



**SSL FALL/WINTER 2016 AUTHORIZED PROGRAM**

SUPPLIER **Blizzard Sport USA**  
 WEBSITE [www.blizzardsportusa.com](http://www.blizzardsportusa.com)  
 CATEGORY **Hardgoods-Skis**

PROGRAM DEADLINE **3/4/16**

PRESEASON	ORDER DEADLINE	3/4/16		
	DISCOUNT	20%		
	TERMS	All orders received by 3/4/16 will receive 1/25/17 dating. All orders received after 3/4/16 will receive 12/10/16 dating.		
	FREIGHT	FOB Multiple Locations (West Lebanon, NH; Denver, CO; Los Angeles, CA).	FOB	Multiple
REORDER	REORDER DISCOUNT	All Blizzard Ski reorders qualify for the earned Pre-season 20% discount.		
	REORDER TERMS	For shipments on or before October 10, 2016: City = 12/10/16, Area = 1/10/17 For shipments after 10/10/16: 60 Days		
	REORDER FREIGHT	FOB West Lebanon, NH	FOB	Single
EXTRAS	CO-OP	NONE		
	EARLY ORDER DISC.	20%	DEADLINE	3/4/16
	ANTICIPATION	Contact Credit Department for current anticipation rates		
PROGRAM DETAILS	<p>1) There are no minimums required to qualify for the 2016/17 SSL program.          2) All orders received by 3/4/16 will receive 20% Pre-season discount.</p>			
CONCENTRATION MODELS	<p>A. Blizzard Men's Concentration Program (25% off wholesale):          1. You may choose 1 of the below Men's Freeride models @ 25% off wholesale: a. Bonafide: MAP \$699.95; \$348.00 low net / pair          b. Brahma: MAP \$649.95; \$322.88 low net / pair 2. Pick any one Men's Blizzard Quattro model @ 25% off wholesale</p> <p>B. Blizzard Women's Concentration Program (25% off wholesale):          1. You may choose 1 of the below Women's Freeride models @ 25% off wholesale: a. Samba: MAP \$649.95; \$322.88 low net / pair b. Cheyenne: MAP \$549.95; \$273.88 low net / pair 2. Pick any one Women's Blizzard Quattro model @ 25% off wholesale</p> <p>Note: Only Pre-season orders received by 3/4/16 qualify. These Pre-season orders will reflect the 25% discount. Concentration model discounts are Pre-season only. Reorders on Concentration models will be booked at earned 20% Pre-season discount.</p>			
INDIVIDUAL DEALER INCENTIVES	NONE			
SSL REBATE PROGRAM	NONE			

CUSTOMER SERVICE	CS REP	Justin Shipman
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B2B WEBSITE	ADDRESS	NONE
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## 2016/17 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 3/4/16 will receive 20% preseason max discount.

### 2) Dating & Freight

- All orders received by 3/4/16 will receive 1/25/17 dating.
- All orders received after 3/4/16 will receive 12/10/16 dating.
- FOB West Lebanon, NH or other nearest locations determined by Blizzard/Tecnica (ex. DEN, L.A., etc.).

### 3) Focus Program

- Focus orders must be submitted no later than March 4, 2016.
- Focus pricing applies only to preseason orders.

Brand	Model	MAP	Wholesale	SSL Net (20%)	Focus Disc. %	Focus Net \$	Focus Margin %	Focus Margin \$
Blizzard	Bonafide*	\$699.95	\$464.00	\$371.20	30%	\$324.80	54%	\$375.15
Blizzard	Brahma*	\$649.95	\$430.50	\$344.40	30%	\$301.35	54%	\$348.60
Blizzard	Black Pearl	\$599.95	\$397.50	\$318.00	30%	\$278.25	54%	\$321.70
Tecnica	Ten.2 120 HVL	\$599.95	\$375.00	\$300.00	30%	\$262.50	56%	\$337.45
Tecnica	Mach1 100 LV+MV	\$499.95	\$312.50	\$250.00	30%	\$218.75	56%	\$281.20
Tecnica	Mach1 95 W LV+MV	\$499.95	\$312.50	\$250.00	30%	\$218.75	56%	\$281.20

\* SSL member may choose either the Men's Bonafide or Men's Brahma as a Focus Model

### 4) Concentration Program

Brand	Model	MAP	Wholesale	SSL Net (20%)	Concentr. Disc. %	Concentr. Net \$	Concentr. Margin %	Concentr. Margin \$
Blizzard	Quattro M: (Pick 1)****				25%			
Blizzard	Quattro W: (Pick 1)****				25%			
Blizzard	Bonafide***	\$699.95	\$464.00	\$371.20	25%	\$348.00	50%	\$402.05
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
Tecnica	Mach1 120 LV+MV	\$599.95	\$375.00	\$300.00	25%	\$262.50	56%	\$337.45
Tecnica	Mach1 85 W LV+MV*	\$399.95	\$250.00	\$200.00	25%	\$187.50	53%	\$212.45
Tecnica	Cochise 85 W*	\$399.95	\$250.00	\$200.00	25%	\$187.50	53%	\$212.45
Tecnica	Ten.2 85 W*	\$299.95	\$187.50	\$150.00	25%	\$140.63	53%	\$159.32

\*\*\*\* SSL member may choose 1 Men's Blizzard Quattro Model (N+W) & 1 Women's Blizzard Quattro (N+W) as a Concentration Model

\*\*\* SSL member may choose either the Men's Bonafide or Men's Brahma as a Concentration Model

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

\* SSL member may choose one Women's 85 flex model as a Concentration Model

### 5) Reorders

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