

## WORN BY CHAMPIONS SINCE 1914

# "It is very important that you read this document!" OPERATIONAL GUIDELINES

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## Welcome to Admiral

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We're delighted to be working with your Club. Given the relationship is new, it's important that we set up your account properly and clarify the process of how we'll work together. The contents of this document will make the setup, placement and fulfillment of your orders easier for your Club and Admiral.

#### Important Information:

We are open **Monday through Friday 8:00am - 6:00pm EST.** To order by phone call Admiral toll-free on **888.646.6822** To order by email contact your **Sales Associate** directly or shop online at <u>www.admiral-sports.com</u> To create a custom C3D uniform go to; <u>https://admiral.c3d.tech/en\_us/</u> To create a Ready 2 Go uniform go to; <u>https://admiral.c3d.tech/en\_us/ready2go</u> <u>Please use the **Online Order Enquiry** system to ask about order status. Calling in to customer care ties up the same Customer Service team that are working to get your order to you and delays their efforts.</u>

#### Account Set up & Communication

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#### A) Importance of Account Information!

Once we receive your Club's signed partner agreement, completed account set up form and cc payment form, we can set up your account on our system and orders can be placed. Without this paperwork we can't set up your online store, order logos or fabrics, or enter orders for production. So please do ensure we have these completed forms.

#### B) Your Dedicated Sales Associate

On receipt of the completed forms, Admiral will assign a dedicated Sales Associate. This person is in place to support you, administrate your orders, answer your questions and set up your web store. Your Sales Associate is physically located at our head office in our factory and is well placed to either answer your questions directly or direct those questions to the appropriate person that can.

Your Sales Associate is available toll free at (888) 646-6822. We ask that you communicate detailed instructions by email to avoid any confusion. If you are unable to contact your Sales Associate or don't get a response within 48 hours of an inquiry, we ask that you please use the <u>Online Order Enquiry</u> system to ask about order status. Calling in to customer care ties up the same Customer Service team that are working to get your order to you and delays their efforts.

#### C) Important Information regarding Pricing

No price remains the same for years on end. Prices generally increase each year, regardless of the brand or the supplier of that brand.



**I. Price Changes -** Each year, prior to January 1st, we review our product range, launch our annual collection of products and review pricing. On January 1st, prices may increase, some may decrease and many will stay the same. It is very important to keep in mind that our changes are market driven and that Admiral's prices are extremely competitive. We ensure that is the case as we control our factory and work directly with the end customer which allows us to pass along huge savings to your club. A discounted price level has been established well below retail pricing for your Club.

**II. Product Changes in our line -** As it relates to almost all APPAREL (excluding some technical outerwear pieces), Admiral may no longer offer a style online or in our catalog, but as we own our own factory, we can continue to produce that product for you as long as you require it. We are constantly improving fabrications and so Admiral reserves the right to upgrade fabrications for the benefit of the club.

#### 2 Direct Club Orders

#### A) Uniform selection & design

For club orders, your Club can create its own unique designs using C3D, our custom kit design application. Link to C3D: https://admiral.c3d.tech/en\_us/. It is up to the Club to review the designs and approve them. Each design created can include all logos and sponsors and is an exact representation of what the Club wants (what you see is what you get). What you save we will send to print so please check your logos are high enough resolution. If you add graphics check the key lines around the graphics. Check the colors you enter on to C3D. Admiral use the C3D reference you save to produce your orders. If they are not exact, then we must be advised and you must make changes before we go to print to avoid and misunderstandings regarding any element of the design or the embellishment.

#### B) Logos (See Schedule 2)

In order to show finished representations of the products, Admiral require high resolution logos. If the Club do not have high resolution logos, Admiral can re-create the logos and an art charge may apply. Kindly refer to Schedule 2 below for ART REQUIREMENTS. Logo and sponsor artwork take time to produce. Your Sales Associate will provide you with the expected amount of time that is required. Please take these logo production times into consideration. Please note that it may not be possible to reproduce some logos exactly as provided (your Sales Associate will explain this to you). This needs to be addressed so that we can order and stock logos to fulfill your needs. If you have not approved logo, artwork and the type of logo with your Sales Associate, it will not have been ordered. **We only order logos when the club approve them.** 

#### Logo Options:

- i) **Sublimated logos** Are full color logos sublimated in to the Admiral C3D Sublimated garments we make at the time of manufacture.
- ii) **Digital Transfers** A cost effective logo or sponsor in full color. No Minimum order quantity is required.
- iii) Woven Crests Actual woven yarns make up your crest. Maximum colors are 8. Allow 4 weeks for production. Minimum order quantity of 400 pieces is required.



iv) **PU Crests** – 2-dimensional Polyurethane is formed and printed to make your crest. Allow 4 – 5 weeks for production. Minimum order quantity of 400 pieces is required.

#### C) Sizing (Online Fitting Room)

Admiral has created a unique ONLINE fitting room to provide guidance when ordering sizes of products. It is for guidance only. In our online fitting room, you can print a measuring tape, measure yourself and then enter waist and chest measurements to estimate the size of uniforms. Again, the recommended sizes are recommendations only. The following web link has more information. <u>https://admiral-sports.com/fitting\_room/</u>

#### D) Sizing Consistency

#### Please do not use other vendors sizing to determine the sizing of Admiral Products.

Sizes of products for ALL BRANDS often vary based upon the style, age of the garment, intended functionality and price point. Older garments tend to have "more room" than newer garments because as fashions change the style and fit changes. For example, you may have seen this trend to more fitted garments on television. Training garments are more fitted and polos are differently "patterned" as they are not for "active training". There is a reason for every fit. Think of this like straight leg, skinny or boot cut jeans - the same waist size may seem to fit differently, which does not automatically make it an incorrect size!

One player's (or parents of a player) idea of a proper fit routinely differs. This is exactly why we offer the **EXTRA's** kit so that everything is understood up front.

#### E) EXTRA's (Try on / spare apparel) (See Schedule 4)

IMPORTANT. When you approve the design of your kit, we recommend that you order an agreed number of jerseys and shorts (provided at a discount off of the Clubs already discounted price level) in all the sizes you need from YM-AXL. It is the Club's responsibility to confirm with your Sales Associate your tryout dates and to order *EXTRA*'s.

