



FALL / WINTER 2020-21 APPROVED BUYING PROGRAM

SUPPLIER INFO	SUPPLIER NAME	Salomon Alpine		
	SUPPLIER ADDRESS	2030 Lincoln Ave		
	CITY	Ogden	STATE	UT
			ZIP	84401
	WEBSITE LINK	www.salomon.com	B2B SITE	sales.amersports.com
CATEGORY	ALPINE	SUB-CATEGORY	Skis, Boots, Bindings	
PRESEASON PROGRAM INFO	ORDER DEADLINE	February 28th, 2020		
	ORDER DISCOUNT	20%		
	EARLY ORDER DISCOUNT (WHEN APPLICABLE)		EARLY ORDER DEADLINE (WHEN APPLICABLE)	
	PAYMENT TERMS	1/11/21		
	FREIGHT	Free Freight Available on Qualifying Preseason Orders	FOB POINT	Austria
	START SHIP DATE	July First (see shipping details on attached form)		
	ANTICIPATION	1% per Month, Up to 3 Months Max		
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>Full Line Dealer Order Skis, Boots, Bindings (\$1500 Minimum Each) to earn an additional 3% Discount. Discounts apply to all Alpine Products including all Alpine Hardgoods, Protectives, and Accessories. \$2500 Order in Ski Systems completes the requirement for Skis and Bindings. Freight Offer Attain 5% NET Preseason Order Growth over 2019 preseason order & qualify as a Full Line Dealer to receive Free Freight on all alpine/protective preseason orders. For Orders received on or before February 28, 2020: Discounts apply to all Alpine Product, including Skis, Boots, Bindings, Poles, Helmets and Goggles but do not include SSL Focus Models. To qualify for Focus Models, SSL dealers need to include 2 non Focus models in any category (Ski, Boot, Binding) they are ordering.</p>			
REORDER	REORDER DISCOUNT	Reorder Discounts are same as earned preseason discount, excluding Focus Models		
	REORDER TERMS	Net 60		
	REORDER FREIGHT	FOB	FOB POINT	Ogden, UT
SSL REBATE DETAILS	Please use the space below to provide details on any rebate program and qualifications you are offering:			
	The SSL Rebate is based on the Group Performance for all tiers. The rebate is paid based on invoiced preseason and reorder purchases between June 1 and December 31, 2020 to accounts in good credit standing for all Salomon Winter Sports Equipment - Alpine, Nordic, Snowboard and Protective. Rebate to be paid at WSM 2021. All orders shipped in this period count towards the rebate.			
SPECIAL OFFERS	Please use the space below to provide details on specific SSL Special Model Offers (include attachment, if preferred)			
	Please See Attached			
MARKETING	MARKETING ASSISTANCE	Please use the space below to detail any additional marketing support: Mark Down Funds, Co-op, Promoboxx, Locally, etc.		
	CONTACT PERSON	Joe Johnson	EMAIL	joe.johnson@salomon.com
	DIGITAL CATALOG LINK			
CUSTOMER SERVICE	CS REP	Scarlette Vise		
	CS EMAIL	scarlette.vise@amersports.com		
	CS DIRECT PHONE	801-624-7551		
	COMPANY MAIN PHONE	801-624-7500		
CREDIT MANAGER	SUPPLIER	Salomon		
	CONTACT	Paul Amante		
	EMAIL	paul.amante@amersports.com		
	PHONE	801-624-7551		



**2020/2021 Preseason Sales Program
ALPINE RETAIL**



For Orders received on or before February 28, 2020:

Discounts apply to all Alpine Product, including Skis, Boots, Bindings, Poles, Helmets and Goggles but do not include FOCUS Models. To qualify for FOCUS Models, SSL dealers need to include 2 non FOCUS models in any category (Ski, Boot, Binding) they are ordering.

