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IN THE UNITED STATES PATENT AND TRADEMARK OFFICE  
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

Proceeding	92067794
Party	Plaintiff Joshua S. Schoonover
Correspondence Address	JOSHUA S SCHOONOVER COASTAL PATENT LAW GROUP PC PO BOX 131299 CARLSBAD, CA 92013 UNITED STATES Primary Email: LawGroup@CoastalPatent.com 858-565-4730
Submission	Testimony For Plaintiff
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Filer's email	lawgroup@coastalpatent.com
Signature	/Joshua S. Schoonover/
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IN THE UNITED STATES PATENT AND TRADEMARK OFFICE  
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

In the Matter of Reg. No. 2,207,535 issued on 12/1/98  
and Reg. No. 3,598,502 issued on 3/31/99

JOSHUA S. SCHOONOVER,	)	
	)	
Petitioner,	)	Cancellation No.
	)	92067794 (parent)
vs.	)	Cancellation No.
	)	92069499
THE BURTON CORPORATION,	)	
	)	
Registrant.	)	

Oral deposition of MARK WAKELING, held via Zoom,  
on Friday, February 12, 2021, commencing at 12:38 p.m.,  
before Lisa Bishop, a Registered Professional Reporter,  
Registered Merit Reporter, and Notary Public.

**CERTIFIED  
TRANSCRIPT**

1 APPEARANCES:

2 For the Petitioner,

3 ROBIN PHILLIPS, ESQ.  
4 Phillips Lex  
11755 Wilshire Blvd., Suite 1250  
Los Angeles, CA 90025  
5 213-340-5324  
robin.phillips@phillipslex.com  
6

7 For the Registrant,

8 EVAN J. O'BRIEN, ESQ.  
Downs Rachlin Martin, PLLC  
9 199 Main Street  
Burlington, VT 05401  
10 802-846-8602  
eobrien@drm.com  
11

12 ALSO PRESENT:

13 Joshua S. Schoonover  
14 Sonya Sibold  
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EXAMINATION INDEX

MARK WAKELING

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(Exhibits included in original and copies.)



1 MARK WAKELING, having been duly sworn by the Notary  
2 Public, was examined and testified as follows:

3 EXAMINATION BY ATTY. PHILLIPS:

4 **Q And for the record, this is Robin Phillips of**  
5 **Phillips Lex on behalf of Joshua Schoonover.**

6 MR. O'BRIEN: Evan O'Brien of Downs Rachlin  
7 Martin in Burlington, Vermont, on behalf of registrant, the  
8 Burton Corporation, and representing the witness for  
9 purposes of today's proceeding. Joined by me on the line  
10 here is Sonya Sibold who is the general counsel of  
11 registrant.

12 MR. SCHOONOVER: And Joshua Schoonover,  
13 petitioner.

14 MR. O'BRIEN: And, Robin, I might have to repeat  
15 this each time, but I would just like to note that I will  
16 reserve objections except as to form.

17 MR. PHILLIPS: Okay.

18 MR. O'BRIEN: Thank you.

19 **Q Mr. Wakeling, have you ever testified before?**

20 A I think once a very long time ago, yes.

21 **Q All right. Well, I'm going to go through some**  
22 **rules with you so that you know how this is going to work**  
23 **today.**

24 A All right.

25 **Q I'm going to be asking you questions regarding the**

1 case between Joshua Schoonover and the Burton Corporation  
2 pending before the Trademark Trial and Appeal Board, okay,  
3 and I will be referring to the Burton Corporation as  
4 Burton, is that all right with you?

5 A Yes.

6 Q If you don't understand a question or you don't  
7 hear a question, please just ask me to rephrase or repeat  
8 the question, okay?

9 A Uh-huh.

10 Q And the court reporter is taking everything down  
11 that we say, but she can't take down a nod of the head or a  
12 shake of the head, so please speak all of your answers,  
13 okay?

14 A Okay, yes.

15 Q If you don't know the answer to a question, please  
16 let me know. I'm not going to ask you to guess or  
17 speculate or anything today, okay?

18 A Yes.

19 Q All right. Thanks. And again, I know it's tough  
20 when you can't nod or shake, it's not natural, but please  
21 speak your answers. And also, because the court reporter  
22 is taking down everything that's said, we can't speak over  
23 one another, so please try to speak your answers to the  
24 question after I have asked it and I will do the same for  
25 you.

1           Your testimony today is being given under oath as  
2 if you were testifying in a court of law and you have sworn  
3 to tell the truth. Do you understand that?

4           A     Yes.

5           Q     Is there any reason why you cannot give full or  
6 complete testimony today?

7           A     No.

8           Q     If I ask you a question and you give an answer, it  
9 will be assumed that you understood the question and that  
10 your answer is intended to respond to the question. Are  
11 you okay with that?

12          A     Yes.

13          Q     All right. Now you've been employed at Burton  
14 since September of 2011, correct?

15          A     Yes.

16          Q     And you were the North American sales director for  
17 The Program which was then the company name for Forum,  
18 Special Blend and Foursquare, correct?

19          A     Yes.

20          Q     In August of 2012, you became the sales director  
21 for the United States; is that correct?

22          A     For Burton, yes, I oversaw Burton and Forum,  
23 Foursquare and Special Blend and Anon at the time.

24          Q     So from 2012 through 2018, you oversaw the Forum  
25 brand at Burton, is that fair to say?

1           A     Yes, yes.

2           Q     All right. With that, I'm going to upload our  
3     first exhibit for you which I'm putting in the chat room.

4           (Exhibit No. 5, The House Invoice, marked for  
5     identification.)

6           Can you see the chat?

7           A     I'm going to pull it up right now.

8           Yes.

9           Q     If you look in the chat room, do you see an  
10    Exhibit 5?

11          A     Yes.

12          Q     Can you download that and open it and let us know  
13    when you have got that open?

14          A     I have it open now.

15          Q     All right. I'm showing you what's been marked as  
16    Exhibit 5 which is an invoice dated January 7, 2014, which  
17    was also Exhibit 1 to your declaration submitted in this  
18    case and it has Bates numbers BUR\_00260 through BUR\_00264.  
19    Do you recognize Exhibit 5?

20          A     I do.

21          Q     Can you tell us what Exhibit 5 is?

22          A     This is an invoice to a dealer showing the  
23    products sold, the unit price, the discount offered and the  
24    net price.

25          Q     Okay. And when was Exhibit 5 created?

1           A       It was created January 7th of 2014, looks like.

2           **Q       Who created it?**

3           A       We create it automatically by our SAP system, our  
4       ERP system, so this would be created and this is an  
5       invoice, so this would be sent to the dealer.

6           **Q       Who inputs the information into the system such**  
7       **that the invoice gets generated?**

8           A       It can vary. It could have been done via our B2B  
9       system and it could have been -- it most likely was done by  
10      an account manager who put it in.

11          **Q       Are you familiar with this particular invoice and**  
12      **this particular account?**

13          A       Yes.

14          **Q       What is this invoice for and who are the parties**  
15      **involved?**

16          A       This is for several Forum products. I believe it  
17      was a couple hundred thousand dollars of Forum, Special  
18      Blend and Foursquare products. The parties involved making  
19      the sale would have been myself, the sales rep, and the  
20      buyer at Active Sports.

21          **Q       You mentioned Active Sports. Are they known as**  
22      **The House?**

23          A       The House, correct.

24          **Q       If I refer to them as The House, you will know**  
25      **what I'm talking about?**

1           A       Yes.

2           Q       Okay. Did you conduct a lot of dealings with The  
3 House?

4           A       Yes.

5           Q       What was your role in this particular order?

6           A       My role was approving discounts.

7           Q       So did you have the authority to do that?

8           A       Yes, with -- in conjunction with my finance  
9 partner, but I was the one who set forth the initial deal.

10          Q       So you orchestrated this deal; is that right?

11          A       Yes, along with my sales rep, yes.

12          Q       Okay. Now if you have a look at the first page of  
13 Exhibit 5.

14          A       Yes.

15          Q       Towards the top right-hand corner, in the box  
16 there where it has order and order date, below that, it has  
17 cancelation date, below that, order type, then it has PO  
18 number. Do you see where it says PO number?

19          A       Yes.

20          Q       It says PO number, Forum, underscore, PYCO. What  
21 does PYCO stand for?

22          A       Prior year closeout.

23          Q       What is that referring to?

24          A       That refers to product that is prior year or  
25 closeout. This is stuff that is end of season product that

1 we are selling.

2 **Q And this was in 2014, correct?**

3 A Correct.

4 **Q And all of the products in this invoice, those are**  
5 **all Forum products, correct?**

6 A Let me double check.

7 Yes, to the best of my knowledge, these are all  
8 Forum products.

9 **Q And you gave a 40 percent discount here, right?**

10 A Yes.

11 **Q That's a high discount, right?**

12 A Not really. End of season product, it's not a  
13 high discount. End of season, we traditionally would  
14 discount, so this was a year later after we stopped  
15 making -- after this product was initially introduced, so  
16 this is really not a high discount in the big scheme of  
17 things.

18 **Q When did you stop making these Forum products?**

19 A These products were -- this was winter -- winter  
20 '13 products, so they were produced in September of 2012, I  
21 believe was when they were delivered -- the bulk of the  
22 product would be delivered to our warehouse by September of  
23 2012.

24 **Q And when did you stop producing the Forum product**  
25 **that was sold on this invoice?**

1           A       I wasn't involved with production, so I wouldn't  
2 be able to tell you the exact date that it was stopped  
3 producing.

4           **Q       But the reason for the 40 percent discount is that**  
5 **at this time, Burton was no longer manufacturing these**  
6 **products, correct?**

7           MR. O'BRIEN:  Objection to form.  Hold on, Mark,  
8 let me just -- objection to form.  Go ahead, please.

9           A       This exact product was not being made at this  
10 point.

11          **Q       When you say this exact product, you are referring**  
12 **to all of the products in the invoice, right?**

13          A       Correct, correct, yes, but what I also mean is the  
14 Recon and Bruiser Colorway is not being made any longer, so  
15 that's traditionally why we put something in closeout.

16          **Q       And is it typical when Burton is no longer making**  
17 **a product to give a high discount on sales of that product?**

18          A       Yes.

19          **Q       So is that why you are saying that the 40 percent**  
20 **discount is not actually necessarily a high discount?**

21          A       Not -- correct, it is not a high discount for  
22 product that is out of season.  Prior year means it's a  
23 prior year product.

24          **Q       So it's basically not being produced any longer,**  
25 **correct?**



1           A     Correct, yes.

2           **Q     All right. I'm going to upload another exhibit**  
3 **for you.**

4           (Exhibit No. 6, The Sound Barrier Invoice, marked for  
5 identification.)

6           Let me know when you have Exhibit 6 in front of  
7 you.

8           A     Downloading now.

9           Okay, I have got it in front of me.

10          **Q     All right. I'm showing you Exhibit 6 which is**  
11 **dated November 19 of 2013 which is also Exhibit 2 to your**  
12 **declaration submitted in this case and it has Bates numbers**  
13 **BUR\_00255 to BUR\_00259. Do you recognize Exhibit 6?**

14          A     I do.

15          **Q     Can you tell us what it is?**

16          A     This is similar. This is a closeout order of  
17 prior year Program goods.

18          **Q     Okay. And is this a closeout order from The Sound**  
19 **Barrier?**

20          A     Yes, it is.

21          **Q     So you mentioned that Exhibit 6 closeout order to**  
22 **The Sound Barrier is similar -- that's similar to the**  
23 **previous invoice that we looked at in Exhibit 5; is that**  
24 **correct?**

25          A     Yes.

1           Q     In that they are both closeout sales; is that  
2 correct?

3           A     Correct.

4           Q     And on this invoice in Exhibit 6, if we have a  
5 look at the top right-hand corner at the PO number, it says  
6 Program closeout, correct?

7           A     Yes.

8           Q     Where it says Program closeout, does that refer to  
9 The Program?

10          A     No, this is a PO created by the account. This was  
11 not created by us. The PO number is created by the  
12 account, so it is referring to the fact that it's Program  
13 product being purchased on closeout.

14          Q     I see. And the products in this invoice, are  
15 those Burton products for the Forum brand?

16          A     I'm not sure what you mean by Burton products --  
17 Burton products for the Forum brand.

18          Q     I didn't say that well. Are these all Forum  
19 products also?

20          A     These are not all Forum products, no.

21          Q     So this invoice is for products, some of which are  
22 Forum products and some of which are not; is that correct?

23          A     Correct.

24          Q     On Exhibit 6, the discount that you gave, is that  
25 70 percent?

1           A       Yes.

2           Q       You gave that 70 percent discount to all the  
3 products sold in Exhibit 6, correct?

4           A       Yes.

5           Q       So that includes all of the Forum product sold,  
6 correct?

7           A       Correct, yes.

8           Q       Did you play the same role in orchestrating this  
9 deal in Exhibit 6?

10          A       Yes.

11          Q       So you put this deal together with The Sound  
12 Barrier?

13          A       Yes, I did.

14          Q       And you gave permission for the 70 percent  
15 discount on the Forum products that were sold in Exhibit 6;  
16 is that correct?

17          A       Yes, I did.

18          Q       Now this is a 70 percent discount. Do you  
19 consider that a high discount?

20          A       I do consider that a high discount.

21          Q       Why was the discount so high on this invoice?

22          A       This is older product.

23          Q       When -- so when did Burton stop making the  
24 products -- the Forum products that were sold in Exhibit 6?

