



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, Protectio	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.



2020-2021 Customized Rental Program



Part #	Model	\$ Price	Part #	Model	\$ Price
203413	Personalized Rental Composite Pole	26.63	277551	Personalized Rental Active	26.00
224201	Personalized Rental Prime 2 Pole	23.08	277552	Personalized Rental Ultimate	40.00
203416	Personalized Rental Silver Pole	18.70			
239873	Personalized Adjust Rental Pole	29.82			
213803	Personalized JR Composite Rental Pole	21.30			
203417	Personalized JR Rental Pole	15.30			

Deadline: April 9, 2020
Expected ex-warehouse date: September 3, 2020

250 pair minimum
 NO CANCELLATIONS

Orders & Payment Terms

All order F.O.B.: Ogden, UT

Orders placed after April 13th, 2020 are subject to availability and/or delivery after Dec. 1st, 2020

Ship dates must allow a 30 day window from req. ship date to cancel date

All orders must be on a Scott USA order form w/ customer signature and PO#, and current pricing & terms

If not, order will be returned to the writing rep to be corrected

Orders are NOT confirmed until you receive an email acknowledgment

City: Jan. 11th, 2021; Area: Feb. 11th, 2021



SSL SKI & BOOT PRICE SHEET 2020-2021

BRAND PARTNER PROGRAM= 5% ADDITIONAL DISCOUNT

DATING TERMS:
City: 1/11/21; Area: 2/11/21

SKI COLLECTION	PART #	RETAIL	MAP	WHSL
ALL CONDITIONS				
SLIGHT 100	278126	850.00	749.95	487.47
SLIGHT 93	278127	800.00	699.95	454.97
SLIGHT 93 W's	271783	800.00	699.95	454.97
SLIGHT 83	278130	750.00	649.95	422.47
SLIGHT 83 W's	271784	750.00	649.95	422.47

FREESKI				
SCRAPPER 115	278134	800.00	699.95	454.97
SCRAPPER 105	278135	750.00	649.95	422.47
SCRAPPER 105 W'S	278136	750.00	649.95	422.47
SCRAPPER 95	278137	700.00	599.95	389.97
SCRAPPER 95 W'S	278138	700.00	599.95	389.97

MOUNTAIN				
SUPERGUIDE FREETOUR	278140	850.00	749.95	487.47
SUPERGUIDE 95	278141	800.00	699.95	454.97
SUPERGUIDE 95 W'S	278142	800.00	699.95	454.97
SUPERGUIDE 88	278143	750.00	649.95	422.47
SUPERGUIDE 88 W'S	278145	750.00	649.95	422.47
SPEEDGUIDE 89	278146	750.00	649.95	422.47
SPEEDGUIDE 80	278147	750.00	649.95	422.47

SKI ACCESSORIES	PART #	RETAIL	WHSL
BACKCOUNTRY SKI SKINS			
SKIN w/ hook SUPERGUIDE FREETOUR	278286	210.00	136.50
SKIN w/ hook SUPERGUIDE 95	278156	210.00	136.50
SKIN w/ hook SUPERGUIDE 88	278157	210.00	136.50
SKI w/ hook MULTIFIT	278286	200.00	130.00
SKIN SPEEDGUIDE 89	278159	180.00	117.00
SKIN SPEEDGUIDE 80	278160	170.00	110.50

BOOT COLLECTION	PART #	RETAIL	MAP	WHSL
FREESKI MOUNTAINEERING				
FREGUIDE CARBON	277914	899.95	899.95	584.97
SUPERGUIDE CARBON	272319	799.95	799.95	519.97
ORBIT	272320	549.95	549.95	357.47
COSMOS III	272321	629.95	629.95	409.47
CELESTE III	272323	629.95	629.95	409.47

TELEMARK				
VOODOO NTN	277917	599.95	599.95	389.97
VOODOO	244426	599.95	599.95	389.97
SYNERGY	254079	599.95	599.95	389.97
EXCURSION	232079	299.95	299.95	209.97
JUNIOR G-REX	232080	279.95	279.95	195.97

BUYING GROUP	BUYING GROUP + B.P.P. Disc.	BEST PRICE DEALER MARGIN*	PAGE #	STATUS
15%	20%	*based on MAP		
453.35	389.98	48%	31	NEW
423.12	363.98	48%	31	NEW
423.12	363.98	48%	33	CO
392.90	337.98	48%	32	NEW
392.90	337.98	48%	33	CO

