



SSL FALL/WINTER 2014 AUTHORIZED PROGRAM

SUPPLIER **Dalbello Sports**
 WEBSITE www.dalbellosports.com
 CATEGORY **Hardgoods-Ski Boots**

PROGRAM DEADLINE **3/15/14**

PRESEASON	ORDER DEADLINE	3/15/14		
	DISCOUNT	Retail Ski Boots: 25% (including 5% SSL Bonus/Rebate), Dalbello Hot Buy ski boots: 30%, Rental: 20%		
	TERMS	City: 50% 12/5/14, 50% 1/5/15 Area: 50% 1/5/15, 50% 2/5/15 Hot Buy (City & Area): 50% 12/5/14, 50% 1/5/15 Rental: 3/5/15		
	FREIGHT	East: FOB Warehouse East, West: FOB Salt Lake City, UT	FOB	NH or SLC

REORDER	REORDER DISCOUNT	4+ pairs = PS Discount, 1-3 pairs = PS Discount minus 3%		
	REORDER TERMS	Net 60		
	REORDER FREIGHT	FOB Warehouse East	FOB	NH

EXTRAS	CO-OP	NONE		
	EARLY ORDER DISC.	NONE	DEADLINE	N/A
	ANTICIPATION	1%/Month, Maximum 3 Months		

PROGRAM DETAILS	<p>Standard Dalbello/SSL Program Payable = Split 12/5 & 1/5 for all ski retail boots (including Hot Buy) (regular dealer program due date is 12/5 for all) Minimum Order for Group Terms: 75 pair adult boots per location Latest Ship Date for Preseason Orders: 11/1/2014</p>
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CONCENTRATION MODELS	<p>"PICK 4 MORE" PROGRAM: Dealer may select two additional men's & two additional women's models (Non-Hot Buy) from qualifying 2014/2015 performance groups and take additional 5 % discount on those models. "PICK 4 MORE" dating: All Dealers - 50% 12/5/2014, 50% 1/5/2015. Qualifying Performance Groups: MENS: KRYPTON, PANTERRA, SCORPION, VIPER WOMENS: KRYPTON, KYRA, TRUTH, MANTIS</p>
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INDIVIDUAL DEALER INCENTIVES	<p>SSL / Dalbello Partnership Incentive INCREASE TOTAL 14/15 PRESEASON DALBELLO ORDER BY 10% AND RECEIVE FREE FREIGHT ON ALL PRE-SEASON RETAIL INLINE, JUNIOR, & HOT BUY PRODUCT * *Increase calculated on NET order \$\$\$ increase pre-season 14/15 over pre-season 13/14. All 2014/2015 Retail Ski Boots count for \$\$\$. Rental Ski Boots excluded. * Single ship-to location only. No split shipments. No FF on reorders or rental.</p>
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SSL REBATE PROGRAM	<p>5% additional SSL Group Bonus Discount is offered in lieu of rebate (included)</p>
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CUSTOMER SERVICE	CS REP	Matt Farrell
	CS EMAIL	mfarrell@dalbellosports.com
	CS PHONE	800 775-8100 x14
	MAIN PHONE	800 775-8100

B2B WEBSITE	ADDRESS	NONE
	CONTACT	
	EMAIL	
	PHONE	0

2014/2015 SKIBOOT HOTBUY LIST

MEN'S BOOTS		SIZES	LAST	FLEX	LIST	MSRP	MAP	SSL NET
BIG MOUNTAIN		CABRIO						
KRYPTON FUSION - HOT BUY	BLACK TRANS / WHITE	240-295	98	120	\$365.00	\$750.00	\$549.95	\$255.50
ADVENTURE		CABRIO						
PANTERRA 100 - HOT BUY	BLACK TR / ANTHRACITE, BLACK TR / WHITE	250-305	100-102 VVF	100	\$290.00	\$600.00	\$449.95	\$203.00
ALL MOUNTAIN		CABRIO						
ASPECT 100 - HOT BUY	RED TRANS / ANTHRACITE	250-315	103	100	\$230.00	\$475.00	\$349.95	\$161.00
FREESTYLE		CABRIO						
RAMPAGE I.D. - HOT BUY	BLACK / BRONZE	220-295	98	110	\$340.00	\$650.00	\$499.95	\$238.00
RAMPAGE - HOT BUY	BLACK / BRONZE	220-295	98	110	\$300.00	\$600.00	\$449.95	\$210.00
PERFORMANCE		CLASSIC						
VIPER 100 - HOT BUY	BLACK TRANS / BLACK / RED	240-315	100	100	\$255.00	\$550.00	\$399.95	\$178.50
WOMEN'S BOOTS		SIZES	LAST	FLEX	LIST	MSRP	MAP	SSL NET
BIG MOUNTAIN		CABRIO						
KRYPTON CHAKRA - HOT BUY	BLACK TRANS / EMERALD	210-265	98	95	\$335.00	\$650.00	\$499.95	\$234.50
ADVENTURE		CABRIO						
KYRA 85 - HOT BUY	BLACK / SILVER CL	220-275	102	85	\$255.00	\$550.00	\$399.95	\$178.50
ALL MOUNTAIN		CABRIO						
LUNA 90 - HOT BUY	BLACK TRANS / BLACK	220-275	103	90	\$230.00	\$475.00	\$349.95	\$161.00
PERFORMANCE		CLASSIC						
MANTIS 85 - HOT BUY	BLACK TRANS / BLACK	220-275	99	85	\$255.00	\$550.00	\$399.95	\$178.50