



SSL FALL/WINTER 2017 AUTHORIZED PROGRAM

SUPPLIER **Giro**

WEBSITE Giro.com

CATEGORY **snow helmets and goggles-**

PROGRAM DEADLINE

Feb 20,2017

PRESEASON	ORDER DEADLINE	Feb 20,2017		
	DISCOUNT	16% with helmet and goggles + margin builders - see attached		
	TERMS	2/10/17		
	FREIGHT	paid freight on preseason orders \$1500	FOB	IL
REORDER	REORDER DISCOUNT	same as preseason		
	REORDER TERMS	Net 60		
	REORDER FREIGHT	reorders of \$500	FOB	IL
EXTRAS	CO-OP	NA		
	EARLY ORDER DISC.	NA	DEADLINE	NA
	ANTICIPATION	NA		
PROGRAM DETAILS	see attached with margin builders and special discounts			
CONCENTRATION MODELS	see attached for concentration models			
INDIVIDUAL DEALER INCENTIVES	NA			
SSL REBATE PROGRAM	NA			

CUSTOMER SERVICE	CS REP	Stacey Jones
	CS EMAIL	sjones@vista-actionsports.com
	CS PHONE	217-892-6929
	MAIN PHONE	303-601-1014

B2B WEBSITE	ADDRESS	NONE
	CONTACT	Stacey Jones
	EMAIL	sjones@vista-actionsports.com
	PHONE	217-892-6929



2017 - 2018 Giro Sales Program

SSL

VOLUME DISCOUNT

Combined Helmet and Goggle Discount (*Minimum of 4 Goggle Models) 16%

Helmet Only 15% Goggle Only 15%

MARGIN BUILDERS

	MSRP	DISC %	WHS	LOW NET	DEALER GM%
HELMET					
Zone/Strata MIPS	\$200.00	20%	\$100.00	\$80.00	60%
Nine/Era	\$100.00	20%	\$50.00	\$40.00	60%
Nine Jr	\$90.00	20%	\$45.00	\$36.00	60%
GOGGLE					
Semi/Dylan Flash	\$80.00	20%	\$40.00	\$32.00	60%
*with bonus lens					
Axis/Ella	\$180.00	20%	\$90.00	\$72.00	60%
*with VIVID Lens Tech					

CONCENTRATION MODELS

HELMET					
Union/Fade MIPS	\$150.00	25%	\$75.00	\$56.25	62.5%
Nine MIPS/Era MIPS	\$120.00	25%	\$60.00	\$45.00	62.5%
Nine Jr. MIPS	\$110.00	25%	\$55.00	\$41.75	62.5%
Launch	\$60.00	25%	\$30.00	\$22.50	62.5%
GOGGLE					
Rev/Chico Kids	\$30.00	25%	\$15.00	\$11.25	62.5%
Index Flash OTG	\$80.00	25%	\$40.00	\$30.00	62.5%
NEW - Boreal Goggle	\$40.00	40%	\$20.00	\$12.00	70.0%
*Boreal is Non MAP – could be promoted at \$29.99					

NON UMAP BUY – Show Only (No Reorder)

Seam/Sheer	\$160.00	25%	\$80.00	\$60.00	62.5%
Nine.10/Decade	\$100.00	25%	\$50.00	\$37.50	62.5%
Bevel/Tilt	\$65.00	32%	\$32.50	\$22.00	66.0%
Slingshot	\$55.00	25%	\$27.50	\$20.75	62.5%
NEW – Scale (9/20)	\$70.00	20%	\$35.00	\$28.00	60.0%

PROGRAM DETAILS

Payment Terms

- FEB 10, 2018
- Back Up Orders – Net 60

Freight

- Pre-Season Freight will be free on all orders over \$1500

Reorders

- Discount = Earned Program Discount (except for Show Special)
- Dating = Net 30 days
- Dating = Net 60 days for 20+ Units.
- Reorders of \$100 or more earn free freight

*Order Due Dates - Feb 20, 2017 - Late orders earn discount of 10%