25          A       I wouldn't be able to tell you exactly that. This

1 doesn't -- the invoice does not speak to that, but I do  
2 know that it would -- based on the discounts, it would  
3 traditionally be a year older than the Forum product or,  
4 I'm sorry, the product in Exhibit 1 or Exhibit 5, I  
5 apologize.

6 **Q Okay. So Exhibit 5 was the previous year's**  
7 **product; is that correct?**

8 A I wouldn't be able to say specifically that. I  
9 can't see that in here, but --

10 **Q So what I -- go ahead.**

11 A Based on the discounts, the product in Exhibit 6  
12 would have been a year or two -- most likely two years  
13 older than the product in Exhibit 5.

14 **Q Right. I'm just trying to get an idea of the**  
15 **date. So Exhibit 5 was for a 2014 invoice. This is for a**  
16 **2013 invoice, so I'm trying to understand on the 2013**  
17 **invoice, in Exhibit 6, would Burton have stopped making**  
18 **those goods either in 2011 or 2010, is that what you are**  
19 **saying, they are either two-years-old or three-years-old?**

20 A Correct, either 20 -- yes, correct.

21 **Q Okay. So there's a direct correlation between the**  
22 **time when Burton would have stopped producing the product**  
23 **and the amount of the discount, is that fair to say?**

24 A Correct.

25 **Q The older or the longer in time ago that Burton**

1 stopped creating the product, the higher the discount would  
2 be; is that correct?

3 A Correct.

4 Q Okay. I'm uploading another exhibit for you.

5 (Exhibit No. 7, The Sound Barrier Invoice, marked for  
6 identification.)

7 Let me know when you can see that one.

8 A Okay, I can see it now.

9 Q All right. So I'm showing you what's been marked  
10 Exhibit 7 which is dated February 26, 2015, and which was  
11 also Exhibit 3 to --

12 A I apologize, I'm sorry.

13 Q I'm showing you what's been marked Exhibit 7 which  
14 is dated February 26, 2015, and which was also Exhibit 3 to  
15 your declaration submitted in this case and it has Bates  
16 numbers BUR\_00265 through BUR\_00267. Do you recognize  
17 Exhibit 7?

18 A I do.

19 Q Can you tell us what Exhibit 7 is?

20 A This is an invoice for an order for The Sound  
21 Barrier for closeout product.

22 Q Okay. And The Sound Barrier, that's the same --  
23 that's the same customer as the previous invoice in  
24 Exhibit 6, right?

25 A It is, yes.

1           Q     Did you play the same role in orchestrating this  
2 deal with The Sound Barrier in Exhibit 7?

3           A     Yes, I did.

4           Q     In Exhibit 7, I notice on the PO number, in the  
5 top right, it says March Swindle. Did I read that  
6 correctly?

7           A     You did, yes.

8           Q     Can you tell us what that refers to, March  
9 Swindle?

10          A     That is created by the dealer. I had nothing to  
11 do with how -- what's created there. That's dealer  
12 created.

13          Q     Okay. The products in the invoice in Exhibit 7,  
14 those are Forum products; is that correct?

15          A     There's some Forum. There's some other Program  
16 products, so there is Foursquare and Special Blend products  
17 on this invoice.

18          Q     Okay. And both of those, Forum and Special Blend,  
19 those are both part of The Program at Burton, correct?

20          A     Correct, yes.

21          Q     The discount that was given for this invoice was  
22 83 percent; is that correct?

23          A     Correct.

24          Q     Did you provide that discount?

25          A     I negotiated with the dealer to come to a discount

1 that was acceptable by both of us.

2 Q Now that's a really high discount, would you  
3 agree?

4 A It is higher than we traditionally give, yes.

5 Q I mean 83 percent, that's basically a liquidation  
6 discount, is that fair to say?

7 A It is on the higher side of when we are  
8 discounting products, yes.

9 Q I mean do you usually give a 83 percent discount  
10 even when you are liquidating goods?

11 A It all depends.

12 Q Have you ever given a 83 percent discount before  
13 apart from this?

14 A Not me personally, but I know that we have given  
15 high discounts before. It all depends on market  
16 conditions.

17 Q But this is the highest discount you have ever  
18 personally given while at Burton, correct?

19 A Personally, yes.

20 Q And you've been at Burton for 10 years now; is  
21 that right?

22 A Yes.

23 Q And so can you tell us the reason that you gave  
24 the 83 percent discount on these Forum goods and these  
25 Special Blend goods in Exhibit 7?

1           A       Yes, the reason why the discount was so high is  
2 because it was a variety of products, broken size runs and  
3 the age of the product.

4           **Q       How old were the products being sold in Exhibit 7?**

5           A       I don't know -- I can't tell you the exact date  
6 years, it was a blend, but it could have been anything from  
7 winter of '13, so products delivered September of 2012 and  
8 earlier prior to that.

9           **Q       So these were all products that had been**  
10 **manufactured prior to 2013; is that correct?**

11          A       Correct.

12          **Q       Were there any Forum products that were**  
13 **manufactured after 2013?**

14          A       Yes, there was a product we made for [REDACTED]  
15 that I believe was in my deposition or my -- yeah, my  
16 testimony.

17          **Q       Right. You are talking about in 2018; is that**  
18 **right?**

19          A       Correct.

20          **Q       Okay. We will talk about that in a little bit,**  
21 **but I'm asking in between the years 2013 and 2018, was**  
22 **there any Forum product manufactured in that time?**

23          A       Not that I know of, no.

24          **Q       Sorry, just one second here. My technology is**  
25 **giving me issues on my end, so I will just ask you to be a**



1 little bit patient.

2 Okay. Now after this invoice in Exhibit 7, did  
3 you do any other deals regarding Forum products prior to  
4 the deal that you mentioned in 2018 with [REDACTED]?

5 A Yes, we had several discussions, one noted in my  
6 testimony where we spoke with [REDACTED] I believe in 2016  
7 about a potential license deal, but we had several other  
8 conversations about it with [REDACTED].

9 Q Okay. But I'm not asking about conversations.  
10 I'm just asking were there any other sales that you  
11 actually made in between this invoice from 2015 and the  
12 subsequent deal with [REDACTED] in 2018?

13 A Not that I know of, no.

14 Q Okay. Let's talk about the 2018 deal with [REDACTED]  
15 [REDACTED] that you mentioned. Was that in March of 2018?

16 A I believe so, yes.

17 Q And did you reach out to a gentleman by the name  
18 of [REDACTED] at [REDACTED]?

19 A Yes, I did.

20 Q And you reached out to him to discuss a potential  
21 deal for 100 Forum snowboards; is that correct?

22 A Yes.

23 Q When -- when did you first reach out to him for  
24 that deal?

25 A I don't know the exact date, but it would have

1 been around that time.

2 **Q Around March of 2018?**

3 A Around that, yes.

4 **Q That was going to be for Forum boards sold at**  
5 **their full price, correct?**

6 A I'm not sure of the exact price. Yes, there was  
7 discussion around price. The discussion was -- yes, we  
8 always would suggest that they sell at full price.

9 **Q I mean this was not going to be one of these deals**  
10 **like we had in Exhibit 6 or Exhibit 7 where there was a**  
11 **heavy discount of 70 percent to 83 percent, correct?**

12 A There's two different conversations. The  
13 conversation -- the prior ones are about prior year  
14 closeout, product we had on hand. This would be about  
15 making product.

16 **Q Right. So you were actually going to produce new**  
17 **snowboards in 2018?**

18 A Yes.

19 **Q 100 new snowboards for [REDACTED]; is that correct?**

20 A Yes.

21 MR. O'BRIEN: Mark, Mark, please wait for Mr.  
22 Phillips to finish. You just interrupted him a couple  
23 times there. Sorry.

24 THE WITNESS: Thank you.

25 **Q Okay. And you mentioned that -- so the 100**

1 snowboards that you were going to produce for [REDACTED] in  
2 2018, those were, as you said, going to be sold at full  
3 price or normal price, is that fair to say?

4 A Yes.

5 Q You also mentioned that [REDACTED] had tried to do  
6 a deal with Burton back in 2016, correct?

7 A Yes.

8 Q But that deal didn't go through; is that correct?

9 A Correct.

10 Q In 2018, you reached out to [REDACTED] because you  
11 wanted to now start doing deals again with the Forum brand,  
12 correct?

13 A Yes.

14 Q Why was it important to revive the Forum brand in  
15 2018, but not so important in 2016?

16 A I always looked at Forum as a tool that I had to  
17 help gain sales, so in 2018, we needed sales. In 2016, the  
18 deal didn't make sense for the sales that we were going to  
19 gain for it.

20 Q And that's normal business strategy, right, you  
21 want to reduce sales when it makes sense and not when you  
22 have -- and not when there is no business profit, right?

23 A Yes.

24 Q Now this business deal with [REDACTED] in 2018 for  
25 100 Forum boards, was that a large deal for Burton?

1 A No, relatively small.

2 Q So what was it that caused Burton to go through  
3 with that deal?

4 A I was looking for additional sales and looking for  
5 longer term opportunity.

6 Q So you were hoping [REDACTED] would perhaps buy  
7 more goods in the future, right?

8 A Yes.

9 Q And why was it important in 2018 for that to  
10 happen?

11 A I don't remember the exact situation, but I assume  
12 that I needed sales to hit my target at that point.

13 Q And were these sales that you just didn't need in  
14 2016?

15 A In 2016 -- in 2016, the deal didn't make sense.

16 Q No, but I mean from the way that you explained it,  
17 what I understood is that this was basically a less needed  
18 deal, you were selling in 2018 100 Forum boards to [REDACTED]  
19 [REDACTED], which wasn't a big deal, but you wanted to do it  
20 because you were hoping there would be more deals in the  
21 future, right?

22 A Correct, yes, and a leverage -- it's a leverage  
23 tool to get to sell more Burton products at the same time.

24 Q Right, but you could have done the same thing in  
25 2016 when you sold also a smaller amount of --

1 (inaudible) -- but Burton didn't do that in 2016, correct?

2 A Correct.

3 Q So what I'm asking you is what was the reason that  
4 it was okay to have this last deal for you and for Burton I  
5 guess in 2018, but in 2016, it wasn't as important?

6 A They were two totally different agreements.

7 Q Okay. Now did you ever know Jake Burton  
8 personally?

9 A I did, yes.

10 Q Did you speak to him?

11 A Yes.

12 Q Many times?

13 A I would say it depends. Several times a year.

14 Q Oh, really? Did you report directly to him or did  
15 you just know him on a personal basis?

16 A Jake was just very friendly with people that  
17 worked for him and he would stop by my office several times  
18 a year and just ask me how business was going or -- I had  
19 several opportunities to have dinner with him.

20 Q Oh, wow. So would you say you knew him fairly  
21 well when he was the CEO of Burton?

22 A Yes, I guess, yes, from a business perspective,  
23 yes, I would say I knew him pretty well.

24 Q Jake Burton, he was CEO in 2012, correct?

25 A Yes.

1           Q     And do you remember when he began his tenure as  
2 CEO?

3           A     I don't recall the exact date. It was around the  
4 time that I started there, so I was pretty new at that  
5 point.

6           Q     You started in 2011, right?

7           A     Correct.

8           Q     So as long as you were at Burton, Jake Burton was  
9 the CEO, is that fair to say?

10          A     No, no, he was CEO and then he was followed by --  
11 there's been several CEOs since Jake.

12          Q     When did Jake Burton stop being the CEO?

13          A     I don't remember that exact date. It would have  
14 been 2013, 2014, around there, but I don't recall that  
15 exact date.

16          Q     Can you see in your chat an Exhibit 3?

17          A     Exhibit 3, the one you already sent me or a new  
18 one?

19          Q     No, no, no. So in your chat, before the exhibits  
20 that I uploaded that you already downloaded, there may have  
21 been some exhibits already there. Do you see those or not  
22 or do you only see the ones since you joined?

23          A     No.

24          Q     Okay. Just a second. I want to see if it will  
25 let me re-upload this.

1 Do you see an Exhibit 3 now in your chat?

2 A Yes.

3 Q All right. Can you open that exhibit for me?

4 A Yes.

5 Q I'm showing you what's previously been marked as  
6 Exhibit 3 which is a press release issued by Burton on  
7 October 23, 2012, and it has Bates numbers BUR\_00001  
8 through BUR\_00005. Do you recognize Exhibit 3?

9 A Yes, I mean yes, I recognize the press release. I  
10 don't know that -- yes, I remember when this was sent out,  
11 yes.

12 Q All right. I'm going to refer you to the third  
13 paragraph and the first sentence there. Do you see it says  
14 also part of today's restructure, Burton announced it will  
15 transition out of its Program brands, Foursquare, Forum and  
16 Special Blend. Do you see that?

17 A I do.

18 Q Did I read that correctly?

19 A Yep.

20 Q Did Burton in fact transition out of The Program  
21 brands beginning in 2012?

22 A No.

23 Q Okay. Now you said you remembered this press  
24 release. What was it about this press release that causes  
25 you to remember it?

1           A       Well, I remember exactly where I was when it came  
2 out.

3           **Q       Where were you?**

4           A       I was sitting in a conference room in Salt Lake  
5 City presenting to a buying group. I knew this was coming  
6 out and I knew this would have a large impact on a lot of  
7 people.