These "extra's" will be produced with the number #80 and up on the back. The samples will be kept by the Club and taken to tryouts to be used for sizing. They will then be used by the Club as needed for players who lose their kit, late registrations and late orders. They can be handed out to be kept by the player or used for loaners until their online order arrives. This program will achieve a number of things:

- I. It ensures players who try on apparel will be clear about what size they need to order.
- II. It ensures that the expectations of coaches, players and parents are met prior to ordering.
- **III.** It ensures replacements are on hand as necessary.
- **IV.** It will clearly show the Club exactly what it is going to receive before the bulk order process starts. At this point changes can be made, but the samples will belong to the Club regardless.
- V. It removes the need to have a local retail environment to "try on product".



#### F) Placing an Order

When the Club is ordering directly and not online, please email your Sales Associate your order. In the subject line, please type the name of the club and the word ORDER in capital letters. Please DO NOT email the order detail in the body of the email. Please attach you order (usually an easily understood Word or Excel file) to your e-mail. Note that an order cannot be entered into our system until all of the details are clarified. i.e. style, color, size, logos etc. so to clarify, the date in which you send us your order does NOT dictate the start date for the purposes of lead times stated by Admiral for fulfillment of your order.

In the event that the Club is placing a Recreational order, we ask that the Club ONLY use Admiral's recreational order form which can be requested through your Sales Associate. It contains a substantial number of Macros that allow us to enter, pick, pack, sort and ultimately deliver your order in a timelier manner.

#### **Order Instruction**

It is important we get instruction on orders from one person in the Club. Otherwise, we could have different people in the Club giving us conflicting or confusing instruction. This can lead to mistakes which we obviously want to avoid.

#### G) Order Confirmation

When your Sales Associate enters an order, they will send you an order confirmation. You should read this carefully to ensure we have correctly interpreted your requirements. This confirms all of the details of an order and also the current pricing.

#### H) Order Approval

Following receipt of the order confirmation, we ask that you send an email to your Sales Associate approving all details within the order confirmation. If you don't get an order confirmation to approve the order, this means that it is not in our system. If you don't approve the order confirmation, we cannot move to the next stage.

#### I) Deposit

At this point your Sales Associate or our Credit Department will ask for a **deposit of 35% or full payment depending on the order value.** Payment can be made using: Visa, MasterCard, American Express, PayPal, or checks which must clear prior to production commencing. When the deposit is paid, the production process will begin. It is THIS DATE that is recognized by Admiral as the START DATE for determining delivery timelines. If we do not have up-to-date payment details on file, we can't process your order. So please do send your Sales Associate up-to-date account set-up and payment forms. Without a deposit, we do not proceed with production and the START DATE, as it relates to **TURNAROUND timelines, does not begin.** 



#### J) Payment

On the day of shipping, once the order is picked, packed and ready to ship, Admiral will contact the Club for the balance of the payment which includes the freight amount. When the payment is made, the order will be shipped using UPS. We can't calculate the final cost before the shipping is calculated as this varies according to the size of the box, weight, delivery address etc. It is the Club's responsibility to pay for products ordered. Admiral will not be responsible for delays in delivery due to payments not being made on time.

#### K) Cancellations

Orders cannot be cancelled once confirmed either online, via phone or in writing as at this point, they will have gone into administration and production.

#### L) Returns

The Company does accept returns of non-custom, non-embellished product within 14 days of delivery provided these products are returned in their original condition (brand new, unworn, unlaundered, unembellished). Returns must be accompanied by a Return Authorization Number ("RA") issued by the Company. Your Sales Associate can issue this RA if the return meets the conditions stated above.

#### 3 Online Orders

#### A) Kit Design

Once the kit design is finalized in Admiral C3D, all artwork must be approved by the Club. **If you haven't given final** approval on the kit and logos on the Admiral C3D link you send us, we can't start manufacturing.

#### B) Tryouts & Sizing Events

It is the Club's responsibility to advise their Sales Associate when the tryouts start and when the **EXTRA's** samples must be delivered to be effective for the club. Remember, you must allow 14 business days for Admiral to produce these during off peak periods (Oct-June annually) and another 1 - 2 days for shipping to the Club. The Club MUST work back from these dates to ensure these samples are received in time for sizing events.

#### C) Online Packages & Pricing

The Online store or presentation will show all current pricing. Once again, Admiral reviews pricing annually.

#### D) Online Store Setup

We will create the Club's online store at no cost to the Club. However, it is a detailed and time-consuming process to create and enter custom designs and create all of the required packages. If possible, please allow

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your Sales Associate up to 10 business days to set up this unique online store for you. If your store requires changes, please allow an adequate amount of time to make these changes.

Obviously changes slow the ordering process so it is important to review all information given up front to determine its accuracy the first time. The online store is a way to create a new revenue stream for the Club. We recommend that you watch this video to see how your online store will work and to show you how easy it is to use: <u>Admiral Online Store</u>

#### E) Online Markup

We cannot provide different markups on different packages or items online. The markup needs to be the same on all items. Most Clubs add 20% to 25%. However, the markup is entirely up to the Club. Admiral's pricing is much lower than our competitors and so the Club should consider keeping some of these factory direct savings in order to generate more revenue for the Club. Once again, this markup percentage (if any) is entirely up to the Club. After the mark-up is agreed, your Sales Associate will then send you a price list for approval prior to making the store live.

