

CHAMPIONSHIP SEASON INFORMATION

Speedo Sponsored teams will be working with both their Dealer and the Sports Marketing department at Speedo to outfit their swimmers who qualify for Nationals. It would be very helpful if you would contact each Speedo sponsored team you outfit to make sure they understand the ordering process. If they did not receive the annual letter, please verify their contact information with Colin Williamson in our Los Angeles office. A signed agreement is needed on file before we fill any orders. All teams are encouraged to plan early. It is best to service teams' National meet equipment needs prior to the event. This is an excellent opportunity for Team Dealers to gain add on sales by offering customization of the National order.

There are several National level meets that take place during the February/March and July/August time frame. The equipment letter that is sent out is solely for the outfitting of USA Swimming Senior National, US Open, NCSA Spring Junior National, and USA Swimming Long Course Junior National **Participants** (the athlete must be attending the event). The team agreements outfit participants with one free suit. **For Senior National and US Open only, if teams are purchasing bags and warm-ups for their official team uniform**, they are eligible to receive a bag and/or warm-up the first time they qualify. Swimmers that have qualified for Senior Nationals for more than two years are eligible for a free warm-up and bag as needed.

ALL REQUESTS FOR FREE PRODUCT (USA SWIMMING NATIONALS, US OPEN, JUNIOR NATIONALS MUST BE PLACED THROUGH THE SPORTS MARKETING DEPARTMENT (LA OFFICE- SEE CONTACT INFO). In the past, team dealers have filled many of these requests with inventory that they have on shelf. It is necessary to track all promotional orders given to our sponsored teams. If team dealers want to fill these orders with existing inventory, Speedo will replenish stock. **NO CREDITS WILL BE ISSUED.**

The College program is as follows - **ONE FREE FSII OR AQUABLADE FOR EVERY TWO FSII OR AQUABLADE THEY PURCHASE.** Many dealers have these suits on shelf and would like to fill these requests with inventory. Again, suits will be replaced, no credits issued. The replacement suits should be requested through Meghan Harrigan (see contact info). **REPLACEMENTS WILL ONLY BE GIVEN FOR MERCHANDISE GIVEN TO TEAMS WITH SIGNED SPEEDO AGREEMENTS.**

Sectionals/YMCA Nationals - **Swimmers that participate in these events qualify for a 25% discount on any Speedo product that they designate as official sectional/national team uniforming.** Speedo will credit the team dealer account 25% off regular wholesale price for these products so that the dealer can pass the savings on to qualified customers. To receive credit on this merchandise, please send the information to your sales rep to have a customer action notice signed by Scott Morris.

Team dealers that have signed up to participate in the NISCA/ High School team promotion should also submit to their sales rep the appropriate forms to receive credit for qualified discounts. This includes Aquablade/ FS II suits, Warm-ups/Parkas and Speedo training aids as designated on team promo flyer. Speedo will credit 20% off wholesale price on these items and we ask you to pass the same saving on to your customer off your regular team price you normally would have sold the product to the customer for.

Any questions pertaining to outfitting team sponsorship teams should be directed to **Meghan Harrigan.**