



SSL FALL/WINTER 2014 AUTHORIZED PROGRAM

SUPPLIER **Flow Sports**

WEBSITE www.flow.com

CATEGORY **Hardgoods - Snowboard-**

PROGRAM DEADLINE **March 1st 2014**

PRESEASON	ORDER DEADLINE	March 1st 2014		
	DISCOUNT	10% with additional growth incentives		
	TERMS	1/10/15		
	FREIGHT	No freight allowance	FOB	San Clemente

REORDER	REORDER DISCOUNT	Same as Preseason		
	REORDER TERMS	60 Days		
	REORDER FREIGHT	No freight allowance	FOB	San Clemente

EXTRAS	CO-OP	NONE		
	EARLY ORDER DISC.	NONE	DEADLINE	N/A
	ANTICIPATION	NONE		

PROGRAM DETAILS
Retailers can receive an additional 2% discount for every 10% grown, up to an additional 10% discount.

CONCENTRATION MODELS
NONE

INDIVIDUAL DEALER INCENTIVES
NONE

SSL REBATE PROGRAM
NONE

CUSTOMER SERVICE	CS REP	Tyler Daigler
	CS EMAIL	tyler@flow.com
	CS PHONE	9493615260
	MAIN PHONE	949.361.5260

B2B WEBSITE	ADDRESS	NONE
	CONTACT	
	EMAIL	
	PHONE	0



14-15 Flow SSL Sales Program
Existing Accounts

Order Deadline & Submission

Inline Deadline: 3/2/18
Rental Deadline: 4/1/18

Mail
1021 Calle Recodo
San Clemente, CA 92673

Submitting Orders to Flow

Email/Phone
orders@flow.com
1-800-866-7611

Online
<https://flow.hubsoft.com>
Call for login credentials

***Any orders placed after March 1st 2014 will be considered a reorder and will receive no discount.**

Submitting Order to Flow Reps

EAST
Tim Brennan
P (610) 704 - 6417
F (610) 682 - 3973
tim@flow.com

Central
Greg Oakley
P (303) 884 - 6661
F (303) 830 - 6778
greg@flow.com

WEST
Donny Denton
P (775) 232 - 2533
F (831) 536 - 1642
donny@flow.com

Volume Discount Structure

Min	Max	T1	T2	T3
\$ -	\$ 9,999	10%	10%	10%
\$ 10,000	\$ 19,999	10%	10%	10%
\$ 20,000	\$ 29,999	10%	10%	10%
\$ 30,000	+	10%	10%	10%

Growth Discount

Growth Incentive - Bonus Discount - Based on 13/14 Net Dollars vs. 14/15 Net Dollars after above Volume Discount

10% Growth	2.0%	2.0%	2.0%
20% Growth	4.0%	4.0%	4.0%
30% Growth	6.0%	6.0%	6.0%
40% Growth	6.0%	6.0%	6.0%
50% Growth	10.0%	10.0%	10% *

***T3 Dealers with 50% growth receive up to an 20% discount plus guaranteed sell- through on 30% of your order.**

Make 54% margin during the season, and return up to 30% of your order, if you so choose. All non-returned product must be paid in full prior to return acceptance. Return freight is at the dealers expense.

Reorder Discount - For all orders received by 3/1/14, Prebook discount will apply to Reorders

Demo Discount - 20% discount for all Demo product orders. Must be approved by Flow sales dept.

Payment Terms

City:	1/11/19	Prebook Anticipation
Area:	1/11/19	Pay within 30 Days of Invoice on Shipments prior to 10/1/14:
Rental/Demo:	3/11/19	2% Discount
Reorders:	Net 60	

*** Credit Card payments accepted by Flow Sports will be assessed a 3% convenience fee. No exceptions!**



14-15 Flow SSL Sales Program
New Accounts

Order Deadline & Submission

Inline Deadline:	3/2/18	Mail	Submitting Orders to Flow	Email/Phone	Online
Rental Deadline:	4/1/18	1021 Calle Recodo		orders@flow.com	https://flow.hubsoft.com
		San Clemente, CA 92673		1-800-866-7611	Call for login credentials

***Any orders placed after March 1st 2012 will be considered a reorder and will receive no discount.**

Submitting Order to Flow Reps

<i>EAST</i>	<i>Central</i>	<i>WEST</i>
Tim Brennan	Greg Oakley	Donny Denton
P (610) 704 - 6417	P (303) 884 - 6661	P (775) 232 - 2533
F (610) 682 - 3973	F (303) 830 - 6778	F (831) 536 - 1642
tim@flow.com	greg@flow.com	donny@flow.com

Discount Structure

Min	Max	T1	T2	T3
\$ -	\$ 4,999	10%	15%	15%
\$ 5,000	\$ 9,999	10%	15%	15%
\$ 10,000	\$ 14,999	15%	15%	20% *
\$ 15,000	+	15%	15%	20% *

***New T3 Dealers over \$15K receive a 20% discount plus guaranteed sell-through on 30% of your order. Make 54% margin during the season, and return up to 30% of your order, if you so choose. All invoices must be paid in full prior to return acceptance. Return freight is at the dealers expense.**

Reorder Discount - For all orders received by 3/1/14, Prebook discount will apply to Reorders

Demo Discount - 20% discount for all Demo product orders. Must be approved by Flow sales dept.

Payment Terms

City:	1/11/19	Prebook Anticipation	
Area:	1/11/19	Pay within 30 Days of Invoice on Shipments prior to	
Rental/Demo:	3/11/19	10/1/14:	2% Discount
Reorders:	Net 60		

*** Credit Card payments accepted by Flow Sports will be assessed a 3% convenience fee. No exceptions!**