



SSL FALL/WINTER 2014 AUTHORIZED PROGRAM

SUPPLIER **TECNICA USA**
 WEBSITE **WWW.TECNICAUSA.COM**
 CATEGORY **HARDGOODS-SKI BOOTS**

PROGRAM DEADLINE **3/1/14**

PRESEASON	ORDER DEADLINE	3/1/14		
	DISCOUNT	20%		
	TERMS	All orders received prior to 3/1/14 will receive 50% dating 1/11/15 and 50% 2/11/15. All orders received after 3/11/14 will receive 12/10/14 dating.		
	FREIGHT	FOB Multiple Locations (West Lebanon, NH; Denver, Co; Los Angeles, CA).	FOB	Multiple
REORDER	REORDER DISCOUNT	All Tecnica reorders qualify for the earned pre-season 20% discount		
	REORDER TERMS	For shipments on or before October 10, 2014: City = 12/10/14, Area = 1/10/15 For shipments after 10/10/14: 60 Days		
	REORDER FREIGHT	FOB WEST LEBANON	FOB	SINGLE
EXTRAS	CO-OP	NONE		
	EARLY ORDER DISC.	20%	DEADLINE	3/1/14
	ANTICIPATION	Contact Credit Department for current anticipation rates		
PROGRAM DETAILS	1) There are no minimums required to qualify for the 2014/15 SSL program. 2) All orders received by 3/1/14 will receive 20% pre-season discount.			
CONCENTRATION MODELS	1. Choose 1 Tecnica Men's model and 1 Tecnica's Women's model from the below list: Mach1 110 M: 25% off whls (\$234.38/pr. net); 53% margin @ MAP \$499.99 Cochise 100 M: 25% off whls (\$211.13/pr. net); 53% margin @ MAP \$449.99 Mach1 95 W: 25% off whls (\$211.13/pr. net); 53% margin @ MAP \$449.49 Cochise 85 W: 25% off whls (\$187.50/pr. net); 53% margin @ MAP \$399.99 Note: Only orders received by 3/1/14 qualify. The pre-season orders will reflect the additional 25% discount. Concentration model discounts are pre-season only. Reorders on Concentration models will be booked at earned 20% pre-season discount.			
INDIVIDUAL DEALER INCENTIVES	NONE			
SSL REBATE PROGRAM	A rebate will be structured based upon achievement of year-end volume targets. These targets will be confirmed by SSL & Tecnica Management prior to 3/1/14 and the rebate will be paid at year-end.			

CUSTOMER SERVICE	CS REP	WENDY REGER
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	MAIN PHONE	6032988032

B2B WEBSITE	ADDRESS	NONE
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