#### F) Roster Information for Online Ordering

- I. When a Club has elected to have its members place orders online, team rosters must be uploaded to the Club's website so that the individual player can locate their team, player name and number (if applicable) and place his or her order.
- II. Admiral provides a special roster form that enables us to upload the bulk of your Club information the first time. You can download this form by going here: <u>https://admiral-sports.com/media/roster.xls</u>. This form MUST be used by the Club to ensure that there are no errors in the data entry of player names and numbers. Please allow 3 5 days for the team rosters to be uploaded. If the Club uses any other form when submitting rosters for upload, Admiral cannot assume responsibility for typos that may occur in the data entry of the information. Please forward the completed roster template to your Sales Associate and he/she will ensure that the BULK order is uploaded for the Club. However, all subsequent additions must be done by the Club using the online Team Manager portal. It is a very simple process. Kindly speak to your Sales Associate for information on how to access your Club online Team Manager portal. The e-commerce site will not allow a change once a customer has ordered. The reason is simple as the order is placed, the order immediately comes to Admiral for processing. If a change were permitted, Admiral would have no way of knowing of the change as the order has already been submitted. If a change is required, the customer will need to call the toll-free line and ask the appropriate Sales Associate to see if a change can be made. Any change will be dependent upon where the order is in the production process. Depending upon the status at the time a customer calls to request a change, it may be necessary for the customer to place a new order.
- III. If we receive the roster in any other format other than the special form that we have created, the Club will need to allow an additional 72 hours for this roster data to be re-entered and uploaded. If a Sales Associate is asked to make the data entry of names and numbers, it will be necessary for the Club Administrator to recheck all of the information, inclusive of the spelling of each player's name.
- IV. It is very important that we have complete information to avoid errors. Partial lists may result in



errors in the ordering and fulfilment process. Admiral cannot start the production process with partial rosters.

#### G) Online Store Order Deadline

With the store set up and the roster information entered, we launch the online store for ordering and set an order deadline. Usually we recommend allowing 7 to 10 days for ordering. We call this the Countdown Clock.

#### H) Countdown Clock

On the top of the home page of your web store there will be a countdown clock that counts down to the order deadline. We need a countdown clock to motivate parents to order on-time. Regardless of whether a parent orders on day 1 or day 14, we collate all orders and begin production once the deadline has been reached.

All customers, that place online orders AFTER THE DEADLINE for ordering, can expect their merchandise to arrive up to 3 weeks AFTER the bulks orders arrive. Admiral summarizes orders when the deadline clock expires. We are not able to produce one custom piece at a time.

**IMPORTANT.** It is the responsibility of the club to announce the online store opening and circulate the online store links to all the club's members. It is especially important that this be done PRIOR TO the store opening.

**Online Store Order – 1<sup>st</sup> MAIN Order Window:** The duration of the main order window will be decided by the club but is normally 7 – 10 days from the date the store is opened. All deadlines are clearly visible on the countdown clock on your club's store. If you miss the main deadline, you must wait for the late store window to open. Admiral will start to process all orders placed in this main window the 1<sup>st</sup> workday day after the store deadline.

**Online Store Order – 2^{nd} LATE Order Window:** Following the deadline of the main order window, a  $2^{nd}$  LATE order window will open. The duration of the late order window will be a minimum of 10 days. Admiral will NOT start to process the orders received in this order window until the  $1^{st}$  workday following that deadline. All orders placed in this late order window will be delivered a MINIMUM of 12 - 14 days after those that ordered in the main order window. There will also be a \$9.00 surcharge for administering orders outside of the main order window. More information below.

#### Any orders not placed within the 1<sup>st</sup> MAIN or 2<sup>nd</sup> LATE order windows will be processed as follows:

Admiral will wait an additional 14 days after the late order deadline and accumulate all extremely late orders. We will process all these orders together at that the same time. We will NOT process them as they are received. If an order is placed on the 1<sup>st</sup> day of this 2 week hold period, it will be held for the remainder of the 14 days before Admiral begin to process.



As a result, these orders will be received for approximately 30 days after the orders placed within the 2<sup>nd</sup> LATE delivery window.

#### Examples of timing relative to order windows for CUSTOM products is as follows:

Online store order window & timeline	Order window opens	Order window closes	Admiral <u>process</u> orders	Production starts Time to produce custom ID product in Peak period	Admiral <u>ship</u> <u>product</u> (allow 1-3 days for delivery with UPS express saver)
MAIN 1 <sup>st</sup> Order window	7/5	7/15	7/16	6 – 8 weeks	8/27 to 9/10
LATE 2 <sup>nd</sup> Order window	7/17	7/27	7/28	6 – 8 weeks	9/8 to 9/22
ORDERS after 2 <sup>nd</sup> Order window	7/28	8/12	8/13		9/24 to 10/8

## We very strongly encourage our clubs to send multiple reminders of the club order windows to their members to avoid late order issues & queries. You want delivery and we want you to receive your uniforms on time.

We can add more order windows but each in window the players will receive their product two weeks after the previous window. Meaning players that order late have to understand they will receive their kit late and will unless you have "EXTRA's" on hand will not have kit.

"**EXTRA's**": You club have been recommended to pre order some jerseys with sublimated numbers that start from 80 and up. They can hold those and supply them to players who register late as "loan kits" until their order arrives. That way players will have something to play in until their kit is made and delivered.

**IMPORTANT.** If part of the club selected product line up is ready to go (stock) products, please encourage your members to place 2 orders. One for the ready to go "non-custom" items and these will be delivered before (see tables below) the custom uniforms. We are unable to separate the in-stock training items for the custom items when one order is placed for all.

Admiral will provide the club with a list of players that DID NOT order on time. We do this so that the Club Administrator is aware of the people that have ordered late should they call and ask why their uniforms did not arrive with the on-time orders.

#### I) Admiral Provides Web Store Link for Club Distribution

At this point your Sales Associate will send you your web store link to be published on your website and sent to parents. It is the Club's responsibility to publicize this link. This truly is the key component of the Club Administrator throughout the ordering process. If this information is circulated late, the entire process can be delayed. Admiral can provide each Club



with Admiral Logos to put on your website to draw attention to the link. We also recommend that the Club Administrator also circulates our "How to Order Video": <u>https://youtu.be/4OYgro1r9sQ</u>. Please check your online store one final time for any errors and if you have questions call your Sales Associate. Please then send your Sales Associate an email approving the site to "go live". You will also be sent an "administrator" link with a password. This link, which allows you to track progress of the orders, is for the club **ONLY** and not to be distributed.

#### J) Production

**Once the order deadline has been reached,** we will print off a summary of all orders and do our best to check them for obvious errors. However, it is ultimately the customer's responsibility to enter the correct size and products when ordering. As a reminder, we will then wait approximately 14 days to process the  $2^{nd}$  BULK late order placed after the  $1^{st}$  order deadline. Late orders will be delivered 2 - 3 weeks after the previous bulk delivery is made.

