

FOOTWEAR:

- NIKE BASKETBALL SHOES ARE ARRIVING EVERY WEEK !! 60,000 pair will be arriving within the next 4 weeks! 38,000 pr are on the shelf NOW !
- Expected to arrive the week of October 2nd:
 - Zoom Freak #NKDA2946
 - White/Black 26,000 pr.
 - Red/White 2,600 pr.
 - Royal/White 2,600 pr.
 - KD16 #NKDZ2927
 - White/Black 4,800 pr.
 - Grey/White 4,800 pr.
 - Black/White 5,000 pr.
- More pairs are on the way for the LeBron VII , Jordan Tatum and the ION 1 Sabrina... Expected to arrive the 1st week of October!
- Note: The Zoom GT Cut 2 is almost sold out for the season!

SCOREBOARDS:

Varsity Scoreboards now have a BSN Sports Advantage catalog loaded onto the Vault:

All items in the catalog are SKU'ed up and available to order in QOE

- Based in Murray, KY. Scoreboards and accessories are assembled on site and shipped from their warehouse via freight truck
- They boast the fastest turnaround in the industry with their 3 week turn time
- A full selection of standard and video scoreboards for Baseball, Softball, Football, Basketball, Hockey, Soccer, Lacrosse, Wrestling, and Volleyball for both indoor and outdoor purposes

SOFTBALL:

State adopted balls are stocked up and ready to move. Never too early to sell!

- [State Adoption Ball Flyer](#)
- Best alternative/cost affective game ball- Mark1-SKU: BSOSB

VOLLEYBALL:

- **PINK IT UP:** Last week we talked about uniforms, but don't skip on the ball your coaches should be playing with!
 - We have a great Pink Volleyball option from Baden and it's on this [FLYER](#). Great way to support an even better cause.
- **You KNEED to sell these KNEEPADS:** Dig this season with the best Nike Kneepads and pricing! Utilize this flyer to send out to your coaches showing their options for **IN STOCK** Nike Kneepads. Don't shy away as **EVERY** player needs new ones each season – trust me your coach will thank you! [CLICK HERE FOR FLYER](#)

BASKETBALL:

STADIUM CHAIR PROMO

- 1 week to go on the Stadium Chair Promo we are running. Don't run out of time to get this amazing program out to your basketball coaches. Even with the special price you are still making over a 40% margin. Reach out to your TM today for the flyer that has the special pricing.

SKU	DESCRIPTION	COST	RETAIL	GM%	SPECIAL PRICE	SPECIAL GM%
1307252	DELUXE SIDELINE CHAIR	\$ 98.88	\$ 244.99	60%	174.99	43%
1307313	LOCKER/TIMEOUT STOOL	\$ 43.26	\$ 123.99	65%	79.99	46%
1307290	CHAIR CADDY	\$ 412.00	\$1,149.99	64%	799.99	48%

- **NIKE HOOPS ELITE BACKPACK UPDATE**
- Updated [flyer](#) is ready to go in playbook. Great stock in our 4 walls in Black, Grey, and Navy. Red, White, and Royal are available thru dropship. #NKDX9786

3 THINGS YOU SHOULD BE SELLING THIS WEEK TO YOUR HOOP COACHES

- [Nike Dri-Fit Pro compression](#) tanks. #NKDZ4690
- [THE ROCK](#) pink ribbon basketballs. #1394972 / #1394971
- [Courtclean](#) mops and supplies.

MTS BASKETBALL BUNDLES WILL MAKE YOU \$\$\$

Basketball STH bundles are ready to go in TAL 2.0. Get a jump start on setting up MTS stores today, we have you covered across all the brands. Don't want to mess with decoration? Use the McDavid and Shoes only bundles and watch the sales bounce in while you sell some last-minute Victory hoop uniforms.

- Nike men's and women's bundles
- UA men's and women's bundles
- Multi Brand men's and women's bundles
- McDavid bundle
- Shoes only bundle

Football:

1. All Chain Sets, Shields, Dummies and Training Equipment are in stock and ready to ship, [Team Pricing now on PB](#).
2. Full Size runs are now available in the RAZOR Series (#1388367, 1388373, 1388380) and Douglas PT Series (#1457786, #1457792).
3. We finally have the Wilson Youth (#1167931) and Junior (#1167939) Leather Footballs on the shelves at our BM warehouse!
4. Sub the Nike Vapor Elite (#NKNIKVE) for the GST (#3F1003) and GST Prime (#WLWTF1103IB), here's a [link to Team Pricing on PB](#).
5. We have plenty of Nike Football & Accessories to ship out immediately.

