



FALL / WINTER 2020-21 APPROVED BUYING PROGRAM

SUPPLIER INFO	SUPPLIER NAME	LEKI USA, Inc		
	SUPPLIER ADDRESS	457 Sonwil Drive		
	CITY	Buffalo	STATE	NY
			ZIP	14225
	WEBSITE LINK	www.leki.com	B2B SITE	www.leki.com
CATEGORY	ALPINE	SUB-CATEGORY	Ski Poles / Ski Gloves	
PRESEASON PROGRAM INFO	ORDER DEADLINE	2/14/20		
	ORDER DISCOUNT	10% poles (100pr+); total discount can double to 20% with a minimum glove order		
	EARLY ORDER DISCOUNT (WHEN APPLICABLE)		EARLY ORDER DEADLINE (WHEN APPLICABLE)	
	PAYMENT TERMS	90 Days (60 days Race)		
	FREIGHT	FFA only for orders by 2/14/20	FOB POINT	Buffalo, NY
	START SHIP DATE	8/15/20		
	ANTICIPATION	1% per month / 3mos max (does not apply to race or closeout)		
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, on time PO allowance, multi-category support, growth incentives, etc. (include attachment, if preferred) Bullet points stand out to the buyers better			
	<p>Best Net:</p> <ul style="list-style-type: none"> •6 adult pole models / 6 adult glove models based on category selection. (100pr poles combined with 100pr gloves = 20% max discount) •Margin Enhancement program: Neolite, QNTM, Elite, Bliss earn additional discounts with min 60pr (combined margin enhancement models; 20pr per model ordered) •Junior Rider Program - 24pr ppk assorted colors = \$9.60 net includes floor stand display 			
REORDER	REORDER DISCOUNT	In-line - same as earned pre-season		
	REORDER TERMS	60 Days		
	REORDER FREIGHT	pass through with all discounts	FOB POINT	Buffalo NY
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)			
	See attached			
MARKETING	MARKETING ASSISTANCE	Please use the space below to detail any additional marketing support: Mark Down Funds, Co-op, Promoboxx, Locally, etc. Locally is fully implemented		
	CONTACT PERSON	Karo Arnesen	EMAIL	karo@leki.com
	DIGITAL CATALOG LINK	coming		
CUSTOMER SERVICE	CS REP	Brittany Zapel		
	CS EMAIL	brittany@leki.com		
	CS DIRECT PHONE			
	COMPANY MAIN PHONE	800-2355-9982		
CREDIT MANAGER	SUPPLIER	LEKI USA		
	CONTACT	Patricia Rogers		
	EMAIL	parogers@leki.com		
	PHONE	800-255-9982		



2020/21 SSL SHOW SPECIALS

NEOLITE AIRFOIL #649 48242 (BLK/GRN) | #649 48243 (BLK/RED)



QNTM #650 48401 (RED) | #650 48403 (GREEN) | #650 48402 (BLUE)



		44	46	48	50	52	54	TTL	Whsl	Retail	Preseason Net	EXT
64948242	NEOLITE (B/G)								\$40.00	\$ 79.95	\$ 30.00	
64948243	NEOLITE (B/R)								\$40.00	\$ 79.95	\$ 30.00	
6464637	QUANTUM (R)								\$20.00	\$ 59.95	\$ 14.00	
6464638	QUANTUM (G)								\$20.00	\$ 59.95	\$ 14.00	
6464639	QUANTUM (C)								\$20.00	\$ 59.95	\$ 14.00	

ELITE LADY #643 4838



NEOLITE AIRFOIL WOMEN'S #650 48241



BLISS #649 46502 (ANTHRACITE) | #649 46501 (WHITE)



		42	44	46	48	50	TTL	Whsl	Retail	Preseason Net	EXT
6434838	ELITE LADY							\$40.00	\$ 79.95	\$ 30.00	
65048241	NEOLITE AF WMS							\$40.00	\$ 79.95	\$ 30.00	
64946502	BLISS (ANTH)							\$20.00	\$ 59.95	\$ 14.00	
64956501	BLISS (WHITE)							\$20.00	\$ 59.95	\$ 14.00	

Order Deadline 2/14/20 First Ship Date 8/15/20
 Payment Terms 90 Days Minimum 60pr

Above model quantity counts towards total brand discount. Above NET prices available on pre-season order ONLY!

STORE NAME _____

WORKSHEET ONLY!! All orders must be submitted on store order form!!