



FALL / WINTER 2020-21 APPROVED BUYING PROGRAM

SUPPLIER INFO	SUPPLIER NAME	Dalbello		
	SUPPLIER ADDRESS	112 Etna Road		
	CITY	Lebanon	STATE	NH
	WEBSITE LINK	dalbello.com	B2B SITE	n/a
	CATEGORY	ALPINE	SUB-CATEGORY	BOOTS
PRESEASON PROGRAM INFO	ORDER DEADLINE	3/15/20		
	ORDER DISCOUNT	In-Line 25%, Hot Buy - 30%, Rental 20%		
	EARLY ORDER DISCOUNT (WHEN APPLICABLE)	n/a	EARLY ORDER DEADLINE (WHEN APPLICABLE)	n/a
	PAYMENT TERMS	2/10/21 (CITY), 3/10/21 (AREA)		
	FREIGHT	FOB	FOB POINT	Claremont NH
	START SHIP DATE	17-Jul-20		
	ANTICIPATION			
ADDITIONAL PROGRAM DETAILS	Please use the space below to provide any specific program details that are not listed above. For example: special terms, "prebook by" dates, freight incentives, one-time PO allowance, multi-category support, growth incentives, etc. (include attachment, if preferred) Bullet points stand out to the buyers better			
	Minimum pre-season order quantity: 50 pairs per location			
REORDER	REORDER DISCOUNT	Greater than 4 Pairs for Preseason Discount, Less than 4 pairs for Preseason Discoun - 4%		
	REORDER TERMS	Preseason Payment Terms or NET 60, whichever is greater		
	REORDER FREIGHT	FOB	FOB POINT	Claremont, NH
SSL REBATE DETAILS	Please use the space below to provide details on any rebate program and qualifications you are offering:			
SPECIAL OFFERS	Please use the space below to provide details on specific SSL Special Model Offers (include attachment, if preferred)			
MARKETING	MARKETING ASSISTANCE	Please use the space below to detail any additional marketing support: Mark Down Funds, Co-op, Promoboxx, Locally, etc.		
	CONTACT PERSON	Geoff Curtis	EMAIL	geoff.curtis@mdv-usa.com
	DIGITAL CATALOG LINK			
CUSTOMER SERVICE	CS REP	Karen Barden		
	CS EMAIL	karen.barden@mdv-usa.com		
	CS DIRECT PHONE	603-442-6308		
	COMPANY MAIN PHONE			
CREDIT MANAGER	SUPPLIER	K2 MDV USA		
	CONTACT	Brian Johnson		
	EMAIL	brian_johnson@k2sports.com		
	PHONE	800-400-2332		