- a. <https://www.bsnsports.com/vault?TpodCreator=94311-0-kz3j>

Field Hockey:

- Goalie jerseys have been a hot last minute request from coaches lately. Here are some top in stock options:
 - PearSox AirMesh Goalie Jersey – 1471276
 - Russell Athletic Solid Flag Football Jersey - RTR0593M
 - Nike Flag Football Jersey - NKDJ6142
 - UA Slide Lacrosse Jersey - UTULJ150M
 - As well as a few in stock options through Longstreth
- Cranbarry Game Ball updated SKU 1470717

Updated inventory report for Longstreth is uploaded in Engage. If QOE shows an item on BO, double check with the inventory sheet. NSP the item if actually in stock to order.

Baseball:

BSN SPORTS is the home for State Adopted Baseballs. We have uploaded a [flyer](#) in Playbook that will outline your State Adopted SKU's for each state to help assist you in your selling efforts and are beginning to load on inventory across the board.

We are also stocking a few stamped game balls with specific states that we have plenty of inventory on as well! While teams need uniforms, they cannot play the game without the baseballs. Have these at-once conversations with your coaches now!

SKU	PRODUCT DESCRIPTION	ATP
5A1010BHS1SST	WILSON HIGH SCHOOL SST BASEBALL	9,914
CCA1010BPRO	WILSON A1010BPROSST NFHS BASEBALLS	2,530
WC41100HS	Spalding 41100HS NFHS/NOCSAE Baseball	14,619
WC41101HS	500 PRO SERIES NFHS APPROVED BS	2,969

Material	ATP	UoM	Description	XPlnt	Dlvy
		Qty		Stat	Plnt
1419931	1,128		DZN RAWLINGS R100 OHSAA GAME /DZ /		Z0 BM

Material	ATP	UoM	Description	XPlnt	Dlvy
		Qty		Stat	Plnt
MERCHANDISE	999999999	EA	SERVICE CHARGE		Z0 CP
RWRCIFSS	982		DZN Rawlings RCIFSS Cali Sec Baseball		Z0 BM
RWRMICHEI	878		DZN Rawlings Michigan Stamped Baseballs		Z0 BM
WC41100CT	3,527		DZN CT. 41100HS NFHS/NOCSAE Baseball		Z0 BM
WC41100KY	1,161		DZN KHSAA Official NFHS/NOCSAE Baseball		Z0 BM

Headwear:

Learn more about the Category Sales Team and how they can help you on [Learner Mobile Module Here](#)

Active Promos:

- **ENDING SOON!** Nike
 - Custom buy 48/12 FREE (runs until 9/15) Click [here](#) for details
- The Game
 - Custom 60/24 FREE (runs until 11/1) Click [here](#) for details
- Richardson
 - College On Field Program BOGO (runs until 9/30. Must use code: COF23) Click [here](#) for MSRP flyer. Click [here](#) for cost flyer
 - PTS Preseason Program (runs until 11/15. Must use codes on [flyer](#))
 - This promo is a margin gainer and not meant for customers.
- Pacific Headwear
 - You will NSP these.
 - Buy 36/12 FREE (runs through 12/31) Click [here](#) for details
 - 25% off these select stock styles! (runs through 12/31)
 - Trucker Pacflex Cap(404M \$5.91 blank), Perforated Legend Boonie(1964B \$10.42 blank), and Mesh Visor(6227 \$3.25 blank) Click [here](#) for flyer

Turn times:

- **Custom:** 5-7 weeks from order acknowledgement from New Era, 5-7 weeks with The Game & Paramount, Richardson custom express/USA 2-3 weeks, OC Sports Custom 3-4 Weeks(add \$2 for air) all from art approval
- **Stock:** Paramount 3-5 days, Cap America 4-7 days, Pacific 5 days, OC Sports 8 days, The Game & New Era 2-3 weeks, and Richardson 2-3 weeks from art approval.

Soccer Accessories:

The most common questions we hear from the sales field are for soccer training accessories.

