SSL FALL/WINTER 2017 AUTHORIZED PROGRAM

SUPPLIER	***Blizzard Sport USA***
WEBSITE	www.blizzardsportusa.com
CATEGORY	***Hardgoods-Skis***
PROGRAM DEADLINE	*3/3/17*

PRESEASON

ORDER DEADLINE	3/3/17		
DISCOUNT	20%		
TERMS	All orders received by 03/03/17 will receive 01/25/18 dating. All orders received after 03/03/17 will receive 12/10/17 dating.		
FREIGHT	FOB Multiple Locations (West Lebanon, NH; Denver, CO; Los Angeles, CA).	**FOB**	Multiple

REORDER

REORDER DISCOUNT	All Tecnica Ski Boot reorders qualify for the earned Pre-season 20% discount.		
REORDER TERMS	For shipments on or before October 10, 2017: City = 12/10/17, Area = 01/10/18 For shipments after 10/10/17: 60 Days		
REORDER FREIGHT	FOB West Lebanon, NH	**FOB**	Single

EXTRAS

CO-OP	NONE		
EARLY ORDER DISC.	20%	**DEADLINE**	3/3/17
ANTICIPATION	Contact Credit Department for current anticipation rates.		

PROGRAM DETAILS

1) There are no minimums required to qualify for the 2017/18 SSL program.
2) All orders received by 03/03/17 will receive 20% Pre-season discount.

CONCENTRATION MODELS

PLEASE SEE ATTACHED

INDIVIDUAL DEALER INCENTIVES

NONE

SSL REBATE PROGRAM

NONE

CUSTOMER SERVICE

CS REP	Justin Shipman
CS EMAIL	jshipman@tgroupusa.com
CS PHONE	800-258-3897 x7246
MAIN PHONE	800-258-3897

B2B WEBSITE

ADDRESS	https://tecblizz.hubsoft.com/login.hub (B2B website)
CONTACT	Justin Shipman
EMAIL	jshipman@tgroupusa.com
PHONE	800-258-3897 x7246

2017/18 Blizzard & Tecnica Program
Sports Specialists Ltd.

1) Program Discounts & Minimums

- There are no minimums required to qualify for the SSL program.
- All Blizzard/Tecnica orders received by 3/3/17 will receive 20% preseason max discount.

2) Dating & Freight

- All orders received by 3/3/17 will receive 1/25/18 dating.
- All orders received after 3/3/17 will receive 12/10/17 dating.
- FOB West Lebanon, NH or other nearest locations determined by Blizzard/Tecnica (ex. DEN, L.A., etc.).

3) Focus Program

- Focus orders must be submitted no later than March 3, 2017.
- Focus pricing applies only to preseason orders.

Brand	Model	MAP	Wholesale	SSL Net (20%)	Focus Disc. %	Focus Net $	Focus Margin %	Focus Margin $
Blizzard	Bonafide	$699.95	$464.00	$371.20	30%	$324.80	54%	$375.15
Blizzard	Brahma	$649.95	$430.50	$344.40	30%	$301.35	54%	$348.60
Blizzard	Black Pearl 88	$599.95	$397.50	$318.00	30%	$278.25	54%	$393.70
Tecnica	Mach1 130 LV+MV	$699.95	$437.50	$350.00	30%	$306.25	56%	$337.45
Tecnica	Mach1 100 LV+MV	$499.95	$312.50	$250.00	30%	$218.75	56%	$281.20
Tecnica	Mach1 95 W LV+MV	$499.95	$312.50	$250.00	30%	$218.75	56%	$281.20
Tecnica	Mach1 85 W LV+MV	$399.95	$250.00	$200.00	30%	$175.00	56%	$224.95

4) Concentration Program

Brand	Model	MAP	Wholesale	SSL Net (20%)	Concentr. Disc. %	Concentr. Net $	Concentr. Margin %	Concentr. Margin $
Blizzard	Quattro M: (Pick 1)*****				25%			
Blizzard	Alight W: (Pick 1)*****				25%			
Blizzard	Rustler 11****	$699.95	$464.00	$371.20	25%	$348.00	50%	$402.05
Blizzard	Rustler 10****	$649.95	$430.50	$344.40	25%	$322.88	50%	$327.07
Blizzard	Black Pearl 98***	$599.95	$397.50	$318.00	25%	$298.12	50%	$301.82
Blizzard	Black Pearl 78***	$499.95	$331.00	$264.80	25%	$248.25	50%	$251.70
Tecnica	Mach1 120 LV+MV**	$599.95	$375.00	$300.00	25%	$281.25	53%	$318.70
Tecnica	Cochise 120**	$599.95	$375.00	$300.00	25%	$281.25	53%	$318.70
Tecnica	Ten.2 120 HVL	$599.95	$375.00	$300.00	25%	$281.25	53%	$318.70
Tecnica	Cochise 105 W*	$599.95	$375.00	$300.00	25%	$281.25	53%	$318.70
Tecnica	Cochise 85 W*	$399.95	$250.00	$200.00	25%	$187.50	53%	$212.45

***** SSL member may choose 1 Men's Blizzard Quattro Model & 1 Women's Alight model as a Concentration Model
**** SSL member may choose either the Rustler 11 or Rustler 10 as a Concentration Model
*** SSL member may choose either the Black Pearl 98 or Black Pearl 78 as a Concentration Model
** SSL member may choose <u>either</u> the Mach1 120 (LV + MV) or Cochise 120 as a Concentration Model
* SSL member may choose <u>either</u> the Cochise 105 <u>or</u> Cochise 85 as a Concentration Model

5) Reorders

- All Blizzard/Tecnica reorders qualify for the preseason 20% max discount.
- Concentration 25% discounts apply to preseason orders and reorders.