



SSL FALL/WINTER 2017 AUTHORIZED PROGRAM

SUPPLIER **DYNASTAR-LANGE**

WEBSITE **WWW.DYNASTAR.COM**

CATEGORY **ALPINE HARDGOODS-SKIS, BOOTS, BINDINGS** PROGRAM DEADLINE **3/10/17**

PRESEASON	ORDER DEADLINE	3/10/17		
	DISCOUNT	22% IF RECEIVED ON OR BEFORE MARCH 10, 2017		
	TERMS	CITY: 100% 1/5/18, AREA: 100% 2/5/18		
	FREIGHT	FOB OGDEN	FOB	OGDEN
REORDER	REORDER DISCOUNT	22% IF PRESEASON ORDER WAS SUBMITTED BY MARCH 10, 2017.		
	REORDER TERMS	60 DAYS		
	REORDER FREIGHT	FOB OGDEN	FOB	OGDEN
EXTRAS	CO-OP	NA		
	EARLY ORDER DISC.	3%	DEADLINE	3/10/17
	ANTICIPATION	NONE		
PROGRAM DETAILS	SSL MEMBER WILL RECEIVE 22% PROVIDED PRESEASON ORDERS ARE RECEIVED ON OR BEFORE MARCH 10TH. ORDERS AFTER THAT DATE WILL RECEIVE 19%. REORDER WILL RECEIVE THE PRESEASON DISCOUNT (EXCLUDING FOCUS MODEL DISCOUNT).			
CONCENTRATION MODELS	SEE ATTACHED PROGRAM FORM			
INDIVIDUAL DEALER INCENTIVES	NONE			
SSL REBATE PROGRAM	NONE			

CUSTOMER SERVICE	CS REP	PETER LEFFLER	B2B WEBSITE	ADDRESS	NONE
	CS EMAIL	PLEFFLER@ROSSIGNOL.COM		CONTACT	PETER LEFFLER
	CS PHONE	4352523344		EMAIL	PLEFFLER@ROSSIGNOL.COM
	MAIN PHONE	4352523300		PHONE	4352523344

2017-18 SSL LANGE FOCUS MODELS

ITEM #	MODEL	MSRP	MAP	WHSLE	22%	SSL				
						DISC	NET	SAVINGS	MARGIN	MARGIN
MEN'S										
LBG2060	RX 120 LV	\$700.00	\$599.95	\$388.00	\$302.64	30%	\$271.60	\$31.04	55%	\$328.35
LBG2050	RX 120	\$700.00	\$599.95	\$388.00	\$302.64	30%	\$271.60	\$31.04	55%	\$328.35
OR										
LBG2090	RX 100 LV	\$600.00	\$499.95	\$323.00	\$251.94	30%	\$226.10	\$25.84	55%	\$273.85
LBG2100	RX 100	\$600.00	\$499.95	\$323.00	\$251.94	30%	\$226.10	\$25.84	55%	\$273.85
WOMEN'S										
LBG2200	RX 110 W LV	\$750.00	\$599.95	\$388.00	\$302.64	30%	\$271.60	\$31.04	55%	\$328.35
LBG2210	RX 110 W	\$750.00	\$599.95	\$388.00	\$302.64	30%	\$271.60	\$31.04	55%	\$328.35
OR										
LBG2240	RX 80 W LV	\$500.00	\$399.95	\$258.00	\$201.24	30%	\$180.60	\$20.64	55%	\$219.35
LBG2250	RX 80 W	\$500.00	\$399.95	\$258.00	\$201.24	30%	\$180.60	\$20.64	55%	\$219.35

2017-18 SSL DYNASTAR AND LANGE CONCENTRATION MODELS

						SSL				
ITEM #	MODEL	MSRP	MAP	WHSLE	22%	DISC	NET	SAVINGS	MARGIN	MARGIN
PICK 2 MODELS										
DAGS801	LEGEND X96	\$800.00	\$699.95	\$453.00	\$353.34	26%	\$335.22	\$18.12	52%	\$364.73
DRG02S8	LEGEND X96 (KONECT 12 SPX DUAL)	\$1,050.00	\$949.95	\$615.00	\$479.70	26%	\$455.10	\$24.60	52%	\$494.85
DAGS701	LEGEND X88	\$750.00	\$649.95	\$420.00	\$327.60	26%	\$310.80	\$16.80	52%	\$339.15
DRG02S7	LEGEND X88 (KONECT 12 SPX DUAL)	\$1,000.00	\$899.95	\$580.00	\$452.40	26%	\$429.20	\$23.20	52%	\$470.75
DAGS601	LEGEND X84	\$700.00	\$599.95	\$388.00	\$302.64	26%	\$287.12	\$15.52	52%	\$312.83
DRG03S6	LEGEND X84 (KONECT 12 SPX DUAL)	\$900.00	\$799.95	\$515.00	\$401.70	26%	\$381.10	\$20.60	52%	\$418.85
PICK 2 MODELS										
DAGS703	LEGEND W88	\$700.00	\$599.95	\$388.00	\$302.64	26%	\$287.12	\$15.52	52%	\$312.83
DRG04S7	LEGEND W88 (XPRESS W 11)	\$800.00	\$699.95	\$453.00	\$353.34	26%	\$335.22	\$18.12	52%	\$364.73
DAGS604	LEGEND W84	\$600.00	\$499.95	\$323.00	\$251.94	26%	\$239.02	\$12.92	52%	\$260.93
DRG05S6	LEGEND W84 (XPRESS W 11)	\$700.00	\$599.95	\$388.00	\$302.64	26%	\$287.12	\$15.52	52%	\$312.83
DRG02S3	LEGEND W80 (XPRESS W 10)	\$600.00	\$499.95	\$323.00	\$251.94	26%	\$239.02	\$12.92	52%	\$260.93
SSL										
ITEM #	MODEL	MSRP	MAP	WHSLE	22%	DISC	NET	SAVINGS	MARGIN	MARGIN
LBG2090	RX 100 LV	\$600.00	\$499.95	\$323.00	\$251.94	26%	\$239.02	\$12.92	52%	\$260.93
LBG2100	RX 100	\$600.00	\$499.95	\$323.00	\$251.94	26%	\$239.02	\$12.92	52%	\$260.93
OR										
LBG6020	SX 100	\$500.00	\$399.95	\$258.00	\$201.24	26%	\$190.92	\$10.32	52%	\$209.03
OR										
LBG2240	RX 80 W LV	\$500.00	\$399.95	\$258.00	\$201.24	26%	\$190.92	\$10.32	52%	\$209.03
LBG2250	RX 80 W	\$500.00	\$399.95	\$258.00	\$201.24	26%	\$190.92	\$10.32	52%	\$209.03
OR										
LBG6220	SX 80 W	\$450.00	\$349.95	\$226.00	\$176.28	26%	\$167.24	\$9.04	52%	\$182.71