



# FALL / WINTER 2020-21 APPROVED BUYING PROGRAM

SUPPLIER INFO	SUPPLIER NAME	Salomon Snowboards			
	SUPPLIER ADDRESS	2030 Lincoln Ave			
	CITY	Ogden	STATE	UT ZIP 84401	
	WEBSITE LINK	<a href="http://www.salomon.com">www.salomon.com</a>	B2B SITE	sales.amersports.com	
	CATEGORY	SNOWBOARD	SUB-CATEGORY	Boards, Boots, Bindings	
PRESEASON PROGRAM INFO	ORDER DEADLINE	February 21st, 2020			
	ORDER DISCOUNT	One Category: 5% / Two Categories: 10% / Three Categories: 15%			
	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	August 1st (please see details on attached shipment information)			
	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, on time PO allowance, multi-category support, growth incentives, etc. (include attachment, if preferred) Bullet points stand out to the buyers better				
	<b>Snowboard Growth Bonus &amp; Free Freight Incentive</b> <span style="float: right;">Attain 1</span> Snowboard Growth Over the 2019 preseason order to earn an additional 2% Discount on Snowboards, Boots and Bindings and Free Freight <b>Orders Received on or before Feb 21, 2020:</b> Categories are Snowboards, Boots (\$1000 each) and Bindings (\$500 each). Discounts apply to all Snowboard Products, but excluding Focus Models. To qualify for Focus Models, SSL dealers need to include 2 non Focus models in any category (Board, Boot, Binding) they are ordering.				
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	Kevin Stevenson	EMAIL	<a href="mailto:kevin.stevenson@salomon.com">kevin.stevenson@salomon.com</a>	
	DIGITAL CATALOG LINK				
CUSTOMER SERVICE	CS REP	Scarlette Vise	CREDIT MANAGER	SUPPLIER	Salomon
	CS EMAIL	<a href="mailto:scarlette.vise@amersports.com">scarlette.vise@amersports.com</a>		CONTACT	Paul Amante
	CS DIRECT PHONE	801-624-7551		EMAIL	<a href="mailto:paul.amante@amersports.com">paul.amante@amersports.com</a>
	COMPANY MAIN PHONE	801-624-7500		PHONE	801-624-7551



**2020/2021 Preseason Sales Program  
SNOWBOARD RETAIL  
SPORTS SPECIALISTS LIMITED**

**Orders Received on or before Feb 21, 2020:**

Categories are Snowboards, Boots (\$1000 each) and Bindings (\$500 each). Discounts apply to all Snowboard Products, but excluding Focus Models. To qualify for Focus Models, SSL dealers need to include 2 non Focus models in any category (Board, Boot, Binding) they are ordering.

WHOLESALE ORDER	1 Category	2 Categories	3 Categories	PAYMENT TERMS DUE
Preseason	5%	10%	15%	1/11/21
Reorder	same as preseason	same as preseason	same as preseason	net 60

<b>Snowboard Growth Bonus</b> + 2% and Free Freight
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**Attain 10% Preseason Snowboard Growth Over the 2019 preseason order to earn an additional 2% Discount on Snowboards, Boots and Bindings and Free Freight**

**Orders received between Feb 22 - March 27th, 2020:**

WHOLESALE ORDER	SSL DISCOUNT	PAYMENT TERMS DUE
Preseason	5%	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 2021. 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.

ORDER ENTRY DATE	EARLIEST DELIVERY DATE
Before Feb 21, 2020	August 1
Feb 22 - March 15th	August 15
March 16th - March 27th	September 1
March 28th - April 27th	October 1
After April 27th	As Available

Program Code: SBSSL

\*Requested delivery date subject to published retail intro date on fall/winter 2020/21 pricelist\*