#### K) After Sales Service

Introducing MYORDER ticketing Online Software! http://admiral-sports.com/myorder/issues/

By clicking on the above link, your Club Members can now contact us directly so that we may quickly assist them. The process is very easy to follow. Just OPEN A TICKET and then simply tell us who you are and how to contact you, what Club you belong to, the order number you are referencing, describe the issue and CREATE THE TICKET. Your Club Members can even upload a quick picture if needed to show us the problem. It is that simple. Each person who opens a new ticket, will receive an automated response with a ticket number which they can then use to check the status of their "issue". We ask that you routinely distribute this link to all of your membership. Going forward, all online order confirmations will also show this link. We need to get your members to CONTACT US DIRECTLY as quickly as possible.

What is also important to know is that Admiral's policy for dealing with club issues is just as simple to understand as the ticket system: "No muss, No fuss". Tell us about the issue and we will fix it or replace it. No one wants to fight to have a problem resolved. This is our guarantee to you, our Clubs. We have established a new designated department within our service area to specifically ensure that each inquiry is handled and resolved within 48 hours, GUARANTEED!

#### L) Production Turnaround Times (See Schedule 3)

	Production time Off Peak (Oct- June)	Production time Peak (June - Sept)
Admiral ID Custom Made to Order Teamwear	4-6 Weeks	6-8 Weeks
Ready to Go / In line Training & Teamwear <u>Personalized</u>	2-3 Weeks	3-4 Weeks
Ready to Go / In line Teamwear Not Personalized	1-3 Days	4-7 Days



The time we need to manufacture your kit depends on whether your club have selected custom Admiral ID sublimated product or our in-line range. Sublimated garments are printed directly onto a fabric. This is what gives you an unlimited number of colors, logos and pattern options to create a truly unique design. This is made to order and does take longer to produce than pre-manufactured product. Here are the lead times.

**Peak time: June to September is peak season,** and the delivery time of products is longer than the rest of the year because of the volume of orders during this time. Please understand we want to get your kit to you as quickly as possible.

If you have any questions about this, please be sure to call or email your Sales Associate for more detail.

#### 4 Shipping & Handling

#### **General Shipping Information**

Admiral uses UPS exclusively for all shipping. Our factory is located in the Dominican Republic, and so ground services are not available. For that reason, Admiral subsidize the freight rates for our customers allowing them to benefit by providing air service at ground rates. It is important to note that regardless of whether you see "free shipping" from other vendors they are in fact building this cost into the price of the product and / or other services. Admiral is and will always be transparent with all "other" costs.

Saturday delivery is NOT available in all markets but should this extra service be selected, and available in your market, additional charges will apply. Check with your Sales Associate to determine if your market can receive Saturday deliveries should they be required. Note that even if you select overnight delivery on your web store when ordering, this doesn't mean the order will be received the day after you have placed your order. Obviously, we need to produce the products for the items not in stock, pick, pack and ship the product and this takes time.

NOTE; "Express Saver" is a UPS term it does not mean you are paying more for express service

#### Admiral offers the following shipping options:

NOTE: All options below are provided to facilitate delivery to the Club. Admiral will produce and sort all orders based upon the level of involvement desired by the Club.

A) Bulk Delivery - This is the least expensive option for orders placed directly by the Club. Under this option, Admiral will produce one bulk order as placed by the Club and then ship that order in bulk to the Club directly. It will be the responsibility of the club to sort and re-distribute to the teams and players. The freight charge for this service will be based upon the weight of the shipment.

**B)** Bulk Team Sort Delivery for Online Orders - Under this option, Admiral will combine all Online orders to efficiently produce the products. We will then separate and label each player and pack into cartons by Team and ship in bulk to the Club. The Club can then easily hand the teams cartons to each coach for distribution to the individually labeled player. The freight and handling for this service is currently <u>\$8.25 per player</u>. <sup>(1)</sup> Important! Note: this service is NOT

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#### AVAILABLE for bulk recreational orders.

**Bulk Team Sort Delivery for "LATE" Online Orders -** When a club takes advantage of the Bulk Team Sort Delivery, at midnight, when the countdown clock expires, the freight will automatically revert to an Individual Delivery charge which is currently **<u>\$17.26 per player</u>**. Any orders received after the countdown clock expires will receive Individual Delivery as explained below.

**IMPORTANT.** If you miss the 1<sup>st</sup> MAIN order window the cost of this same packaging & shipping on the 2<sup>nd</sup> order window is \$17.26 per player. On the 3<sup>rd</sup> order window the club pre order a number of kits for late registrations and players that join through the year.

**C)** Individual Delivery – This is the most direct and convenient online order service. Admiral will combine and produce all online orders. We will then separate each order BY PLAYER and ship that individual order directly to the player's home address. The cost, inclusive of freight and handling for this service, is currently \$17.26 per player <sup>(1)</sup>. Note, should the player order additional items, this charge may increase slightly based upon the combined weight of the product ordered. The total shipping cost will be indicated on each individual order prior to checking out. In each instance above, the player will be charged for the freight and handling at checkout.

<sup>1</sup> **Delivery Charges –** Quoted prices are current at time of this publication and may vary should UPS change their freight rates. When you order additional items beyond your club mandatory package, the parcel weight will increase, and this may result in increased shipping costs. Your total shipping cost will be detailed on each individual order prior to checking out.

#### **Useful links:**

- To use C3D: https://admiral.c3d.tech/en\_us/
- About C3D: <u>https://www.youtube.com/watch?v=MGpKHJQ0nXM&ab\_channel=AdmiralSports</u>
- How to order online: <u>https://www.youtube.com/watch?v=nQ7UdD-3VPw&ab\_channel=AdmiralSports</u>
- What clubs say about Admiral: https://www.youtube.com/watch?v=GucSz\_0qQ\_U&list=PLuNzaV9Qil\_\_lat0fa6JILaN59JDjYVZO&pp=iAQB
- Company Website: <u>https://www.admiral-sports.com</u>
- Download Roster Form: <u>https://admiral-sports.com/media/roster.xls</u>
- Report order issues here: <u>http://admiral-sports.com/myorder/issues/</u>

## 5. Schedule 1 General Info & Care Instructions

#### 5 Normal Wear & Tear

All equipment may need replacement after a season of play due to normal wear and tear, this is normal and expected. Normal wear and tear will begin to show within the first few uses.

