

SUPPLIER **DALBELLO**

WEBSITE WWW.DALBELLOSPORTS.COM

CATEGORY **HARDGOODS-SKI BOOTS**

PROGRAM DEADLINE

3/15/15

PRESEASON	ORDER DEADLINE	3/15/15		
	DISCOUNT	RETAIL SKI BOOTS: 25% (INLCUDING 5% SSL BONUS/REBATE); HOT BUY SKI BOOT MODELS: 30%; RENTAL SKI BOOTS: 20%		
	TERMS	"Inline Product" "City: . 12/5/2015, . 1/5/2016" "Resort: . 1/5/2016, . 2/5/2016" "Hot Buy Product" "All: . 12/5/2015, . 1/5/2016" "Rental Product" "All: 3/5/2016"		
	FREIGHT	EAST: FOB WAREHOUSE EAST ; WEST: FOB SALT LAKE CITY	FOB	NH

REORDER	REORDER DISCOUNT	4+ PAIRS: PS DISCOUNT ; 1-3 PAIRS: PS DISCOUNT MINUS 3%		
	REORDER TERMS	NET 60		
	REORDER FREIGHT	FOB WAREHOUSE EAST	FOB	NH

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

PROGRAM DETAILS	STANDARD DALBELLO / SSL PROGRAM PAYABLE = SPLIT12/5 & 1/5 FOR ALL RETAIL SKI BOOTS (INCL. HOTBUY) REGULAR NON-GROUP PROGRAM DUE DATE IS 12/5 FOR ALL MINIMUM ORDER FOR GROUP TERMS: 50 PAIRS ADULT BOOTS			
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CONCENTRATION MODELS	<p>"SMOKIN' HOT BUY" CONCENTRATION MODEL OFFER FOUR SELECT 15/16 MODELS (2/MS & 2/LS) ARE OFFERED AT GREATER THAN HOTBUY DISCOUNTS. SSL DEALERS MAY EARN UP TO 60% MARGIN @ MAP ON THESE ALREADY POPULAR DALBELLO MODELS. ORDERS MUST BE PLACED BY CLOSE OF SIA SHOW. SMOKIN' HOTBUY DISCOUNT APPLIES ONLY TO ORDERS PLACED PS (NOT REORDERS). MENS: PANTERRA 100 & AVANTI 120 WOMENS: KYRA 85 & AVANTI 95 W SMOKIN' HOT BUY DISCOUNT: 35% SEE DALBELLO REPS FOR DETAILS</p>			
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INDIVIDUAL DEALER INCENTIVES	<p>SSL / PARTNERSHIP INCENTIVE PROGRAM INCREASE TOTAL 15/16 PRESEASON DALBELLO ORDER BY 10% AND RECEIVE FREE FREIGHT ON INLINE RETAIL ADULT, JUNIOR, AND HOTBUY PRODUCT* *INCREASE CALCULATED ON NET ORDER \$\$\$ INCREASE, PRESEASON 15/16 OVER PRESEASON 14/15. ALL 2015/16 RETAIL SKI BOOTS COUNT FOR \$\$\$\$. RENTAL BOOTS EXCLUDED.</p>			
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SSL REBATE PROGRAM	5% ADDITIONAL SSL GROUP BONUS DISCOUNT IS OFFERED IN LIEU OF REBATE			
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CUSTOMER SERVICE	CS REP	MATT FARRELL	B2B WEBSITE	ADDRESS	NONE
	CS EMAIL	MFARRELL@DALBELLOSPORTS.COM		CONTACT	JANET GRAF
	CS PHONE	1-800-775-8100 x14		EMAIL	JGRAF@DALBELLOSPORTS.COM
	MAIN PHONE	1-800-775-8100		PHONE	1-800-775-8100 x16