



FALL / WINTER 2020-21 APPROVED BUYING PROGRAM

SUPPLIER INFO	SUPPLIER NAME	Tecnica USA		
	SUPPLIER ADDRESS	19 Technology Drive		
	CITY	West Lebanon	STATE	NH
			ZIP	3784
	WEBSITE LINK	www.tecnicausa.com	B2B SITE	https://tecblizz.hubsoft.com/login.hub
CATEGORY	ALPINE	SUB-CATEGORY	Boot	
PRESEASON PROGRAM INFO	ORDER DEADLINE	3/1/20		
	ORDER DISCOUNT	20%		
	EARLY ORDER DISCOUNT (WHEN APPLICABLE)		EARLY ORDER DEADLINE (WHEN APPLICABLE)	
	PAYMENT TERMS	All orders received by 3/1/20 will receive 1/25/21 dating; All orders received after 3/1/20 will receive 12/10/20		
	FREIGHT	FOB Multiple Locations (NH, CO, & CA)	FOB POINT	Multiple
	START SHIP DATE	7/15/20		
	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, one-time PO allowance, multi-category support, growth incentives, etc. (include attachment, if preferred) Bullet points stand out to the buyers better			
	<p>1) There are no minimums required to qualify for the 2020/21 SSL program.</p> <p>2) All orders received by 03/01/20 will receive 20% Pre-season discount.</p>			
REORDER	REORDER DISCOUNT	20%		
	REORDER TERMS	60 days		
	REORDER FREIGHT	FOB West Lebanon, NH	FOB POINT	Single
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)			
	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	Frank Shine	EMAIL	Frank.Shine@TGroupUSA.com
	DIGITAL CATALOG LINK	https://app.salsify.com/catalogs/d3498d1a-736a-44ec-9740-4a535568d73d/products?filter=&page=1		
CUSTOMER SERVICE	CS REP	Justin Shipman		
	CS EMAIL	jshipman@tgroupusa.com		
	CS DIRECT PHONE	1-800-258-3897 x 7246		
	COMPANY MAIN PHONE	1-800-258-3897		
CREDIT MANAGER	SUPPLIER	Tecnica USA		
	CONTACT	Karen Maxham		
	EMAIL	kmaxham@tgroupusa.com		
	PHONE	1-800-258-3897 x 7228		



2020/21 Blizzard & Tecnica Program Sports Specialists Ltd.

1) Program Discounts & Minimums

- All Blizzard/Tecnica orders received by 3/1/20 will receive 20% Preseason max discount.

2) Dating & Freight

- All orders received by 3/1/20 will receive 1/25/21 dating.
- All orders received after 3/1/20 will receive 12/10/20 dating.
- FOB West Lebanon, NH or nearest locations determined by Blizzard/Tecnica (DEN, L.A., etc).

3) Focus Program: 30% off wholesale

- Focus orders must be submitted by 3/1/20.
- Focus pricing applies only to Preseason orders only.

Brand	Model	Focus Disc. %	Focus Margin %
Blizzard	Men: Choice of Cochise 106, Bonafide 97, <u>or</u> Brahma 88	30%	54%
Blizzard	Women: Choice of Black Pearl 97 <u>or</u> Black Pearl 88	30%	54%
Tecnica	Mach1 120: 2 volumes *	25%	53%
Tecnica	Mach1 120: 3 volumes **	30%	56%
Tecnica	Men's Cochise: Choice of 130, 120, <u>or</u> 110	30%	56%
Tecnica	Mach1 95 W: LV, MV, HV (2 of 3 minimum) ***	30%	56%
Tecnica	Women's Cochise: Choice of 105 W, 95 W, <u>or</u> 85 W	30%	56%

* If 2 of 3 volumes of Mach1 120 are purchased, receive 25% discount.

** If 3 volumes of Mach1 120 are purchased, receive 30% discount.

*** Must purchase at least 2 of 3 volumes of Mach1 95 W (LV, MV, HV) to receive 30% discount.

4) Concentration Program: 25% off wholesale:

- ◆ **Men's Ski: (Pick 1 model from 2 of these 4 category offerings)**
 - Firebird - WRC, HRC, SRC
 - All-Mountain Freeride - Cochise 106, Bonafide 97
 - Freeride - Spur, Rustler 11, Rustler 10, Rustler 9
 - Zero G - 105, 95, 85
- ◆ **Women's Ski: (Pick 1 model from each of the below category offerings)**
 - All-Mountain Freeride - Black Pearl 97, Black Pearl 88, Black Pearl 82
 - Freeride - Sheeva 11, Sheeva 10, Sheeva 9
- ◆ **Men's Ski Boot:**
 - Pick 1: Mach Sport EHV 120, Mach Sport MV 110, or Mach Sport MV 100
 - Pick 1: Men's Cochise or Men's Zero G
- ◆ **Women's Ski Boot:**
 - Mach Sport MV 85 W
 - Pick 1: Women's Cochise or Women's Zero G

5) Reorders

- All Blizzard/Tecnica reorders qualify for the Preseason 20% max discount.
- Focus 30% and Concentration 25% discounts apply to Preseason orders only.
- Reorder dating is 60 days.

PRO DISCOUNT:	25.00%
PRO TERMS:	1/25/21

RENTAL DISCOUNT:	30.00%
RENTAL TERMS:	3/1/21

LEASE DISCOUNT:	25.00%
LEASE TERMS:	3/1/21

DEMO DISCOUNT:	25.00%
DEMO TERMS:	3/1/21