These occurrences are common and not indicative of an item's defectiveness (poor workmanship or materials).

#### Availability

No manufacturer can guarantee availability of every product, size and color at all times. Balls, bags, outerwear and accessories are subject to availability as they are NOT produced in our production facility.

#### **Color Matching**

We cannot guarantee a 100% perfect color match from order to order, or from one fabric (jersey, short, sock, jacket) to another or from one sublimated custom garment to another or to an in-line, in-stock product.

- a. It is not scientifically possible to achieve a perfect color match from one sublimated custom garment to another in-stock product. Therefore, the Company cannot guarantee a perfect match from one fabric (jersey, short, sock, jacket) to another.
- b. Sublimated garments require heat to transfer specific designs to garments. Extra precaution is recommended when applying heat above 300°F as inks can be re-activated at higher temperatures causing the design to transfer.
- c. The Company has pre-determined color palettes which can be reviewed at this link: <u>https://admiral-sports.com/art\_palette</u>.

#### **Care Instructions**

Admiral will not accept responsibility for damage to product where care instructions are not followed:

- A) Turn the Product Inside Out before putting garments into the washer. This will help protect any names, numbers or patches.
- B) Pre-Soaking Is Essential for getting item clean. Rinse off items first to remove as much loose dirt and mud as possible.
- C) Do Not Use Chlorine Bleach on Items. It is not effective for polyester fabrics and can even damage the material.
- D) Do Not Wash Items with Others Clothes
- E) Wash in Cold Water. Never use hot water, this can damage lettering and numbers. Hot water will set stains making them harder to remove.
- F) Never Put Apparel in A Dryer. Lay flat, and hang dry. The high heat causes shrinking, set in stains and fades colors.

## 6. Schedule 2 **Art Information**

#### 6 Art Approval

Admiral will not begin production on any order until we receive written approval of artwork.

#### Vector Logos

To avoid art changes and ensure your design logo is printed correctly and in the highest level of quality, there a few specifications that need to be met.

- All files must be in EPS, AI or PDF format. 1.
- All contents of the art file should be converted to vector. 2.
- All fonts must be converted to outline-vectors. 3.
- If possible, all colors should be converted to spot colors with Pantone numbers embedded. 4.
- 5. If Pantone numbers are not included in the artwork, they must be provided when the artwork is sent.

These are the standard colors for our fabrics.							Navy PMS 2767 C	SLL 348		
IOI OUI TADITOS.	Scarlet		Women Pink		Forest		Royal		White	
	PMS Trans White	SLL 125	PMS 213 C	SLL 116	PMS 3308 C	SLL 578	PMS 286 C	SLL 327	PMS Trans White	SLL 637
Product final	Orange		Men Pink		Emerald		Italy Blue		Gray	
color, will vary due to	PMS 1655 C	SLL 255	PMS 214 C	SLL 117	PMS 348 C	SLL 764	PMS 2173 C	SLL 348	PMS 421 C	SLL 802
variations in	Gold		Purple	2	Lime		Sky		Dark Gray	
thickness of	PMS 116 C	SLL 215	PMS 269 C	SLL 428	PMS 7487 C	SLL 742	PMS 7453 C	SLL 331	PMS Trans White	SLL
base coat,	Vegas Gold	-	Maroon		Teal		Steel		White	
surface texture, weather	PMS 616 C	SLL 704	PMS 208 C	SLL 146	PMS 322 C	SLL 787	PMS 7545 C	SLL	PMS Black C	SLL 638

conditions and method of application.

- 6. Send additional JPG or PDF version of the file to communicate color presentation if the files do not display color the way you want it printed.
- Art files must be submitted with images sized for printing.
- If size is not correct on the art file, we would ask you to advise the 8. print width.
- 9. Compress large files (over 10mb).
- 10. Files need to be flattened.
- 11. Art fee may apply if revisions are required for the art files.

This is a vector file. • It won't lose sharpness no matter how much you zoom it. • Best for logos. • Usual file extensions: .EPS, .AI, CDR or WFM NOTE: Some file extensions can be vector images like PDF.

## Toll-Free 888.646.6822



Raster Image



**Vector Image** (Does not scale well) (Stays crisp when scaled)



#### **High Resolution Images**

High resolution images are required for sharp reproduction in our work, otherwise the print quality is very poor.

#### **Photo Submission**

Туре	Dimensions (min.)		File Formats	File Size
Images for production	5" x 7"	1500x2100 Pixels	jpg, eps, tiff or psd (at resolution of 300 dpi) o an original Adobe Illustrator (.ai or .eps)	min. 800 KB for jpg
Images for the web	2" x 3"	600 x 900 Pixels	jpg, eps, tiff or psd (at resolution of 300 dpi) o an original Adobe Illustrator (.ai or .eps)	min. 175 KB for jpg

• Use this information as a guide. File size varies and is based upon the image complexity.

#### These are sample photos when printed:



• High resolution picture of suitable print quality.

· Normally pictures found on the web are low resolution, not suitable for print quality.

· A picture that is low-res cannot be made into a high-resolution photo.



- This is a high res image.
- Eventually you will get to see the pixels if you keep zooming in.

Best for pictures.
Usual file extensions: .JPG, .PNG, .BMP, .TIF, .PSD, .AI, .EPS, .CDR, NOTE: PDF files are acceptable if they are saved in vector format.

## 7. Schedule 3 HOW TO ORDER ONLINE

You should have received an email from your club with a link to your team store or the link will be on your club website. Click on that link you will see a home page like this with your club's name and logo.

Watch a general video on how to order from your Admiral Online Store.

