



FALL / WINTER 2020-21 APPROVED BUYING PROGRAM

SUPPLIER INFO	SUPPLIER NAME	Nordica USA			
	SUPPLIER ADDRESS	19 Technology Drive			
	CITY	West Lebanon	STATE	NH ZIP 03784	
	WEBSITE LINK	www.nordicausa.com	B2B SITE		
	CATEGORY	ALPINE	SUB-CATEGORY	skis/ski boots/accessories	
PRESEASON PROGRAM INFO	ORDER DEADLINE	3/1/2020			
	ORDER DISCOUNT	Skis: 20%, Ski Boots: 20%, Special Opps Models (Concentration 25%)			
	EARLY ORDER DISCOUNT (WHEN APPLICABLE)		EARLY ORDER DEADLINE (WHEN APPLICABLE)		
	PAYMENT TERMS	1/25/2020 (if ordered by 3/2), 12/10/19 (if ordered after 3/1)			
	FREIGHT	FOB W. Lebanon, NH or other locations determined by Nordica U		FOB POINT W. Lebanon, NH	
	START SHIP DATE	7/1/2020			
	ANTICIPATION	Call Credit department			
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				
	<p>Standard Nordica/SSL Program Terms Delivery date determined by order received date (see program detail) Special Opportunity Models <u>(Special Opps)/Concentration models earn 25% discount</u> <u>Concentration Model/Special Opps Boots</u> Mens: Promachine 120, Speedmachine 130, Sportmachine 100, Cruise 70 + Strider 120 DYN Women's: Promachine 95W, Sportmachine 75W, Cruise 65 W + Strider 95 W DYN <u>Concentration Model/Special Opps Skis</u> Men's: Enforcer 104 Free, Enforcer 94, Navigator 85, Navigator 80 CA FDT, Spitfire 80/76/72 RB Women's: Santa Ana 98, Santa Ana 88, Astral 84, Astral 78 CA FDT Inline & Concentration Model & Focus Model dating is all 1/25/2021 if program early order deadlines are met; otherwise 12/10/2020</p>				
REORDER	REORDER DISCOUNT	Inline PS Discount			
	REORDER TERMS	Net 60			
	REORDER FREIGHT	FOB West Lebanon, NH		FOB POINT West Lebanon, NH	
SSL REBATE DETAILS	Please use the space below to provide details on any rebate program and qualifications you are offering: Included in group discount				
SPECIAL OFFERS	Please use the space below to provide details on specific SSL Special Model Offers (include attachment, if preferred)				
	<p>FOCUS MODELS: All SSL Focus models earn 30% discount Focus Model Boots: Mens: Speedmachine 110, HF 110 + Womens: Speedmachine 85 W, HF 85 W Focus Model Skis: Men's: Enforcer 100, Women's: Santa Ana 93 NEW Junior Lease Offer (minimums apply): Speedmachine J 4/3/2/1 boy's & girls (boot) + Navigator, Team J, Soulerider J 4.5 or 7.0 (ski/binding system)</p>				
MARKETING	MARKETING ASSISTANCE	Please use the space below to detail any additional marketing support: Mark Down Funds, Co-op, Promoboxx, Locally, etc. Promoboxx + Locally.com + Salsify Digital Asset Management Tool			
	CONTACT PERSON	Sam Beck	EMAIL	sam.beck@nordicausa.com	
	DIGITAL CATALOG LINK	Will forward upon completion			
CUSTOMER SERVICE	CS REP	Crystal Gosnell	CREDIT MANAGER	SUPPLIER	
	CS EMAIL	crystal.gosnell@nordicausa.com		CONTACT	Karen Maxham
	CS DIRECT PHONE	603.276.1153		EMAIL	karen.maxham@tgroupusa.com
	COMPANY MAIN PHONE	800.892.2668		PHONE	603.276.1128



2021 Program Terms

SSL Buying Group

SSL Program Discounts:

Retail Skis & Boots	20% Skis / Boots
Rental Skis & Boots	Program MAX discount

SSL Program Payment Due Dates:

City + Resort Shops (order received by 3/1/20)	PAYABLE	January 25, 2021
City Shops (order received after 3/1/20)	PAYABLE	December 10, 2020
Resort Shops (order received after 3/1/20)	PAYABLE	January 10, 2021
Payment Terms - Rental	PAYABLE	March 10, 2021
Anticipation:	Contact credit department for info	

SSL Program Order Deadline:

	March 1, 2020
Order Received by 2/8/19	START SHIP: August 1, 2020
Order Received by 3/1/19	START SHIP: August 15, 2020
Order Received by 3/15/19	START SHIP: September 1, 2020
Order Received by 4/1/19	START SHIP: October 1, 2020
Order Received AFTER 4/1/19	START SHIP: 11/1/2020, or as available

Latest Ship Date: No requested ship dates later than 11/1/2020

Pre Season Order Freight Terms:

FOB West Lebanon, NH or other locations determined by Nordica USA; ex. DEN, LA

Minimum Order:

BOOTS: 40 pair adult, SKIS: 25 pair adult
Only Adult models count for total quantity ordered; junior boots do not count for quantity but received adult earned PS discount

SSL FOCUS MODELS

SSL FOCUS MODELS

FOCUS MODELS DISCOUNT

SPECIAL SELECTION OF KEY PERFORMANCE/KEY PRICE POINT BOOT & SKI MODELS FOR MEN & WOMEN @ 30% DISCOUNTS.

