






# SMITH

Snow 2016/17


**SHOW SPECIALS**


<b>Vice</b> Spherical carbonic-x lens Medium Fit Helmet Compatible Catalog Page 29	<b>Mirror</b> <b>RC36</b>	<b>MSRP</b> \$130.00 <b>WHLSE</b> \$65.00 <b>Show Special</b> \$48.75* \$37.50*	<b>Disc. %</b> 25% 25%	
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<b>Virtue</b> Spherical carbonic-x lens Women's small Fit Helmet Compatible Catalog Page 31	<b>Mirror</b> <b>RC36</b>	<b>MSRP</b> \$130.00 <b>WHLSE</b> \$65.00 <b>Show Special</b> \$48.75* \$37.50*	<b>Disc. %</b> 25% 25%	
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<b>Squad</b> Cylindrical carbonic-x lens CP Medium Fit Helmet Compatible Catalog Page 33	<b>CP</b> <b>Mirror</b>	<b>MSRP</b> \$100.00 <b>WHLSE</b> \$50.00 <b>Show Special</b> \$37.50* \$30.00*	<b>Disc. %</b> 25% 25%	
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**LOW NET, DUE 1/31/16**

<b>Knowledge OTG</b> Cylindrical lens w/adjustable vents Large Fit ODS3 & Eyeglass Compatible Catalog Page 52	<b>Mirror</b> <b>RC36</b>	<b>MSRP</b> \$85.00 <b>WHLSE</b> \$42.50 <b>Low-Net</b> \$34.00 \$26.00	<b>Disc. %</b> 20% 20%	
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<b>Scope Airflow</b> Cylindrical lens w/ airflow vent Medium Fit Helmet Compatible Catalog Page 39	<b>Mirror</b> <b>RC36</b>	<b>MSRP</b> \$70.00 <b>WHLSE</b> \$35.00 <b>Low-Net</b> \$28.00 \$20.00	<b>Disc. %</b> 20% 20%	
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<b>Transit Airflow</b> Cylindrical lens w/ airflow vent Women's medium Fit Helmet Compatible Catalog Page 41	<b>Mirror</b> <b>RC36</b>	<b>MSRP</b> \$70.00 <b>WHLSE</b> \$35.00 <b>Low-Net</b> \$28.00 \$20.00	<b>Disc. %</b> 20% 20%	
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<b>Electra Airflow</b> Cylindrical lens w/ airflow vents Medium Fit Helmet Compatible Catalog Page 42		<b>MSRP</b> \$40.00 <b>WHLSE</b> \$20.00 <b>Low-Net</b> \$12.00	<b>Disc. %</b> 40%	
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<b>Daredevil</b> Cylindrical carbonic-x lens Youth medium Fit Helmet & Eyeglass Compatible Catalog Page 55	<b>Mirror</b> <b>RC36</b>	<b>MSRP</b> \$50.00 <b>WHLSE</b> \$25.00 <b>Low-Net</b> \$20.00 \$14.00	<b>Disc. %</b> 20% 20%	
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<b>Sidekick</b> Cylindrical dual thermal lens Youth medium Fit Helmet Compatible Catalog Page 58		<b>MSRP</b> \$25 <b>WHLSE</b> \$12.50 <b>Low-Net</b> \$10.00	<b>Disc. %</b> 20%	
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**SHOW SPECIALS**


<b>Variance</b> 18 Vents Boa Fit System Audio System Compatibility Catalog Page 71	<b>MIPS</b>	<b>MSRP</b> \$220.00 <b>WHLSE</b> \$110.00 <b>Show Special</b> \$83.60* \$68.40*	<b>Disc. %</b> 24% 24%	
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<b>Valence</b> 18 Vents Boa Fit System Audio System Compatibility Catalog Page 73	<b>MIPS</b>	<b>MSRP</b> \$220.00 <b>WHLSE</b> \$110.00 <b>Show Special</b> \$83.60* \$68.40*	<b>Disc. %</b> 24% 24%	
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<b>Maze</b> 9 Vents Available in Asian Fit World's lightest Certified Snow Helmet Catalog Page 85	<b>MIPS</b>	<b>MSRP</b> \$150.00 <b>WHLSE</b> \$75.00 <b>Show Special</b> \$57.00* \$41.80*	<b>Disc. %</b> 24% 24%	
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<b>Allure</b> 9 Vents Available in Asian Fit World's lightest Certified Snow Helmet Catalog Page 87	<b>MIPS</b>	<b>MSRP</b> \$150.00 <b>WHLSE</b> \$75.00 <b>Show Special</b> \$57.00* \$41.80*	<b>Disc. %</b> 24% 24%	
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**LOW-NET, DUE 1/31/16**