The list of vendors below carry 99% of the accessories we get asked about. We have also provided links directly to their accessories page:

Kwik Goal (13885) - <https://kwikgoal.com/product-category/training-equipment/>

Soccer Innovations (1009059) - <https://soccerinnovations.com/>

Bownet (1012567) - <https://bownet.net/collections/soccer-accessories>

Select Sports (1014410) - <https://www.select-sport.com/collections/teamgear>

Jaypro Sports (1728) - https://shop.jayprosports.com/Soccer_c_148.html

SKLZ (1028010) - <https://sklz.com/soccer.html>

Score Sports (1000907) - <https://scoresports.com/soccer/accessories.html>

Golf:

In-stock Nike golf HG's and towels:

- Nike Sport lite bag - NKN1000587 - \$200
- Nike Airsport 2 bag – NKN1003477 - \$240
- Nike Hybrid 2 bag – NKN1003487 - \$280
- Nike Caddy golf towel – NKN1007201 - \$30

5things Category Updates 9/11

- Nike golf towel 2.0 graphic – NKN1008701 - \$34
- Nike performance golf towel – NKN1007200 - \$20
- Nike Cold Weather Golf Glove #NKN0002527 - \$28 / PR (stocked at BM)
- Nike Tour Classic IV Golf Glove #NKN1003510 - \$24 / EA (stocked at BM)
- Nike Dura Feel X Golf Glove #NKN1003532 - \$12 / EA (stocked at BM)

ONE WITH GOLF HG flyers (great options for schools not in Nike deals)

[Custom golf bag and accessories](#)

Tennis:

We are heavily stocked in all three of our tennis balls!

- Wilson **MTWILCAN**
- Penn **MTPENCAN**
- Dunlop **MTDUNCAN**

We have plenty of Court Equipment, these are great items to help capture those year-end budget dollars!

- Classic Round Posts-1234404 Green, 1234411 Black
- Square Posts-1234459 Green, 1234442 Black
- Tennis Nets-30LS Double Center 1234367, 40LS Double Center 1162462
- Master Sponge Roller-MTRDMSTR, Seamless Sponge Roller-MTRDSMLS
- Deluxe Teaching Cart-1342550, Foldable Teaching Cart-1342543, Mini Teaching Cart-1369476

New Pickleball section in the Equipment catalog (pg. 296-297)

- Includes brand favorites and everything needed for your pickleball customers and clubs
- SKU'd up with live DS feed

PADDLES

RECRUIT STARTER KIT

- Easy to use paddles are perfect for beginning players.
- Set comes with two paddles and two 20-inch balls.
- All set in a carry bag.

1460730 \$39.99

RECRUIT V2

- Easy to use paddle is perfect for improving players.
- Set comes with two paddles and two 20-inch balls.
- All set in a carry bag.

1460739 \$39.99

RECRUIT V3

- Perfect for all skill levels for improving players.
- Set comes with two paddles and two 20-inch balls.
- All set in a carry bag.

1460740 \$39.99

Z IR

- Great for players looking for a paddle with a more advanced feel.
- Set comes with two paddles and two 20-inch balls.
- All set in a carry bag.

1460741 \$39.99

Z1

- A fun to use paddle for players looking for a more advanced feel.
- Set comes with two paddles and two 20-inch balls.
- All set in a carry bag.

1460746 \$39.99

Z3

- Versatile paddle of use in a standard sense.
- Set comes with two paddles and two 20-inch balls.
- All set in a carry bag.

1460750 \$39.99

Z5 MCB

- The most versatile paddle for players looking for a more advanced feel.
- Set comes with two paddles and two 20-inch balls.
- All set in a carry bag.

1460758 \$39.99

Z7

- Excellent control and touch with the most advanced feel.
- Set comes with two paddles and two 20-inch balls.
- All set in a carry bag.

1460762 \$39.99

ACCESSORIES

PORTABLE NET

- Easy to use, portable net with a high quality net.
- Set comes with two paddles and two 20-inch balls.
- All set in a carry bag.

1460867 \$39.99

PRO NET

- Perfect for professional and play on other nets.
- Set comes with two paddles and two 20-inch balls.
- All set in a carry bag.

1460868 \$39.99

FUSE G2 OUTDOOR

- Easy to use, portable net with a high quality net.
- Set comes with two paddles and two 20-inch balls.
- All set in a carry bag.

1460869 \$39.99

FUSE INDOOR

- Easy to use, portable net with a high quality net.
- Set comes with two paddles and two 20-inch balls.
- All set in a carry bag.