Should you wish to review the status of you order, PLEASE DO NOT CALL customer service. We have established easy to understand online ways for you to check this information. If you want to check status, go to <u>https://admiral-sports.com/shop/orderstatus/</u>

Global Sizing Guide Virtual Fitting Room	Check Order Status Log	gin
Admiral		
FC England Mandatory Mens Mandatory G	k Mens Extra Items Merchandise	How to
Check order status	Order Issues?	
Enter your order number if you need to verify the status of that order among other details.	In order to streamline support requests and better serve you, we utilize a support ticket system.	
You may find the order number on the email you've received right after placing the order.	Every support request is assigned a unique ticket number which you can use to track the progress and responses online.	
You can also check order numbers and statuses you can go to your account.	For your reference we provide complete archives and history of all your support requests.	
* Order Number Order Number		
Check Order Status	Ticket Status Open a Ticket	

And enter your order number. It will show you the status and if you follow the links the system will describe for you what the status assigned means in terms of delivery to you. Below are each the status descriptions defined so that you understand what each status means in terms of delivery.

PROCESSING	Your order was received and entered our systems. Depending on when your order was received, it is moved to <b>PRODUCTION QUEUE</b> within 5 days of the store deadline.
PRODUCTION QUEUE	Your Order is in queue to be produced. This means that your order has been processed and will be moved <b>IN PRODUCTION</b> within 5 days.
IN PRODUCTION	Your Order is being manufactured.
	Depending upon whether you are ordering for NON-PEAK or PEAK periods, manufacturing takes approximately 30 - 37 days for custom sublimated items.
COMPLETE	Your Order was shipped.
CANCELED	Your Order was canceled.

If you receive your package and have an inquiry about the packing list, believe that there was a short shipment or have any issue at all, we have established this link below for you to tell us what is wrong. <u>http://admiral-sports.com/myorder/issues/</u> It is the fastest way to get a response. When creating a ticket for an issue remember to include your club info, your name and contact info and your online order number. Again, please DO NOT CALL us during the peak period. Our Sales Associates review these tickets daily and you will receive a response within 36 hours.

### Toll-Free 888.646.6822

**Cancellations and/or changes** of orders cannot be accepted once the status of your order is moved from **PROCESSING** to **PRODUCTION QUEUE**. As a reminder, you can check this status by going to <u>https://admiral-sports.com/shop/orderstatus/</u> with your order number and check your status.

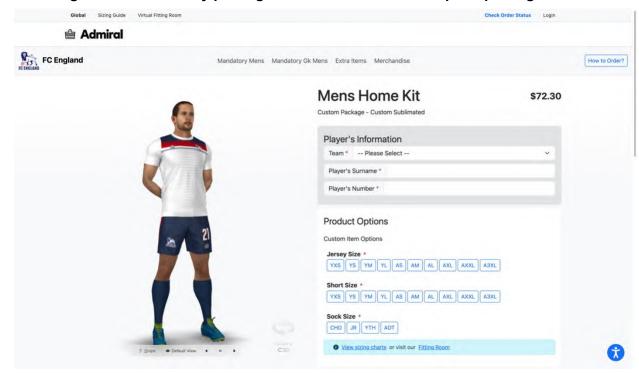
After your product is produced and the status is showing **COMPLETE**, we will pack and then ship your product using UPS "Express Saver" from our factory in the Dominican Republic which usually takes 2 - 4 days to deliver throughout North America. "Express Saver" is a UPS term it does not mean you are paying more for express service this is just the name they give to their express saver shipping service. Below are your shipping options that are determined by the club in advance of making the online store live.

#### HOW TO ORDER ONLINE

You should have received an email from your club with a link to your team store or the link will be on your club website. Click on that link you will see a home page like this with your club's name and logo.

#### **STEP 1: Required Items**

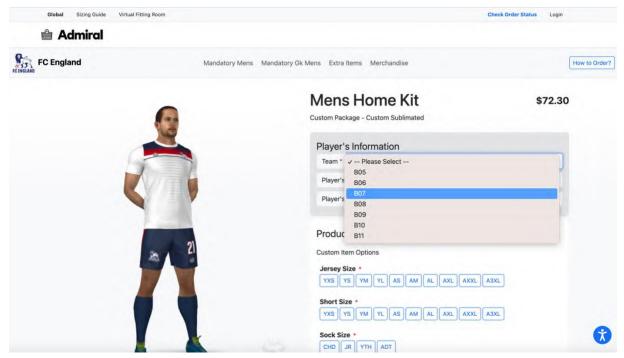
You must order all the items in the <u>Mandatory Men's</u> or <u>Mandatory Women's Package</u>. You can order the short or long sleeve package.



Click on the image of the mandatory package or the items that make up the package...

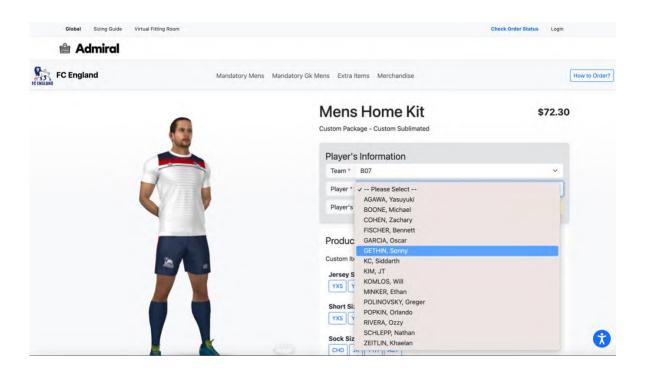


**STEP 2: Select Team** and from the drop-down menu select your team. Be careful to select "B" for Boys or "G" for Girls. The Girls teams will receive a women's fit kit.



#### STEP 3: Then select your player's name.

Your player number will automatically populate.



### Toll-Free 888.646.6822

If you cannot find your name, please call, or e-mail your club contact.

Can I change my player number? No, only your team manager is allowed to add to or edit the player number.

STEP 4: Select the size for your jersey, short and sock.