<b>Camber</b> 20 Vents Available in Asian Fit Audio System Compatibility Catalog Page 77	<b>MIPS</b>	<b>MSRP</b> \$180.00 <b>WHLSE</b> \$90.00 <b>Low-Net</b> \$73.80 \$57.40	<b>Disc. %</b> 18% 18%	
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<b>Compass</b> 20 Vents Available in Asian Fit Audio System Compatibility Catalog Page 79	<b>MIPS</b>	<b>MSRP</b> \$180.00 <b>WHLSE</b> \$90.00 <b>Low-Net</b> \$73.80 \$57.40	<b>Disc. %</b> 18% 18%	
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<b>Aspect</b> 14 Vents Adjustable dial fit system (DFS2) Audio System Compatibility Catalog Page 89		<b>MSRP</b> \$100.00 <b>WHLSE</b> \$50.00 <b>Low-Net</b> \$41.00	<b>Disc. %</b> 18%	
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<b>Arrival</b> 14 Vents Adjustable dial fit system (DFS2) Audio System Compatibility Catalog Page 91		<b>MSRP</b> \$100.00 <b>WHLSE</b> \$50.00 <b>Low-Net</b> \$41.00	<b>Disc. %</b> 18%	
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<b>Holt</b> 14 Vents Bombshell Construction Self-adjusting lifestyle fit system Catalog Page 95		<b>MSRP</b> \$70.00 <b>WHLSE</b> \$35.00 <b>Low-Net</b> \$28.70	<b>Disc. %</b> 18%	
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<b>Zoom Junior</b> Airflow climate control Adjustable dial fit system (DFS2) Removable goggle lock Catalog Page 101		<b>MSRP</b> \$60.00 <b>WHLSE</b> \$30.00 <b>Low-Net</b> \$24.60	<b>GM%</b> 59%	
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# Discounts, Terms & Conditions

- IN-LINE HELMETS:** 15% discount for in-line orders written by March 18th, 2016.  
Standard discounts apply after March 18th, 2016.
- IN-LINE GOGGLES:** 12% Discount for in-line orders written by March 18th, 2016.  
Standard discounts apply after March 18th, 2016.
- BUYING GROUP NET:** Net prices only (no additional discounts apply).
- PRESEASON TERMS:** Inline Order deadline: March 18th, 2016  
Show Special Deadline: end of Buying Group Trade Show
- PAYMENT TERMS:** January 13th, 2017, if order is submitted by March 18th, 2016
- RE-ORDER TERMS:** 6%, net 60, for dealers that place a pre-season order by March 18th, 2016
- FREIGHT:** Receive Free Freight (ground) on first two pre-season shipments of 120 units or more shipped to a single location before Dec 31st, 2016.

## General Terms & Conditions

- All prices are F.O.B Clearfield, Utah, and are subject to change without notice.
- Back-up Orders: Volume ordered as back-up shipments will count in determining the earned volume discount. If cancellation of a back-up order results in a lower earned volume discount, the customer will be billed for the difference.
- Acceptance of all orders is subject to approval of credit and acceptance by Smith Sport Optics, Inc. No soliciting agent, representative or employee of Smith Sport Optics, Inc. shall have the power to waive any of the terms, conditions or provisions contained herein, to incur additional obligations, to make additional representations or warranties on behalf of Smith Sport Optics, Inc. unless the same is evidenced by a written agreement signed by the president of Smith Sport Optics, Inc.
- These discounts terms and conditions take precedence over all written or verbal terms and conditions and are the only and final terms of sale.
- Freight: All shipping charges are Freight-Collect, F.O.B. Clearfield, UT
- Shipment shortages must be reported within 10 days of receipt.
- No product may be returned without a written return authorization signed by a Sales Representative. All returned products must be shipped freight prepaid. Credits issued for returns are non-refundable.
- A late payment charge of 2% per month on the unpaid balance will be charged on all past due accounts. The customer agrees to pay reasonable attorney and all other costs incurred by the collection of past due accounts.
- All quantity discounts and other discounts or allowances are allowed only if all invoices are paid in full by the due date and the customer's account is current.
- Last Pre-book delivery-date allowable is 2/1/17.

## SMITH Helmet Liability Insurance Statement

SMITH maintains \$25 million dollars in helmet product liability insurance and can, on request, name Dealers as "additional insured parties" under the terms of the policy. In NO circumstance are Dealers insured under the terms of SMITH's product liability insurance for any Dealer's unauthorized or unsubstantiated claims of performance, or Dealer recommendations related to the unintended use of SMITH products. For more information, please contact SMITH.

**SMITH**

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