



SSL FALL/WINTER 2017 AUTHORIZED PROGRAM

SUPPLIER **Armada Skis, Inc.**

WEBSITE **www.armadaskis.com**

CATEGORY **Alpine Skis and Poles-**

PROGRAM DEADLINE **MARCH 4TH**

PRESEASON	ORDER DEADLINE	Mar 4, 2017 (8/15/17 ship date); Apr 7, 2017 (10/1/17 ship date)		
	DISCOUNT	16%		
	TERMS	1/25/18 (=3/4/17 deadline); 1/10/18 (=4/7/17 deadline)		
	FREIGHT	Free, Prepaid (for orders rec'd by 3/4/17 deadline)	FOB	Salt Lake City
REORDER	REORDER DISCOUNT	earned preseason discount		
	REORDER TERMS	Net 45		
	REORDER FREIGHT	FOB, SLC	FOB	Salt Lake City
EXTRAS	CO-OP	NONE		
	EARLY ORDER DISC.	NONE	DEADLINE	N/A
	ANTICIPATION	NONE		
PROGRAM DETAILS	<p>*Minimum ski order of 12 units **Free freight program applies only to orders received by 3/4/17 deadline ***Free freight program does not apply to reorders ****Concentration model discounts available to ALL SSL dealers through the final Armada HGS deadline of 4/7/17</p>			
CONCENTRATION MODELS	<p>24% Discount off gross wholesale: ARV & ARW 84; Bantam & Kirti *Plus choose 1 ski from each of the following families: Men's Tracer: 88, 98, 108, 118 Women's Trace: 88, 98, 108 Men's Invictus: 89ti, 99ti, 108ti Women's Victa: 87ti, 97ti</p>			
INDIVIDUAL DEALER INCENTIVES	NONE			
SSL REBATE PROGRAM	NONE			

CUSTOMER SERVICE	CS REP	Alyssa Forrest	B2B WEBSITE	ADDRESS	NONE
	CS EMAIL	alyssa.forrest@armadaskis.com		CONTACT	Tyson Hall
	CS PHONE	435-714-6600 x238		EMAIL	tysonhall@armadaskis.com
	MAIN PHONE	435-714-6600		PHONE	435-714-6600 x213



2017/2018 SSL PRE-SEASON SALES PROGRAM RETAIL HARDGOODS & SOFTGOODS

EARNED PRESEASON DISCOUNTS

The following discount schedule applies for all Armada hard and soft goods retail preseason booking orders. The preseason order period expires April 7, 2017 for hardgoods and February 10, 2017 for softgoods.

HARDGOODS (*Includes Demo/Rental Orders)

ORDER DEADLINE	DISCOUNT	1 st Available SHIP DATE	PAYMENT DUE	FREIGHT
March 4, 2017	16%	8/15/17	1/25/18	Free, Prepaid
April 7, 2017	16%	10/15/17	1/10/18	FOB, UT
ORDER MINIMUM:		12 pairs		
CONCENTRATION MODELS:		24% off of gross wholesale: ARV 84, ARW 84, Bantam, Kirti; <i>Plus choose 1 ski from the following families:</i> Men's Tracer: 88, 98, 108, 118 Women's Trace: 88, 98, 108 Men's Invictus: 89ti, 99ti, 108ti Women's Victa: 87ti, 97ti *Concentration Model orders must be received by March 4, 2017 to qualify. Orders NOT received by March 4, 2017 will convert to group discount of 16%.		

SOFTGOODS

ORDER DEADLINE	DISCOUNT	1 st Available SHIP DATE	PAYMENT DUE	FREIGHT
January 16, 2017	10%	8/25/17	1/25/18	Free, Prepaid
February 10, 2017	10%	10/1/17	1/10/18	Free, Prepaid
ORDER MINIMUM:		\$3,000 gross		
HOT BUY MODELS:		25% off of gross wholesale: M's Atka GTX Ins Jkt / M's Bleeker GTX Pnt; W's Kana GTX Ins Jkt / W's Kiska Ins GTX Pnt; M's Gremlin Insulator Jkt; W's Crescent Insulator Jkt *Hot Buy Model orders must be received by January 29, 2017 to qualify. Orders NOT received during Hot Buy writing session will convert to Concentration Models due February 10, 2017		
CONCENTRATION MODELS:		15% off of gross wholesale: M's Chapter GTX Jkt / M's Atlantis Pnt; M's Spearhead 2L Jkt / M's Vision Bib Pnt; W's Helena Ins Jkt / Lenox Ins Pnt; M's Sintered Tech Fleece; W's Parker Pullover Tech Hood *Concentration Model orders must be received by February 10, 2017 to qualify		



Terms and Conditions

MINIMUM ORDERS: Armada WILL NOT accept orders that do not meet or exceed the following minimum order requirements per category. Products purchased on this sales program do not count towards any other program or program minimum requirements. All orders are subject to acceptance by Armada Skis, Inc.

Hardgoods - 12 pairs of skis
Softgoods - \$3,000

RE-ORDER TERMS: Earned pre-season discounts apply on all reorders. Payment terms are Net 30. Free Freight Program is NOT extended to Reorders.