423.12	363.98	48%	25	NEW
392.90	337.98	48%	25	NEW
392.90	337.98	48%	27	NEW
362.67	311.98	48%	26	NEW
362.67	311.98	48%	27	NEW

453.35	389.98	48%	19	NEW
423.12	363.98	48%	19	NEW
423.12	363.98	48%	21	NEW
392.90	337.98	48%	20	NEW
392.90	337.98	48%	21	NEW
392.90	337.98	48%	22	NEW
392.90	337.98	48%	22	NEW

BUYING GROUP PRICE	BUYING GROUP + B.P.P. Disc.	BEST PRICE DEALER MARGIN*	PAGE #	STATUS
5%	10%			
129.68	122.85	42%	39	NEW
129.68	122.85	42%	39	NEW
129.68	122.85	42%	39	NEW
123.50	117.00	42%	39	NEW
111.15	105.30	42%	389	NEW
104.98	99.45	42%	39	NEW

BUYING GROUP PRICE	BUYING GROUP + B.P.P. Disc.	BEST PRICE DEALER MARGIN*	PAGE #	PAGE #
15%	20%	*based on MAP		
497.22	467.98	48%	46	NEW
441.97	415.98	48%	46	CO
303.85	285.98	48%	47	CO
348.05	327.58	48%	47	CO
348.05	327.58	48%	48	CO

331.47	311.98	48%	49	NEW
331.47	311.98	48%	49	CO
331.47	311.98	48%	48	CO
178.47	167.98	44%	50	CO
166.57	156.78	44%	50	CO

BRAND PARTNER PRICING APPLIES TO DEALERS WHO BUY 3 CATEGORIES WITH A MINIMUM OF \$1500 IN THE TWO SMALLER CATEGORIES



SSL POLE PRICE SHEET 2020-2021

BRAND PARTNER PROGRAM= 5% ADDITIONAL DISCOUNT

DATING TERMS

City: 1/10/21; Area: 2/10/21

BUYING GROUP PRICE	BUYING GROUP + B.P.P. Disc.	PRESEASON SPECIAL*	BEST PRICE DEALER MARGIN
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COLLECTION	PART #	RETAIL	WHSL
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24%	29%
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PRICE	DISC
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PAGE #	STATUS
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*Best net Price; No additional discounts apply

COMPOSITE

ZEO 13 SRS	278101	149.95	89.97
PRO TAPER SRS	278102	119.95	71.97

68.38	63.88
54.70	51.10

57%
57%

61	NEW
61	NEW

SERIES 4

SCRAPPER ADJUST SRS	278117	129.95	64.98
SCRAPPER PRO SRS	278098	119.95	59.98
TEAM ISSUE SRS	278099	109.95	54.98
SUN VALLEY	278103	99.95	49.98

49.38	46.14
45.58	42.59
41.78	39.04
23.99	23.99

\$23.99	52%
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64%
64%
64%
76%

63	NEW
63	NEW
64	NEW
64	NEW

SERIES 3

SCRAPPER SRS	278100	89.95	44.98
SLIGHT SRS	278104	89.95	44.98
SIGNATURE	278105	69.95	34.98
DECREE RE-ENTRY	264460	69.95	34.98

29.69	29.69
34.18	31.94
26.58	24.84
23.09	23.09

\$29.69	34%
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67%
64%
64%
67%

66	NEW
66	NEW
67	NEW
67	NEW

SERIES 2

540 P-Lite BLACK	278106	59.95	29.98
ELEMENT 15-PACK	280159	39.95	19.98

14.99	14.99
12.99	12.99

\$14.99	50%
\$12.99	35%

75%
67%

68	NEW
68	NEW

WOMEN

MJ	272695	69.95	34.98
KIRA	278108	64.95	32.48
KOKO	278109	59.95	29.98

26.58	24.84
24.68	23.06
14.99	14.99

\$14.99	50%
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64%
64%
75%

71	NEW
71	NEW
72	NEW

JUNIOR

FIRSTGUIDE JR	278118	69.95	34.98
SCRAPPER JR	278110	54.95	27.48
SLIGHT JR	278111	44.95	23.37
HERO JR	269130	44.95	23.37
ELEMENT JR 15-PACK	280160	39.95	19.98