WHOLESALE ORDER	SSL Members	PAYMENT TERMS DUE
Preseason	20%	1/11/21
Reorder	same as preseason	net 60

Full Line Dealer

Categories are Alpine Skis, Boots, and Bindings - Minimum \$1500 NET Each. A \$2500 NET order in Ski Systems completes the requirement for Skis and Bindings.

FULL LINE DEALER +3%

Freight

Attain 5% NET Preseason Order Growth over 2019 preseason order & qualify as a Full Line Dealer to receive Free Freight on all alpine/protective preseason orders.

Free Freight

Reorders

Reorder Discounts are the same as earned preseason discount excluding Mega Deal Models

Orders received between March 1 - March 27, 2020:

WHOLESALE ORDER	SSL DISCOUNT	PAYMENT TERMS DUE
Preseason	10%	1/11/21
Reorder	same as preseason	net 60

SSL Rebate

The SSL Rebate is based on the Group Performance for all tiers. The rebate is paid based on invoiced preseason and reorder purchases between June 1 and December 31, 2020 to accounts in good credit standing for all Salomon Winter Sports Equipment - Alpine, Nordic, Snowboard, and Protective. Rebate to be paid at WSM 2020. All orders shipped in this period count towards the rebate.

GROWTH VS. 2019	SSL SALOMON WSE REBATE
10%	2%
15%	3%

Anticipation

An account will earn 1.0% (one percent) anticipation per month for early payment with a maximum of three (3) months. Maximum anticipation available is 3.0% (three percent) for payments received 90+ days early. Offer valid for non-credit card payments only. Offer not valid for retroactive claims.

General Terms & Conditions

Preseason discounts and terms expire March 27, 2020.
 Orders placed between March 28 - August 31, 2020: Payment terms due December 5 2020
 Orders placed after August 31, 2020: Payment terms net 60
 Payment terms on approved credit.
 All non-warranty returns are subject to a 15% re-stocking fee.
 Refer to Brand websites for specific warranty policies.
 Refer to 2020 WSE MAP Schedule and Etail & E-Commerce policy for specific commercial policies.

Shipments

Free freight reward expires February 28, 2020 and is not applicable on reorders.
 Preseason order changes and cancellations must be made 60 days prior to requested ship date.
 75% of preseason purchase orders must be accepted for delivery before November 1, 2020.
 Shipment discrepancies must be reported to Customer Service within 10 days of product arrival.
 Shipping, freight and delivery terms are set forth in the General Terms and Conditions of Sale.
 All orders will be shipped First In First Out.

2020 PS ORDER ENTRY DATE	EARLIEST PS ORDER DELIVERY DATE
Before Feb 1	July 1
Feb 1 - Feb 29	August 1
March 1 - March 15	August 15
March 16 - March 27	September 1
March 28 - April 27	October 1
April 28-May 27	November 1
After May 27	As Available

1. Helmets, Goggles, Poles, Back Protection: Earliest Delivery Date August 1 2020
2. Subject to Retail Intro Dates on New Models

Program Code:



