



SSL FALL/WINTER 2014 AUTHORIZED PROGRAM

SUPPLIER **Giro**

WEBSITE NA

CATEGORY **Helmets/Goggles-**

PROGRAM DEADLINE

2/20/14

PRESEASON	ORDER DEADLINE	2/20/14		
	DISCOUNT	16% helmets and goggles - 15% helmet or goggle only - plus margin builders at 20 - 25% off plus Hot Buy SEE ATTACHED DETAIL		
	TERMS	2/10/15		
	FREIGHT	Free over \$1500	FOB	NA

REORDER	REORDER DISCOUNT	same as preseason		
	REORDER TERMS	Net 30 or Net 60 on order of 20+ units		
	REORDER FREIGHT	Free on orders of \$100	FOB	NA

EXTRAS	CO-OP	NA		
	EARLY ORDER DISC.	NA	DEADLINE	NA
	ANTICIPATION	NA		

PROGRAM DETAILS	See Attached Program			
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CONCENTRATION MODELS	NA			
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INDIVIDUAL DEALER INCENTIVES	NA			
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SSL REBATE PROGRAM	NA			
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CUSTOMER SERVICE	CS REP	Teri Crapse
	CS EMAIL	tcrapse@eastonbellsports.com
	CS PHONE	217-892-6907
	MAIN PHONE	303-601-1014

B2B WEBSITE	ADDRESS	NONE
	CONTACT	
	EMAIL	
	PHONE	0



2015 Giro SSL BUYING GROUP

Snow Sales Program

FINAL 1.3.14

VOLUME DISCOUNT

Combined Helmet and Goggle Discount (*Minimum of 4 Goggle Models) **16%**

Helmet Only	15%
Goggle Only	15%

HELMET MARGIN BUILDERS	MSRP	DISC %	WHS/LOW NET	DEALER GM%
Nine/Era	\$100.00	20%	\$50.00/\$40.00	60%
Montane/Lure	\$130.00	20%	\$65.00/52.00	60%
Seam Sheer	\$160.00	20%	\$80.00/\$64.00	60%
Nine Jr.	\$90.00	20%	\$45.00/\$36.00	60%
Launch	\$60	20%	\$30.00/\$24.00	60%
GOGGLE MARGIN BUILDERS				
ONSET	\$150	25%	\$75.00/\$56.25	62.5%
Block	\$90.00	25%	\$45/\$33.75	62.5%
INDEX	\$80	25%	\$40.00/\$22.50	62.5%
SPECIAL PURCHASE – SHOW ONLY				
HELMET				
Nine.10/Decade	\$100	30%	\$50.00/\$35.00	65%
Bevel	\$65.00	32%	\$32.50/22.00	66%
Tilt	\$65.00	32%	\$32.50/22.00	66%
Slingshot (new)	\$55.00	24%	\$27.50.00/21.00	62%
GOGGLE				
Focus Flash	\$60.00	35%	\$30.00/19.50	67.5%

PROGRAM DEADLINE

Feb 20, 2014

Late orders earn discount of 10%

PAYMENT TERMS

FEB 10, 2015

FREIGHT

Pre-Season Freight will be free on all orders over \$1500

REORDERS

Discount = Earned Program Discount (except for Show Special)

Dating = Net 30 days

Dating = Net 60 days for 20+ Units.

Reorders of \$100 or more earn free freight