



SUPPLIER **DYNASTAR-LANGE-LOOK-KERMA**
WEBSITE WWW.DYNASTAR.COM ; WWW.LANGE-BOOTS.COM
CATEGORY **ALPINE SKI EQUIPMENT-SKIS, BOOTS, BINDING** **PROGRAM DEADLINE** **MARCH 6TH, 2015**

PRESEASON	ORDER DEADLINE	MARCH 6TH, 2015		
	DISCOUNT	19% PLUS AN ADDITIONAL 3% (22%) FOR ORDERS SUBMITTED BY 3/6/2015		
	TERMS	CITY: 100% 1/5/2016 ; AREA: 100% 2/5/2016		
	FREIGHT	FOB OGDEN, UT	FOB	OGDEN, UT

REORDER	REORDER DISCOUNT	EARNED PRESEASON		
	REORDER TERMS	60 DAYS		
	REORDER FREIGHT	FOB OGDEN, UT	FOB	OGDEN, UT

EXTRAS	CO-OP	N/A		
	EARLY ORDER DISC.	3%	DEADLINE	3/6/15
	ANTICIPATION			

PROGRAM DETAILS	NO MINIMUMS FOR SSL MEMBERS TO RECEIVE 19%. ORDERS SUBMITTED BY 3/6/2015 WILL RECEIVE AN ADDITIONAL 3%, BRINGING THE DISCOUNT TO 22%			
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CONCENTRATION MODELS	CONCENTRATION MODELS LISTED ON ATTACHED SHEET. CONCENTRATION MODELS WILL RECEIVE AN ADDITIONAL DISCOUNT OFF OF GROSS WHOLESALE.			
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INDIVIDUAL DEALER INCENTIVES	NONE			
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SSL REBATE PROGRAM	NONE			
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CUSTOMER SERVICE	CS REP	PETER LEFFLER
	CS EMAIL	PETER.LEFFLER@ROSSIGNOL.COM
	CS PHONE	435-252-3344
	MAIN PHONE	435-252-3300

B2B WEBSITE	ADDRESS	NONE
	CONTACT	PETER LEFFLER
	EMAIL	PETER.LEFFLER@ROSSIGNOL.COM
	PHONE	435-252-3344

2015-16 SSL SPECIALS

FOCUS MODELS														
BOOTS	ITEM #	MODEL	FLEX / LAST	SIZES (HALF SIZES ONLY)	MSRP	MAP	WHSLE	BEST NET	DISC	SSL NET	MARGIN	MARGIN \$	SAVINGS	
BOOTS	LBE2010	RX 130 LV	130 / 97mm	22.5, 23.5, 24.5, 25.5, 26.5, 27.5, 28.5, 29.5, 30.5	\$850.00	\$699.95	\$453.00	\$353.34	38%	\$280.86	60%	\$419.09	\$72.48	
BOOTS	LBE2030	RX 130	130 / 100mm	24.5, 25.5, 26.5, 27.5, 28.5, 29.5, 30.5, 31.5	\$850.00	\$699.95	\$453.00	\$353.34	38%	\$280.86	60%	\$419.09	\$72.48	
BOOTS	LBE2240	RX 80 W LV	80 / 97mm	22.5, 23.5, 24.5, 25.5, 26.5, 27.5	\$500.00	\$399.95	\$258.00	\$201.24	38%	\$159.96	60%	\$239.99	\$41.28	
BOOTS	LBE2250	RX 80 W	80 / 100mm	22.5, 23.5, 24.5, 25.5, 26.5, 27.5	\$500.00	\$399.95	\$258.00	\$201.24	38%	\$159.96	60%	\$239.99	\$41.28	

CONCENTRATION MODELS														
SKIS	ITEM #	MODEL	DIMENSION / RADIUS	SIZES	MSRP	MAP	WHSLE	BEST NET	DISC	SSL NET	MARGIN %	MARGIN \$	SAVINGS	
SKIS	DAEH301	POWERTRACK 84	123-84-106 R 16m	162-169-176-183	\$600.00	\$499.95	\$323.00	\$251.94	30%	\$226.10	55%	\$273.85	\$25.84	
SKIS	DRE03H3	POWERTRACK 84 FLUID X (SPX 12)	123-84-106 R 16m	162-169-176-183	\$800.00	\$699.95	\$453.00	\$353.34	30%	\$317.10	55%	\$382.85	\$36.24	
SKIS	DAEH601	CHAM 2.0 97	133-97-113 R 16m	166-172-178-184	\$700.00	\$599.95	\$388.00	\$302.64	30%	\$271.60	55%	\$328.35	\$31.04	
SKIS	DAEV602	GLORY 84	123-84-106 R 16m	149-156-163-170	\$600.00	\$499.95	\$323.00	\$251.94	30%	\$226.10	55%	\$273.85	\$25.84	
SKIS	DRE03V6	GLORY 84 XPRESS (XPRESS 11)	123-84-106 R 16m	149-156-163-170	\$700.00	\$599.95	\$388.00	\$302.64	30%	\$271.60	55%	\$328.35	\$31.04	
SKIS	DRE02V5	GLORY 79 XPRESS (XPRESS 11)	122-79-103 R14m	144-152-159-167	\$600.00	\$499.95	\$323.00	\$251.94	30%	\$226.10	55%	\$273.85	\$25.84	
BOOTS	ITEM #	MODEL	FLEX / LAST	SIZES (HALF SIZES ONLY)	MSRP	MAP	WHSLE	BEST NET	DISC	SSL NET	MARGIN	MARGIN \$	SAVINGS	
BOOTS	LBE2090	RX 100 LV	100 / 97mm	24.5, 25.5, 26.5, 27.5, 28.5, 29.5, 30.5	\$600.00	\$499.95	\$323.00	\$251.94	30%	\$226.10	55%	\$273.85	\$25.84	
BOOTS	LBE2100	RX 100	100 / 100mm	24.5, 25.5, 26.5, 27.5, 28.5, 29.5, 30.5, 31.5	\$600.00	\$499.95	\$323.00	\$251.94	30%	\$226.10	55%	\$273.85	\$25.84	
BOOTS	LBE7120	XT 90 W	90 / 100mm	22.5, 23.5, 24.5, 25.5, 26.5, 27.5	\$600.00	\$499.95	\$323.00	\$251.94	30%	\$226.10	55%	\$273.85	\$25.84	
BINDINGS	ITEM #	MODEL	COLOR	DIN / WIDTH	MSRP	MAP	WHSLE	BEST NET	DISC	SSL NET	MARGIN	MARGIN \$	SAVINGS	
BINDINGS	FCDA013	SPX 12 B 100	BLACK CHROME	3.5-12, 100mm	\$275.00	\$199.95	\$129.00	\$100.62	30%	\$90.30	55%	\$109.65	\$10.32	
BINDINGS	FCDA014	SPX 12 B 90	BLACK CHROME	3.5-12, 90mm	\$275.00	\$199.95	\$129.00	\$100.62	30%	\$90.30	55%	\$109.65	\$10.32	
POLES	ITEM #	MODEL	COLOR	DIN / WIDTH	MSRP	MSRP	WHSLE	BEST NET	DISC	SSL NET	MARGIN	MARGIN \$	SAVINGS	
POLES	DDD2000	NITRO	ZICRAL 7075 16 mm	110 - 135	\$70.00	\$70.00	\$35.00	\$27.30	30%	\$24.50	65%	\$45.50	\$2.80	
POLES	DDE5040	NV PRO	ZICRAL 7075	105 - 125	\$70.00	\$70.00	\$35.00	\$27.30	30%	\$24.50	65%	\$45.50	\$2.80	