2020/2021 GROUP SPECIALS
ALPINE RETAIL



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FOCUS MODELS

SKIS	MODEL NAME	SIZES	WAIST	MSRP	MAP	WSL	DISC	NET	MARGIN	
L41176400+	S/FORCE 9 + M11 GW	156 163 170 177	80	\$ 725.00	\$ 599.99	\$ 386.00	30%	\$ 270.20	55%	
L41172200+	S/FORCE W 7 + M10 GW	140 150 160 167	76	\$ 600.00	\$ 499.99	\$ 322.00	30%	\$ 225.40	55%	
L41137100+	STANCE 96	168 176 182 188	96	\$ 850.00	\$ 699.99	\$ 451.00	30%	\$ 315.70	55%	
L41137400+	STANCE W 88	154 161 168 174	88	\$ 725.00	\$ 599.99	\$ 386.00	30%	\$ 270.20	55%	
L40854100+	QST 99	167 174 181 188	99	\$ 800.00	\$ 649.99	\$ 418.00	30%	\$ 292.60	55%	
L40855200+	QST LUX 92	153 161 169	92	\$ 675.00	\$ 549.99	\$ 354.00	30%	\$ 247.80	55%	
BINDINGS	MODEL NAME	SIZES	GENDER	MSRP	MAP	WSL	DISC	NET	MARGIN	
L40696400+	WARDEN MNC 13 - BLACK	C90 C100 C115 C130	U	\$ 325.00	\$ 269.99	\$ 174.00	30%	\$ 121.80	55%	
L40833300+	WARDEN MNC 13 - OIL GREEN	C90 C100 C115 C130	U	\$ 325.00	\$ 269.99	\$ 174.00	30%	\$ 121.80	55%	
L41130600+	WARDEN MNC 13 - COPPER	C90 C100 C115	U	\$ 325.00	\$ 269.99	\$ 174.00	30%	\$ 121.80	55%	
L41191700+	WARDEN MNC 13 - NAVY BLUE	C90 C100 C115	U	\$ 325.00	\$ 269.99	\$ 174.00	30%	\$ 121.80	55%	
L40507600+	WARDEN MNC 11 - BLACK	L90 L100 L115	U	\$ 240.00	\$ 199.99	\$ 129.00	30%	\$ 90.30	55%	
L40507700+	WARDEN MNC 11 - FIG	L90 L100 L115	U	\$ 240.00	\$ 199.99	\$ 129.00	30%	\$ 90.30	55%	
L40507800+	WARDEN MNC 11 - SILVER	L90 L100	U	\$ 240.00	\$ 199.99	\$ 129.00	30%	\$ 90.30	55%	
L40819300+	WARDEN MNC 11- YELLOW	L90 L100	U	\$ 240.00	\$ 199.99	\$ 129.00	30%	\$ 90.30	55%	
BOOTS	MODEL NAME	COLOR	SIZES	GENDER	MSRP	MAP	WSL	DISC	NET	MARGIN
L41142300	S/MAX 120	BLACK/OIL GREEN	24.5 - 29.5	U	\$ 800.00	\$ 649.99	\$ 418.00	30%	\$ 292.60	55%
L41166400	S/PRO 120	BLACK/OIL GREEN	24.5 - 31.5	U	\$ 800.00	\$ 649.99	\$ 418.00	30%	\$ 292.60	55%
L40873400	S/PRO 120	BLACK/DEEP GREY	24.5 - 31.5	U	\$ 800.00	\$ 649.99	\$ 418.00	30%	\$ 292.60	55%
L41173900	S/PRO HV 120	BLACK/DEEP GREY	24.5 - 33.5	U	\$ 800.00	\$ 649.99	\$ 418.00	30%	\$ 292.60	55%
L41142500	S/MAX 100	BLACK/RED	24.5 - 29.5	U	\$ 675.00	\$ 549.99	\$ 354.00	30%	\$ 247.80	55%
L40873700	S/PRO 100	BLACK/DEEP GREY	24.5 - 31.5	U	\$ 675.00	\$ 549.99	\$ 354.00	30%	\$ 247.80	55%
L40873800	S/PRO 100	PETROL BLUE	24.5 - 31.5	U	\$ 675.00	\$ 549.99	\$ 354.00	30%	\$ 247.80	55%
L41174400	S/PRO HV 100	BLACK/DEEP GREY	24.5 - 33.5	U	\$ 675.00	\$ 549.99	\$ 354.00	30%	\$ 247.80	55%
L41165500	S/MAX 90 W	PETROL BLUE/WHITE	22.5 - 27.5	F	\$ 675.00	\$ 549.99	\$ 354.00	30%	\$ 247.80	55%
L40875800	S/PRO 90W	BLACK/GOLD	22.5 - 27.5	F	\$ 675.00	\$ 549.99	\$ 354.00	30%	\$ 247.80	55%
L40876100	S/PRO 90W	WHITE/GOLD	22.5 - 27.5	F	\$ 675.00	\$ 549.99	\$ 354.00	30%	\$ 247.80	55%
L41175200	S/PRO HV 90W	BLACK/GOLD	22.5 - 27.5	F	\$ 675.00	\$ 549.99	\$ 354.00	30%	\$ 247.80	55%
L41224600	S/PRO X80W	BLACK/GOLD	22.5 - 27.5	F	\$ 550.00	\$ 449.99	\$ 290.00	30%	\$ 203.00	55%
L41175100	S/PRO HV 80W IC	BLACK/SCUBA BLUE	22.5 - 27.5	F	\$ 480.00	\$ 399.99	\$ 258.00	30%	\$ 180.60	55%
HELMETS	MODEL NAME	COLOR	SIZES	GENDER	MSRP	MAP	WSL	DISC	NET	MARGIN
L40834500	SIGHT MIPS	BLACK	S 5356 - L 5962	U	\$ 250.00	\$ 250.00	\$ 125.00	30%	\$ 87.50	65%
L40834400	SIGHT W MIPS	WHITE	S 5356 - M 5659	F	\$ 250.00	\$ 250.00	\$ 125.00	30%	\$ 87.50	65%
L40535100	QST CHARGE MIPS	BLACK	S 5356 - L 5962	U	\$ 230.00	\$ 230.00	\$ 115.00	30%	\$ 80.50	65%
L40538300	QST CHARGE W MIPS	WHITE	S 5356 - M 5659	F	\$ 230.00	\$ 230.00	\$ 115.00	30%	\$ 80.50	65%