Global Sizing Guide Virtu	al Fitting Room		Check Order Status Login
🚔 Admiral			
FC England	Mandatory Mens	Mandatory Gk Mens Extra Items Merchandise	How to Ord
	•	Mens Home Kit	\$72.30
	1	Player's Information	
		Team * B07	~
	N/201	Player * COHEN, Zachary	~
		Player's Number * 12	
		Product Options	
	× 12	Custom Item Options	
		Jersey Size *	
		YXS YS YM YL AS AM AL A	KL AXXL A3XL
		Short Size * YXS YS YM YL AS AM AL A	KL AXXL A3XL
		Sock Size *	
9 Br	cop	CSO View sizing charts or visit our Eitting Rean	

**SIZING:** If you do not know which size to select in Admiral product click on the link to view our sizing charts or visit our fitting room.

lersey Size * YXS YS YM YL AS AM AL AXL AXXL A3XL	
Short Size * YXS YS YM YL AS AM AL AXL AXXL A3XL	
CHD JR YTH ADT	
View sizing charts or visit our Fitting Room	



The <u>fitting room</u> is an excellent tool for estimating the size of Admiral product that you may need. It is only a guide. Measure your chest and waist size with a tape measure. Use the slide rule to enter your chest, waist, and foot size. The fitting room will suggest the best size in Admiral product.

Admiral Sports				FITTING R	ром
2	Please select your measurer or check our <u>classic table charts here</u>	nents			
T	Chest measure 39"			102	
	Waist measure 34"			Print measuring tape	
	Shoe Size (US) Male 10+ / Female 1	1+"			
- 1	Slide to your shoe size (US size)				
	Drag the sliders out to your chest, waist an	d shoe measurements.			)
	If you are on the high side of any size are more fitted to the body than olde	range, you may elect to move traditional sports shirts.	up one size if you like your garments to	fit loose. Admiral garments are modern	cuts which mean that they
		om. We recommend that you bu		g the larger size for both top and bottor the best method for sizing is to go to y	
	Recommended for yo	ou			
	Mens/Womens Shape Jersey/Jacket	Mens Shorts/Pants	Women's cut Shorts	Socks Size (Tourney II)	Socks Size (Premier)
	Info	AM	into	ADULT	ADULT
	AM		WM		ABOEI

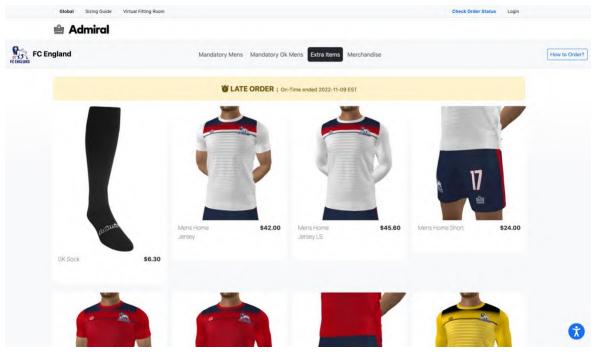
#### STEP 5: Add to cart

ersey Size *	AS AM AL AXL AXXL A3XL
nort Size *	
XS YS YM YL	AS AM AL AXL AXXL A3XL
CHD JR YTH AD	т
	autisit aur Etting Daam
<u>View sizing charts</u>	or visit our <u>Fitting Room</u>
• <u>View sizing charts</u> of	or visit our <u>Fitting Room</u>
• <u>View sizing charts</u> of	
1 <u>View sizing charts</u>	\$72.30

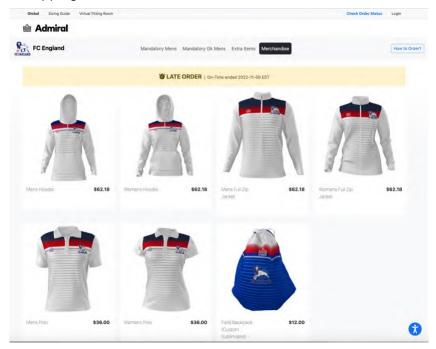
### Toll-Free 888.646.6822



**STEP 6: Order EXTRA ITEMS.** Where you can order additional items. Many players want to have an extra jersey, shorts, socks.



**STEP 7: Go to MERCHANDISE.** Where you can get matching hoodies, quarter zips, jackets, polo jerseys, bags rain jacket, a winter coat and other items. It is better to order these items at the time you buy your kit, so you save on the cost of shipping.



**STEP 8: When you have completed your order go to the CHECKOUT.** You will then see this page. Either check out as a guest or Register. It is better if you register because we then can communicate with you when your order is due to ship.

