



**SSL FALL/WINTER 2016 AUTHORIZED PROGRAM**

SUPPLIER	<b>Nordica USA</b>	PROGRAM DEADLINE	<b>3/4/16</b>
WEBSITE	www.nordica.com		
CATEGORY	<b>Hardgoods-Alpine Skis &amp; Skiboats</b>		

<b>PRESEASON</b>	<b>ORDER DEADLINE</b>	3/4/16		
	<b>DISCOUNT</b>	Skis: 18%, Ski Boots: 18% Dealers purchasing both skis & boots 20% (both), Special Opps Models (Concentration) 22%-30%		
	<b>TERMS</b>	1/25/2017(if ordered by 3/4), 12/10/16 (if ordered after 3/4)		
	<b>FREIGHT</b>	FOB W.Lebanon, NH or other locations determined by Nordica USA	<b>FOB</b>	W.Leb NH

<b>REORDER</b>	<b>REORDER DISCOUNT</b>	Inline PS program discount		
	<b>REORDER TERMS</b>	Net 60		
	<b>REORDER FREIGHT</b>	FOB W.Lebanon, NH or other locations determined by Nordica USA	<b>FOB</b>	W.Leb NH

<b>EXTRAS</b>	<b>CO-OP</b>	Included in group discount		
	<b>EARLY ORDER DISC.</b>	30% on focus models	<b>DEADLINE</b>	2/4/16
	<b>ANTICIPATION</b>	None		

<b>PROGRAM DETAILS</b>	Standard Nordica/SSL Program Terms Delivery date determined by order received date (see program detail) Inline & Concentration Model & Focus Model dating is all 1/25/2017 if program early order deadlines are met; otherwise 1/10/2016			
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<b>CONCENTRATION MODELS</b>	See Dealer Incentives above:			
	Boots - Mens: GPX 120, Speedmachine 110, N-Move 100, NXT 90 Women's: GPX 95W, Speedmachine 85W, N-Move 85W, NXT 75W  Skis - Men's: GT 80 Ti, NRGY 90, GT 75 EVO Women's: Sentra S5, Belle 84, Sentra S2			

<b>INDIVIDUAL DEALER INCENTIVES</b>	Special Opportunity Models: All Special Opps models earn 22% - 25% discount (varies according to model) Dealers increasing total PS order by 10% in \$\$\$, earn additional 5% on Special Opps models Incentivized Special Opps models earn 25% - 30% discount (varies according to model) Incentivized model margins at MAP are 53% - 60% Boots: Mens: GPX 120, Speedmachine 110, N-Move 100, NXT 90 Women's: GPX 95W, Speedmachine 85W, N-Move 85W, NXT 75W Skis: Men's: GT 80 Ti, NRGY 90, GT 75 EVO Women's: Sentra S5, Belle 84, Sentra S2			
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<b>SSL REBATE PROGRAM</b>	Included in group discount			
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<b>CUSTOMER SERVICE</b>	<b>CS REP</b>	Laurie Braley
	<b>CS EMAIL</b>	lbraley@nordicausa.com
	<b>CS PHONE</b>	800 892-2668 x1140774
	<b>MAIN PHONE</b>	800 892-2668

<b>B2B WEBSITE</b>	<b>ADDRESS</b>	http://nordica.hubsoft.com
	<b>CONTACT</b>	Wendy Reger
	<b>EMAIL</b>	wreger@nordicausa.com
	<b>PHONE</b>	603 369-0524



## 2016 Program Terms SSL Buying Group



### SSL Program Discounts:

Retail Skis & Boots	18% Boots, 18% Skis
Full-Line Dealer Discount	Dealers purchasing both boots & skis qualify for 20% on all Boots + Skis + Accessories

### SSL Program Payment Due Dates:

City + Resort Shops (order received by 3/4/16)	PAYABLE	January 25, 2017
City Shops (order received after 3/4/16)	PAYABLE	December 10, 2016
Resort Shops (order received after 3/4/16)	PAYABLE	January 10, 2017

Anticipation: None

### SSL Program Order Deadline:

		March 15, 2016
Order Received by 2/6/16	START SHIP:	August 1, 2016
Order Received by 3/1/16	START SHIP:	August 15, 2016
Order Received by 3/15/16	START SHIP:	September 1, 2016
Order Received by 4/1/16	START SHIP:	October 1, 2016
Order Received AFTER 4/1/16	START SHIP:	11/1/2016, or as available

