



FALL / WINTER 2020-21 APPROVED BUYING PROGRAM

SUPPLIER INFO	SUPPLIER NAME	K2 Snowboarding		
	SUPPLIER ADDRESS	413 Pine St., 3rd Floor		
	CITY	Seattle	STATE	WA ZIP 98101
	WEBSITE LINK	k2snow.com	B2B SITE	b2b.vashonstorefront.com
	CATEGORY	SNOWBOARD	SUB-CATEGORY	
PRESEASON PROGRAM INFO	ORDER DEADLINE	Early order discount deadline 2/7/2020, PS discount deadline February 28th 2020		
	ORDER DISCOUNT	Earn 4% for full line support boards, boots, bindings. Earn 5% for 5% growth over your 2019 PS order		
	EARLY ORDER DISCOUNT (WHEN APPLICABLE)	5%	EARLY ORDER DEADLINE (WHEN APPLICABLE)	2/7/20
	PAYMENT TERMS	City/Area: 1.25.2021, Demo: 3.20.21, Reorders: Net 60		
	FREIGHT	On orders received by 2/7/2020. See terms below	FOB POINT	
	START SHIP DATE	Free Ship must have a start ship date of 6/1/20 and cancel date no earlier than 11/15/20		
	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			
	Please see attached			
REORDER	REORDER DISCOUNT	Lock in your preseason discount on reorders over \$600 with a preseason net growth of 10% over 2019.		
	REORDER TERMS	Net 60		
	REORDER FREIGHT	No free freight	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)			
MARKETING	MARKETING ASSISTANCE	Please use the space below to detail any additional marketing support: Mark Down Funds, Co-op, Promoboxx, Locally, etc.		
	CONTACT PERSON		EMAIL	
	DIGITAL CATALOG LINK			
CUSTOMER SERVICE	CS REP	Doug Spencer	SUPPLIER	K2 Sports
	CS EMAIL	doug.spencer@k2sports.com	CONTACT	Brian Johnson
	CS DIRECT PHONE	206-805-4800 X 1302	EMAIL	brian.johnson@k2sports.com
	COMPANY MAIN PHONE	206-805-4800	PHONE	206-805-4800



K2 Snowboarding SSL Buying Group Program 2020

14% Max Group Preseason Discount:

- Earn 5% due 2/7/20
- Earn 4% for full line support boards, boots, and bindings
- Earn 5% for 5% growth over your 2019 preseason order

Rental Preseason Discount Program:

- 15% on all rental/demo K2 Snowboarding product
- 20% discount on combined K2/Ski Snowboard rental equipment

Writing Deadline:

- Early order discount deadline February 7th, 2020
- Preseason order discount deadline February 28th, 2020
- Rental order discount deadline March 2nd, 2020

Free Freight On Entire Order:

- On orders received by February 7th, 2020.
- Must have a start ship date of 6/1/20 and cancel date no earlier than 11/15/20.

Terms

- City/Area: 1/25/2021
- Demo: 3/20/2021
- Reorders: Net 60

Reorder policy

All reorders default to net 60 terms

Lock in your preseason discount on reorders over \$600 with a preseason net growth of 10% over 2019.

Please contact your K2 Snowboarding representative for more information