



SSL FALL/WINTER 2014 AUTHORIZED PROGRAM

SUPPLIER **K2 Skis**
 WEBSITE www.k2skis.com
 CATEGORY **Hardgoods-Skis, Poles, Helmets, Goggles, Acc** PROGRAM DEADLINE **3/15/14**

PRESEASON	ORDER DEADLINE	3/15/14	
	DISCOUNT	13% Starting discount, Platinum Level Dealers can earn an additional 7%*, max discount 20%	
	TERMS	12-20-14 City or 1-20-15 Area. Full line dealers qualify for split terms**	
	FREIGHT	FOB Seattle. Free freight for full line dealers with 6/1/14 start ship dates**	FOB

REORDER	REORDER DISCOUNT	Earned Preseason Discount	
	REORDER TERMS	Net 60	
	REORDER FREIGHT	FOB Seattle	FOB

EXTRAS	CO-OP	N/A	
	EARLY ORDER DISC.	N/A	DEADLINE N/A
	ANTICIPATION	NONE	

PROGRAM DETAILS	
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CONCENTRATION MODELS	<p>Focus Models: 30% discount, Agreed 15% Growth AMP Rictor 82 XT1 MXC 12.0- MSRP \$1,080, MAP \$899.95, WHSLE \$567, Best Net \$453.60, Special \$396.90 (30% discount, 56% retail margin)</p> <p>Potion 76Ti ER3 10- MSRP \$720, MAP \$599.95, WHSLE \$378, Best Net \$302.40 Special \$238.40 (37% discount, 60% retail margin)</p> <p>Concentration Models: 25% discount Shreditor 102- MSRP \$660, MAP \$549.95, WHSLE \$346, Best Net \$276.80 Special \$259.50 Misconduct- MSRP \$360, MAP \$299.95, WHSLE \$252, Best Net \$201.60 Special \$189 Spyne 110- MSRP \$650, MAP \$499.95, WHSLE \$300, Best Net \$240 Special \$225 Spyre 100- MSRP \$650, MAP \$499.95, WHSLE \$300, Best Net \$240 Special \$225</p>
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INDIVIDUAL DEALER INCENTIVES	<p>*Platinum Level Dealers: All dealers who's preseason business is at least flat to 2013 preseason net sales, can earn an additional 7% discount.</p> <p>**Platinum Dealers qualify for above discounts, plus: -Opportunity to buy Power 6 or Style 6 Ski Pole at 40% Discount. -Free Freight on orders with 6/1/14 ship dates -Split dating (City 50% 12/20/14, 50% 2/20/15, Area 50% 1/20/15, 50% 2/20/15)</p>
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SSL REBATE PROGRAM	K2 Skis participates in the K2 Sports Rebate Program
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