



SSL FALL/WINTER 2016 AUTHORIZED PROGRAM

SUPPLIER **HEAD, USA**

WEBSITE www.head.com

CATEGORY **Alpine Hardgoods-**

PROGRAM DEADLINE

3/4/16

PRESEASON	ORDER DEADLINE	3/4/16		
	DISCOUNT	23% off wholesale for everything but helmets, which are at 12% off wholesale.		
	TERMS	All SSL dealers qualify for Area Dating: January 10, 2017. All SSL orders received on or before March 4, 2016 will receive special February 10, 2017 dating.		
	FREIGHT	Preseason orders received by March 4, 2016 will receive Free Freight.	FOB	Baltimore, MD

REORDER	REORDER DISCOUNT	23% off wholesale for everything but helmets, which are at 12% off wholesale.		
	REORDER TERMS	Net 60 Days.		
	REORDER FREIGHT	Prepaid and billed to Dealer.	FOB	Baltimore, MD

EXTRAS	CO-OP	NONE		
	EARLY ORDER DISC.		DEADLINE	5/1/15
	ANTICIPATION	Contact Joanne Jones - HEAD Credit Manager		

PROGRAM DETAILS	<p>At HEAD, USA are just finishing another record breaking year. We continue to strengthen our dealer relationships and dealer confidence. Because of our partners we are fortunate to have realized the greatest growth in marketshare of any brand in the industry for each of the past few winters. Our SSL program for 2016-17 is aggressively designed to keep our businesses growing larger, and growing together. With orders turned in by March 4, 2016, SSL dealers will receive our consistently deep discounts, special extended dating, and very importantly, FREE FREIGHT! This incentive is often translated as an additional 6-to-8% to your bottom line! HEAD and SSL grew significantly with one another in 2015. Let's continue that growth again in 2016!</p>			
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CONCENTRATION MODELS	<p>1. Monster 88. MAP \$699. Concentration Model Price \$320. Margin = 54+%, 58+% with Free Freight. Returning this season with updated graphics this all mountain beast will be all the rage with its 88mm waist, metal laminates, and Graphene. 2. Pure Joy w/Joy 9 binding. MAP \$449. Concentration Model Price \$205. Margin = 54+%, 58+% with Free Freight. This is our 72mm women's ski featuring Graphene is one of the best performers on the market. With this technology and price it is easy to build your Joy collection around this model. 3. Vector EVO 110/80W Boots. MAP \$499. Concentration Model Price \$225. Margin = 55+%, 59+% with Free Freight. Modern upright stance, Control Frame, and Form Fit technology will have these boots the King and Queen of your boot pit in no time! 4. AdvantEdge 95/85W Boots. MAP \$399. Concentration Model Price \$179. Margin = 55+%, 59+% with Free Freight. New design with easy of entry, precise fit, and automatic power transmission these boots will allow your customers to take their game to the next level. 5. Tyrolia RX 12. MAP \$159. Concentration Model Price \$59.58. Margin = 62+%, 65+% with Free Freight. Seriously? 180 degree release in the toe, ABS anti-friction device, diagonal heel, brakes in the box...Run, do not walk to take advantage of this bidding special! 6. Tyrolia SX 7.5. MAP \$99. Concentration Model Price \$43. Margin = 56+%, 60+% with Free Freight. With its tool free adult and jr. boot sole compatibility, these bindings continue to be an asset in your jr. offerings. 7. Tyrolia SX 4.5. MAP \$79. Concentration Model Price \$34. Margin = 57+%, 61+% with Free Freight. With its tool free adult and jr. boot sole compatibility, these bindings continue to be an asset in your jr. offerings.</p>			
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INDIVIDUAL DEALER INCENTIVES	<p>We maintain a simple program to maximize sell-through and margin opportunities for all SSL dealers. For SSL preseason orders by March 4, 2016 1. Preseason orders will receive FREE FREIGHT! 2. Each SSL dealer will receive 23% discount on non-concentration models and 12% off on helmets. 3. Our ENTIRE LINE delivers long margins. And with our excellent sell through our long margins become reality! 4. We allow dealers to choose the HEAD products that they know will sell the best in their stores. 5. Preseason orders and subsequent reorders both receive 23% discount on hardgoods and 12% on helmets. 6. Please, compare our program and margin story to other brands. You will see that HEAD provides you the highest quality products, consistently long margins, and the best service. These qualities is what makes us a great partner for your future success!</p>			
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SSL REBATE PROGRAM	NONE			
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CUSTOMER SERVICE	CS REP	Joe Diamantini	B2B WEBSITE	ADDRESS	oms-winter.head.com
	CS EMAIL	jdiamantini@us.head.com		CONTACT	Joe Diamantini
	CS PHONE	800-289-7366 x7429		EMAIL	jdiamantini@us.head.com
	MAIN PHONE	720-708-6400		PHONE	800-289-7366 x7429