8           **Q       Why was that?**

9           A       There would be people that would be -- that were  
10 going to be let go because of this.

11          **Q       Why were people going to be let go?**

12          A       Well, we weren't going -- for the time being, we  
13 weren't going to be making Forum, Foursquare, Special Blend  
14 or Analog. There would be changes in Analog and changes in  
15 a few other brands.

16          **Q       So when was Burton going to stop making Forum**  
17 **products?**

18          A       As a part of this, they were going to -- for the  
19 time, they were going to stop making it in every product  
20 that was finished at that point, so there was what we call  
21 winter '12 which had been delivered into dealers and we  
22 were creating samples at that point for winter '13.

23          **Q       Okay. Let me take you back to Exhibit 3 for a**  
24 **moment, the same paragraph, paragraph three, the last**  
25 **sentence, it says the company will exit out of The Program**



1 brands in winter 2014. Did I read that correctly?

2 A Correct.

3 Q So did that mean that Burton stopped producing  
4 Forum products as of winter 2013?

5 A At that point, they had stopped producing  
6 products, yes.

7 Q At the time of the press release?

8 A Yes, there may have been a few products still  
9 being produced as samples, but yes, for commercial product  
10 to be sold to customers, we were not making products at  
11 that point.

12 Q So commercial production of Forum products ceased  
13 by October of 2012; is that correct?

14 A I believe so, yes.

15 Q When did commercial production of Forum products  
16 cease until?

17 A I'm sorry?

18 Q You said that Burton stopped making Forum products  
19 by the time of the October, 2012, press release, but I'm  
20 asking you until what time did Burton continue not  
21 producing Forum products for?

22 A Until 2018, I believe.

23 Q Until 2018. So no Forum products were produced by  
24 Burton commercially from at least October, 2012, through  
25 2018; is that correct?

1 A Correct, yeah.

2 Q One moment.

3 All right. If you will follow me back to Exhibit  
4 3 for a moment and go to page four which has a Bates number  
5 ending in 004 in the bottom right-hand corner, let me know  
6 when you're at that page.

7 A Yes.

8 Q And if look at that page, about midway through the  
9 page, it's got in bold there, it says The Program,  
10 Foursquare, Forum, Special Blend. Do you see that?

11 A Yes.

12 Q Those were I think the three products you  
13 mentioned that were -- (inaudible.)

14 THE REPORTER: I'm sorry, can you repeat that?

15 MR. PHILLIPS: Sure.

16 Q The three brands there next to The Program that  
17 are listed, Foursquare, Forum and Special Blend, those were  
18 three of the brands that fell under The Program at Burton,  
19 correct?

20 A Just those three brands, correct.

21 Q So at Burton, when you said The Program, that was  
22 a collective term for Foursquare, Forum and Special Blend;  
23 is that right?

24 A Correct.

25 Q Okay. Look lower down underneath where it says

1 The Program, it's got a heading that says Key Facts. Do  
2 you see that?

3 A Yes.

4 Q And if we look at the second bullet point, it says  
5 that even under Burton's wing, after eight years, the  
6 businesses have failed to be viable. Consequently, Burton  
7 has realized it's time to exit out of them in order to  
8 better focus and invest in the Burton brand. Did I read  
9 that correctly?

10 A Yes.

11 Q And then the following bullet point says  
12 therefore, Burton will be transitioning out of Foursquare,  
13 Forum and Special Blend globally after this season. Did I  
14 read that correctly?

15 A Yes.

16 Q Is that why Burton didn't produce any Forum  
17 products from October of 2012 until 2018?

18 A Yes, we weren't producing until the deal -- the  
19 time was right.

20 Q To start producing again?

21 A To start producing again, correct, yes.

22 Q And that time was right in 2018; is that right?

23 A Yes.

24 Q All right. Let me put another exhibit in the  
25 chat. I'm putting up Exhibit 4. Let me know when you can

1 see that.

2 A It's downloading now.

3 Okay, I have that open.

4 Q All right. I'm showing you what's been marked as  
5 Exhibit 4 which is a 16-page article from Adventure Sports  
6 Network dated October 23, 2012, the same day of the press  
7 release. Have you seen this Adventure Sports Network  
8 article before?

9 A I don't know that I have seen this exact article,  
10 no.

11 Q Okay. Do you see on the first page where it has  
12 the date October 23, 2012?

13 A Yes.

14 Q That was the same day as the press release that we  
15 just talked about, right?

16 A October, yes, yes, correct.

17 Q When I say the press release, I'm referring to  
18 Exhibit 3 there which we had just been looking at.

19 A Yes.

20 Q Now if you look further down on page one, just  
21 below the graphic, it says in a companywide meeting this  
22 morning, Jake Burton announced a sweeping realignment of  
23 the company's brand and corporate structure including  
24 transitioning out of The Program brands, Foursquare, Forum  
25 and Special Blend after this winter. Did I read that

1 correctly?

2 A Correct, yes.

3 Q So did Burton in fact transition out of all of  
4 those brands, Foursquare, Forum and Special Blend, it  
5 wasn't just the Forum brand; is that correct?

6 A At that point, we stopped producing and selling  
7 those products for the time being, yes.

8 Q When you say those products, you are referring to  
9 Foursquare products, Forum products and Special Blend  
10 products; is that correct?

11 A Correct, yes.

12 Q If you have a look a little bit further down at  
13 the next paragraph, the last sentence on that page, on page  
14 one of Exhibit 4, it says we caught up with Burton after  
15 the meeting to learn more about the impacts and goals of  
16 this difficult decision. Did I read that right?

17 A Yes.

18 Q You had mentioned that a number of people  
19 essentially lost their jobs as a result of this, right?

20 A Yes.

21 Q And that's because there was going to be no  
22 manufacturing and no sales of all of The Program products,  
23 right?

24 MR. O'BRIEN: Objection to form.

25 A Correct.

1           Q     Let me take you to the fourth page of Exhibit 4.  
2 I'm taking you to the bottom of that page just below the  
3 graphic. In the bold text, it says as far as The Program  
4 brands, the release says you are transitioning out of them.  
5 What does that mean, are you planning on selling them or  
6 are you putting those to bed? Did I read that correctly?

7           A     Correct.

8           Q     And then it gives Jake Burton's answer where he  
9 says we will probably, to use your words, put them to bed.  
10 I don't see us selling them. I think we will retain the  
11 trademarks should anything ever develop in the future. Did  
12 I read that correctly?

13          A     Correct.

14          Q     And was that in fact Jake Burton's position at the  
15 time?

16          A     That was the position I discussed with him at the  
17 time.

18          Q     So you actually talked to him about this press  
19 release?

20          A     Yes, not this exact press release, but I believe  
21 we -- I can't say for certain we had a conversation about  
22 it, but I had several conversations with people in the  
23 building and that was -- that was the opinion, that we  
24 would keep the trademarks should anything ever develop in  
25 the future.

1           Q     Okay. But you were going to stop production and  
2     sales, correct?

3                     MR. O'BRIEN: Objection to form. Mark, wait for  
4     me to object, okay?

5           Q     Just to be clear, I'm saying Burton was going to  
6     stop production and sales of Forum products at that point,  
7     correct?

8                     MR. O'BRIEN: Objection to form.

9           Q     You can answer, it's okay.

10          A     Will you please state the question again?

11                     MR. PHILLIPS: Lisa, would you be so kind as to  
12     read that back one more time, please?

13                     (Reporter read requested material.)

14                     MR. O'BRIEN: Objection to form.

15          Q     So your lawyer is objecting because I didn't give  
16     a timeframe, so I'm saying in October of 2012, at that  
17     time, Burton was going to stop producing and selling Forum  
18     products, correct?

19          A     For the time being, yes.

20          Q     Okay. You mentioned that you may not have spoken  
21     to Jake Burton about this specific statement that he made  
22     in Exhibit 4, but the press release in Exhibit 3 that we  
23     looked at just previously that you remembered well, did you  
24     speak to him about that press release?

25          A     No.

1           **Q     Okay. So what efforts did Burton make to retain**  
2 **the trademark over the Forum brand?**

3           MR. O'BRIEN: Objection to form.

4           **Q     Do you know if Burton made any efforts to retain**  
5 **the trademark?**

6           MR. O'BRIEN: Objection to form. Calls for a  
7 legal conclusion.

8           **Q     You can go ahead and answer.**

9           A     I'm supposed to answer? So the one thing I do  
10 know is that several people -- brands tried to purchase the  
11 trademarks from us and we did not purchase them -- we did  
12 not -- we did not agree to sell them at that point.

13          **Q     I see. But as far as you know, those were the**  
14 **only -- the only business efforts made regarding the Forum**  
15 **brand, correct?**

16          MR. O'BRIEN: Object to form. Go ahead. If you  
17 understand, you can answer. I just need to object, Mark.

18          A     Okay. In 2016, I was personally involved with a  
19 licensing deal with [REDACTED]. That's -- that's what I do  
20 know.

21          **Q     Okay. But apart from that, there were no other**  
22 **efforts made to do business regarding the Forum brand at**  
23 **least, correct?**

24          A     Not that I was personally involved in.

25          MR. O'BRIEN: Objection to form. Go ahead, Mark.



1           A       Not that I was personally involved with, no.

2           MR. PHILLIPS: Let's take a five-minute break at  
3 this point. Let's come back at 10:35 my time. I guess  
4 that's 1:35 your time.

5                       (A short break was taken.)

6           MR. PHILLIPS: All right. At this point in time,  
7 I don't really have any more questions for Mr. Wakeling.  
8 Anything from you, Evan?

9           MR. O'BRIEN: Yeah.

10                   EXAMINATION BY ATTY. O'BRIEN:

11           **Q       Mark, can I ask you just a couple of very brief**  
12 **questions and then we will have you out of here?**

13           A       Yes.

14           **Q       Mark, did Burton sell Forum products to a dealer**  
15 **in 2013?**

16           A       Yes.

17           **Q       Did Burton sell Forum products to a dealer in**  
18 **2014?**

19           A       Yes.

20           **Q       Did Burton sell Forum products to a dealer in**  
21 **2015?**

22           A       Yes.

23                   MR. O'BRIEN: That's it. Thank you.

24                   Robin, anything else?

25                   MR. PHILLIPS: Yeah, just some brief follow-up on

1 that.

2 EXAMINATION BY ATTY. PHILLIPS:

3 Q Those sales that you just referenced,  
4 Mr. Wakeling, in 2013, 2014 and 2015, those sales of Forum  
5 products were the sales we discussed in the invoices,  
6 right, in Exhibits 5, 6 and 7; is that correct?

7 A Some, yes. I believe in 2013, 2014, there  
8 probably were more sales than just those, but yes, those --  
9 those sales were part -- the sales in the exhibits were  
10 part of our sales in 2013, 2014, 2015.

11 Q Right. But those were, as you mentioned, sales of  
12 old product which had been produced prior to Burton ceasing  
13 production in 2012, correct?

14 A Yes.

15 Q So the sales that occurred in 2013, 2014 and 2015,  
16 any sales of Forum product at that time could only have  
17 been for sales of product that had been produced prior to  
18 2012, correct?

19 A Correct, yes.

20 MR. PHILLIPS: Nothing further.

21 MR. O'BRIEN: Just two small points of  
22 re-redirect based on that, Robin.

23 MR. PHILLIPS: Sure.

24 EXAMINATION BY ATTY. O'BRIEN:

25 Q Mark, so I think you just now in the recross by

1 Mr. Phillips, I believe you said that there were -- excuse  
2 me -- Exhibits 5, 6 and 7 reflected some of the sales of  
3 Forum products in those years, i.e., 2013, '14, '15; is  
4 that correct?

5 A I believe so, yes.

6 Q So to the best of your recollection, might there  
7 have been other sales of Forum products in the years 2013,  
8 '14 or '15 besides what is reflected in Exhibits 5, 6 and  
9 7?

10 A Definitely, yes.

11 Q And one other point I wanted to just clarify for  
12 the record, I think the last question that you just  
13 answered for Mr. Phillips was that the products that were  
14 sold -- Forum products that were sold that is in the years  
15 2013, '14 and '15 were produced prior to 2012, was that how  
16 you heard the question?

17 A Yes, I did, so I guess that's incorrect. It was  
18 produced in 2012.

19 Q Okay. I wanted to clarify. Could the product  
20 have been produced in 2012?

21 A Correct, yes.

22 Q Just not necessarily in 2012; is that --

23 A Yes.

24 Q -- correct?

25 A Yes, correct.

1 MR. O'BRIEN: Okay. Thank you. That's all I  
2 have, Robin.

3 MR. PHILLIPS: Okay. So then let me reclarify  
4 now.

5 EXAMINATION BY ATTY. PHILLIPS:

6 Q So for any sales of Forum products that occurred  
7 in 2013, 2014 or 2015, those would have been for sales of  
8 products that were produced in the year 2012 or earlier,  
9 correct?

10 A Correct, yes.

11 Q Because no Forum products were made after 2013,  
12 correct?

13 A Until 2018.

14 Q Right. So because there were no Forum products  
15 produced between 2013 and 2018, any sales in the period  
16 2013 to 2018 could only have been for Forum products  
17 produced in 2012 or prior to 2012, correct?

18 A Correct, yes.

19 MR. PHILLIPS: Nothing further.

20 MR. O'BRIEN: Okay. I will let you go, Mark.  
21 Thank you so much.

22 (Time noted: 1:54 P.M.)  
23  
24  
25

C E R T I F I C A T E

I, Lisa S. Bishop, RPR, RMR, a Notary Public,  
hereby certify that the within-named deponent was sworn to  
testify the truth, the whole truth, and nothing but the  
truth, in the aforementioned cause of action.