**2020/2021 Preseason FOCUS MODELS  
SNOWBOARD RETAIL  
SPORTS SPECIALISTS LIMITED**



ARTICLE	MODEL NAME	COLOR	GENDER	SIZING	MSRP	WHSL	DISCOUNT	NET	DEALER MARGIN
<b>SNOWBOARDS</b>									
L41202900	ASSASSIN		M	150, 153, 156, 158W, 159, 162, 163W, 165	\$ 499.95	\$ 300.00	22%	\$ 234.00	53%
L41203200	HUCK KNIFE		M	148 , 152 , 155 , 155W , 158 , 158W	\$ 449.95	\$ 270.00	22%	\$ 210.60	53%
L41204100	WONDER		F	140 , 144 , 148 , 152, 155	\$ 399.95	\$ 240.00	22%	\$ 187.20	53%
<b>BINDINGS</b>									
L41197600	DISTRICT	BLACK	M	S , M , L	\$ 249.95	\$ 150.00	22%	\$ 117.00	53%
L41197700	DISTRICT	GREEN	M	S , M , L	\$ 249.95	\$ 150.00	22%	\$ 117.00	53%
L41197800	DISTRICT	LT GREY	M	S , M , L	\$ 249.95	\$ 150.00	22%	\$ 117.00	53%
L41198000	TRIGGER	BLACK	M	S , M , L	\$ 199.95	\$ 120.00	22%	\$ 93.60	53%
L41198100	TRIGGER	OLIVE NIGHT	M	S , M , L	\$ 199.95	\$ 120.00	22%	\$ 93.60	53%
L41198200	TRIGGER	LAVENDER	M	S , M , L	\$ 199.95	\$ 120.00	22%	\$ 93.60	53%
L41200900	MIRAGE	BLACK	F	S , M	\$ 249.95	\$ 150.00	22%	\$ 117.00	53%
L41201000	MIRAGE	WHITE	F	S , M	\$ 249.95	\$ 150.00	22%	\$ 117.00	53%
<b>BOOTS</b>									
L41101100	DIALOGUE FOCUS BOA	OLIVE	M	24 , 24.5 , 25 , 25.5 , 26 , 26.5 , 27 , 27.5 , 28 , 28.5 , 29 , 29.5 , 30 , 30.5 , 31 , 31.5	\$ 349.95	\$ 210.00	22%	\$ 163.80	53%
L41210100	DIALOGUE FOCUS BOA	BLACK	M	24 , 24.5 , 25 , 25.5 , 26 , 26.5 , 27 , 27.5 , 28 , 28.5 , 29 , 29.5 , 30 , 30.5 , 31 , 31.5	\$ 349.95	\$ 210.00	22%	\$ 163.80	53%
L41210200	DIALOGUE FOCUS BOA WIDE	BLACK	M	24 , 24.5 , 25 , 25.5 , 26 , 26.5 , 27 , 27.5 , 28 , 28.5 , 29 , 29.5 , 30 , 30.5 , 31 , 31.5	\$ 349.95	\$ 210.00	22%	\$ 163.80	53%
L41109700	FACTION BOA	BLACK	M	24 , 24.5 , 25 , 25.5 , 26 , 26.5 , 27 , 27.5 , 28 , 28.5 , 29 , 29.5 , 30 , 30.5 , 31 , 31.5	\$ 199.95	\$ 120.00	22%	\$ 93.60	53%
L41196200	FACTION BOA	OLIVE NIGHT	M	24 , 24.5 , 25 , 25.5 , 26 , 26.5 , 27 , 27.5 , 28 , 28.5 , 29 , 29.5 , 30 , 30.5 , 31 , 31.5	\$ 199.95	\$ 120.00	22%	\$ 93.60	53%
L41106600	KIANA FOCUS BOA	BLACK	F	22 , 22.5 , 23 , 23.5 , 24 , 24.5 , 25 , 25.5 , 26 , 26.5	\$ 349.95	\$ 210.00	22%	\$ 163.80	53%
L41217400	KIANA FOCUS BOA	WINE TASTING	F	22 , 22.5 , 23 , 23.5 , 24 , 24.5 , 25 , 25.5 , 26 , 26.5	\$ 349.95	\$ 210.00	22%	\$ 163.80	53%
L41211700	PEARL BOA	BLACK	F	22 , 22.5 , 23 , 23.5 , 24 , 24.5 , 25 , 25.5 , 26 , 26.5 , 27 , 27.5	\$ 199.95	\$ 120.00	22%	\$ 93.60	53%
L41212100	PEARL BOA	TROPICAL PEACH	F	22 , 22.5 , 23 , 23.5 , 24 , 24.5 , 25 , 25.5 , 26 , 26.5 , 27 , 27.5	\$ 199.95	\$ 120.00	22%	\$ 93.60	53%

**Guidelines**

SSL Salomon Dealers in good standing qualify for the Focus Model Pricing and Program

Focus Model discounts are only available during the Preason ordering session. Reorders will be invoiced at earned preseason discount (5-17%).

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

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

Dealers who qualify as Full Line Dealers earn Free Freight on Focus Model purchases

ORDER ENTRY DATE	EARLIEST DELIVERY DATE
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