SHIPMENTS: Preseason ship dates are August 15th, 2017 through November 1st, 2017. All shipments are subject to credit approval. Past due accounts, incomplete credit information or non-conforming purchase orders will cause delays in shipments. If credit requirements are not met within 30 days of customer's requested ship date, Armada reserves the right to cancel the order and use the product to fill other credit approved orders. Armada reserves the right to ship product within two weeks prior to a customer's requested ship date. All orders will be shipped First In First Out. All claims for shipment discrepancies must be made within ten days (two business weeks) of receipt of goods. All claims for goods damaged in transit must be made directly with the carrier. All prices and product offerings are subject to change without notice.

ORDER CONFIRMATIONS: Order confirmations will be emailed or mailed within 3 weeks after the order deadlines. Adjustments to pre-book orders must be made 60 days prior to ship date. Any adjustment that reduces a pre-book order is subject to a 15% restocking fee. Any adjustment that increases a pre-book order is subject to availability.

ORDER CANCELLATIONS: A 15% restocking fee will be enforced on any cancelled order. Should an order be refused when product was shipping prior to a dealer's cancellation date, the 15% restocking fee will be applied.

LATE PAYMENTS: Discounts will not be allowed on invoices paid after their due date. Interest will be charged on all past due balances at 1.5% per month or the maximum allowable by state law if less. Any dealer who has a check returned (NSF) will automatically be placed on a prepaid cash basis. A \$25 service charge will be added to your account balance for any NSF check. Paying by credit card will be subject to a 3% fee.

SHIPPING/ROUTING INSTRUCTIONS: Dealer must supply Armada with any specific routing instructions that may apply 60 days prior to their anticipated ship date. Armada will confirm receipt of routing instructions. Armada IS NOT responsible for any financial penalty imposed by a dealer if routing instructions have not been confirmed.

ANTICIPATION: Please contact credit department for current anticipation rates.

INTERNET SALES AND ADVERTISING POLICY: See Armada Skis, Inc.'s Commercial Policies document and/or MAP Policy.

WARRANTY CLAIMS: Any product that falls outside of Armada warranty policy (one year from original purchase date – hardgoods & outerwear / 30 days from original purchase date – softgoods) will not be accepted by Armada under any circumstances. Any product submitted to Armada that falls outside of warranty time frame will be returned at the customer's expense. ALL products submitted to Armada for warranty inspection must be accompanied by an original proof of purchase (for further detail please see Armada's Warranty Policy in its entirety by visiting www.armadaskis.com).

**2017/18 SSL CONCENTRATION MODEL SELL SHEET**

ARTICLE NO.	PRODUCT DESCRIPTION	AVAILABLE SIZES	MAP	WHOLESALE	DISCOUNT (%)	BEST NET	MARGIN @ MAP	MARGIN \$'S
HARDGOODS - SKIS								
TRACER SERIES								
9020031	2017 TRACER 118 CHX	180, 188, 195	\$799.95	\$524.00	24%	\$398.24	50%	\$401.71
9020032	2017 TRACER 108	164, 172, 180, 188	\$699.95	\$458.00	24%	\$348.08	50%	\$351.87
9020033	2017 TRACER 98	164, 172, 180, 188	\$649.95	\$426.00	24%	\$323.76	50%	\$326.19
9020034	2017 TRACER 88	162, 172, 182	\$549.95	\$361.00	24%	\$274.36	50%	\$275.59
INVICTUS SERIES								
9020035	2017 INVICTUS 108 Ti	168, 178, 188	\$749.95	\$491.00	24%	\$373.16	50%	\$376.79
9020036	2017 INVICTUS 99 Ti	171, 179, 187	\$699.95	\$458.00	24%	\$348.08	50%	\$351.87
9020037	2017 INVICTUS 89 Ti	163, 171, 179, 187	\$599.95	\$393.00	24%	\$298.68	50%	\$301.27
WOMEN'S TRACE SERIES								
9030035	2017 TRACE 108	156, 164, 172	\$699.95	\$458.00	24%	\$348.08	50%	\$351.87
9030036	2017 TRACE 98	156, 164, 172	\$649.95	\$426.00	24%	\$323.76	50%	\$326.19
9030037	2017 TRACE 88	152, 162, 172	\$549.95	\$361.00	24%	\$274.36	50%	\$275.59
WOMEN'S VICTA SERIES								
9030038	2017 VICTA 97 Ti	155, 163, 171	\$699.95	\$458.00	24%	\$348.08	50%	\$351.87
9030039	2017 VICTA 87 Ti	155, 163, 171	\$599.95	\$393.00	24%	\$298.68	50%	\$301.27
YOUTH SERIES								
9060010	2017 ARV 84	142, 149, 156, 163, 170, 177	\$299.95	\$196.00	24%	\$148.96	50%	\$150.99
9060011	2017 ARW 84	142, 149, 156, 163	\$299.95	\$196.00	24%	\$148.96	50%	\$150.99
9040001	2017 BANTAM	85, 95, 105, 115, 125, 135	\$199.95	\$131.00	24%	\$99.56	50%	\$100.39
9050001	2017 KIRTI	85, 95, 105, 115, 125, 135	\$199.95	\$131.00	24%	\$99.56	50%	\$100.39