



FALL / WINTER 2020-21 APPROVED BUYING PROGRAM

SUPPLIER INFO	SUPPLIER NAME	Volkl		
	SUPPLIER ADDRESS	112 Etna Road		
	CITY	Lebanon	STATE	NH
	WEBSITE LINK	volkl.com	B2B SITE	n/a
	CATEGORY	ALPINE	SUB-CATEGORY	SKI

PRESEASON PROGRAM INFO	ORDER DEADLINE	3/15/20		
	ORDER DISCOUNT	14%		
	EARLY ORDER DISCOUNT (WHEN APPLICABLE)	n/a	EARLY ORDER DEADLINE (WHEN APPLICABLE)	n/a
	PAYMENT TERMS	2/10/21		
	FREIGHT	FOB	FOB POINT	Claremont NH
	START SHIP DATE	17-Jul-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>Minimum 24 Adult Pairs. 24 Pairs for each additional 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.</p>		

REORDER	REORDER DISCOUNT	14%		
	REORDER TERMS	2/10/20 or 60 Days if order is received after 11/10/2020		
	REORDER FREIGHT	FOB	FOB POINT	Claremont, NH

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)		

MARKETING	MARKETING ASSISTANCE	Please use the space below to detail any additional marketing support: Mark Down Funds, Co-op, Promoboxx, Locally, etc.		
	CONTACT PERSON	Geoff Curtis	EMAIL	geoff.curtis@mdv-usa.com
	DIGITAL CATALOG LINK			

CUSTOMER SERVICE	CS REP	Karen Barden	CREDIT MANAGER	SUPPLIER	K2 MDV USA
	CS EMAIL	karen.barden@mdv-usa.com		CONTACT	Brian Johnson
	CS DIRECT PHONE	603.442.6308		EMAIL	brian_johnson@k2sports.com
	COMPANY MAIN PHONE			PHONE	800.400.2332

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%