Latest Ship Date: No requested ship dates later than 11/1/2016

### Pre Season Order Freight Terms:

FOB West Lebanon, NH or other locations determined by Nordica USA; ex. DEN, LA

**Minimum Order:** BOOTS: 50 pair adult , SKIS: 25 pair adult, ACCESSORIES: \$500.00  
Only Adult models count for total quantity ordered; junior boots do not count for quantity but received adult earned PS discount

## SSL FOCUS MODEL SELECTION

SSL FOCUS MODELS	FOCUS MODELS DISCOUNT	SPECIAL SELECTION OF KEY PERFORMANCE/KEY PRICE POINT BOOT & SKI MODELS FOR MEN & WOMEN @ 30% .
MEN'S FOCUS MODEL BOOTS:	<b>30%</b>	SPEEDMACHINE 130
MENS FOCUS MODEL SKIS	<b>30%</b>	ENFORCER
WOMEN'S FOCUS MODEL SKIS	<b>30%</b>	SANTA ANA
FOCUS MODEL MODEL ORDER DEADLINE		February 4, 2016
FOCUS MODEL MODEL PAYABLE		January 25, 2017
FOCUS MODEL REORDER DISCOUNT/TERMS		SSL FOCUS MODELS ARE SPECIAL, LONG MARGIN MODELS AVAILABLE FOR PRESEASON BOOKING. REORDERS ARE AT REGULAR SSL PROGRAM EARNED DISCOUNT, PAYABLE NET 60

## SPECIAL OPPTS PROGRAM (INCENTIVE)

SPECIAL OPPTS / INCENTIVE PROGRAM	SPECIAL OPPTS MODELS DISCOUNT (NO INCREASE)	SPECIAL OPPTS MODELS DISCOUNT @ 10%+ \$\$ INCREASE	SSL DEALERS MAY PURCHASE THIS SPECIAL SELECTION OF KEY PERFORMANCE/KEY PRICE POINT BOOT & SKI MODELS FOR MEN & WOMEN @ 22% & 25% DISCOUNTS. ANY SSL DEALER INCREASING THEIR 2017 NORDICA PS SKI ORDER OR BOOT ORDER BY 10% WILL EARN DEEPER DISCOUNTS (25% / 28% / 30%) ON THE SPECIAL OPPTS SELECTION MODELS .
MEN'S SPECIAL OPPTS MODEL BOOTS:	<b>25%</b>	<b>30%</b>	GPX 120, SPEEDMACHINE 110,
MEN'S SPECIAL OPPTS MODEL BOOTS:	<b>25%</b>	<b>30%</b>	N-MOVE 100, NXT 90
WOMEN'S SPECIAL OPPTS MODEL BOOTS	<b>25%</b>	<b>30%</b>	GPX 95 W, SPEEDMACHINE 85 W
WOMEN'S SPECIAL OPPTS MODEL BOOTS	<b>25%</b>	<b>30%</b>	N-MOVE 85 W, NXT 75 W
MENS SPECIAL OPPTS MODEL SKIS	<b>22%</b>	<b>28%</b>	GT 75 EVO
WOMEN'S SPECIAL OPPTS MODEL SKIS	<b>22%</b>	<b>28%</b>	SENTRA S2 EVO
MENS SPECIAL OPPTS MODEL SKIS	<b>22%</b>	<b>25%</b>	GT 80 TI, NRGY 90
WOMEN'S SPECIAL OPPTS MODEL SKIS	<b>22%</b>	<b>25%</b>	SENTRA S5 CA EVO, BELLE 84
SPECIAL OPPTS MODELS MODEL ORDER DEADLINE			March 4, 2016
SPECIAL OPPTS MODELS PAYABLE			January 25, 2017
SPECIAL OPPTS MODELS REORDER DISCOUNT			SPECIAL OPPTS MODELS ARE LONG MARGIN MODELS AVAILABLE THROUGHOUT THE PRE-SEASON BOOKING PERIOD. REORDERS ARE AT REGULAR SSL PROGRAM EARNED DISCOUNT, PAYABLE NET 60

**Reorder FOB** West Lebanon, NH

**Co-op Allowance:** None

**Valid:** FROM 1/1/16 through 3/15/16 (Program may be revised without notice)  
All orders must be approved by an officer of the company and accompanied by a signed 2016/2017 Authorized Retailer Agreement.

**Cancellation Policy:** Due to prepacking of orders, cancellations or revisions may not be accepted after 5/1/16