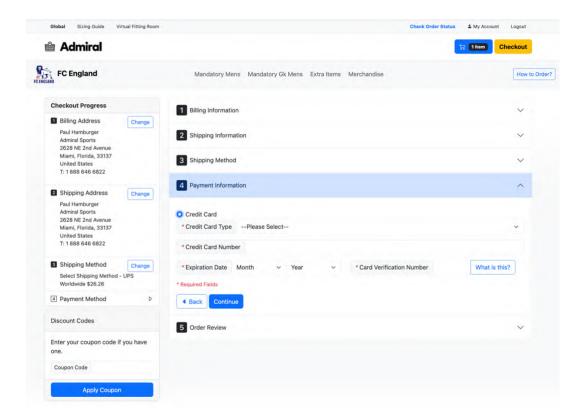
Global Sizing Guide Virtual Fitting	Room		Check Order Statu	Login
🚔 Admiral			Titem)	Checkout
FC England	Mandatory Mens Mandatory Gk	Mens Extra Items Merchandise		How to Order
Checkout Progress T Billing Address	Checkout Method			~
2 Shipping Address	Checkout as a Guest or Register	Login		
3 Shipping Method	Register with us for future convenience	e: Already	registered?	
Payment Method	Checkout as Guest	Please log in		
Discount Codes	Register	"Email Add	Iress sales@admiral-sports.com	
	Register and save time!	*Password		_
Enter your coupon code if you have one.	Register with us for future convenienc  • Fast and easy check out	* Required Fig		
Coupon Code	Easy access to your order history		nu s	
Apply Coupon		Continue	Forgot your password?	Login
	2 Billing Information			~
	3 Shipping Information			~
	4 Shipping Method			~
	5 Payment Information			~
	6 Order Review			~
General FC England	Mandatory Mens Mandatory Gk	Mens Extra items Merchandise	17 Sitem	How to Order
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1 Billing Address	P		and a state of the	^
1 Billing Address 2 Shipping Address	First Name Paul	* Last Name	Hamburger	^
<ol> <li>Billing Address</li> <li>Shipping Address</li> <li>Shipping Method</li> </ol>	First Name Paul     Company Admiral Sports	*Last Name	Hamburger	^
Billing Address     Shipping Address     Shipping Method     Payment Method	First Name Paul     Company Admiral Sports	* Last Name		telivery.
<ol> <li>Billing Address</li> <li>Shipping Address</li> <li>Shipping Method</li> </ol>	First Name Paul     Company Admiral Sports			telivery.
Billing Address     Shipping Address     Shipping Method     Payment Method     Discount Codes     Enter your coupon code if you have	* First Name Paul     Company Admiral Sports     NOTE: UPS cannot deliver to an shipping as     *Address 2628 NE 2nd Avenue			A telivery.
Billing Address     Shipping Address     Shipping Method     Payment Method     Discount Codes     Enter your coupon code if you have     one.	D *First Name Paul Company Admiral Sports D NOTE: UPS cannot deliver to an shipping an *Address 2628 NE 2nd Avenue	ddress where a Post Office Box number is pro	wided. Please provide a Street Address for e	kelivery.
Billing Address     Shipping Address     Shipping Method     Payment Method     Discount Codes     Enter your coupon code if you have	* First Name Paul     Company Admiral Sports     NOTE: UPS cannot deliver to an shipping as     *Address 2628 NE 2nd Avenue			delivery.
Billing Address     Shipping Address     Shipping Method     Payment Method     Discount Codes     Enter your coupon code if you have     one.     coupon Code	P     First Name Paul     Company Admiral Sports     NOTE: UPS cannot deliver to an shipping as     *Address 2628 NE 2nd Avenue     *City Miami	ddress where a Post Office Box number is pro * Country United States	vided. Please provide a Street Address for o * State/Province Florida	delivery.
Billing Address     Shipping Address     Shipping Method     Payment Method     Discount Codes     Enter your coupon code if you have     one.     coupon Code	First Name Paul     Company Admiral Sports     Company Admiral Sports     NOTE: UPS cannot deliver to an shipping an     Address 2628 NE 2nd Avenue     City Miami     Zip/Postal Code 33137     Ship to this address     Ship to different address	ddress where a Post Office Box number is pro * Country United States	vided. Please provide a Street Address for o * State/Province Florida	delivery.
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Billing Address     Shipping Address     Shipping Method     Advess     Shipping Method     Discount Codes     Enter your coupon code if you have     one.     Coupon Code	<ul> <li>* First Name Paul</li> <li>Company Admiral Sports</li> <li>NOTE: UPS cannot deliver to an shipping an</li> <li>* Address 2628 NE 2nd Avenue</li> <li>* City Miami</li> <li>* ZippPostal Code 33137</li> <li>• Ship to this address Ship to different address</li> <li>Continue</li> <li>2 Shipping Information</li> <li>3 Shipping Method</li> </ul>	ddress where a Post Office Box number is pro * Country United States	vided. Please provide a Street Address for o * State/Province Florida	v



#### **STEP 9: BILLING & SHIPPING INFORMATION**

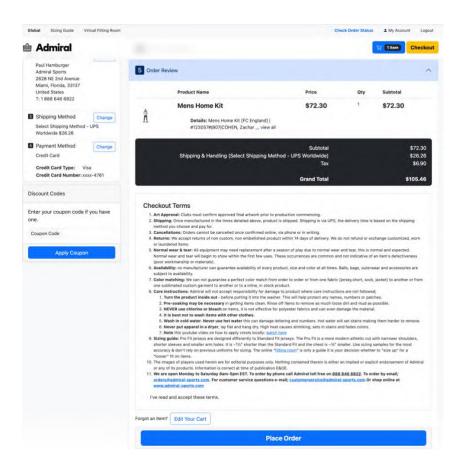
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FC England		Mandatory Mens Mandatory G	ik Mens Extra Iter	ns Merchandise			How to C
Checkout Progress		1 Billing Information					~
Billing Address	Change						
Paul Hamburger Admiral Sports 2628 NE 2nd Avenue		2 Shipping Information					~
Miami, Florida, 33137 United States T: 1888 646 6822		* First Name Paul		* Last Name	Hamburger		
Shipping Address	-	Company Admiral Sports					
Paul Hamburger Admiral Sports 2628 NE 2nd Avenue Miami, Florida, 33137	Change	* Address 2628 NE 2nd Avenue					
United States T: 1 888 646 6822		City Miami	Country	United States	<ul> <li>State/Provinc</li> </ul>	e Florida	~
3 Shipping Method	Þ	* Zip/Postal Code 33137	* Telephone	1 888 646 6822	Fax		
4 Payment Method	Þ	Use Billing Address					
Discount Codes		* Required Fields					
		Back Continue					
Enter your coupon code if y one.	you have	3 Shipping Method					~
Coupon Code		4 Payment Information					~
Apply Coupon							
		5 Order Review					~

**STEP 10: PAYMENT INFORMATION:** Select a credit enter the details. Check your billing and shipping address and the method of shipping and press continue. Enter a coupon code if you have one.





#### STEP 11: ORDER REVIEW - Check and confirm your order



How do I redeem my coupons? If you have a discount coupon you may use it on any order by entering the code in the coupon box in the cart. The coupon is for a fixed value and one-time use and any remaining balance not used on the order will be lost.

#### **Returns permitted?**

The Company does accept returns of non-custom, non-embellished product within 14 days of delivery provided these products are returned in their original condition (brand new, unworn, unlaundered, unembellished). Returns must be accompanied by a Return Authorization Number ("RA") issued by the Company. To get an RA contact Admiral toll-free on 888.646.6822.



"Thank you for taking the time to read this document. By adding your name and checking this box, you confirm that you have read and understand how to help Admiral properly service you. Please let us know if you have any questions."

Name & Surname

E-mail

I confirm that I have read and understood the information provided by Admiral.



## WORN BY CHAMPIONS SINCE 1914

For more information, visit us www.admiral-sports.com or call us toll free 888.646.6822