I further certify that this deposition was  
stenographically reported by me and later reduced to print  
through Computer-Aided Transcription, and the foregoing is  
a full and true record of the testimony given by the  
deponent.

I further certify that I am a disinterested  
person in the event or outcome of the above-named cause of  
action.

IN WITNESS WHEREOF, I subscribe my hand  
this 25th day of February, 2021.



\_\_\_\_\_  
Lisa S. Bishop, RPR, RMR, Notary Public

My Commission Expires: January 27, 2023

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WITNESS CERTIFICATION

I hereby certify that I have read the foregoing transcript of my deposition testimony, and that my answers to the questions propounded, with the attached corrections or changes, if any, are true and correct.

DATE:\_\_\_\_\_ MARK WAKELING: \_\_\_\_\_

PRINTED NAME: \_\_\_\_\_

SCHOONOVER  
vs.  
THE BURTON CORPORATION

Errata Sheet

NAME OF CASE: SCHOONOVER vs THE BURTON CORPORATION

DATE OF DEPOSITION: 02/12/2021

NAME OF WITNESS: MARK WAKELING

Reason Codes:

1. To clarify the record.

2. To conform to the facts.

3. To correct transcription errors.

Page \_\_\_\_\_ Line \_\_\_\_\_ Reason \_\_\_\_\_

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## Burton Realigns its Family of Brands for Long-Term Success

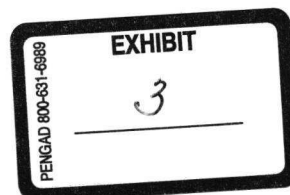
BURLINGTON, VT (October 23, 2012) Burton Snowboards today announced that its senior management team has elected to alter the structure of Burton owned brands to better position the company, its retail partners and stakeholders for the future. The current family of brands includes Analog, Gravis, RED, anon, Foursquare, Forum, Special Blend and Channel Islands. During a company-wide meeting today at its headquarters in Vermont, Burton Founder and CEO Jake Burton explained the new structure and how it will allow Burton to focus on what it does best: make and support products that set the bar for snowboarding development and further progress the sport and lifestyle.

Specifically, Burton announced the following changes to its structure and subsidiaries. Over the next year, Analog will return to its roots of being a pure snowboarding brand based at its original home in Burlington, Vermont. Analog has a deep heritage in snowboarding from the day when Greg Dacyszyn (Burton Chief Creative Officer) and the late Jeffy Anderson (Team Rider) gave birth to the brand in Burlington, and as such, will revert back to being a winter-only brand. Burton's Gravis brand will ultimately move its headquarters to Tokyo, Japan and moving forward will be solely distributed in Asian markets selling lifestyle shoes and bags. Gravis was established in 1998 as the company's first independent lifestyle brand, and since then, Asia has been by far its most successful region. As a result, Gravis will now focus purely on this market and opportunity. Further, in a move that Burton has been planning for several years, the company will also start developing protective headwear under the anon brand name. Burton will continue to offer its RED helmets on a limited basis, but the bulk of helmet and optics product lines will be combined under the anon brand, which has become synonymous with quality riding accessories.

Also part of today's restructure, Burton announced it will transition out of its Program brands (Foursquare, Forum and Special Blend), which were purchased in 2004 with the intent to keep snowboard companies in the hands of snowboarders. Burton has supported these brands for eight years and will continue to support them over the next year through warranty service, dealer support, marketing and inventory. The company will exit out of The Program brands in winter 2014, in order to better focus on and invest in Burton.

Finally, Channel Islands, which was acquired by Burton in 2006, will be unaffected by this brand realignment and will continue to design, develop and manufacture best-in-class surf hardgoods products in Carpinteria, California.

In addressing all of these changes, Jake Burton had this to say: "Burton has experienced several years of income growth since the recession and paid out bonuses to employees over the last two years," said Jake. "That said, the economy has a voice of its own that we all have to listen to, and the message is clear: do what you do best and focus purely on it. In our case, that means to narrow our focus to the sport and lifestyle that got us here – snowboarding. We will continue to support Channel Islands in its endeavor to make the best surfboards in the world and Gravis in its new home in Japan, but when you walk through the front door here in Burlington, Vermont, it will be all snowboarding and snowboarding lifestyle all the time – driven by the Burton, Analog and anon brands."



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Jake went on to share that one of the key factors that led senior management to these decisions includes the success of Burton's entry into the apparel and bag/pack business on a year-round basis, which has grown significantly in all seasons. The message Burton has taken from the marketplace is that for long-term success, this is the direction that the company should be pursuing, along with its core hardgoods and outerwear business.

Increasing the company's focus on Burton has also been demonstrated by recent significant investments in Burton's headquarters and infrastructure. These include the acquisition of the building next door to its Burlington, Vermont headquarters where the company not only built Craig's, a new 10,000-square-foot R&D and prototype facility, but also Area 13, a 6,000-square-foot Burton/anon/Analog wholesale showroom. Craig's (named after the late Craig Kelly) is known as the most advanced and sophisticated snowboard prototype facility in the world where ideas are conceived, built and on-snow in less than 24 hours. Area 13 is Burton's marquee showroom where retailers from all over the world can come to Vermont to see future product lines. Like today's announcement, both of these examples demonstrate the company's commitment to the long-term growth, progression and success of the Burton snowboard brands.

In closing, Jake went on to state the following: "I take full responsibility for the decisions that led to the creation (or acquisitions) of these ancillary brands, and I similarly am the individual ultimately responsible for the decision to realign and focus more purely on what made this company from the start. Clearly, the most difficult aspect of this decision and transition is the people affected. The employees and team riders associated with these brands have poured their guts into making it happen. Their level of commitment has been extraordinary, and we will do everything we can to help support them through this transition. There is never a good time for moves like this, and we could have delayed the announcement, but it isn't our style to perpetuate a myth. Clearly this transition will pose challenges along the way, but in the long run, everyone will see the results of our commitment to our core business."

#### **About Burton**

In 1977, Jake Burton Carpenter founded Burton Snowboards out of his Vermont barn and has dedicated his life to snowboarding ever since. Burton has played a pivotal role in growing snowboarding from a backyard hobby to a world-class sport by creating groundbreaking products, supporting a team of top snowboarders and pushing resorts to allow snowboarding. Today, Burton designs and manufactures industry-leading products for snowboarding and the snowboard lifestyle, including snowboards, boots, bindings, outerwear and layering as well as year-round apparel, packs/bags and accessories. Privately held and owned by Jake and his wife, Burton President Donna Carpenter, Burton's headquarters are in Burlington, Vermont with offices in Austria, Japan, Australia and California. For more information, visit [www.burton.com](http://www.burton.com).

Follow our line at [facebook.com/burtonsnowboards](https://facebook.com/burtonsnowboards) and [twitter.com/burtonsnowboard](https://twitter.com/burtonsnowboard)

Media Contact:  
Anne-Marie Dacyshyn  
[amd@burton.com](mailto:amd@burton.com)  
Burton Snowboards  
(802) 652-3720

## **2012 Burton Restructure: Key Facts by Brand**

### **ANALOG**

#### Heritage

Following Burton's outerwear legacy, Analog was created in 1999 as a more progressive, style-conscious outerwear collection led by a handful of top pros at the time, including Trevor Andrew, Jeffy Anderson and Gigi Ruf. Since then, Analog has continued to drive many of snowboarding's outerwear style trends, and in 2003 Analog added a streetwear component to its line, followed by surf apparel, a surf team and an Analog skate platform.

#### Key Facts

- Burton has made the decision to ultimately transition out of Analog surf and skate apparel by next fall.
- Analog surf and skate apparel will be shipped through Spring/Summer '13, and will be marketed and supported.
- After the spring season, Burton will continue to design, develop and distribute Analog as a winter-only brand, operating out of Burton's headquarters in Burlington, Vermont, with points of distribution around the world.
- The new Analog will only design and distribute Analog outerwear and tech apparel, called "ATF", along with basics.

#### Team Update

The Analog snow team, made up of Danny Davis, Mikkel Bang and Zak Hale will continue on as Analog riders. Regarding the Analog surf and skate teams, we will be working with each team rider individually on an exit plan to transition them out of the brand.

### **GRAVIS**

#### Heritage

Gravis was started by Burton in 1998, as the company's first independent lifestyle brand. From the start, Gravis was focused on creating casual footwear, bags and softgoods built on an action sports lifestyle platform. Today the brand is still rooted in footwear, with the addition of a skate shoe collection and team, launched in August, 2008.

#### Key Facts

- Gravis will ultimately become an Asian-only brand, which will result in the wind down of the brand in North America, Southern Hemisphere and Europe.
- With this decision, Gravis' headquarters will be re-located to Tokyo and run out of Japan, in order to best serve the Asian market where Gravis is the most established and where it has its most viable business.
- Gravis product will be shipped through Spring/Summer '13 in all regions. Gravis will become an Asian-only brand in the fall of 2013.

#### Team Update

With this move to be a primarily lifestyle brand, the Gravis team will be restructured to accommodate the lifestyle market in Asia.



## **RED & ANON**

### Heritage

RED was started by Burton in 1996 as its first protection brand. Since then, RED has designed, developed and manufactured helmets and protective wear for pros and consumers alike. Anon was established as Burton's eyewear brand in 2001 and focuses on goggles.

### Key Facts

- Burton will be developing and manufacturing protective headwear (helmets) under the anon name. Anon has become synonymous with quality riding accessories, and it is a natural extension to add helmets to its mix.
- RED helmets will continue to be sold on a limited basis. Anon helmets will be launched for Winter 2014 for all channels.

### Team Update

We will be working with each RED and anon team rider on an individual basis regarding this announcement.

## **THE PROGRAM (Foursquare, Forum, Special Blend)**

### Heritage

Burton purchased The Program brands in 2004 from Four Star Distribution. At that time, Burton felt an obligation (and an opportunity) to slow the trend of ski companies buying up snowboard brands. Consequently, when these companies went up for sale, Burton purchased them and they became 'The Program' brands for Burton.

### Key Facts

- The intent from the beginning was to keep snowboard companies in the hands of snowboarders and keep these brands thriving. As the world's leading snowboard company, Burton felt there would never be a better home for these three brands.
- But even under Burton's wing, after 8 years, the businesses have failed to be viable. Consequently, Burton has realized it's time to exit out of them, in order to better focus and invest in the Burton brand.
- Therefore, Burton will be transitioning out of Foursquare, Forum and Special Blend globally after this season.
- Current winter 2013 product will be supported over the next year, via warranty, dealer, marketing and inventory support.

### Team Update

We will be working with each team rider on an individual exit plan to transition them out of these brands.

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Burton acquired Channel Islands Surfboards in June, 2006 after the founders of each company, Al Merrick and Jake Burton, forged an agreement over the fact they shared a similar mindset and passion for their respective sports. With their shared vision for putting the sports in the hands of the team athletes and shared philosophies on hardgoods product development, it was a very natural partnership.

### Key Facts

- Channel Islands is not affected by the announcements today. Burton will continue to support the CI operation in Carpinteria, California, as usual.
- Burton is very happy with and committed to our relationship with Channel Islands.

### Team Update

There will be no team riders affected, as there are no changes to the Channel Islands operating or marketing structure.

**BURTON SNOWBOARDS**

Burton will continue to do what it does best: make and support products that set the bar for snowboarding development. The most graphic change will be increased resources and investments made available to Burton to further progress our sport and lifestyle. Outside of our renewed focus, it will be business as usual.

###

## Exhibit K



Adventure Sports Network



## Jake Burton On Overhauling Corporate Structure, Closing The Program Brands

October 23, 2012 | By lewis



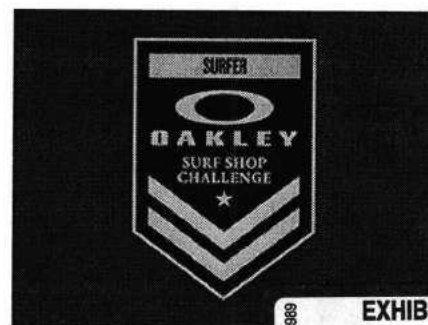
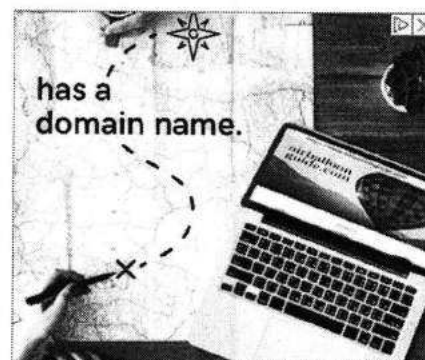
Burton Founder and CEO Jake Burton. Photo: Curtes

In a company-wide meeting this morning, Jake Burton announced a sweeping realignment of the company's brands and corporate structure including transitioning out of The Program brands, Foursquare; Forum; and Special Blend after this winter, moving Gravis to Tokyo and distributing it solely in Asia, transitioning Analog out of skate and surf, launching anon helmets, and scaling back RED to limited availability.

We caught up with Burton after the meeting to learn more about the impacts and goals of this difficult decision:

<https://www.adventuresportsnetwork.com/transworld-business/burton-overhauls-corporate-structure-pulling-out-of-the-program/>

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something we had to go through.

### What's the mood over there today following this morning's meeting?

The affects here in Burlington were negligible in the context of people or non-existent really.