MEN'S & WOMEN'S FOCUS MODEL BOOTS:	30%	SPEEDMACHINE 110, HF 110, SPEEDMACHINE 85 W, HF 85 W
MENS FOCUS MODEL SKIS	30%	ENFORCER 100
WOMEN'S FOCUS MODEL SKIS	30%	SANTA ANA 93
FOCUS MODEL MODEL ORDER DEADLINE		March 1, 2020
FOCUS MODEL MODEL PAYABLE		January 25, 2021

FOCUS MODEL REORDER DISCOUNT/TERMS: SSL FOCUS MODELS ARE SPECIAL, LONG MARGIN MODELS AVAILABLE FOR PRESEASON BOOKING. REORDERS ARE AT REGULAR SSL PROGRAM EARNED DISCOUNT, PAYABLE NET 60

SPECIAL OPPS PROGRAM (CONCENTRATION)

SPECIAL OPPS / INCENTIVE PROGRAM

SPECIAL OPPS MODELS DISCOUNT

SSL DEALERS ARE OFFERED THIS SELECTION OF KEY PERFORMANCE/KEY PRICE POINT BOOT & SKI MODELS FOR MEN & WOMEN @ 25% DISCOUNTS.

MEN'S SPECIAL OPPS MODEL BOOTS:	25%	PROMACHINE 120, SPEEDMACHINE 130, SPORTMACHINE 100, STRIDER 120 DYN
WOMEN'S SPECIAL OPPS MODEL BOOTS	25%	PROMACHINE 95 W, SPORTMACHINE 75 W, STRIDER 95 W DYN
ADDITIONAL SPECIAL OPPS MODEL BOOTS:	30%	CRUISE 70, CRUISE 65 W
MENS SPECIAL OPPS MODEL SKIS	25%	ENFORCER 104, ENFORCER 94, NAVIGATOR 85, NAVIGATOR 80 CA FDT
WOMEN'S SPECIAL OPPS MODEL SKIS	25%	SANTA ANA 98, SANTA ANA 88, ASTRAL 84, ASTRAL 78 CA FDT
MENS SPECIAL OPPS ON PISTE MODEL SKIS	25%	SPITFIRE 80 RB, 76 RB, 72 RB
SPECIAL OPPS MODELS MODEL ORDER DEADLINE		March 1, 2020
SPECIAL OPPS MODELS PAYABLE		January 25, 2021

SPECIAL OPPS MODELS REORDER DISCOUNT: SPECIAL OPPS MODELS ARE LONG MARGIN MODELS AVAILABLE THROUGHOUT THE PRE-SEASON BOOKING PERIOD. REORDERS ARE AT REGULAR SSL PROGRAM EARNED DISCOUNT, PAYABLE NET 60

Reorder FOB

West Lebanon, NH

Co-op Allowance:

None

Valid:

FROM 1/1/20 through 3/15/20 (Program may be revised without notice)

All orders must be approved by an officer of the company and accompanied by a signed 2020/2021 Authorized Retailer Agreement.

Cancellation Policy:

Due to prepacking of orders, cancellations or revisions may not be accepted after 5/1/20

RACE DISCOUNT:	
RACE TERMS:	
RACE ADD INFO:	NORDICA CERTIFIED RACE CENTER PROGRAM - ASK REP FOR QUALIFICATION DETAILS

RENTAL DISCOUNT:	24%
RENTAL TERMS:	Pay 3/10/21
RENTAL ADD INFO:	NORDICA PREMIER RENTAL PROGRAM

PRO DISCOUNT:	
PRO TERMS:	
PRO ADD INFO:	ASK REP FOR DETAILS

DEMO DISCOUNT:	16%
DEMO TERMS:	Pay 3/10/21
DEMO ADD INFO:	NORDICA PERFORMANCE DEMO SKIS

LEASE DISCOUNT:	30%
LEASE TERMS:	Pay 3/10/21
LEASE ADD INFO:	NEW Junior Lease Offer (250 pair/set minimum): BOOT: Speedmachine J 4/3/2/1 boy's & girls SKI: Navigator, Team J, Soulrider J 4.5 or 7.0 (ski/binding system)