

FALL / WINTER 2020-21 APPROVED BUYING PROGRAM

SUPPLIER ADDRESS 112 TITUS Road CITY Lebanon STATE NW 2IP 03762 CONTROL VOILS COM NO B2 8 SITE N/a VOILS COM NO B2 SITE N/a VOILS COM NO B2 SITE N/a CATGORY APINE 3/15/20 ORDER DISCOUNT 14% ARTHORN DISCOUNT 14% ARTHORN DATE AND CATGORY DISCOUNT 14% FREGORD DISCOUNT 14% FREGORD DISCOUNT 14% ARTHORN DATE AND CATGORY DATE FREGORD FOR DISCOUNT 14% FREGORD FOR DISCOUNT ARTHORN DATE AND CATGORY DATE ARTHORN DATE ARTHO	ORDER DEADLINE 3/15/20 ORDER DISCOUNT 14% EARLY ORDER DISCOUNT MIEN APPLICABLE) FOB PYMENT TERMS 2/10/21 FREIGHT FOB FOB POINT Claremont START SHIP DATE ANTICIPATION Please use the space below to provide any specific program details that are not listed above. For example: special terms, "prebook by" dates, freight in policy and incentives, etc. (include attachment, if preferred) Bullet points stand out to the buyers better Minimum 24 Adult Pairs. 24 Pairs for each addational location. Re-Order discount same as pre-season buying group max discount (14%). All SSL Dealers are eligible to receive the maximum 10% discount on accessories. REORDER DISCOUNT 14% REORDER TERMS 2/10/20 or 60 Days if order is receved after 11/10/2020 REORDER FREIGHT FOB FOB POINT Claremont, NH Please use the space below to provide details on any rebate grogram and qualifications you are offering:	ont NH
CATEGORY AAPINE SUB-CATEGORY SKI ORDER DEADLINE 3/15/20 ORDER DEADLINE 1/45 EARLY ORDER DEADLINE 1/2 PAYMENT TERMS 2/10/21 FOR FOR POINT Claremont NH START SHIP DATE 17-JUl-20 AANTICIPATION Please use the space below to provide any specific grogram details that are not fixed above. For example: special terms, "probook by" datas, freight incentives, one time 70 allowance, multi-alloyor support, growth incentives, etc. (include attachment, if preferred) Builet points stand out to the buyers better Minimum 2-Adult Pairs. RECRIBER DISCOUNT 144% RECRIBER START SHIP DATE 17-JUl-20 ARTICIPATION RECRIBER START SHIP DATE 17-JUl-20 ARTICIPATION RECRIBER START SHIP DATE 17-JUl-20 ARTICIPATION TO THE START SHIP DATE 17-JUl-20 ARTICIPATION TO THE START SHIP DATE 17-JUl-20 RECRIBER SHIP SHIP SHIP SHIP SHIP SHIP SHIP SHIP	ORDER DEADLINE ORDER DISCOUNT EARLY ORDER DISCOUNT MICH APPLICABLE PAYMENT TERMS 2/10/21 FREIGHT FOB FOB POINT Claremot START SHIP DATE ANTICIPATION Please use the space below to provide any specific program details that are not listed above. For example: special terms, "prebook by" dates, freight in PO allowance, multi-category support, growth incentives, etc. (include attachment, if preferred) Bullet points stand out to the buyers better Minimum 24 Adult Pairs. 24 Pairs for each addational location. Re-Order discount same as pre-season buying group max discount (14%). All SSL Dealers are eligible to receive the maximum 10% discount on accessories. REORDER DISCOUNT 14% REORDER TERMS 2/10/20 or 60 Days if order is receved after 11/10/2020 REORDER FREIGHT FOB FOB POINT Claremont, NH Please use the space below to growide details on any rebate grogram and qualifications you are offering:	ont NH
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MARKETING ASSISTANCE CONTACT PERSON Geoff Curtis DIGITAL CATALOG LINK EMAIL geoff.curtis@mdv-usa.com		
	MARKETING ASSISTANCE	
CS REP Karen Barden CS EMAIL karen.barden@mdv-usa.com Karen.barden@mdv-usa.com CONTACT Brian Johnson		lly, etc.