### The impacts were more in the California offices?

Yeah, it's obviously more of a blow to our California crew. It's the hardest part of the whole thing obviously. We all feel that we've sort of let each other down, but everybody gave 100 percent in investment and commitment and passion towards those brands, but in the long run the writing was on the wall. I think everybody pretty much accepts that and has come to grips with it.

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### Will you guys be closing the Costa Mesa offices?

There's quite a period of time of transition so that won't be happening immediately, but over time, probably. We have two buildings in Costa Mesa, Burton is out of a building as well. So we'll probably, over a period of six months or so, squeeze everything into there.

We're still shipping Analog spring/summer and we want to support it in the context of marketing and inventory and everything else that goes along with having a brand in the marketplace?

### Can you share how many people were affected or a percentage?

We are privately held so it's not like we have to file specific information, but I think it's a bit vague in the context. We could have put on sort of an act and pretended like the brands were still in business and had trade show booths.

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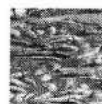
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Newschoolers



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### The Farmer's Almanac's 2018/19 Winter Weather Forecast

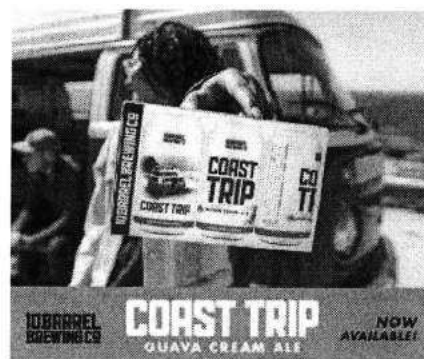
Adventure Sports Network



### Wilderness VS Subrosa Street Rail

Ride BMX

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coming and not bullshit people. Our decision was to announce it pretty quickly and consequently a lot of people are sticking around to facilitate the transition. They're not sticking around forever. Some people are pretty much done, but that's a minority.

As you know, this is the beginning of a long-term transition strategy. As such, specifics on HR data will not be disclosed. What I can share is that where appropriate and where opportunities exist, we will be absorbing staff into the Burton infrastructure full-time, and/or keeping them on for transitional roles and support.

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**There's been a lot of talk and speculation around the industry about how you guys were impacted by last winter and the economy in general.**

That definitely precipitated it in some form, but financially we've had a couple good years. This year's looking fine, so this was more of a function of, and I say this in all honesty, looking forward at the long-term viability of those brands. Maybe a killer winter last year would have made us less focused on looking at our longer term deal, but I don't think it was something that was made in the context of just a tough winter.

**You think that would have just prolonged the decision?**

Yeah, it would have probably just made us a little bit less inclined to look at the long-term viability of everything we're involved in.

**In saying this has been a long time coming, give me a background of the discussions around these changes and where you're looking at taking things for Burton?**

It's a combination of the success that we've had with the Burton brand and also in new categories on a year-round basis. The apparel thing is going very well and our bag and pack business continues to surprise us with how real it is. We came to the realization that those are the areas where we should be investing and it's where the brightest future is for us and our retailers.

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**With focusing more of your efforts on the Burton brand, where do you see reinvesting on that side?**

We can focus more money on the marketing side of our year-round business--the apparel, bags, and pack stuff. We can invest in product development and R&D facilities much like we built Craig's for the board thing--we want to add in to Craig's

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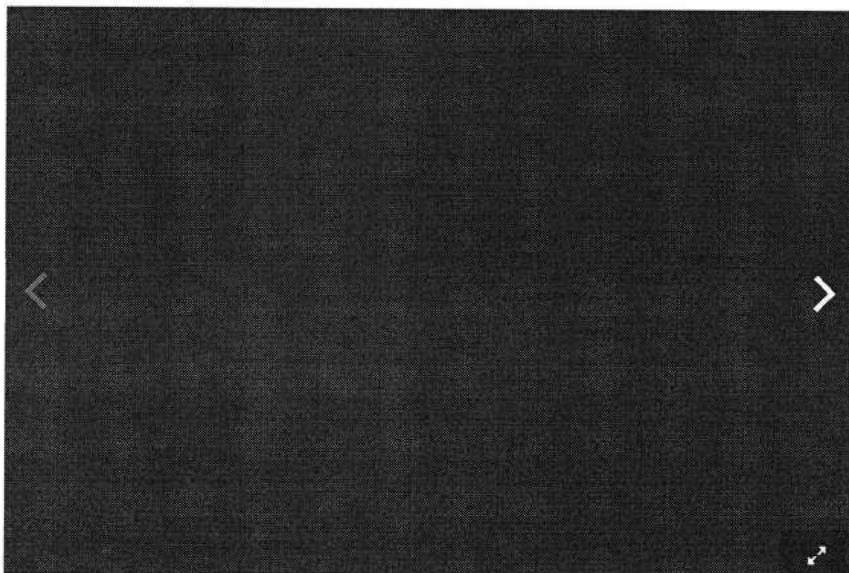


wasn't like I was all stressed solely about having to make money--but in the longer term it was money that could have been spent in other areas.

**The philosophy of focusing on what you do well and pouring your energy into that is a serious reality in today's economy.**

Yeah, exactly. We have a board of directors--they're pretty financially oriented and capable people. They're more advisors because we're privately held and can do what we want, but the message from them was that this economy is very much rewarding those who focus on their core business. To hear that repeatedly, I guess it finally sunk in.

**Take a look back at the Burton timeline:**



Burton 1978



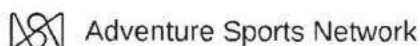
**As far as The Program brands, the release says your transitioning out of them. What does that mean? Are you planning on selling them or are you putting those to bed?**

We'll probably, to use your words, put them to bed. I don't see us selling them. I think we will retain the trademarks should anything ever develop in the future, but it's part and parcel of the philosophy of looking at what we do best. We have looked at opportunities to target those brands towards specific opportunities that might exist in the marketplace at different levels of distribution or price points and it seems like the message we get from people is "we want Burton." So we've got to be responsive to

<https://www.adventuresportsnetwork.com/transworld-business/burton-overhauls-corporate-structure-pulling-out-of-the-program/>



## Exhibit K



**Do you see launching a different line under Burton to better target The Program customer?**

For sure. I think that the Burton brand is pretty encompassing, but this is an opportunity for us to expand our core business as we know it and seize on opportunities that exist.

**On to the Gravis front, how much of the market share of Gravis has been in the Asian market? I'm guessing that's why you're shifting it there.**

I don't have those numbers, but it's probably been close to, or more than, half. Even in the early years when Gravis was wildly successful, so much of the business done in North America and Europe was being diverted to Japan. Japan has always had this very genuine affinity towards the brand and I think our people over there were very anxious to give it a shot and felt they could succeed. I think in many ways it will be cool to have the brand rooted where it is virtually adored.

**So it will be headquartered out of the Burton Japan office?**

Yes, for sure.

**With funneling more resources into the Burton brand, do you foresee launching Burton footwear with that product knowledge from Gravis?**

It's not on the table. We really want to focus on our snowboard boots and products.

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**On the anon side, it definitely makes sense to roll helmets up with that and move away from RED.**

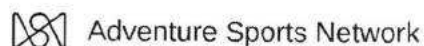
That's something we've been talking about and it had been in process. It almost felt a little bit awkward lumping it in with this other news about other decisions that were made more recently, but we felt it was logical since this was going to be happening to announce them all together at the same time.

The anon thing is interesting. It's different logic that pushed that decision, but when you look at it in and of itself it's sort of the same philosophy.

**Will the design direction be similar to RED or will it be a big departure?**

I think it's an opportunity for different identity on the helmets in the context of logo-ing, and we're putting more resources into it. There were also a lot of efficiencies right

## Exhibit K



**What does that mean as far as RED having limited availability going forward?**

We want to support the riders--there are some team riders on RED...

**So they'll stay on?**

Yeah.

**Will product still be available at retail?**

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I don't know if we've decided the exact scope, but for sure in our retail. Beyond that, I'm not sure. It probably depends a lot on what the demand is.

**With focusing most of your efforts back on snowboarding, why did you guys decide to leave Channel Islands unaffected?**

Channel Islands is very independent. It's not any kind of a distraction for us and it's something we're very proud of and it's viable in the long term.

**And performing well financially?**


It's not the size of Burton and I wouldn't say it's making money hand over fist, but to a certain extent it's a labor of love. It's such a good thing and I feel a commitment to Al [Merrick] and a commitment to the people there to perpetuate it. It's very independent and doesn't have the end result of taking our eye off the ball in any way.

**What would be the take away message for your retailers? What does this mean for the relationship and for your brand?**

Just like it's tough for myself, I think it will be tough to a lot of retailers who have shown commitments to these brands. I don't want to minimize that. I get it and I understand it and I feel the same way, but I am confident that this is the right move in the long term for us and our retailers. I don't think that there is any conflict of interest there. I think we are very aligned and I think they will see that and see our increased commitment to our core business and I think we will all benefit in the long run. Hopefully they have confidence in our ability to make the right decisions and I think by and large we've done that in the long term. We've been in this business for over 35 years and a lot of our retailers have been in it damn near that long themselves. It's a tough period of time and I don't want to minimize the severity of what's going on, but I think that it is a decision that has been agonized over and debated and very thought out and I think that they need to trust us on that and those that do I think will be rewarded in the long run.



## Exhibit K


 Adventure Sports Network


**Follow the jump for this morning's press release and a run down of the affects on Analog, Gravis, anon, RED, Channel Islands, The Program, and Burton...**



Here's the release:

*BURLINGTON, VT (October 23, 2012)*

*Burton Snowboards today announced that its senior management team has elected to alter the structure of Burton owned brands to better position the company, its retail partners and stakeholders for the future. The current family of brands includes Analog,*

*Gravis, RED, anon, Foursquare, Forum, Special Blend and Channel Islands. During a company-wide meeting today at its headquarters in Vermont, Burton Founder and CEO Jake Burton explained the new structure and how it will allow Burton to focus on what it does best: make and support products that set the bar for snowboarding development and further progress the sport and lifestyle.*

*Specifically, Burton announced the following changes to its structure and subsidiaries. Over the next year, Analog will return to its roots of being a pure snowboarding brand based at its original home in Burlington, Vermont. Analog has a deep heritage in snowboarding from the day when Greg Dacyshyn (Burton Chief Creative Officer) and the late Jeffy Anderson (Team Rider) gave birth to the brand in Burlington, and as such, will revert back to being a winter-only brand. Burton's Gravis brand will ultimately move its headquarters to Tokyo, Japan and moving forward will be solely distributed in Asian markets selling lifestyle shoes and bags. Gravis was established in 1998 as the company's first independent lifestyle brand, and since then, Asia has been by far its most successful region. As a result, Gravis will now focus purely on this market and opportunity. Further, in a move that Burton has been planning for several years, the company will also start developing protective headwear under the anon brand name. Burton will continue to offer its RED helmets on a limited basis, but the bulk of helmet and optics product lines will be combined under the anon brand, which has become synonymous with quality riding accessories.*

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*Also part of today's restructure, Burton announced it will transition out of its Program brands (Foursquare, Forum and Special Blend), which were purchased in 2004 with the intent to keep snowboard companies in the hands of snowboarders. Burton has*

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company will exit out of the Program brands in winter 2014, in order to better focus on and invest in Burton.

Finally, Channel Islands, which was acquired by Burton in 2006, will be unaffected by this brand realignment and will continue to design, develop and manufacture best-in-class surf hardgoods products in Carpinteria, California.

In addressing all of these changes, Jake Burton had this to say: "Burton has experienced several years of income growth since the recession and paid out bonuses to employees over the last two years," said Jake. "That said, the economy has a voice of its own that we all have to listen to, and the message is clear: do what you do best and focus purely on it. In our case, that means to narrow our focus to the sport and lifestyle that got us here - snowboarding. We will continue to support Channel Islands in its endeavor to make the best surfboards in the world and Gravis in its new home in Japan, but when you walk through the front door here in Burlington, Vermont, it will be all snowboarding and snowboarding lifestyle all the time - driven by the Burton, Analog and anon brands.

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Jake went on to share that one of the key factors that led senior management to these decisions includes the success of Burton's entry into the apparel and bag/pack business on a year-round basis, which has grown significantly in all seasons. The message Burton has taken from the marketplace is that for long-term success, this is the direction that the company should be pursuing, along with its core hardgoods and outerwear business.

Increasing the company's focus on Burton has also been demonstrated by recent significant investments in Burton's headquarters and infrastructure. These include the acquisition of the building next door to its Burlington, Vermont headquarters where the company not only built Craig's, a new 10,000-square-foot R&D and prototype facility, but also Area 13, a 6,000-square-foot Burton/anon/Analog wholesale showroom. Craig's (named after the late Craig Kelly) is known as the most advanced and sophisticated snowboard prototype facility in the world where ideas are conceived, built and on-snow in less than 24 hours. Area 13 is Burton's marquee showroom where retailers from all over the world can come to Vermont to see future product lines. Like today's announcement, both of these examples demonstrate the company's commitment to the long-term growth, progression and success of the Burton snowboard brands.

