



Mode Market Exhibitor Packet

DANCEJOX
DANCEWEAR TM

Booth 114

Booth Representative

Tom Kilps (owner)



MODE MARKET

Manufacturers of Dance Essentials

San Antonio, TX

February 4 - 7th, 2026



About Dance Jox Dancewear

Founded in 2013 by Tom Kilps, a former professional ballet dancer, Dance Jox Dancewear is committed to producing high-quality dance belts in both thong and full-seat styles. Available in four colors and six sizes, our products are designed to provide comfort and support for every dancer.

With retailers in five countries—including the United States, Canada, Japan, Australia and China—Dance Jox has become a trusted name worldwide. Our innovative designs are embraced by professional ballet dancers and wardrobe buyers globally, making us a leader in the industry.



Skin Tone Colors

At Dance Jox, we take pride in being pioneers in offering skin tone options for people of color. Our inclusive range features four beautiful shades: beige, caramel, brown, and black.



Functional and Comfortable

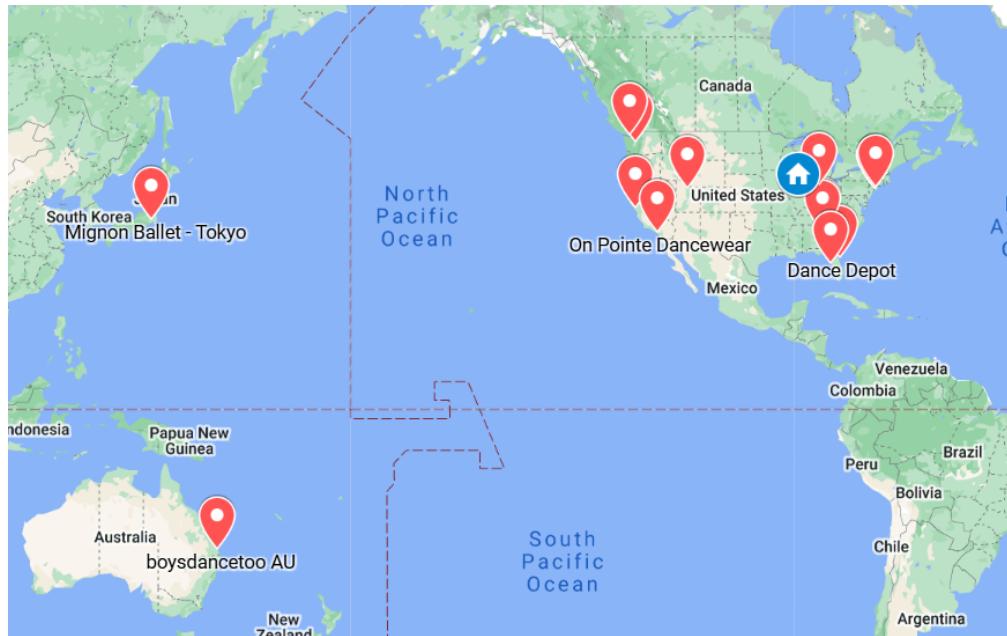
Dance Jox takes pride in crafting dance belts that are both functional and exceptionally comfortable. Ballet dancers and performing artists consistently choose our brand, often calling it the most comfortable dance belt they've ever worn.



Retailer Partners—Domestic & International Reach

5 Countries—United States, Canada, Japan, Australia and China

11 States—California, New York, Washington, Florida, Georgia, Connecticut, Utah, Texas, Ohio, Indiana, Kentucky



Range of Customers

At Dance Jox, we proudly serve a diverse range of clients, including professional ballet companies, opera productions, Broadway shows, theme parks, cruise lines, circus acts, and motion picture films.





Customer Demand for Dance Jox (Dance Belts)

- Mandatory garment for male performers across ballet, Broadway, touring shows, theme parks, cruise lines, film/TV, and schools
- Worn daily; multiple units owned; replaced regularly
- Once fit is trusted, dancers rarely switch brands

Why They Sell:

Comfort, anatomical support, clean line, durability, trusted performance-grade design

Customers:

Professionals • Wardrobe departments (bulk) • Students • Independent dancers

Buying Pattern:

Reorder same model & size • Wardrobe standardization • Seasonal restocks

Retailer Value:

Fast-moving • Low returns • Repeat purchases

Bottom Line:

Dance Jox dance belts solve a universal, non-negotiable need—driving predictable, recurring demand and strong brand loyalty.



Product Line

Thong Dance Belt



- Soft & ultra-lightweight fabric
- Non-roll elastic & seamless waistband
- Built-in moisture-wicking technology
- 4-way stretch for maximum mobility
- Thick, padded front creating a smooth surface
- Durable, flat seam construction
- 2 ½ inch wide waist elastic
- Athletic poly/spandex blend
- Machine washable (hang dry for best results)
- 4 colors / 6 sizes

Color



Size



Full Seat Dance Belt

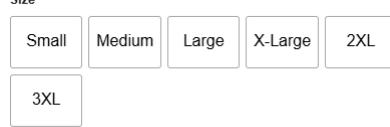


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- Machine washable (hang dry for best results)
- 4 colors / 6 sizes

Color



Size





Product Line

Convertible Footed Tights

- High waisted fit
- Convertible footed to footless
- Includes removable elastic suspenders
- Soft & ultra-lightweight fabric
- Built-in moisture-wicking technology
- 4-way stretch for maximum mobility
- Durable construction
- Athletic poly/spandex blend
- 3 colors / 3 sizes
- Pre-production samples complete / near production

Color



Size



Elastic Waistband Belt

- Adjustable 28" - 40" waist sizes
- Velcro adjustment
- Branded with logo
- In development / near production