1460870 \$39.99

ECLIPSE

- The Eclipse is a new paddle that is approved and weighs in at 12.5 oz.
- It has a new design that is perfect for the new rules of the game.
- It is a new design that is perfect for the new rules of the game.

1460736 \$39.99

GRAPHITE

- The Graphite is a new paddle that is approved and weighs in at 12.5 oz.
- It has a new design that is perfect for the new rules of the game.
- It is a new design that is perfect for the new rules of the game.

1460737 \$39.99

PICKLEBALL NET

- 20-foot portable net with 20-inch balls.
- Set comes with two paddles and two 20-inch balls.
- All set in a carry bag.

1460867 \$39.99

PICKLEBALL COURT FOR ALL AGES

- Set comes with two paddles and two 20-inch balls.
- All set in a carry bag.

1460868 \$39.99

DILLER PADDLE

- Set comes with two paddles and two 20-inch balls.
- All set in a carry bag.

1460869 \$39.99

DILLER PADDLE & BALL PACK

- Set comes with two paddles and two 20-inch balls.
- All set in a carry bag.

1460870 \$39.99

DILLER NET SET

- Set comes with two paddles and two 20-inch balls.
- All set in a carry bag.

1460871 \$39.99

BALLS

- Set comes with two paddles and two 20-inch balls.
- All set in a carry bag.

1460872 \$39.99

Lacrosse:

Our Nike Stock Reversible Contract is Visible in QOE, NOW is the time to reach out to all your Lacrosse coaches while we have exclusive access to the inventory!

Here are the SKUS and you can access the flyers on playbook!

NKAH3350

NKCW6690

NKBQ3129

NKCW6696

Men's Lacrosse

Get in front of your teams **NOW** for custom lacrosse. The Cascade XRS Pro helmet is fully SKU'd up in QOE; as are the Maverik, STX and Nike Custom Gloves.

Delivery Buckets

Maverik – The current bucket is 10/1 for 1/15/24 delivery. – Air freight is already built in to our SKU pricing

STX/Nike – Currently in Bucket 8. 9/29 Order Deadline for a 4/12 delivery by ocean. For an additional \$10/cost we can air freight the gloves and get a **2/12 Delivery**. All HS and College orders should be sent via Air Freight at this point. The air freight must be NSP'd on the order as it's own line item.

Warrior Helmets – The US helmet factory is back up and running. They are producing helmets in 3-weeks.

[Custom Glove](#) and [Cascade XRS Pro](#) cheat sheets are attached. As always, contact your category manager with questions.

Women's Lacrosse

- **GAIT GLORY GOGGLES 1461936. We booked Black only. Sold through our 1st booking. Next ETA is December. Proceed with caution. I would steer customers to STX options.**
- **GAIT VISION GOGGLES- NOT AVAILABLE THIS SEASON!**

FOCUS -S GOGGLE	1469690
STX FOCUS XV-S	1460298
FOCUS TI-S+ GOGGLE	1469685

Let's get after the HS/MS business now. Our inventory is coming in and going right out the door. College orders are winding down.

Don't forget our goalies!

- Same uniform as field players- just go up in size to fit over padding.
- Helmets need Throat Protectors.
- All goalies need Chest Protection, Goalie Gloves and Goalie Stick.
- HS and MS need Padded Pants.
- MS/Youth need Shin Guards.

Reach out to [Nikki Stevenson](#) with questions!

Swim:

- All NEW fall 2023-spring 2024 swim catalogs are live in Vault
 - Speedo & arena SKUs can be searched in our QOE systems for a live EDI inventory feed
 - TYR has a b2b log in for you, info found in their vendor folder in Engage
 - Nike Swim has an inventory report for you, info found in their vendor folder in Engage
- SPEEDO SALES INCENTIVE PROGRAM HAPPENING NOW, flyer can be found in their vendor folder in Engage
- Speedo inventory arrived early & we are well stocked in the following SKUs:
 - Endurance+ Flyback women's team suit **SP819016**
 - Endurance+ Crossback women's team suit **SP7192150**
 - Endurance+ Jammer men's team suit **SP805013/14**
 - Endurance+ Brief men's team suit **SP805011/12**
 - Speedo Parka 2.0 **SP003451**
 - Speedo Teamster 2.0 backpack **SP7752025**

