



SSL FALL/WINTER 2016 AUTHORIZED PROGRAM

SUPPLIER **K2 Ski**
WEBSITE k2skis.com
CATEGORY **Ski-**

PROGRAM DEADLINE **3/1/16**

PRESEASON	ORDER DEADLINE	3/1/16		
	DISCOUNT	20% on preseason orders = to or greater than 2015-16. 13% standard with 7% additional discount available for full line dealers (Skis, Boots and 1 accessory category)		
	TERMS	1/25/17		
	FREIGHT	Free Freight with requested June ship	FOB	seattle
REORDER	REORDER DISCOUNT	Earned Preseason Discount		
	REORDER TERMS	Net 60		
	REORDER FREIGHT	FOB	FOB	Seattle
EXTRAS	CO-OP	n/a		
	EARLY ORDER DISC.	n/a	DEADLINE	n/a
	ANTICIPATION	4 months, .25 per month (max 2%)		
PROGRAM DETAILS	<p>SSL Member with preseason orders equal to or greater than 2015 receive a 20% discount. All SSL members receive 13% starting discount. 7% additional discount available with support of skis, boots and 1 accessory category (poles, helmets, goggle)</p>			
CONCENTRATION MODELS	<p>SSL Dealers reaching 20% discount qualify for concentration models with additional discount, due with preseason order:</p> <p>¥ Pinnacle 88D MAP \$599.95, WHSLE \$378.00, Best Net \$302.44, Special \$287.28 ¥ Alluvit 88 -MAP \$599.95, WHSLE \$378.00, Best Net \$302.44, Special \$287.28 ¥ Spyne 110- MAP \$499.95, WHSLE \$300, Best Net \$240, Special \$228 ¥ Spyre 100- MAP \$499.95, WHSLE \$300, Best Net \$240, Special \$228 ¥ Phase Pro Helmet- MAP \$99.95, WHSLE \$50, Best Net \$40, Special \$37.50 ¥ PhotoAntic Goggle- MAP \$59.95, WHSLE \$30, Best Net \$24, Special \$22.50 ¥ Power 5 and Style 5 Ski Pole D MAP \$39.95, WHSLE \$20, Best Net \$16, Special \$15</p>			
INDIVIDUAL DEALER INCENTIVES	NONE			
SSL REBATE PROGRAM	K2 skis participates in the K2 sports rebate program.			

CUSTOMER SERVICE	CS REP	Sarah Collins	B2B WEBSITE	ADDRESS	NONE
	CS EMAIL	sarah_collins@k2sports.com		CONTACT	
	CS PHONE	206.805.4800 x1226		EMAIL	
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