Color





Product Catalog



Thong Dance Belt

Color: Beige

Sizes: S, M, L, XL, 2XL, 3XL

Wholesale price: \$16

SRP - \$32—\$36



Full Seat Dance Belt

Color: Beige

Sizes: S, M, L, XL, 2XL, 3XL

Wholesale price: \$16

SRP - \$32—\$36



Thong Dance Belt

Color: Caramel

Sizes: S, M, L, XL, 2XL, 3XL

Wholesale price: \$16

SRP - \$32—\$36



Full Seat Dance Belt

Color: Caramel

Sizes: S, M, L, XL, 2XL, 3XL

Wholesale price: \$16

SRP - \$32—\$36



Thong Dance Belt

Color: Brown

Sizes: S, M, L, XL, 2XL, 3XL

Wholesale price: \$16

SRP - \$32—\$36



Full Seat Dance Belt

Color: Brown

Sizes: S, M, L, XL, 2XL, 3XL

Wholesale price: \$16

SRP - \$32—\$36



Thong Dance Belt

Color: Black

Sizes: S, M, L, XL, 2XL, 3XL

Wholesale price: \$16

SRP - \$32—\$36



Full Seat Dance Belt

Color: Black

Sizes: S, M, L, XL, 2XL, 3XL

Wholesale price: \$16

SRP - \$32—\$36



Product Catalog



Convertible Footed Tights

Includes - Suspenders

Color: Black

Sizes: M, L, XL

Wholesale price: \$30

SRP - \$64—\$70



Elastic Waistband Belt

Color: Black - White logo

Sizes: Adjustable 30" - 40"

Wholesale price: \$7

SRP - \$14—\$18



Convertible Footed Tights

Includes - Suspenders

Color: Grey

Sizes: M, L, XL

Wholesale price: \$30

SRP - \$64—\$70



Elastic Waistband Belt

Color: White - Black logo

Sizes: Adjustable 30" - 40"

Wholesale price: \$7

SRP - \$14—\$18



Convertible Footed Tights

Includes - Suspenders

Color: White

Sizes: M, L, XL

Wholesale price: \$30

SRP - \$64—\$70



Retail Margins



Dance Belt—Thong and Full Seat

PROFIT MARGIN CALCULATOR RESULTS				
Your sale price	Your profit	Gross Margin	Total Cost	Net Profit
\$36.00	\$20.00	55.56%	\$16.00	\$20.00



Convertible Footed Tights

PROFIT MARGIN CALCULATOR RESULTS				
Your sale price	Your profit	Gross Margin	Total Cost	Net Profit
\$70.00	\$40.00	57.14%	\$30.00	\$40.00



Elastic Waistband Belt

PROFIT MARGIN CALCULATOR RESULTS				
Your sale price	Your profit	Gross Margin	Total Cost	Net Profit
\$18.00	\$11.00	61.12%	\$7.00	\$11.00



Class Kit/Uniform Bundle

PROFIT MARGIN CALCULATOR RESULTS				
Your sale price	Your profit	Gross Margin	Total Cost	Net Profit
\$124.00	\$71.00	57.26%	\$53.00	\$71.00



Retail Partner Terms (The Easy Part)

- **Low opening order:** \$650 for your first order
- **Low reorders:** Just \$500 for subsequent orders
- **Flexible pricing:** Set your own retail pricing within the Dance Jox SRP (suggested retail price) ranges shown in the catalog
- **Buy what you need:** No forced assortments or bulk requirements
- **Free shipping included** on standard orders — expedited shipping available at an additional cost if needed
- **Retailer visibility:** We list your dance shop on the Dance Jox website so customers can find you when searching for a retailer in their area
- **Direct support from the founder/team** for product questions and ordering support



Retail Partner MOQ Offering

First order MOQ value — \$650

Ongoing orders MOQ value — \$500

Recommended Breakdown

12 Thong Dance Belts = \$192

8 Full Seat Dance Belts = \$128

9 Tights = \$270

9 Waistbands = \$63





Order Process and Checkout

1. Select your desired items and quantities and add them to the cart.
2. Proceed to the checkout page.
3. Enter the wholesale code provided to apply approved wholesale pricing.
4. Choose desired shipping option
5. Complete your purchase using your preferred payment method.



Retail Display and Fitting Guidelines

Once you receive your order, merchandise may be displayed at your discretion or stored in the back room.

If customers wish to try on products, they can do so over their underwear. We recommend having a tape measure onsite, and a size chart will be provided to assist customers in selecting the appropriate size.



Competitive Pricing

	Wholesale	Qty	Cost	MSRP	Net per	Gross	Net
Brand B	\$ 14.75	40	\$ 590.00	\$ 29.00	\$ 14.25	\$ 1,160.00	\$ 570.00
Brand C	\$ 17.75	40	\$ 710.00	\$ 35.50	\$ 17.75	\$ 1,420.00	\$ 710.00
Dance Jox	\$ 16.00	40	\$ 640.00	\$ 36.00	\$ 20.00	\$ 1,440.00	\$ 800.00

Recommended Order Quantities

Thong—Small Beige - qty 5

Full Seat—Small Beige - qty 2

Thong—Medium Beige - qty 8

Full Seat—Medium Beige - qty 4

Thong—Medium Caramel - qty 5

Full Seat—Large Beige - qty 1

Thong—Medium Brown - qty 2

Full Seat—XL Beige - qty 1

Thong—Medium Black - qty 2

Total—8

Thong—Large Beige - qty 5

Thong— Large Caramel - qty 4

Thong—Large Brown - qty 2

Thong—XL Beige - qty 4

Thong—XL Black - qty 3

TOTAL— 40



Scan to apply or visit our website at

Dancejox.com/retail-partner-inquiry