Peachskin T-Necks and a huge shipment of **MTF** that just shipped out to the DC on Tuesday, 2/6.

180's Ear Warmer – Just arrived in the DC, should be in stores by early next week.

EK Ekcessories – Cat Crap is en route, should be in the DC by early next week.

HeatMax – We have a huge shipment en route, should be in the DC by early next week.

Under Armour – They are sold out of Womens & Kids. They will be shipping Mens as they become available.

Terramar Silk Liners – Shipping to the DC on Friday, 2/9

Manzella Glove Liners – Just arrived in the DC, should be in stores by early next week

SmartWool – Socks en route to the DC, shipped on Friday, 2/2.

Fox River – Socks & Liners en route to the DC, shipped on Friday, 2/2

Screamer – Neck gators & children's hats shipping to the DC on Wed, 2/7

OGIO – Goggle cases should arrive in the DC Wed, 2/7. Should be in stores by early next week.

TNF Apre Boots – We were able to get limited qty's in M's Off Chutes & Nuptse Booties; and
W's Greenland Zips, Bella Altas & Nuptse Booties. They shipped to the DC on Tues, 2/6

Seirus Accessories – They are shipping to the DC on Wed, 2/7

**** KHOMBU BOOTS **** TRAVELER Boot Boxes are marked a little different this year. Here's now the boxes are marked this year:

Men's Traveler → TRAVELER **M**

Women's Traveler → TRAVELER **SPORT**

Youth/Children's Traveler → TRAVELER **JR.**

Infant's Traveler → TRAVELER **INFANT**

Keep up the **Excellent** Job and keep on selling accessories. ☺

Thanks,
Stacy Koay
Tricia Kubeczka