In closing, Jake went on to state the following: "I take full responsibility for the decisions that led to the creation (or acquisitions) of these ancillary brands, and I similarly am the individual ultimately responsible for the decision to realign and focus

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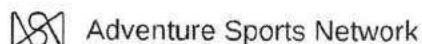
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**GRAVIS**Heritage

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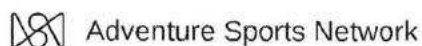
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NEXT

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## Popular In the Community



## BUY USED BAGS.



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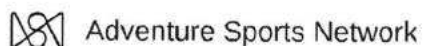
## In Case You Missed It

Transworld Business

### California Creates Legislation Office for the Outdoor Recreation Industry

California is recognizing its \$92 billion  
recreation market with a bill that supports

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### Transworld Business

Medical director for the WSL, Nitro Circus, PGA Tour, X-Games and Winter Olympics is

Transworld Business

### VonZipper Names New Global Design Director and Chief Officer Of Product

Josh Hartley joins the Irvine, California-based team.

Transworld Business

### SIMA Names New Board President and Vice President

Billabong's Shannan North and Stokehouse Unlimited's Paul Naude will be stepping in t

Transworld Business

### The Inertia's Evolve Summit Brings Together Alternative Thought-Leaders in Outdoor and Surfing Communities

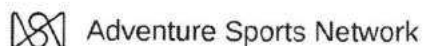
A range of topics were discussed, with contributions from Jeremy Jones, Gabrielle Reece

Transworld Business

### The Snowboard Community Remembers Gerhard Gross

Gerhard was a talented, positive light in our industry, whose presence will live on t

## Exhibit K



### Expand Their Business Mentor Programs

The non-profit's "Springboard" program has been rebranded, catering to a growing numb

Transworld Business

### Airblaster Hires Kyle Phillips as Director of Sales

With two decades of experience in the snow industry, Phillips will oversee sales for

Snowboarding

### Snowboard Industry Icons Adam and Kevin Pearce Fill Us In on LoveYourBrain

After Olympic hopeful Kevin Pearce sustained a traumatic brain injury, his family's n

Transworld Business

### VF Corp Is Splitting Into Two Publicly Traded Companies

The brand powerhouse is dividing up its business and moving its apparel and footwear


Transworld Business

### How Volcom's "New Future Alliance" Is Making an Impact With Environmental and Social Responsibility

Twelve years in the making, Volcom's "new future" vision focuses on our oceans, clima



## Exhibit K


 Adventure Sports Network


### marketing team

New hires hail from previous outdoor industry roles.

Transworld Business

### World Surf League's Dirk and Natasha Ziff Honored at 2018 Waterman's Ball

The evening looked to the future of pro surfing, and also honored some of its foundin

Transworld Business

### Quiksilver Has Listed its Massive Torquay, Australia Headquarters For Sale

While a listing price is yet to be disclosed, some speculate the move signals further

Transworld Business

### Boa Opens New Sustainably-Built Headquarters in Denver, Colorado

The new facility triples Boa's work space and boasts a design that caters to the bran

Transworld Business

### Dickies' Heritage Carries Over to New Consumer Who's Adopted Workwear's Crossover Appeal

As workwear emerges as a strong mainstream market, Dickies Senior VP discusses levera

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## Exhibit K



Adventure Sports Network



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**Ship To :** **52006**

ACTIVE SPORTS dba THE HOUSE  
 523 SHOREVIEW PARK RD  
 SHOREVIEW MN 55126  
 USA

**Sold To :** **15565**

THE HOUSE  
 ACTIVE SPORTS  
 200 S OWASSO BLVD RD  
 SAINT PAUL MN 55117

**Order #1426671**

**Order Date: 01/07/2014**

**Cancellation Date: 00/00/0000**

Order Type: ZOR  
 PO Number: Forum\_PYCO  
 Customer Number: 15565  
 Comment:

**Terms and Conditions**

Payment Due Date: 30 Days Net Terms of Delivery: FOB  
 Shipment Method: Fed-Ex collect Requested Delivery Date: 01/07/2014

Item Num	UOM	Item Description	Ordered	Unit Price	Extended Price
10581000102-S	PAA	AURA WHITE LIMEADE-S	15	72.00	1,080.00
		Discount:		40%	432.00-
10581000651-M	PAA	AURA PINK LEMONADE-M	15	72.00	1,080.00
		Discount:		40%	432.00-
10582000006-M	PAA	RECON BRUISER-M	5	72.00	360.00
		Discount:		40%	144.00-
10582000302-L	PAA	RECON BLIMEY-L	7	72.00	504.00
		Discount:		40%	201.60-
10583000006-S	PAA	MINI RECON BRUISER-S	18	72.00	1,296.00
		Discount:		40%	518.40-
10583000302-S	PAA	MINI RECON BLIMEY-S	19	72.00	1,368.00
		Discount:		40%	547.20-
10585000301-M	PAA	FACTION GRASSLAND-M	32	102.00	3,264.00
		Discount:		40%	1,305.60-
10585000801-M	PAA	FACTION WARNING SIGNS-M	27	102.00	2,754.00
		Discount:		40%	1,101.60-
10586000101-M	PAA	REPUBLIC SKINNER-M	43	120.00	5,160.00
		Discount:		40%	2,064.00-
10586000251-M	PAA	REPUBLIC WAXER-M	45	120.00	5,400.00
		Discount:		40%	2,160.00-
10587000402-S	PAA	JOURNAL DEEP SEA-S	38	120.00	4,560.00
		Discount:		40%	1,824.00-
10588000502-M	PAA	KEEPER PANDER-M	20	102.00	2,040.00
		Discount:		40%	816.00-
10514000000-146	EA	CONTRACT NO COLOR-146	18	204.00	3,672.00



Item Num	UOM	Item Description	Ordered	Unit Price	Extended Price
		Discount:		40%	1,468.80-
10614000000-148	EA	CONTRACT NO COLOR-148	19	204.00	3,876.00
		Discount:		40%	1,550.40-
10614000000-150	EA	CONTRACT NO COLOR-150	35	204.00	7,140.00
		Discount:		40%	2,856.00-
10614000000-152	EA	CONTRACT NO COLOR-152	29	204.00	5,916.00
		Discount:		40%	2,366.40-
10615000000-152	EA	DESTROYER NO COLOR-152	7	270.00	1,890.00
		Discount:		40%	756.00-
10615000000-154	EA	DESTROYER NO COLOR-154	32	270.00	8,640.00
		Discount:		40%	3,456.00-
10615000000-156	EA	DESTROYER NO COLOR-156	15	270.00	4,050.00
		Discount:		40%	1,620.00-
10615000000-158	EA	DESTROYER NO COLOR-158	11	270.00	2,970.00
		Discount:		40%	1,188.00-
10616000000-152	EA	HOLY MOLY II NO COLOR-152	39	300.00	11,700.00
		Discount:		40%	4,680.00-
10616000000-155	EA	HOLY MOLY II NO COLOR-155	46	300.00	13,800.00
		Discount:		40%	5,520.00-
10616000000-158	EA	HOLY MOLY II NO COLOR-158	36	300.00	10,800.00
		Discount:		40%	4,320.00-
10617000000-515	EA	KITCHEN SINK NO COLOR-151.5	13	276.00	3,588.00
		Discount:		40%	1,435.20-
10617000000-545	EA	KITCHEN SINK NO COLOR-154.5	28	276.00	7,728.00
		Discount:		40%	3,091.20-
10617000000-575	EA	KITCHEN SINK NO COLOR-157.5	48	276.00	13,248.00
		Discount:		40%	5,299.20-
10617000000-605	EA	KITCHEN SINK NO COLOR-160.5	24	276.00	6,624.00
		Discount:		40%	2,649.60-
10618000000-148	EA	STREET NO COLOR-148	12	168.00	2,016.00
		Discount:		40%	806.40-
10618000000-152	EA	STREET NO COLOR-152	39	168.00	6,552.00
		Discount:		40%	2,620.80-
10618000000-156	EA	STREET NO COLOR-156	5	168.00	840.00
		Discount:		40%	336.00-
10619000000-152	EA	YOUNGBLOOD GPOPS NO COLOR-152	22	252.00	5,544.00
		Discount:		40%	2,217.60-
10619000000-154	EA	YOUNGBLOOD GPOPS NO COLOR-154	34	252.00	8,568.00
		Discount:		40%	3,427.20-
10619000000-156	EA	YOUNGBLOOD GPOPS NO COLOR-156	18	252.00	4,536.00
		Discount:		40%	1,814.40-
10840000000-515	EA	HONEY POT NO COLOR-151.5	14	234.00	3,276.00
		Discount:		40%	1,310.40-
10840000000-545	EA	HONEY POT NO COLOR-154.5	50	234.00	11,700.00
		Discount:		40%	4,680.00-
10840000000-575	EA	HONEY POT NO COLOR-157.5	24	234.00	5,616.00

Item Num	UOM	Item Description	Ordered	Unit Price	Extended Price
		Discount:		40%	2,246.40-
10841000000-151	EA	DECK NO COLOR-151	13	234.00	3,042.00
		Discount:		40%	1,216.80-
10841000000-154	EA	DECK NO COLOR-154	29	234.00	6,786.00
		Discount:		40%	2,714.40-
10841000000-157	EA	DECK NO COLOR-157	19	234.00	4,446.00
		Discount:		40%	1,778.40-
10843000000-143	EA	SPINSTER NO COLOR-143	17	252.00	4,284.00
		Discount:		40%	1,713.60-
10843000000-146	EA	SPINSTER NO COLOR-146	24	252.00	6,048.00
		Discount:		40%	2,419.20-
10843000000-148	EA	SPINSTER NO COLOR-148	27	252.00	6,804.00
		Discount:		40%	2,721.60-
10843000000-151	EA	SPINSTER NO COLOR-151	16	252.00	4,032.00
		Discount:		40%	1,612.80-
10844000000-148	EA	YOUNGBLOOD DDOG NO COLOR-148	15	252.00	3,780.00
		Discount:		40%	1,512.00-
10844000000-152	EA	YOUNGBLOOD DDOG NO COLOR-152	11	252.00	2,772.00
		Discount:		40%	1,108.80-
10844000000-154	EA	YOUNGBLOOD DDOG NO COLOR-154	20	252.00	5,040.00
		Discount:		40%	2,016.00-
10844000000-156	EA	YOUNGBLOOD DDOG NO COLOR-156	29	252.00	7,308.00
		Discount:		40%	2,923.20-
10844000000-55W	EA	YOUNGBLOOD DDOG NO COLOR-155W	3	252.00	756.00
		Discount:		40%	302.40-
10844000000-59W	EA	YOUNGBLOOD DDOG NO COLOR-159W	1	252.00	252.00
		Discount:		40%	100.80-
10845000000-146	EA	AURA NO COLOR-146	16	178.00	2,848.00
		Discount:		40%	1,139.20-
10845000000-149	EA	AURA NO COLOR-149	7	178.00	1,246.00
		Discount:		40%	498.40-
10846000000-148	EA	MANUAL NO COLOR-148	1	204.00	204.00
		Discount:		40%	81.60-
10846000000-152	EA	MANUAL NO COLOR-152	3	204.00	612.00
		Discount:		40%	244.80-
10847000000-135	EA	MINI MANUAL NO COLOR-135	14	204.00	2,856.00
		Discount:		40%	1,194.33-
10847000000-140	EA	MINI MANUAL NO COLOR-140	5	204.00	1,020.00
		Discount:		40%	426.55-
10847000000-144	EA	MINI MANUAL NO COLOR-144	3	204.00	612.00
		Discount:		40%	255.93-
10849000000-142	EA	SAUCE NO COLOR-142	8	204.00	1,632.00
		Discount:		40%	652.80-
10849000000-147	EA	SAUCE NO COLOR-147	10	204.00	2,040.00
		Discount:		40%	816.00-
10849000000-151	EA	SAUCE NO COLOR-151	1	204.00	204.00

Item Num	UOM	Item Description	Ordered	Unit Price	Extended Price
		Discount:		40%	81.60-
1085000000-151	EA	SCALLYWAG NO COLOR-151	21	222.00	4,662.00
		Discount:		40%	1,864.80-
1085000000-155	EA	SCALLYWAG NO COLOR-155	32	222.00	7,104.00
		Discount:		40%	2,841.60-
1085000000-158	EA	SCALLYWAG NO COLOR-158	14	222.00	3,108.00
		Discount:		40%	1,243.20-
1085100000-130	EA	MINI RECON NO COLOR-130	19	168.00	3,192.00
		Discount:		40%	1,276.80-
1085100000-136	EA	MINI RECON NO COLOR-136	4	168.00	672.00
		Discount:		40%	268.80-
10943000008-10	PAA	MNS KICKER DARKNESS-10	26	150.00	3,900.00
		Discount:		40%	1,560.00-
10943000008-105	PAA	MNS KICKER DARKNESS-10.5	3	150.00	450.00
		Discount:		40%	180.00-
10943000008-11	PAA	MNS KICKER DARKNESS-11	3	150.00	450.00
		Discount:		40%	180.00-
10943000008-7.0	PAA	MNS KICKER DARKNESS-7	5	150.00	750.00
		Discount:		40%	300.00-
10943000008-8.0	PAA	MNS KICKER DARKNESS-8	24	150.00	3,600.00
		Discount:		40%	1,440.00-
10943000008-9.0	PAA	MNS KICKER DARKNESS-9	36	150.00	5,400.00
		Discount:		40%	2,160.00-
10943000008-9.5	PAA	MNS KICKER DARKNESS-9.5	3	150.00	450.00
		Discount:		40%	180.00-
10944000503-6.0	PAA	WMS GLOVE BOOT ROYAL-6	19	120.00	2,280.00
		Discount:		40%	912.00-
10944000503-7.0	PAA	WMS GLOVE BOOT ROYAL-7	28	120.00	3,360.00
		Discount:		40%	1,344.00-
10944000503-8.0	PAA	WMS GLOVE BOOT ROYAL-8	19	120.00	2,280.00
		Discount:		40%	912.00-
10948000303-10	PAA	MNS BOOTER JUNGLE RAIN-10	18	138.00	2,484.00
		Discount:		40%	993.60-
10948000303-105	PAA	MNS BOOTER JUNGLE RAIN-10.5	4	138.00	552.00
		Discount:		40%	220.80-
10948000303-11	PAA	MNS BOOTER JUNGLE RAIN-11	16	138.00	2,208.00
		Discount:		40%	883.20-
10948000303-8.0	PAA	MNS BOOTER JUNGLE RAIN-8	2	138.00	276.00
		Discount:		40%	110.40-
10948000303-9.0	PAA	MNS BOOTER JUNGLE RAIN-9	29	138.00	4,002.00
		Discount:		40%	1,600.80-
10948000303-9.5	PAA	MNS BOOTER JUNGLE RAIN-9.5	4	138.00	552.00
		Discount:		40%	220.80-
10952000062-9.0	PAA	MNS TRAMP SMOKEOUT-9	13	120.00	1,560.00
		Discount:		40%	624.00-
109520000601-10	PAA	MNS TRAMP RED DAWN-10	22	120.00	2,640.00

