



SUPPLIER **BLIZZARD SPORT USA**  
 WEBSITE WWW.BLIZZARDSPORTUSA.COM  
 CATEGORY **HARDGOODS-SKIS**

PROGRAM DEADLINE **3/1/15**

PRESEASON	ORDER DEADLINE	3/1/15		
	DISCOUNT	20%		
	TERMS	ALL ORDERS RECEIVED PRIOR TO 3/1/15 WILL RECEIVE 1/25/16 DATING. ALL ORDERS RECEIVED AFTER 3/1/15 WILL RECEIVE 12/10/15 DATING.		
	FREIGHT	FOB MULTIPLE LOCATIONS (WEST LEBANON, NH; DENVER, CO; LOS ANGELES, CA)	FOB	MULTIPLE

REORDER	REORDER DISCOUNT	ALL BLIZZARD REORDERS QUALIFY FOR THE EARNED PRESEASON 20% DISCOUNT		
	REORDER TERMS	FOR SHIPMENTS ON OR BEFORE OCT. 10, 2015: CITY=12/10/15, AREA=1/10/16 ; FOR SHIPMENTS AFTER 10/10/15: 60 DAYS		
	REORDER FREIGHT	FOB WEST LEBANON, NH	FOB	SINGLE

EXTRAS	CO-OP	NONE		
	EARLY ORDER DISC.	20%	DEADLINE	3/1/15
	ANTICIPATION			

PROGRAM DETAILS	1) THERE ARE NO MINIMUMS REQUIRED TO QUALIFY FOR THE 2015/16 SSL PROGRAM 2) ALL ORDERS RECEIVED BY 3/1/15 WILL RECEIVE 20% PRESEASON DISCOUNT			
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CONCENTRATION MODELS	SEE ATTACHED			
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INDIVIDUAL DEALER INCENTIVES	NONE			
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SSL REBATE PROGRAM	NONE			
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CUSTOMER SERVICE	CS REP	WENDY REGER
	CS EMAIL	WREGER@TGROUPUSA.COM
	CS PHONE	603-298-8032 x5007
	MAIN PHONE	603-298-8032

B2B WEBSITE	ADDRESS	HTTPS://TECBLZ.HUBSOFT.COM/LOGIN.HUB
	CONTACT	WENDY REGER
	EMAIL	WREGER@TGROUPUSA.COM
	PHONE	603-298-8032 x5007



## 2015/16 Blizzard & Tecnica Program Sports Specialists Ltd.

### 1) Program Discounts & Minimums

- There are no minimums required to qualify for the SSL program.
- All Blizzard/Tecnica orders received by 3/1/15 will receive 20% pre-season max discount.

### 2) Dating & Freight

- All orders received by 3/1/15 will receive 1/25/16 dating.
- All orders received after 3/1/15 will receive 12/10/15 dating.
- FOB West Lebanon, NH or nearest locations determined by Blizzard/Tecnica (DEN, L.A., etc.)

### 3) Focus Program

- Focus orders must be submitted to Blizzard/Tecnica no later than March 1, 2015.
- Focus discounts apply to all preseason orders only.

Brand	Model	MAP	Wholesale	SSL Net (20%)	Focus Disc. %	Focus Net \$	Focus Margin %	Focus Margin \$
Tecnica	Mach1 120 LV+MV	\$599.95	\$375.00	\$300.00	30%	\$262.50	56%	\$337.45
Tecnica	Mach1 105 W LV+MV	\$599.95	\$375.00	\$300.00	30%	\$262.50	56%	\$337.45
Blizzard	Ten.2 120 HVL	\$549.95	\$343.75	\$275.00	30%	\$240.63	56%	\$309.32
Blizzard	Bonafide	\$699.95	\$464.00	\$371.20	30%	\$324.80	54%	\$375.15
Blizzard	Black Pearl	\$599.95	\$397.50	\$318.00	32%	\$270.30	55%	\$329.65

### 4) Concentration Program

Brand	Model	MAP	Wholesale	SSL Net (20%)	Concentr. Disc. %	Concentr. Net \$	Concentr. Margin %	Concentr. Margin \$
Tecnica	Mach1 100 LV+MV	\$499.95	\$312.50	\$250.00	25%	\$234.38	53%	\$265.57
Tecnica	Mach1 95 W LV+MV	\$499.95	\$312.50	\$250.00	25%	\$234.38	53%	\$265.57
Blizzard	Cochise*	\$749.95	\$497.00	\$397.60	25%	\$372.75	50%	\$377.20
Blizzard	Brahma*	\$649.95	\$430.50	\$344.40	25%	\$322.88	50%	\$327.07
Blizzard	Samba**	\$649.95	\$430.50	\$344.40	25%	\$322.88	50%	\$327.07
Blizzard	Cheyenne**	\$549.95	\$364.50	\$291.60	25%	\$273.38	50%	\$276.57

\* SSL member may choose either the Men's Cochise or Men's Brahma as Concentration model

\*\* SSL member may choose either the Women's Samba or Women's Cheyenne as Concentration model

### 5) Reorders

- All Blizzard/Tecnica reorders qualify for the preseason 20% max discount.
- Focus model reorders qualify for preseason 20% max discount.
- Concentration 25% discounts apply to both preseason and all reorders.

### 6) Approval of Orders

- All orders subject to approval by Blizzard/Tecnica and subject to TUSA's terms and conditions.