

SUMMIT SALES INTERNATIONAL

Retail Experts

**Relationship
Based**

Sales Driven

Creating value between manufacturers and retailers to build strong, successful business relationships

SUMMIT SALES HISTORY/BACKGROUND

- Rob Krebs
 - Selling to National Retail for over 30 years
 - Extensive experience in direct imports working in multiple departments/categories
 - Sourced/Sold over 1500 Target private label items
- Nick Krebs
 - Joined Summit Sales in 2016
 - Best Buy Corporate for 10 years prior to Summit Sales.
 - Sr. Buyer of Mobile and MP3 Accessories
 - Tripled the Mobile Accessory business
 - Sr. Buyer of Mobile Phones
 - Managed Samsung Experience Shop & Apple Shops across all Best Buy
 - Created phone launches into events across the company
 - First retailer to launch an exclusive phone on all 3 networks
 - First national retailer for Unlocked cell phones

PRE-SALE PREP: GETTING READY FOR MASS RETAIL

Summit Sales will ensure that your company is set-up to succeed in mass retail

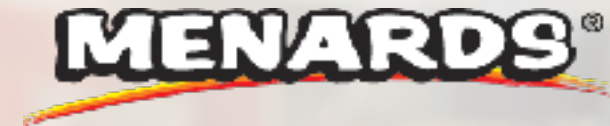
- Program strategy review and prepare step strategy assortment recommendations
- Discuss retailer business expectations and requirements
- Competitive retail surveys
- Establish inventory set quantities, replenishment & inventory flow
- Facilitate category line review process
- Advice on retail friendly packaging
- Systems review including EDI feeds
- DVS/Drop Ship process readiness

SALES/ACCOUNT/SYSTEM MANAGEMENT

- Product Development and Business Planning
- Facilitate line review process
- Vendor system set up & Item Maintenance
- Forecasting/Inventory Management
- PO tracking
- Dot com optimization via digital marketing and content strategy
- Testing/Inspection Process
- Annual category reviews
- Product roadmap planning
- Collaboration on Marketing initiatives and promotional plans
- Off-shore sourcing capabilities
- Review additional retail channel expansion

CHANNEL RELATIONSHIPS

Summit Sales continues to expand retail relationships with more to come in 2019



OUR CATEGORIES AT TARGET

- Home Office
- Home Storage/Organization
- One Spot
- Crafting
- Kid's Licensing Decor
- Pet
- Electronics
- Grocery
- Back to School/College
- Seasonal
- Dot Com

**Summit Sales supports
licenses through partners**

Disney



MARVEL

nick



TARGET

“OWNED BRAND” PROCESS

- Summit Sales has the knowledge of Target’s Owned Brand process and can guide manufacturers from beginning to shipment. This includes all factory evaluations, product testing requirements, sample submissions, artwork, packaging, etc.
- Summit Sales represents products in the following Target “owned brands”
 - Up & Up
 - Threshold
 - Room Essentials
 - Nate Berkus
 - Sugar Paper



WHY SUMMIT SALES?

- Dedicated team in Minneapolis to bridge/enhance the partnership between manufacturers and mass retail
- Knowledge and support of all processes and retail expectations
 - 35 years of mass retail experience and 10 years of Best Buy corporate buying experience
- We look for long lasting vendor partners. Many have been with us for 10+ years.
- Our team members have an extensive network with retailers across the US
- We can help you grow! Getting a program assorted is just the start.

Thank you