Item Num	UOM	Item Description	Ordered	Unit Price	Extended Price
		Discount:		40%	1,056.00-
10952000601-105	PAA	MNS TRAMP RED DAWN-10.5	2	120.00	240.00
		Discount:		40%	96.00-
10952000601-11	PAA	MNS TRAMP RED DAWN-11	3	120.00	360.00
		Discount:		40%	144.00-
10952000601-12	PAA	MNS TRAMP RED DAWN-12	7	120.00	840.00
		Discount:		40%	336.00-
10952000601-8.0	PAA	MNS TRAMP RED DAWN-8	17	120.00	2,040.00
		Discount:		40%	816.00-
10952000601-9.0	PAA	MNS TRAMP RED DAWN-9	30	120.00	3,600.00
		Discount:		40%	1,440.00-
10952000601-9.5	PAA	MNS TRAMP RED DAWN-9.5	2	120.00	240.00
		Discount:		40%	96.00-

Total Items: 1,619  
 Subtotal: 315,032.00  
 Freight: 0.00  
 Misc: 0.00  
 Tax : 0.00

Total Amount Due: 315,032.00 USD

Discount: 126,094.40-

Total Discounted Amount Due If Paid by Due Date 188,937.60 USD

Discount only applies to invoices paid in full on or before due date. Invoices paid after the due date will forfeit discount.

BUR\_00264

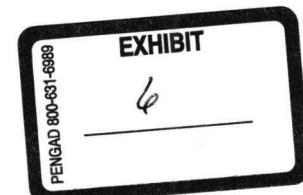


<b>Ship To :</b>	<b>17877</b>
THE SOUND BARRIER 52-54 CENTER ST RUTLAND VT 05701 USA	
<b>Sold To :</b>	<b>17877</b>
THE SOUND BARRIER 52-54 CENTER ST RUTLAND VT 05701	

<b>Order #1367919</b>
<b>Order Date: 11/19/2013</b>
<b>Cancellation Date: 00/00/0000</b>
Order Type: ZOR
PO Number: Program closeout
Customer Number: 17877
Comment:

<b>Terms and Conditions</b>	
Payment Due Date: 03/01/2014	Terms of Delivery: FOB
Shipment Method: Ground	Requested Delivery date: 11/19/2013

Item Num	UOM	Item Description	Ordered	Unit Price	Extended Price
240752-104M	EA	FM M WELIVEFM FLZP-YAYO WHITE/M	10	25.00	250.00
		Discount:		70%	175.00-
240752-104L	EA	FM M WELIVEFM FLZP-YAYO WHITE/L	7	25.00	175.00
		Discount:		70%	122.50-
240752-104XL	EA	FM M WELIVEFM FLZP-YAYO WHITE/XL	10	25.00	250.00
		Discount:		70%	175.00-
10582000006-M	PAA	RECON BRUISER-M	10	72.00	720.00
		Discount:		70%	504.00-
10582000302-L	PAA	RECON BLIMEY-L	10	72.00	720.00
		Discount:		70%	504.00-
10585000301-M	PAA	FACTION GRASSLAND-M	10	102.00	1,020.00
		Discount:		70%	714.00-
10585000801-M	PAA	FACTION WARNING SIGNS-M	10	102.00	1,020.00
		Discount:		70%	714.00-
10586000101-M	PAA	REPUBLIC SKINNER-M	10	120.00	1,200.00
		Discount:		70%	840.00-
10586000101-L	PAA	REPUBLIC SKINNER-L	5	120.00	600.00
		Discount:		70%	420.00-
10586000251-M	PAA	REPUBLIC WAXER-M	10	120.00	1,200.00
		Discount:		70%	840.00-
10588000502-M	PAA	KEEPER PANDER-M	10	102.00	1,020.00
		Discount:		70%	714.00-
10616100000-155	EA	HOLY MOLY II NO COLOR-155	2	300.00	600.00
		Discount:		70%	420.00-
10617100000-545	EA	KITCHEN SINK NO COLOR-154.5	1	276.00	276.00





Item Num	UOM	Item Description	Ordered	Unit Price	Extended Price
		Discount:		70%	193.20-
10841100000-154	EA	DECK NO COLOR-154	6	234.00	1,404.00
		Discount:		70%	982.80-
10841100000-157	EA	DECK NO COLOR-157	5	234.00	1,170.00
		Discount:		70%	819.00-
10842100000-152	EA	DESTROYER DDOG NO COLOR-152	7	270.00	1,890.00
		Discount:		70%	1,323.00-
10842100000-154	EA	DESTROYER DDOG NO COLOR-154	6	270.00	1,620.00
		Discount:		70%	1,134.00-
10842100000-156	EA	DESTROYER DDOG NO COLOR-156	2	270.00	540.00
		Discount:		70%	378.00-
10842100000-158	EA	DESTROYER DDOG NO COLOR-158	3	270.00	810.00
		Discount:		70%	567.00-
10842100000-162	EA	DESTROYER DDOG NO COLOR-162	8	270.00	2,160.00
		Discount:		70%	1,512.00-
10844100000-154	EA	YOUNGBLOOD DDOG NO COLOR-154	6	252.00	1,512.00
		Discount:		70%	1,058.40-
10844100000-55W	EA	YOUNGBLOOD DDOG NO COLOR-155W	1	252.00	252.00
		Discount:		70%	176.40-
10844100000-156	EA	YOUNGBLOOD DDOG NO COLOR-156	5	252.00	1,260.00
		Discount:		70%	882.00-
10844100000-59W	EA	YOUNGBLOOD DDOG NO COLOR-159W	2	252.00	504.00
		Discount:		70%	352.80-
10846100000-152	EA	MANUAL NO COLOR-152	5	204.00	1,020.00
		Discount:		70%	714.00-
10850100000-158	EA	SCALLYWAG NO COLOR-158	5	222.00	1,110.00
		Discount:		70%	777.00-
1095000310-M	EA	SB M CONTRA BND HDD GREENS/BURGUNDY-M	1	40.00	40.00
		Discount:		70%	28.00-
1095000310-L	EA	SB M CONTRA BND HDD GREENS/BURGUNDY-L	6	40.00	240.00
		Discount:		70%	168.00-
1095000411-M	EA	SB M CONTRA BND HDD BLUELABEL/TREES-M	5	40.00	200.00
		Discount:		70%	140.00-
1095000411-L	EA	SB M CONTRA BND HDD BLUELABEL/TREES-L	10	40.00	400.00
		Discount:		70%	280.00-
1095000411-XL	EA	SB M CONTRA BND HDD BLUELABEL/TREES-XL	4	40.00	160.00
		Discount:		70%	112.00-
1095000413-M	EA	SB M CONTRA BND HDD BRUISE/CAUTION-M	3	40.00	120.00
		Discount:		70%	84.00-
1095000413-L	EA	SB M CONTRA BND HDD BRUISE/CAUTION-L	9	40.00	360.00
		Discount:		70%	252.00-
1095000413-XL	EA	SB M CONTRA BND HDD BRUISE/CAUTION-XL	5	40.00	200.00
		Discount:		70%	140.00-
1095000606-M	EA	SB M CONTRA BND HDD REDROCKET/BL-M	4	40.00	160.00
		Discount:		70%	112.00-
1095000606-L	EA	SB M CONTRA BND HDD REDROCKET/BL-L	10	40.00	400.00

Item Num	UOM	Item Description	Ordered	Unit Price	Extended Price
		Discount:		70%	280.00-
11095000606-XL	EA	SB M CONTRA BND HDD REDROCKET/BL-XL	5	40.00	200.00
		Discount:		70%	140.00-
11097000015-M	EA	SB M HOODLUM HDD BLACKOUT-M	4	45.00	180.00
		Discount:		70%	126.00-
11097000015-L	EA	SB M HOODLUM HDD BLACKOUT-L	8	45.00	360.00
		Discount:		70%	252.00-
11097000015-XL	EA	SB M HOODLUM HDD BLACKOUT-XL	3	45.00	135.00
		Discount:		70%	94.50-
11097000305-L	EA	SB M HOODLUM HDD GREENS-L	5	45.00	225.00
		Discount:		70%	157.50-
11097000406-M	EA	SB M HOODLUM HDD BLUE IT-M	4	45.00	180.00
		Discount:		70%	126.00-
11097000406-L	EA	SB M HOODLUM HDD BLUE IT-L	10	45.00	450.00
		Discount:		70%	315.00-
11097000406-XL	EA	SB M HOODLUM HDD BLUE IT-XL	3	45.00	135.00
		Discount:		70%	94.50-
11108000015-M	EA	SB M FRANK THE TANK BLACKOUT-M	5	17.50	87.50
		Discount:		70%	64.65-
11108000015-L	EA	SB M FRANK THE TANK BLACKOUT-L	10	17.50	175.00
		Discount:		70%	129.31-
11108000015-XL	EA	SB M FRANK THE TANK BLACKOUT-XL	3	17.50	52.50
		Discount:		70%	38.79-
11108000305-L	EA	SB M FRANK THE TANK GREENS-L	5	17.50	87.50
		Discount:		70%	61.25-
11108000404-M	EA	SB M FRANK THE TANK BLUE LABEL-M	3	17.50	52.50
		Discount:		70%	36.75-
11108000404-L	EA	SB M FRANK THE TANK BLUE LABEL-L	19	17.50	332.50
		Discount:		70%	232.75-
11108000404-XL	EA	SB M FRANK THE TANK BLUE LABEL-XL	4	17.50	70.00
		Discount:		70%	49.00-
11416000015-M	EA	SB M FCLC FLZP BLACKOUT-M	5	27.00	135.00
		Discount:		70%	94.50-
11416000015-L	EA	SB M FCLC FLZP BLACKOUT-L	15	27.00	405.00
		Discount:		70%	283.50-
11416000015-XL	EA	SB M FCLC FLZP BLACKOUT-XL	5	27.00	135.00
		Discount:		70%	94.50-
11416000015-XXL	EA	SB M FCLC FLZP BLACKOUT-XXL	2	27.00	54.00
		Discount:		70%	37.80-
11416000305-M	EA	SB M FCLC FLZP GREENS-M	4	27.00	108.00
		Discount:		70%	75.60-
11416000305-L	EA	SB M FCLC FLZP GREENS-L	10	27.00	270.00
		Discount:		70%	189.00-
11416000305-XL	EA	SB M FCLC FLZP GREENS-XL	3	27.00	81.00
		Discount:		70%	56.70-
11417000015-M	EA	SB W FCLC FLZP BLACKOUT-M	7	27.00	189.00

