



FALL / WINTER 2020-21 APPROVED BUYING PROGRAM

SUPPLIER INFO	SUPPLIER NAME	Scott Sports				
	SUPPLIER ADDRESS	2735 Parley's Way				
	CITY	Salt Lake City	STATE	Utah	ZIP	84109
	WEBSITE LINK	www.scott-sports.com		B2B SITE	https://shopb2b.scott-sports.com	
	CATEGORY	ACCESSORIES		SUB-CATEGORY	skis, boots, goggles, helmets, poles, bags, apparel, gloves	
PRESEASON PROGRAM INFO	ORDER DEADLINE	6-Mar				
	ORDER DISCOUNT	Goggles: 15%; Poles: 24%; Boots: 15%; Skis: 15%; Helmets: 10%; Packs: 5% off of wholesale				
	EARLY ORDER DISCOUNT (WHEN APPLICABLE)			EARLY ORDER DEADLINE (WHEN APPLICABLE)		
	PAYMENT TERMS	2/11/20				
	FREIGHT	see free freight program		FOB POINT	Ogden, UT	
	START SHIP DATE	15-Sep				
	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, on time PO allowance, multi-category support, growth incentives, etc. (include attachment, if preferred) Bullet points stand out to the buyers better					
	SSL Pricing: Order by March 6th, 2020 Best Discounts with BPP 5% discount are as follows: Skis Discount: 20% Boots Discount: 20% Poles Discount: 29% Goggles Discount: 20% Helmets Discount: 15% Packs/Bags/Accessories Discount: 10%					
REORDER	REORDER DISCOUNT	earned preseason discount				
	REORDER TERMS	net 60				
	REORDER FREIGHT	standard		FOB POINT	Ogden, UT	
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 Attachments					
MARKETING	MARKETING ASSISTANCE	Please use the space below to detail any additional marketing support: Mark Down Funds, Co-op, Promoboxx, Locally, etc.				
	CONTACT PERSON	Andrew Putt		EMAIL	aputt@scottusa.com	
	DIGITAL CATALOG LINK	https://www.dropbox.com/s/le23apkoj1b1rq/SCOTT_Sports_WB_WINTER_2020-21_US_LR.pdf?dl=0				
CUSTOMER SERVICE	CS REP	Rachel Howard		CREDIT MANAGER	SUPPLIER	Scott Sports
	CS EMAIL	rhoward@scottusa.com			CONTACT	Cali Duke
	CS DIRECT PHONE	800-292-5874 ext. 4011			EMAIL	cduke@scottusa.com
	COMPANY MAIN PHONE	800-292-5874			PHONE	800-292-5874 ext. 2021



2020/2021 SSL HARDGOODS PROGRAM

Buying Group Category Discounts	Buying Group	Buying Group +BPP
Category:	Discount	Discount
Goggles	15%	20%
Skis	15%	20%
Boots	15%	20%
Poles	24%	29%
Helmets	10%	15%
Packs & Bags	5%	10%

BPP = 5% Additional Discount

DEALER INCENTIVE PROGRAMS

1. Brand Partner Program (BPP) Buy 3 categories with a minimum total of \$1500+ in the two smaller categories, and receive an additional 5% annual discount.

2. FREE Shipping Incentive: See attached sheet

ORDER DEADLINES

<u>Category</u>	<u>Order Deadline</u>	<u>Expected Ex-Warehouse date</u>
Apparel, Beanies	December 20, 2019	September 15, 2020
Goggles & Poles, Protection	March 6, 2020	September 15, 2020
Boots, Skis, Bags	March 6, 2020	October 1, 2020
Gloves, Helmets	March 6, 2020	October 15, 2020



Freight Compensation Program:

NEW Dealer FREE Freight Program:

Purchase the following minimum units in at least 3 product categories and receive free shipping on preseason order.

*Orders must be placed by March 6th, 2020.

Category:	Unit Minimums
Gloves	36
Helmets	12
Goggles	36
Poles	30

*New dealer is defined as a dealer who has not placed a preseason order since or prior to 2017.

Existing Dealer FREE Freight Program:

Increase order by 15% over previous season and receive free freight on preseason order.

*Orders must be placed by March 6th, 2020.

Part #	Style	Color	Lens	Retail	Wholesale	Discount	SSL Price	Dealer Margin
277829	Goggle LCG Evo LS	sombre green/pumpkin orange	light sensitive blue chrome	\$ 220.00	\$ 110.00	25.00%	\$ 82.50	62.50%
277829	Goggle LCG Evo LS	team black/white	light sensitive blue chrome	\$ 220.00	\$ 110.00	25.00%	\$ 82.50	62.50%
277829	Goggle LCG Evo LS	black	light sensitive blue chrome	\$ 220.00	\$ 110.00	25.00%	\$ 82.50	62.50%
277830	Goggle LCG Evo	sombre green/pumpkin orange	enhancer red chrome	\$ 200.00	\$ 100.00	25.00%	\$ 75.00	62.50%
277830	Goggle LCG Evo	team black/white	enhancer silver chrome	\$ 200.00	\$ 100.00	25.00%	\$ 75.00	62.50%
277830	Goggle LCG Evo	mountain black	enhancer blue chrome	\$ 200.00	\$ 100.00	25.00%	\$ 75.00	62.50%
277830	Goggle LCG Evo	storm grey/dark blue	enhancer blue chrome	\$ 200.00	\$ 100.00	25.00%	\$ 75.00	62.50%
277830	Goggle LCG Evo	white	enhancer silver chrome	\$ 200.00	\$ 100.00	25.00%	\$ 75.00	62.50%
277830	Goggle LCG Evo	black	enhancer red chrome	\$ 200.00	\$ 100.00	25.00%	\$ 75.00	62.50%
277830	Goggle LCG Evo	black	solar black chrome	\$ 200.00	\$ 100.00	25.00%	\$ 75.00	62.50%