26.58	24.84
20.88	19.51
14.02	14.02
14.02	14.02
12.99	12.99

\$14.02	40%
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\$14.02	40%
----------------	------------

\$12.99	35%
----------------	------------

64%
64%
69%
69%
67%

74	NEW
74	NEW
75	NEW
76	CO
76	NEW

MOUNTAIN

RC PRO	267628	249.95	162.47
PROGUIDE C SRS	278119	149.95	97.47
PROGUIDE SRS	278120	129.95	77.40
ALUGUIDE	278121	99.95	64.35
RIOT 16 2-PART	267631	99.95	59.40

123.48	115.35
74.08	69.20
52.63	52.63
48.91	45.69
45.14	42.17

\$52.63	32%
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54%
54%
59%
54%
58%

57	CO
57	NEW
58	NEW
58	NEW
59	CO

RENTAL

COMPOSITE RENTAL	203413		42.00
RENTAL PRIME	224201		32.50
RENTAL SILVER	203416		27.50
ADJUST RENTAL	239873		42.00
JR COMPOSITE RENTAL	213803		30.00
JR RENTAL	203417		22.50

77	CO
78	CO
78	CO
77	CO
78	CO
78	CO

BRAND PARTNER PRICING APPLIES TO DEALERS WHO BUY 3 CATEGORIES WITH A MINIMUM OF \$1500 IN THE TWO SMALLER CATEGORIES



SSL HELMETS, PROTECTION & PACKS PRICE SHEET 2020-2021

HELMETS & PROTECTION

BRAND PARTNER PROGRAM= 5% ADDITIONAL DISCOUNT

DATING TERMS:
City: 1/11/21; Area: 2/11/21

BUYING GROUP PRICE	BUYING GROUP + B.P.P Disc.
10%	15%

PRESEASON SPECIALS*
PRICE DISC

BEST PRICE DEALER MARGIN

MODEL	PART #	RETAIL	WHSL
MOUNTAIN			
COULOIR MOUNTAIN	271749	179.95	89.98
COULOIR FREERIDE	271750	159.95	79.98

80.98	76.48
71.98	67.98

58%
58%

**Best Net Price; No additional discounts apply*

58%
58%

PAGE #	STATUS
91	CO
91	CO

MODEL	PART #	RETAIL	WHSL
SNOWSPORTS			
SYMBOL 2 PLUS D3o + MIPS	271751	219.95	109.98
SYMBOL 2 PLUS MIPS	271752	179.95	89.98
CHASE 2 PLUS MIPS	271753	149.95	74.98
CHASE 2	271754	119.95	59.98
TRACK PLUS MIPS	271755	119.95	59.98
TRACK	271756	89.95	44.98

98.98	93.48
80.98	76.48
59.98	59.98
53.98	50.98
53.98	50.98
35.98	35.98

58%
58%
59.98 20%
58%
58%
35.98 20%
60%

58%
58%
60%
58%
58%
60%

93	CO
93	CO
94	CO
94	CO
95	CO
95	CO

MODEL	PART #	RETAIL	WHSL
RENTAL			
ACTIVE	277551	69.95	34.98
ULTIMATE	277552	99.95	49.98

31.48	29.73
44.98	42.48

58%
58%

58%
58%

97	NEW
97	NEW

MODEL	PART #	RETAIL	WHSL
JUNIOR			
KEEPER 2 PLUS MIPS	271761	99.00	49.50
KEEPER 2	271762	79.00	39.50

39.60	39.60
35.55	33.58

39.60 20%
58%

60%
58%

99	CO
99	CO

MODEL	PART #	RETAIL	WHSL
BODY PROTECTION			
AIRFLEX LIGHT M's VEST	271916	170.00	85.00
AIRFLEX LIGHT W's VEST	271917	170.00	85.00
AIRFLEX JUNIOR VEST	271920	120.00	60.00

