



SSL FALL/WINTER 2014 AUTHORIZED PROGRAM

SUPPLIER **Salomon Snowboards**

WEBSITE www.salomon.com

CATEGORY **Snowboards-**

PROGRAM DEADLINE *qualify for free freight an*

PRESEASON	ORDER DEADLINE	February 28, 2014 to qualify for free freight and earliest ship window		
	DISCOUNT	Group Discount 12%. An additional 4% 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 February 28, 2014 will receive free freight. Orders placed after February 28 will receive freight billing at 4% of net order	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.			
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CONCENTRATION MODELS	<p>Concentration Models: 18% discount. Concentration discount applies to reorders.</p> <p>Boards: The Villian, Gypsy, Craft, Oh Yeah Boots: Synapse Focus Boa, Faction Boa, Pearl Boa Bindings: Balance</p>			
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INDIVIDUAL DEALER INCENTIVES	<p>Full Line Dealer Incentive: 4% discount.</p> <p>Criteria: Purchase a minimum of 2 styles from each category:Boards, Boots, Bindings.</p>			
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SSL REBATE PROGRAM	<p>SSL Rebate Program</p> <p>10% Growth: 1% 15% Growth: 1.5% 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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CUSTOMER SERVICE	CS REP	Juan Cortez
	CS EMAIL	juan.cortez@amersports.com
	CS PHONE	801.624.7589
	MAIN PHONE	800.342.7669

B2B WEBSITE	ADDRESS	http://sales.amersports.com
	CONTACT	Gordon Hardcastle
	EMAIL	gordon.hardcastle@amersports.com
	PHONE	801.624.7362