CS EMAIL karen.barden@mdv-usa.com CONTACT Brian Johnson	DIGITAL CATALOG LINK	lly, etc.
		lly, etc.
CS DIRECT PHONE 603.442.6308 EMAIL brian johnson@k2sports.com	CS REP Karen Barden CS EMAIL karen.barden@mdv-usa.com SUPPLIER K2 MDV USA CONTACT Brian Johnson	lly, etc.

MDV SSL PROGRAM 2020/ 2021

Brand	DEAL	DISCOUNT	ARTICLE CODE	DESCRIPTION	Color	MAP	WHLS	SSL Net	MARGIN \$	MARGIN %
DALBELLO	FOCUS	40%	D2003008.00	DS 110	black/infrared	\$499.95	\$315.95	\$189.57	\$310.38	62%
DALBELLO	FOCUS	40%	D2003011.00	DS 105 W	blue/white	\$499.95	\$315.95	\$189.57	\$310.38	62%
DALBELLO	FOCUS	35%	D1906004.10	Panterra 100 GW	black/lime	\$499.95	\$300.95	\$195.62	\$304.33	61%
DALBELLO	FOCUS	35%	D2010001.00	Boss 110	black	\$399.95	\$250.95	\$163.12	\$236.83	59%
DALBELLO	FOCUS	35%	D2006002.10	Panterra 120 ID GW	sage green/acid green	\$599.95	\$375.95	\$244.37	\$355.58	59%
DALBELLO	FOCUS	35%	D1906009.10	Panterra 85 W GW	malva/burgundi	\$399.95	\$260.95	\$169.62	\$230.33	58%
MARKER	FOCUS	22%	7524U1.GA	Griffon 13 ID; 90 mm	black	\$229.99	\$138.99	\$108.41	\$121.58	53%
MARKER	FOCUS	22%	7524U1.GB	Griffon 13 ID; 100 mm	black	\$229.99	\$138.99	\$108.41	\$121.58	53%
MARKER	FOCUS	22%	7524U1.GC	Griffon 13 ID; 110 mm	black	\$229.99	\$138.99	\$108.41	\$121.58	53%
MARKER	FOCUS	22%	7524U1.GE	Griffon 13 ID; 90 mm	white	\$229.99	\$138.99	\$108.41	\$121.58	53%
MARKER	FOCUS	22%	7524U1.GF	Griffon 13 ID; 100 mm	white	\$229.99	\$138.99	\$108.41	\$121.58	53%
MARKER	FOCUS	22%	7524U1.GG	Griffon 13 ID; 90 mm	anthracite - black - red	\$229.99	\$138.99	\$108.41	\$121.58	53%
MARKER	FOCUS	22%	7524U1.GH	Griffon 13 ID; 100 mm	anthracite - black - red	\$229.99	\$138.99	\$108.41	\$121.58	53%
MARKER	FOCUS	22%	7524U1.GJ	Griffon 13 ID; 110 mm	anthracite - black - red	\$229.99	\$138.99	\$108.41	\$121.58	53%
MARKER	FOCUS	22%	7524U1.GK	Griffon 13 ID; 90 mm	teal - flo-yellow	\$229.99	\$138.99	\$108.41	\$121.58	53%
MARKER	FOCUS	22%	7524U1.GL	Griffon 13 ID; 100 mm	teal - flo-yellow	\$229.99	\$138.99	\$108.41	\$121.58	53%
MARKER	FOCUS	22%	7524U1.GM	Griffon 13 ID; 110 mm	teal - flo-yellow	\$229.99	\$138.99	\$108.41	\$121.58	53%
MARKER	FOCUS	25%	7424S1.MA	Squire 11 ID; 90 mm	white	\$189.99	\$109.99	\$82.49	\$107.50	57%
MARKER	FOCUS	25%	7424T1.MG	Squire 11 ID; 100 mm	white	\$189.99	\$109.99	\$82.49	\$107.50	57%
MARKER	FOCUS	25%	7424T1.MC	Squire 11 ID; 90 mm	teal - black	\$189.99	\$109.99	\$82.49	\$107.50	57%