76.50	72.25
76.50	72.25
54.00	51.00

58%
58%
58%

58%
58%
58%

39	NEW
39	NEW
39	NEW

BACKCOUNTRY GEAR PACKS & ACCESSORIES

DATING TERMS:
City: 1/10/20; Area: 2/10/20

BUYING GROUP PRICE	BUYING GROUP + B.P.P Disc.
5%	10%

BEST PRICE DEALER MARGIN

MODEL	PART #	RETAIL	WHSL
AVALANCHE PACKS			
PATROL E1 40	272625	300.00	210.00
PATROL E1 40 KIT	272626	1,150.00	805.00
PATROL E1 30 KIT	267449	1,100.00	770.00
PATROL E1 30	267450	250.00	175.00
PATROL E1 22	272627	250.00	175.00
PATROL E1 22 KIT	272628	1,100.00	770.00
GUIDE AP 40	254245	300.00	210.00
GUIDE AP 40 KIT	254246	920.00	644.00
GUIDE AP 30	254247	250.00	175.00
GUIDE AP 30 KIT	254248	900.00	630.00
GUIDE AP 20	278240	200.00	140.00
GUIDE AP 20 KIT	278241	840.00	588.00

199.50	189.00
764.75	724.50
731.50	693.00
166.25	157.50
166.25	157.50
731.50	693.00
199.50	189.00
611.80	579.60
166.25	157.50
598.50	567.00
133.00	126.00
558.60	529.20

37%
37%
37%
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37%
37%
37%

37%
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37%
37%
37%
37%
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37%
37%
37%

162	CO
162	CO
162	CO
162	CO
163	CO
163	CO
166	CO
166	CO
166	CO
166	CO
167	NEW
167	NEW

MODEL	PART #	RETAIL	WHSL
MOUNTAIN PACKS			
PACK MOUNTAIN 35	254253	150.00	90.00
PACK MOUNTAIN 26	254254	130.00	78.00

85.50	81.00
74.10	70.20

46%
46%

46%
46%

168	CO
168	CO

MODEL	PART #	RETAIL	WHSL
GEAR BAGS			
SKI WHEEL PREMIUM BAG EVO	278242	200.00	120.00
SKI SLEEVE SINGLE BAG	267446	80.00	48.00
SKI DAY GEAR BAG	267447	125.00	75.00
SKI MULTI BAG	272630	75.00	45.00

114.00	108.00
45.60	43.20
71.25	67.50
42.75	40.50

46%
46%
46%
46%

46%
46%
46%
46%

169	NEW
169	CO
169	CO
169	CO

MODEL	PART #	RETAIL	WHSL
PACK ACCESSORIES			
CARTRIDGE SET (CO2+ARGON)	236504	50.00	35.00
E1 PATROL HELMET FIXATION	278243	5.00	3.50

33.25	31.50
3.33	3.15

37%
37%

37%
37%

167	CO
	NEW

BRAND PARTNER PRICING APPLIES TO DEALERS WHO BUY 3 CATEGORIES WITH A MINIMUM OF \$1500 IN THE TWO SMALLER CATEGORIES



SCOTT SPORTS 2020-2021 SSL GOGGLE PRICE SHEET

BRAND PARTNER PROGRAM= 5% ADDITIONAL DISCOUNT

DATING TERMS:
City: 1/11/21; Area: 2/11/21

BUYING GROUP PRICE	BUYING GROUP + B.P.P.	B.P.P. PRESEASON SPECIAL	BEST PRICE DEALER MARGIN
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COLLECTION	ITEM #	LENS	RETAIL	WHSL	15%	20%	PRICE	DISC	PAGE #	STATUS
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*Best Net Price;
no additional discounts apply