Item Num	UOM	Item Description	Ordered	Unit Price	Extended Price
		Discount:		70%	132.30-
11417000305-M	EA	SB W FLC FLZP GREENS-M	10	27.00	270.00
		Discount:		70%	189.00-
11418000015-M	EA	SB M STACKED PO BLACKOUT-M	5	25.00	125.00
		Discount:		70%	87.50-
11418000015-L	EA	SB M STACKED PO BLACKOUT-L	10	25.00	250.00
		Discount:		70%	175.00-
11413000015-XL	EA	SB M STACKED PO BLACKOUT-XL	5	25.00	125.00
		Discount:		70%	87.50-
11413000015-L	EA	SB M STACKED PO BLACKOUT-L	2	25.00	50.00
		Discount:		70%	35.00-
11418000061-M	EA	SB M STACKED PO SILVER BULLET-M	5	25.00	125.00
		Discount:		70%	87.50-
11418000061-L	EA	SB M STACKED PO SILVER BULLET-L	10	25.00	250.00
		Discount:		70%	175.00-
11418000061-XL	EA	SB M STACKED PO SILVER BULLET-XL	5	25.00	125.00
		Discount:		70%	87.50-
11418000061-XXL	EA	SB M STACKED PO SILVER BULLET-XXL	2	25.00	50.00
		Discount:		70%	35.00-
11418000061-L	EA	SB M STACKED PO SILVER BULLET-L	10	25.00	250.00
		Discount:		70%	175.00-
11418000404-M	EA	SB M STACKED PO BLUE LABEL-M	3	25.00	75.00
		Discount:		70%	52.50-
11418000404-L	EA	SB M STACKED PO BLUE LABEL-L	9	25.00	225.00
		Discount:		70%	157.50-
11418000404-XL	EA	SB M STACKED PO BLUE LABEL-XL	3	25.00	75.00
		Discount:		70%	52.50-
11419000015-M	EA	SB W STACKED PO BLACKOUT-M	10	25.00	250.00
		Discount:		70%	175.00-
11419000015-M	EA	SB W STACKED PO BLACKOUT-M	5	25.00	125.00
		Discount:		70%	87.50-
11435000020-M	EA	FM M BIG F PO BLACK MAIL-M	5	25.00	125.00
		Discount:		70%	87.50-
11435000020-L	EA	FM M BIG F PO BLACK MAIL-L	10	25.00	250.00
		Discount:		70%	175.00-
11435000020-XL	EA	FM M BIG F PO BLACK MAIL-XL	10	25.00	250.00
		Discount:		70%	175.00-
11485000305-M	EA	FM M BIG F PO STONED-M	8	25.00	200.00
		Discount:		70%	140.00-
11485000305-L	EA	FM M BIG F PO STONED-L	10	25.00	250.00
		Discount:		70%	175.00-
11485000305-XL	EA	FM M BIG F PO STONED-XL	10	25.00	250.00
		Discount:		70%	175.00-
11485000961-M	EA	FM M BIG F PO COMBAT-M	6	25.00	150.00
		Discount:		70%	105.00-
11485000961-L	EA	FM M BIG F PO COMBAT-L	10	25.00	250.00

Item Num	UOM	Item Description	Ordered	Unit Price	Extended Price
		Discount:		70%	175.00-
11485000961-XL	EA	FM M BIG F PO COMBAT-XL	10	25.00	250.00
		Discount:		70%	175.00-
11486000020-M	EA	FM M FRM BLOCK PO BLACK MAIL-M	8	25.00	200.00
		Discount:		70%	140.00-
11486000020-L	EA	FM M FRM BLOCK PO BLACK MAIL-L	10	25.00	250.00
		Discount:		70%	175.00-
11486000020-XL	EA	FM M FRM BLOCK PO BLACK MAIL-XL	10	25.00	250.00
		Discount:		70%	175.00-
11486000602-M	EA	FM M FRM BLOCK PO BLOODSHED-M	6	25.00	150.00
		Discount:		70%	105.00-
11486000602-L	EA	FM M FRM BLOCK PO BLOODSHED-L	10	25.00	250.00
		Discount:		70%	175.00-
11486000602-XL	EA	FM M FRM BLOCK PO BLOODSHED-XL	5	25.00	125.00
		Discount:		70%	87.50-
11486000961-M	EA	FM M FRM BLOCK PO COMBAT-M	5	25.00	125.00
		Discount:		70%	87.50-
11486000961-L	EA	FM M FRM BLOCK PO COMBAT-L	10	25.00	250.00
		Discount:		70%	175.00-
11486000961-XL	EA	FM M FRM BLOCK PO COMBAT-XL	3	25.00	75.00
		Discount:		70%	52.50-
11487000306-M	EA	FM M WE LIVE F PO STONED / BLACK MA-M	4	25.00	100.00
		Discount:		70%	73.68-
11487000306-L	EA	FM M WE LIVE F PO STONED / BLACK MA-L	10	25.00	250.00
		Discount:		70%	184.21-
11487000306-XL	EA	FM M WE LIVE F PO STONED / BLACK MA-XL	5	25.00	125.00
		Discount:		70%	92.11-
11487000404-M	EA	FM M WE LIVE F PO BLUEBIRD / BLUE R-M	3	25.00	75.00
		Discount:		70%	52.50-
11487000404-L	EA	FM M WE LIVE F PO BLUEBIRD / BLUE R-L	10	25.00	250.00
		Discount:		70%	175.00-
11487000404-XL	EA	FM M WE LIVE F PO BLUEBIRD / BLUE R-XL	3	25.00	75.00
		Discount:		70%	52.50-
11487000603-M	EA	FM M WE LIVE F PO BLOODSHED/BLACK MAIL-M	4	25.00	100.00
		Discount:		70%	70.00-
11487000603-L	EA	FM M WE LIVE F PO BLOODSHED/BLACK MAIL-L	10	25.00	250.00
		Discount:		70%	175.00-
11487000603-XL	EA	FM M WE LIVE F PO BLOODSHED/BLACK MAIL-X	3	25.00	75.00
		Discount:		70%	52.50-

Total Items:

657

Subtotal:

38,002.50

Freight:

458.75

Misc:

0.00

Tax :

0.00

Total Amount Due:

38,461.25 USD

Discount:

26,631.50-

Total Discounted Amount Due

If Paid by Due Date

11,829.75 USD

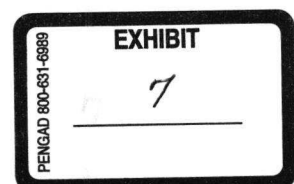
<b>Ship To :</b>	<b>17877</b>
THE SOUND BARRIER 52-54 CENTER ST RUTLAND VT 05701 USA	
<b>Sold To :</b>	<b>17877</b>
THE SOUND BARRIER 52-54 CENTER ST RUTLAND VT 05701	

<b>Order #1687785</b>
<b>Order Date: 02/26/2015</b>
<b>Cancellation Date: 00/00/0000</b>
Order Type: ZOR
PO Number: March Swindle
Customer Number: 17877
Comment:

**Terms and Conditions**

Payment Due Date:	30 Days Net	Terms of Delivery: FOB
Shipment Method:	Ground	Requested Delivery Date: 02/26/2015

Item Num	UOM	Item Description	Ordered	Unit Price	Extended Price
2009424-100M	EA	WMN JKT S2 ANGELA-WHT/M	1	85.00	85.00
		Discount:		83%	70.55-
20768-000146	EA	STAR 146-NO COLOR/146	1	228.00	228.00
		Discount:		83%	189.24-
224088-408737	EA	FM M TONED ICON NE-BRIGADE BLUE/7 3/8	1	17.50	17.50
		Discount:		83%	14.53-
234154-069M	EA	FSQ W SWT DREAMS FLZP-HEATHER GREY/M	1	32.50	32.50
		Discount:		83%	26.98-
249165-000515	EA	HONEY POT 151.5-NO COLOR/151.5	1	205.20	205.20
		Discount:		83%	170.32-
254193-000153	EA	MANUAL 153-NO COLOR/153	4	192.00	768.00
		Discount:		83%	637.44-
26006-0011SZ	PAA	HINGE DISC-BLACK/1SZ FITALL	20	0.00	0.00
				83%	
				100%	
27552-003L	EA	SB M JK BEACON-BLACKOUT/L	2	85.50	171.00
		Discount:		83%	141.93-
272552-067L	EA	SB M JK BEACON-GREYSKULL/L	2	85.50	171.00
		Discount:		83%	141.93-
272553-003L	EA	SB M JK BEACON INS-BLACKOUT/L	1	90.00	90.00
		Discount:		83%	74.70-
272556-103L	EA	SB M JK BRIGADE-OXYCOTTON/L	2	90.00	180.00
		Discount:		83%	149.40-
272569-003M	EA	SB W JK HUSH-BLACKOUT/M	1	76.50	76.50
		Discount:		83%	63.50-





Item Num	UOM	Item Description	Ordered	Unit Price	Extended Price
722589-453M	EA	SB W JK HUSH-TEAL BAG/M	1	76.50	76.50
		Discount:		83%	63.50-
722589-022L	PAA	FM M FAIR GLOVE-BLACK CEREMONY/L	1	22.50	22.50
		Discount:		83%	18.68-
722589-022L	PAA	FM M G.O.D. GLOVE-BLACK CEREMONY/L	1	20.25	20.25
		Discount:		83%	16.81-
722589-0041SZ	EA	FM M WALDO BNIE-OUR BLOOD/1SZ FITALL	1	11.25	11.25
		Discount:		83%	9.34-
722589-075M	PAA	REPUBLIC-INDUSTRIAL GREY/M	1	120.00	120.00
		Discount:		83%	99.60-
722589-604M	PAA	REPUBLIC-OUR BLOOD/M	1	120.00	120.00
		Discount:		83%	99.60-
722589-409M	PAA	SHAKA-BLUE MONDAY/M	2	144.00	288.00
		Discount:		83%	239.04-
722589-112-105M	PAA	RECON-WHITE/BLACK/M	4	72.00	288.00
		Discount:		83%	239.04-
722589-110-1058.0	PAA	MNS FASTPLANT-WHITE/BLACK/8	1	78.00	78.00
		Discount:		83%	64.74-
722589-110-1058.5	PAA	MNS FASTPLANT-WHITE/BLACK/8.5	1	78.00	78.00
		Discount:		83%	64.74-
722589-0096.5	PAA	WMS GLOVE BOOT-BLACK GUMMER/6.5	1	120.00	120.00
		Discount:		83%	99.60-
722589-22-7057.5	PAA	WMS MIST-HIGHLIGHTER/7.5	1	96.00	96.00
		Discount:		83%	79.68-
722589-000142	EA	SAUCE-NO COLOR/142	1	204.00	204.00
		Discount:		83%	169.32-
722589-85-316M	EA	SB M KIND PO-HOMEGROWN/M	1	23.00	23.00
		Discount:		83%	19.09-
722589-000004-M	PAA	REPUBLIC MINER-M	14	120.00	1,680.00
		Discount:		83%	1,394.40-
722589-000000-154	EA	YOUNGBLOOD GPOPS 2ND NO COLOR-154	1	252.00	252.00
		Discount:		83%	209.16-
722589-000000-156	EA	YOUNGBLOOD GPOPS 2ND NO COLOR-156	1	252.00	252.00
		Discount:		83%	209.16-
722589-1100000-151	EA	DECK NO COLOR-151	6	234.00	1,404.00
		Discount:		83%	1,165.32-
722589-11200000-151	EA	DECK NO 2ND COLOR-151	1	234.00	234.00
		Discount:		83%	194.22-
722589-000000-152	EA	DESTROYER DDOG 2ND NO COLOR-152	1	270.00	270.00
		Discount:		83%	224.10-
722589-12200000-154	EA	DESTROYER DDOG 2ND NO COLOR-154	1	270.00	270.00
		Discount:		83%	224.10-
722589-12200000-156	EA	DESTROYER DDOG 2ND NO COLOR-156	1	270.00	270.00
		Discount:		83%	224.10-
722589-12200000-56W	EA	DESTROYER DDOG 2ND NO COLOR-156W	1	270.00	270.00
		Discount:		83%	224.10-

Item	UOM	Item Description	Ordered	Unit Price	Extended Price
2200000-158	EA	DESTROYER DDOG 2ND NO COLOR-158	1	270.00	270.00
		Discount:		83%	224.10-
1320000-148	EA	SPINSTER 2ND NO COLOR-148	1	252.00	252.00
		Discount:		83%	209.16-
4200000-152	EA	YOUNGBLOOD DDOG 2ND NO COLOR-152	1	252.00	252.00
		Discount:		83%	209.16-
4200000-154	EA	YOUNGBLOOD DDOG 2ND NO COLOR-154	1	252.00	252.00
		Discount:		83%	209.16-
4200000-55W	EA	YOUNGBLOOD DDOG 2ND NO COLOR-155W	1	252.00	252.00
		Discount:		83%	209.16-
4200000-57W	EA	YOUNGBLOOD DDOG 2ND NO COLOR-157W	1	252.00	252.00
		Discount:		83%	209.16-
2000000-135	EA	MINI MANUAL NO COLOR-135	1	204.00	204.00
		Discount:		83%	169.32-
2000000-140	EA	MINI MANUAL NO COLOR-140	1	204.00	204.00
		Discount:		83%	169.32-
2000000-151	EA	SCALLYWAG 2ND NO COLOR-151	1	222.00	222.00
		Discount:		83%	184.26-
9000404-L	EA	SB M CALIBER JK BLUE LABEL-L	1	90.00	90.00
		Discount:		83%	74.70-
9000406-L	EA	SB M TRENCHTOWN JK BLUE IT-L	1	95.00	95.00
		Discount:		83%	78.85-
20000015-M	EA	SB W CHEATER PT BLACKOUT-M	4	75.00	300.00
		Discount:		83%	249.00-
20000501-M	EA	SB W CHEATER PT GRIMACE-M	4	75.00	300.00
		Discount:		83%	249.00-
2000961-M	EA	SB W SAZERCK ANORAK CAMO PRINT-M	13	65.00	845.00
		Discount:		83%	701.35-
2000015-XL	EA	SB M MOD JACKET BLACKOUT-XL	1	39.50	39.50
		Discount:		83%	32.79-
2000015-XL	EA	SB M MOD JACKET BLACKOUT-XL	1	39.50	39.50
		Discount:		83%	32.79-
27000603-M	EA	FM M WE LIVE F PO BLOODSHED/BLACK MAIL-M	1	25.00	25.00
		Discount:		83%	20.75-

Total Items:

117

Subtotal:

12,366.20

Freight:

250.91

Misc:

0.00

Tax :

0.00

Total Amount Due:

12,617.11 USD

Discount:

10,263.94-

Total Discounted Amount Due

If Paid by Due Date

2,353.17 USD

Discount only applies to invoices paid in full on or before due date. Invoices paid after the due date will forfeit discount.

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