Guidelines

SSL Salomon Dealers who place presason orders by February 28 and are in good standing qualify for the FOCUS Model Pricing and Program

To qualify for FOCUS Models, SSL dealers need to include 2 non FOCUS models in any category (Ski, Boot, Binding) they are ordering.

FOCUS Model discounts are only available during the preseasonordering session. Reorders will be invoiced at earned preseason discount (20-23%).

General terms, conditions and shipping on SSL Salomon Alpine program apply.



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2020/2021

ALPINE PRO STOCKING

Order received on or before April 3, 2020:

ORDER	VOLUME DISCOUNT	PAYMENT TERMS DUE
Preseason	25%	1/11/21
Reorder	same as preseason	net 60

Pro Stocking Program

This program applies to the models listed in the Pro Stocking Pricelist and is available to only Dealers who submit Salomon Alpine Retail orders. Pro Stocking order may not exceed 20% of the account's regular preseason order volume.

Anticipation

An account will earn 1.0% (one percent) anticipation per month for early payment with a maximum of three (3) months. Maximum anticipation available is 3.0% (three percent) for payments received 90+ days early. Offer valid for non-credit card payments only. Offer not valid for retroactive claims.

General Terms & Conditions

Preseason discounts and terms expire April 3, 2020.
 Orders placed between April 4 - August 31, 2020: Payment terms due 12/5/20
 Orders placed after August 31, 2020: Payment terms net 60
 Payment terms on approved credit.
 All non-warranty returns are subject to a 15% re-stocking fee.
 Refer to Brand websites for specific warranty policies.
 Refer to 2019 Amer Sports Advertising, Distribution & E-Commerce policy for specific commercial policies.

Shipments

Preseason order changes and cancellations must be made 60 days prior to requested ship date.
 75% of preseason purchase orders must be accepted for delivery before November 1, 2020.
 Shipment discrepancies must be reported to Customer Service within 10 days of product arrival.
 Shipping, freight and delivery terms are set forth in the General Terms and Conditions of Sale.
 All orders will be shipped First In First Out.

2020 PS ORDER ENTRY DATE	EARLIEST PS ORDER DELIVERY DATE
Before Feb 1	July 1
Feb 1 - Feb 29	August 1
March 1 - March 15	August 15
March 16 - March 27	September 1
March 28 - April 27	October 1
April 28-May 27	November 1
After May 27	As Available

Program Code: ALPRO



2020/2021 Preseason Sales Program Alpine Demo Rental

Orders must be received by the deadlines to be eligible for the preseason discounts and terms shown below.

