



FALL / WINTER 2020-21 APPROVED BUYING PROGRAM

SUPPLIER INFO	SUPPLIER NAME	Giro			
	SUPPLIER ADDRESS	550 Scotts Valley Drive			
	CITY	Scotts Valley	STATE	CA ZIP 95066	
	WEBSITE LINK	giro.com	B2B SITE	in process	
	CATEGORY	ACCESSORIES	SUB-CATEGORY	Helmets and Goggles	
PRESEASON PROGRAM INFO	ORDER DEADLINE				
	ORDER DISCOUNT	25-Feb-20			
	EARLY ORDER DISCOUNT (WHEN APPLICABLE)	NA	EARLY ORDER DEADLINE (WHEN APPLICABLE)	NA	
	PAYMENT TERMS	10-Feb-21			
	FREIGHT	FREE - all orders regardless of size	FOB POINT		
	START SHIP DATE	7/15/20			
	ANTICIPATION	NA			
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				
	Margin Builder Models - attached				
REORDER	REORDER DISCOUNT	same as prebook			
	REORDER TERMS	net 30			
	REORDER FREIGHT	FREE - all orders regardless of size	FOB POINT		
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)				
	attached				
MARKETING	MARKETING ASSISTANCE	Please use the space below to detail any additional marketing support: Mark Down Funds, Co-op, Promoboxx, Locally, etc.			
		NA			
	CONTACT PERSON	Linda Rodney	EMAIL	llrodney@giro.com	
	DIGITAL CATALOG LINK	http://www.actionsports-media.com/folders/giro-snow_catalog_2021-model-year			
CUSTOMER SERVICE	CS REP	Stacy Jones	CREDIT MANAGER	SUPPLIER	Giro
	CS EMAIL	Stacey.Jones@BellGiro.com		CONTACT	Terri Braddock
	CS DIRECT PHONE	217-892-6929		EMAIL	Terri.Braddock@BellGiro.com
	COMPANY MAIN PHONE	877-358-2239		PHONE	469-417-6601



2020-21 Giro Preseason Partnership Program

SSL BUYING GROUP

VOLUME DISCOUNT

Combined Helmet and Goggle Discount 16% 58.% Margin

MARGIN BUILDERS

MSRP

DISC %

WHS

LOW NET

DEALER GM%

HELMETS

62.5% GM - MARGIN BUILDERS

Neo MIPS/Avera MIPS	\$140.00	25%	\$70.00	\$52.50	62.5%
Neo Jr. MIPS	\$120.00	25%	\$60.00	\$45.00	62.5%

60% GM - MARGIN BUILDERS

Zone/Strata MIPS	\$220.00	20%	\$110.00	\$88.00	60%
Jackson/Terra MIPS	\$180.00	20%	\$90.00	\$72.00	60%
Union/Fade MIPS	\$160.00	20%	\$80.00	\$64.00	60%
Ledge FS MIPS	\$100.00	20%	\$50.00	\$40.00	60%
Ledge MIPS	\$90.00	20%	\$45.00	\$36.00	60%
Crüe MIPS	\$90.00	20%	\$45.00	\$36.00	60%
Launch MIPS	\$90.00	20%	\$45.00	\$36.00	60%

GOGGLES

62.5% GM - MARGIN BUILDERS

Axis/Ella Vivid	\$190.00	25%	\$95.00	\$71.25	62.5%
Grade Flash	\$60.00	25%	\$30.00	\$22.50	62.5%
Grade AR40	\$50.00	25%	\$25.00	\$18.75	62.5%

60% GM - MARGIN BUILDERS

Article/Lusi	170.00	20%	\$85.00	\$68.00	62.5%
Index Flash	\$90.00	20%	\$45.00	\$36.00	60.0%
Roam/Moxie Flash	\$60.00	20%	\$30.00	\$24.00	60.0%
*with bonus lens					
Cruz Flash	\$40.00	20%	\$20.00	\$16.00	60.0%
Rev/Chico	\$35.00	20%	\$17.50	\$14.00	60.0%

SMU Program - Offer specialty SMU program

PROGRAM DETAILS

Preseason

- Order Due Dates – **Feb 25th, 2020**
- Pre-Season – **FREE Freight** on all orders
- Dating - Feb 10, 2021
- Backup Orders – Net 60

Reorders

- Earned Pre Season Discount
- **Free Freight**
- Net 30

RACE DISCOUNT:	20.00%
RACE TERMS:	Feb 10,2021
RACE ADD INFO:	All Race is 20% Discount for Race Nights or for Race Orders

RENTAL DISCOUNT:	20.00%
RENTAL TERMS:	Feb 10,2021
RENTAL ADD INFO:	

PRO DISCOUNT:	20.00%
PRO TERMS:	Feb 10,2021
PRO ADD INFO:	On mountain Employee Program

DEMO DISCOUNT:	
DEMO TERMS:	
DEMO ADD INFO:	