



SSL FALL/WINTER 2014 AUTHORIZED PROGRAM

SUPPLIER **Salomon Alpine**

WEBSITE www.salomon.com

CATEGORY **Alpine-**

PROGRAM DEADLINE

3/7 see below

PRESEASON	ORDER DEADLINE	March 7, 2014 to qualify for free freight and earliest ship window		
	DISCOUNT	Group Discount 15%. An additional 5% is available for qualified full line dealers		
	TERMS	For Orders Placed by April 28, 2014, Payment is due 1/20/2015. For orders placed after April 28, Payment is due 12/10/2014		
	FREIGHT	Orders entered by March 7, 2014 will receive free freight. Orders placed after March 7 will receive freight billing at 4% of net order value	FOB	Nashville, TN

REORDER	REORDER DISCOUNT	Earned Preseason Discount applies to reorders. Focus Models: discount applies to pre-season only. Reorders		
	REORDER TERMS	Payment Due Net 60		
	REORDER FREIGHT	Freight will be billed at 4% of net order value	FOB	Nashville, TN

EXTRAS	CO-OP	N/A		
	EARLY ORDER DISC.	NONE	DEADLINE	N/A
	ANTICIPATION	Anticipation is available at 1.25% per month, for each 30 days paid early, for a maximum of three months.		

PROGRAM DETAILS	Additional programs will be available for Rental, Demo, and Pro Stocking.			
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CONCENTRATION MODELS	<p>Concentration Models: 24% discount. Concentration discount applies to reorders.</p> <p>Mens Skis/Systems: X Drive 8.8, X Drive 8.3 System, X Drive 8.0 System, Q 90</p> <p>Womens Skis/Systems: Quartz Sytem, Lava System, Lux</p> <p>Boots: Quest Pro 100W, Quest Pro 90 Mens/ 80 Womens, X Max 100, X Pro X80W</p> <p>Binding: Z10 White Black</p> <p>Helmets: Quest mens (5 colors)/Quest Womens (4 colors)</p>			
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INDIVIDUAL DEALER INCENTIVES	<p>Full Line Dealer Incentive: 5% discount.</p> <p>Criteria: Purchase Skis, Boots, Bindings, and 3 of the following categories: Poles, Helmets, Goggles, Bags</p>			
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SSL REBATE PROGRAM	<p>SSL Rebate Program</p> <p>10% Growth: 1%</p> <p>15% Growth: 1.5%</p> <p>20% Growth: 2%</p> <p>SSL Rebate Program Details: Rebate to be paid at WSM 2015 based on invoiced pre-season and re-order purchases to accounts in good credit standing</p>			
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