Order received on or before April 10, 2020:

WHOLESALE ORDER TOTAL	VOLUME DISCOUNT	PAYMENT TERMS DUE
\$2,500 - \$5,000	10%	3/1/21
\$5,001+	20%	3/1/21
Reorder	same as preseason	net 60

Demo/Rental Program

This program applies to all models listed in the 2020/21 Demo & Rental Pricelist.

Anticipation

An account will earn 1.0% (one percent) anticipation per month for early payment with a maximum of three (3) months. Maximum anticipation available is 3.0% (three percent) for payments received 90+ days early. Offer valid for non-credit card payments only. Offer not valid for retroactive claims.

General Terms & Conditions

Preseason discounts and terms expire April 10, 2020.
 Orders placed between April 11 - August 31, 2020: Payment terms due 12/5/20
 Orders placed after August 31, 2020: Payment terms net 60
 Payment terms on approved credit.
 All non-warranty returns are subject to a 15% re-stocking fee.
 Refer to Brand websites for specific warranty policies.
 Refer to 2020 WSE MAP Schedule and Etail & E-Commerce policy for specific commercial guidelines.

Shipments

Preseason order changes and cancellations must be made 60 days prior to requested ship date.
 75% of preseason purchase orders must be accepted for delivery before November 1, 2020.
 Shipment discrepancies must be reported to Customer Service within 10 days of product arrival.
 Shipping, freight and delivery terms are set forth in the General Terms and Conditions of Sale.
 All orders will be shipped First In First Out.

2020 PS ORDER ENTRY DATE	EARLIEST PS ORDER DELIVERY DATE
Before Feb 1	July 1
Feb 1 - Feb 29	August 1
March 1 - March 15	August 15
March 16 - March 27	September 1
March 28 - April 27	October 1
April 28-May 27	November 1
After May 27	As Available

Program Code: ALRENTAL



2020/2021 Preseason Sales Program Alpine Junior Lease

Orders must be received by the deadlines to be eligible for the preseason discounts and terms shown below.

Order received on or before April 10, 2020:

WHOLESALE ORDER TOTAL	VOLUME DISCOUNT	PAYMENT TERMS DUE
\$1,000 - \$3,500	10%	1/11/21
\$3,501 - \$10,000	20%	1/11/21
\$10,001+	25%	1/11/21
Reorder	same as preseason	net 60

Alpine Junior Lease Program

This program applies to the models listed in the Junior Rental/Lease Pricelist, and is available to only Dealers who submit Salomon Alpine Retail orders.

Anticipation

An account will earn 1.0% (one percent) anticipation per month for early payment with a maximum of three (3) months. Maximum anticipation available is 3.0% (three percent) for payments received 90+ days early. Offer valid for non-credit card payments only. Offer not valid for retroactive claims.

General Terms & Conditions

Preseason discounts and terms expire April 10, 2020.
 Orders placed between April 11 - August 31, 2020: Payment terms due 12/5/20
 Orders placed after August 31, 2020: Payment terms net 60
 Payment terms on approved credit.
 All non-warranty returns are subject to a 15% re-stocking fee.
 Refer to Brand websites for specific warranty policies.
 Refer to 2020 WSE MAP Schedule and Etail & E-Commerce policy for specific commercial guidelines.

Shipments

Preseason order changes and cancellations must be made 60 days prior to requested ship date.
 75% of preseason purchase orders must be accepted for delivery before November 1, 2020.
 Shipment discrepancies must be reported to Customer Service within 10 days of product arrival.
 Shipping, freight and delivery terms are set forth in the General Terms and Conditions of Sale.
 All orders will be shipped First In First Out.

2020 PS ORDER ENTRY DATE	EARLIEST PS ORDER DELIVERY DATE
Before Feb 1	July 1
Feb 1 - Feb 29	August 1
March 1 - March 15	August 15
March 16 - March 27	September 1
March 28 - April 27	October 1
April 28-May 27	November 1
After May 27	As Available

Program Code: ALJRLEASE