UNISEX SERIES											
LCG EVO	277829	LIGHT SENSITIVE BLUE CHROME	220.00	110.00	93.50	88.00			60%	109	NEW
	277830	ENHANCER CHROME SOLAR CHROME	200.00	100.00	85.00	80.00			60%	109	NEW
LCG COMPACT	277831	LIGHT SENSITIVE BLUE CHROME	220.00	110.00	93.50	88.00			60%	110	NEW
	277832	ENHANCER CHROME SOLAR CHROME	200.00	100.00	85.00	80.00			60%	110	NEW
Vapor	271809	LIGHT SENSITIVE	180.00	90.00	67.50	67.50	67.50	25%	63%	113	CO
	271810	ENHANCER CHROME ILLUMINATOR CHROME	160.00	80.00	60.00	60.00	60.00	25%	63%	113	CO
LINX	277833	LIGHT SENSITIVE	170.00	85.00	72.25	68.00			60%	114	NEW
	277834	ENHANCER CHROME ILLUMINATOR BLUE CHROME	150.00	75.00	63.75	60.00			60%	114	NEW
	277835	CLEAR	120.00	60.00	51.00	48.00			60%	114	NEW
SHIELD + EXTRA LENS	278584	ENHANCER CHROME SOLAR CHROME	130.00	65.00	55.25	52.00			60%	116	NEW
SHIELD	277836	LIGHT SENSITIVE	120.00	60.00	45.00	45.00	45.00	25%	63%	117	NEW
	277837	ENHANCER CHROME ILLUMINATOR CHROME	100.00	50.00	37.50	37.50	37.50	25%	63%	117	NEW
FIX	277813	LIGHT SENSITIVE BRONZE CHROME	120.00	60.00	51.00	48.00			60%	118	NEW
	277814	ENHANCER CHROME ILLUMINATOR BLUE CHROME	100.00	50.00	42.50	40.00			60%	118	NEW
FAZE II	271815	LIGHT SENSITIVE	100.00	50.00	42.50	40.00			60%	119	CO
	271816	ENHANCER CHROME ILLUMINATOR CHROME	80.00	40.00	34.00	32.00			60%	119	CO
MUSE PRO	271817	LIGHT SENSITIVE	90.00	45.00	38.25	36.00			60%	120	CO
	271818	ILLUMINATOR BLUE CHROME	80.00	40.00	34.00	32.00			60%	120	CO
	271819	ENHANCER CHROME	80.00	40.00	34.00	32.00			60%	120	CO
FACT	277838	CHROME	60.00	30.00	17.70	17.70	17.70	41%	71%	121	NEW
	271820	ENHANCER ILLUMINATOR CLEAR	40.00	20.00	11.80	11.80	11.80	41%	71%	121	CO
MUSE	271821	ENHANCER ILLUMINATOR	40.00	20.00	11.80	11.80	11.80	41%	71%	122	CO
ASSET	264078	ENHANCER	35.00	17.50	10.33	10.33	10.33	41%	71%	122	CO

OTG - OVER THE GLASS											
UNLIMITED II OTG	271822	LIGHT SENSITIVE BRONZE CHROME	100.00	50.00	42.50	40.00			60%	124	CO
	271823	ILLUMINATOR BLUE CHROME	80.00	40.00	34.00	32.00			60%	124	CO
	271824	ENHANCER	70.00	35.00	29.75	28.00			60%	124	CO
MUSE PRO OTG	271825	ENHANCER ILLUMINATOR	60.00	30.00	25.50	24.00			60%	125	CO
HABIT OTG	230986	ENHANCER	50.00	25.00	21.25	20.00			60%	125	CO

JUNIOR SERIES											
JR WITTY	271826	ENHANCER RED CHROME	50.00	25.00	19.25	19.25	19.25	23%	62%	126	CO
	271827	ENHANCER ILLUMINATOR	35.00	17.50	12.25	12.25	12.25	30%	65%	126	CO
	271836	SINGLE ENHANCER	30.00	15.00	10.50	10.50	10.50	30%	65%	126	CO
JR AGENT	271837	DOUBLE LENS ENHANCER	25.00	12.50	10.63	10.00			60%	127	CO
	271829	SINGLE LENS ENHANCER	20.00	10.00	8.50	8.00			60%	127	CO

BRAND PARTNER PRICING APPLIES TO DEALERS WHO BUY 3 CATEGORIES WITH A MINIMUM OF \$1500 IN THE TWO SMALLER CATEGORIES



RENTAL PRICE SHEET 2020-2021

DATING TERMS:

City: 1/11/21; Area: 2/11/21

RENTAL COLLECTION	PART #	WHSL	RENTAL	PAGE #	STATUS
POLES					
COMPOSITE RENTAL	203413	42.00	26.63	77	CO
RENTAL PRIME	224201	32.50	23.08	78	CO
RENTAL SILVER	203416	27.50	18.70	78	CO
ADJUST RENTAL	239873	42.00	29.82	77	CO
JR COMPOSITE RENTAL	213803	30.00	21.30	78	CO
JR RENTAL	203417	22.50	15.30	78	CO
HELMETS					
ACTIVE	277551	34.98	26.00	97	NEW
ULTIMATE	277552	49.98	40.00	97	NEW
PROTECTION					
RENTAL ACTIVE BACK PROTECTOR	277515	65.00	50.00	154	NEW
RENTAL ULTIMATE M's VEST PROTECTOR	277818	75.00	55.00	154	NEW
RENTAL ULTIMATE W's VEST PROTECTOR	277819	75.00	55.00	154	NEW