



**SSL FALL/WINTER 2016 AUTHORIZED PROGRAM**

SUPPLIER **Dynastar-Lange-Look-Kerma**  
 WEBSITE [www.dynastar.com](http://www.dynastar.com); [www.lange-boots.com](http://www.lange-boots.com)  
 CATEGORY **Alpine-Hardgoods**

PROGRAM DEADLINE **3/4/16**

PRESEASON	ORDER DEADLINE	3/4/16		
	DISCOUNT	22% for orders received on or before 3/4/2016 (19% for orders received after 3/4/2016)		
	TERMS	City: 100% 1/5/2017; Area: 100% 2/5/2017		
	FREIGHT	FOB Ogden, UT	FOB	Ogden, UT
REORDER	REORDER DISCOUNT	22% if preseason order was submitted by 3/4/2016. 19% if preseason order was submitted after 3/4/2016.		
	REORDER TERMS	60 days		
	REORDER FREIGHT	FOB Ogden, UT	FOB	Ogden, UT
EXTRAS	CO-OP	NA		
	EARLY ORDER DISC.	See above	DEADLINE	3/4/16
	ANTICIPATION	NA		
PROGRAM DETAILS	<p>SSL members will receive 22% on their preseason orders provided we receive them on or before 3/4/2016. Orders received after 3/4/2016 will receive 19%. There is no minimum order to receive 22% (or 19%). Focus Models will receive a special discount on preseason orders. Reorders of Focus Models will revert back to the dealer's standard preseason discount (22% or 19%).</p>			
CONCENTRATION MODELS	TBD.			
INDIVIDUAL DEALER INCENTIVES	NONE			
SSL REBATE PROGRAM	NA			

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