MDV SSL PROGRAM 2020/ 2021

Brand	DEAL	DISCOUNT	ARTICLE CODE	DESCRIPTION	Color	MAP	WHLS	SSL Net	MARGIN \$	MARGIN %
DALBELLO	FOCUS	40%	D2003008.00	DS 110	black/infrared	\$499.95	\$315.95	\$189.57	\$310.38	62%
DALBELLO	FOCUS	40%	D2003006.10	DS Asolo 95 W	opal ruby/black	\$499.95	\$315.95	\$189.57	\$310.38	62%
DALBELLO	FOCUS	35%	D1906004.10	Panterra 100 GW	black/lime	\$499.95	\$300.95	\$195.62	\$304.33	61%
DALBELLO	FOCUS	35%	D2010001.00	Boss 110	black	\$399.95	\$250.95	\$163.12	\$236.83	59%
DALBELLO	FOCUS	35%	D2006002.10	Panterra 120 ID GW	sage green/acid green	\$599.95	\$375.95	\$244.37	\$355.58	59%
DALBELLO	FOCUS	35%	D1906009.10	Panterra 85 W GW	malva/burgundi	\$399.95	\$260.95	\$169.62	\$230.33	58%
MARKER	FOCUS	22%	7524U1.GA	Griffon 13 ID; 90 mm	black	\$229.99	\$138.99	\$108.41	\$121.58	53%
MARKER	FOCUS	22%	7524U1.GB	Griffon 13 ID; 100 mm	black	\$229.99	\$138.99	\$108.41	\$121.58	53%
MARKER	FOCUS	22%	7524U1.GC	Griffon 13 ID; 110 mm	black	\$229.99	\$138.99	\$108.41	\$121.58	53%
MARKER	FOCUS	22%	7524U1.GE	Griffon 13 ID; 90 mm	white	\$229.99	\$138.99	\$108.41	\$121.58	53%
MARKER	FOCUS	22%	7524U1.GF	Griffon 13 ID; 100 mm	white	\$229.99	\$138.99	\$108.41	\$121.58	53%
MARKER	FOCUS	22%	7524U1.GG	Griffon 13 ID; 90 mm	anthracite - black - red	\$229.99	\$138.99	\$108.41	\$121.58	53%
MARKER	FOCUS	22%	7524U1.GH	Griffon 13 ID; 100 mm	anthracite - black - red	\$229.99	\$138.99	\$108.41	\$121.58	53%
MARKER	FOCUS	22%	7524U1.GJ	Griffon 13 ID; 110 mm	anthracite - black - red	\$229.99	\$138.99	\$108.41	\$121.58	53%
MARKER	FOCUS	22%	7524U1.GK	Griffon 13 ID; 90 mm	teal - flo-yellow	\$229.99	\$138.99	\$108.41	\$121.58	53%
MARKER	FOCUS	22%	7524U1.GL	Griffon 13 ID; 100 mm	teal - flo-yellow	\$229.99	\$138.99	\$108.41	\$121.58	53%
MARKER	FOCUS	22%	7524U1.GM	Griffon 13 ID; 110 mm	teal - flo-yellow	\$229.99	\$138.99	\$108.41	\$121.58	53%
MARKER	FOCUS	25%	7424S1.MA	Squire 11 ID; 90 mm	white	\$189.99	\$109.99	\$82.49	\$107.50	57%
MARKER	FOCUS	25%	7424T1.MG	Squire 11 ID; 100 mm	white	\$189.99	\$109.99	\$82.49	\$107.50	57%
MARKER	FOCUS	25%	7424T1.MC	Squire 11 ID; 90 mm	teal - black	\$189.99	\$109.99	\$82.49	\$107.50	57%
MARKER	FOCUS	25%	7424T1.MD	Squire 11 ID; 110 mm	teal - black	\$189.99	\$109.99	\$82.49	\$107.50	57%
MARKER	FOCUS	25%	7424S1.ME	Squire 11 ID; 90 mm	black	\$189.99	\$109.99	\$82.49	\$107.50	57%
MARKER	FOCUS	25%	7424T1.MH	Squire 11 ID; 100 mm	black	\$189.99	\$109.99	\$82.49	\$107.50	57%
MARKER	FOCUS	25%	7424S1.MF	Squire 11 ID; 110 mm	black	\$189.99	\$109.99	\$82.49	\$107.50	57%
MARKER	FOCUS	25%	7424U1.UJ	Squire 11 ID; 90 mm	gray - white	\$189.99	\$109.99	\$82.49	\$107.50	57%
MARKER	FOCUS	25%	7424U1.UK	Squire 11 ID; 100 mm	gray - white	\$189.99	\$109.99	\$82.49	\$107.50	57%
MARKER	CONCENTRATION	20%	6720T1.MA	11.0 TP; 90 mm	black - anthracite	\$159.99	\$89.99	\$71.99	\$88.00	55%
MARKER	CONCENTRATION	20%	6720S1.MB	11.0 TP; 90 mm	white	\$159.99	\$89.99	\$71.99	\$88.00	55%
MARKER	CONCENTRATION	20%	6720T1.MC	11.0 TP; 110 mm	black - anthracite	\$159.99	\$89.99	\$71.99	\$88.00	55%
MARKER	CONCENTRATION	20%	6720S1.MD	11.0 TP; 110 mm	white	\$159.99	\$89.99	\$71.99	\$88.00	55%
MARKER	CONCENTRATION	20%	6520T1.MA	10.0 TP; 85 mm	black - anthracite	\$129.99	\$79.99	\$63.99	\$66.00	51%
MARKER	CONCENTRATION	20%	6520T1.MB	10.0 TP; 100 mm	black - anthracite	\$129.99	\$79.99	\$63.99	\$66.00	51%
MARKER	CONCENTRATION	20%	7650U1.EB	Duke PT 16; 125 mm	black - gunmetal	\$699.99	\$425.99	\$340.79	\$359.20	51%
MARKER	CONCENTRATION	20%	7650U1.ES	Duke PT 16; 100 mm	black - gunmetal	\$699.99	\$425.99	\$340.79	\$359.20	51%
MARKER	CONCENTRATION	20%	7550U1.EB	Duke PT 12; 125 mm	black - red	\$599.99	\$375.99	\$300.79	\$299.20	50%
MARKER	CONCENTRATION	20%	7550U1.ES	Duke PT 12; 100 mm	black - red	\$599.99	\$375.99	\$300.79	\$299.20	50%
VOLKL	FOCUS	30%	120404	M5 Mantra		\$699.99	\$444.99	\$311.49	\$388.50	56%
VOLKL	FOCUS	30%	120416	Kenja 88		\$649.99	\$406.99	\$284.89	\$365.10	56%
VOLKL	CONCENTRATION	20%	120408	Kendo 88		\$649.99	\$406.99	\$325.59	\$324.40	50%
VOLKL	CONCENTRATION	20%	120420	Yumi 80		\$549.99	\$348.99	\$279.19	\$270.80	49%
VOLKL	CONCENTRATION	20%	120414	Secret 92		\$699.99	\$440.99	\$352.79	\$347.20	50%
VOLKL	CONCENTRATION	20%	120426	Blaze 106		\$599.99	\$350.99	\$280.79	\$319.20	53%
VOLKL	CONCENTRATION	20%	120428	Blaze 106 w		\$599.99	\$350.99	\$280.79	\$319.20	53%
VOLKL	CONCENTRATION	20%	120430	Blaze 94		\$549.99	\$323.99	\$259.19	\$290.80	53%
VOLKL	CONCENTRATION	20%	120432	Blaze 94 w		\$549.99	\$323.99	\$259.19	\$290.80	53%