278584	Goggle Shield + Extra Lens	black	enhancer red chrome illuminator blue chrome	\$ 130.00	\$ 65.00	25.00%	\$ 48.75	62.50%
278584	Goggle Shield + Extra Lens	black	solar blocker black chrome illuminator blue chrome	\$ 130.00	\$ 65.00	25.00%	\$ 48.75	62.50%
278584	Goggle Shield + Extra Lens	black	enhancer silver chrome illuminator blue chrome	\$ 130.00	\$ 65.00	25.00%	\$ 48.75	62.50%
278584	Goggle Shield + Extra Lens	black	enhancer blue chrome illuminator blue chrome	\$ 130.00	\$ 65.00	25.00%	\$ 48.75	62.50%
278584	Goggle Shield + Extra Lens	white	enhancer blue chrome illuminator blue chrome	\$ 130.00	\$ 65.00	25.00%	\$ 48.75	62.50%
278584	Goggle Shield + Extra Lens	sombre green/pumpkin orange	enhancer blue chrome illuminator blue chrome	\$ 130.00	\$ 65.00	25.00%	\$ 48.75	62.50%
278584	Goggle Shield + Extra Lens	cyan blue/pink	enhancer blue chrome illuminator blue chrome	\$ 130.00	\$ 65.00	25.00%	\$ 48.75	62.50%
278584	Goggle Shield + Extra Lens	dark blue/majolica blue	enhancer rose chrome illuminator blue chrome	\$ 130.00	\$ 65.00	25.00%	\$ 48.75	62.50%
278584	Goggle Shield + Extra Lens	ultralime green/storm grey	enhancer red chrome illuminator blue chrome	\$ 130.00	\$ 65.00	25.00%	\$ 48.75	62.50%
278584	Goggle Shield + Extra Lens	retro blue/red	enhancer red chrome illuminator blue chrome	\$ 130.00	\$ 65.00	25.00%	\$ 48.75	62.50%

Helmets

271752	SCO Helmet Symbol 2 Plus	black		\$ 179.95	\$ 89.98	23.00%	\$ 69.28	61.50%
271752	SCO Helmet Symbol 2 Plus	white/vogue silver		\$ 179.95	\$ 89.98	23.00%	\$ 69.28	61.50%
271752	SCO Helmet Symbol 2 Plus	dark grey/storm grey		\$ 179.95	\$ 89.98	23.00%	\$ 69.28	61.50%
271752	SCO Helmet Symbol 2 Plus	sombre green/pumpkin orange		\$ 179.95	\$ 89.98	23.00%	\$ 69.28	61.50%
271752	SCO Helmet Symbol 2 Plus	storm grey		\$ 179.95	\$ 89.98	23.00%	\$ 69.28	61.50%
271752	SCO Helmet Symbol 2 Plus	majolica blue/cyan blue		\$ 179.95	\$ 89.98	23.00%	\$ 69.28	61.50%

271755	SCO Helmet Track Plus	black		\$ 119.95	\$ 59.98	23.00%	\$ 46.18	61.50%
271755	SCO Helmet Track Plus	white		\$ 119.95	\$ 59.98	23.00%	\$ 46.18	61.50%
271755	SCO Helmet Track Plus	dark grey/ultralime yellow		\$ 119.95	\$ 59.98	23.00%	\$ 46.18	61.50%
271755	SCO Helmet Track Plus	sombre green/pumpkin orange		\$ 119.95	\$ 59.98	23.00%	\$ 46.18	61.50%
271755	SCO Helmet Track Plus	majolica blue/cyan blue		\$ 119.95	\$ 59.98	23.00%	\$ 46.18	61.50%
271755	SCO Helmet Track Plus	cassis pink/red fudge		\$ 119.95	\$ 59.98	23.00%	\$ 46.18	61.50%

POLES

278100	Scrapper SRS	black		\$ 89.95	\$ 44.98	36.00%	\$ 28.78	68.00%
278100	Scrapper SRS	white		\$ 89.95	\$ 44.98	36.00%	\$ 28.78	68.00%
278100	Scrapper SRS	Orange		\$ 89.95	\$ 44.98	36.00%	\$ 28.78	68.00%
278100	Scrapper SRS	light mint		\$ 89.95	\$ 44.98	36.00%	\$ 28.78	68.00%

278105	Pole Signature	black		\$ 69.95	\$ 34.98	36.00%	\$ 22.38	68.00%
278105	Pole Signature	white		\$ 69.95	\$ 34.98	36.00%	\$ 22.38	68.00%
278105	Pole Signature	black/red		\$ 69.95	\$ 34.98	36.00%	\$ 22.38	68.00%

AIRBAG

267449	SCO Pack Patrol E1 30 Kit			\$ 1,100.00	\$ 770.00	12.00%	\$ 677.60	38.00%
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