MARKER	FOCUS	25%	7424T1.MD	Squire 11 ID; 110 mm	teal - black	\$189.99	\$109.99	\$82.49	\$107.50	57%
MARKER	FOCUS	25%	7424S1.ME	Squire 11 ID; 90 mm	black	\$189.99	\$109.99	\$82.49	\$107.50	57%
MARKER	FOCUS	25%	7424T1.MH	Squire 11 ID; 100 mm	black	\$189.99	\$109.99	\$82.49	\$107.50	57%
MARKER	FOCUS	25%	7424S1.MF	Squire 11 ID; 110 mm	black	\$189.99	\$109.99	\$82.49	\$107.50	57%
MARKER	FOCUS	25%	7424U1.UJ	Squire 11 ID; 90 mm	gray - white	\$189.99	\$109.99	\$82.49	\$107.50	57%
MARKER	FOCUS	25%	7424U1.UK	Squire 11 ID; 100 mm	gray - white	\$189.99	\$109.99	\$82.49	\$107.50	57%
MARKER	CONCENTRATION	20%	6720T1.MA	11.0 TP; 90 mm	black - anthracite	\$159.99	\$89.99	\$71.99	\$88.00	55%
MARKER	CONCENTRATION	20%	6720S1.MB	11.0 TP; 90 mm	white	\$159.99	\$89.99	\$71.99	\$88.00	55%
MARKER	CONCENTRATION	20%	6720T1.MC	11.0 TP; 110 mm	black - anthracite	\$159.99	\$89.99	\$71.99	\$88.00	55%
MARKER	CONCENTRATION	20%	6720S1.MD	11.0 TP; 110 mm	white	\$159.99	\$89.99	\$71.99	\$88.00	55%
MARKER	CONCENTRATION	20%	6520T1.MA	10.0 TP; 85 mm	black - anthracite	\$129.99	\$79.99	\$63.99	\$66.00	51%
MARKER	CONCENTRATION	20%	6520T1.MB	10.0 TP; 100 mm	black - anthracite	\$129.99	\$79.99	\$63.99	\$66.00	51%
MARKER	CONCENTRATION	20%	7650U1.EB	Duke PT 16; 125 mm	black - gunmetal	\$699.99	\$425.99	\$340.79	\$359.20	51%
MARKER	CONCENTRATION	20%	7650U1.ES	Duke PT 16; 100 mm	black - gunmetal	\$699.99	\$425.99	\$340.79	\$359.20	51%
MARKER	CONCENTRATION	20%	7550U1.EB	Duke PT 12; 125 mm	black - red	\$599.99	\$375.99	\$300.79	\$299.20	50%
MARKER	CONCENTRATION	20%	7550U1.ES	Duke PT 12; 100 mm	black - red	\$599.99	\$375.99	\$300.79	\$299.20	50%
VOLKL	FOCUS	30%	120404	M5 Mantra		\$699.99	\$444.99	\$311.49	\$388.50	56%
VOLKL	FOCUS	30%	120416	Kenja 88		\$649.99	\$406.99	\$284.89	\$365.10	56%
VOLKL	CONCENTRATION	20%	120408	Kendo 88		\$649.99	\$406.99	\$325.59	\$324.40	50%
VOLKL	CONCENTRATION	20%	120420	Yumi 80		\$549.99	\$348.99	\$279.19	\$270.80	49%
VOLKL	CONCENTRATION	20%	120414	Secret 92		\$699.99	\$440.99	\$352.79	\$347.20	50%
VOLKL	CONCENTRATION	20%	120426	Blaze 106		\$599.99	\$350.99	\$280.79	\$319.20	53%
VOLKL	CONCENTRATION	20%	120428	Blaze 106 w		\$599.99	\$350.99	\$280.79	\$319.20	53%
VOLKL	CONCENTRATION	20%	120430	Blaze 94		\$549.99	\$323.99	\$259.19	\$290.80	53%
VOLKL	CONCENTRATION	20%	120432	Blaze 94 w		\$549.99	\$323.99	\$259.19	\$290.80	53%