



SSL
2015 – 2016 Price List
Terms and Conditions
Dealer Agreement
Advertising Price Policy

STÖCKLI SWISS SPORTS
PO Box 1057
Shelburne, VT 05482
(802) 448-4500
1/22/15



Inline Discount Program - Terms and Conditions 2015/16

Inline discounts are determined by the total quantity of adult skis ordered. That discount is then applicable to all Stöckli products. To receive preseason discount all orders must be placed March 15, 2015 and must include a signed dealer agreement. Minimum order inline 15 pair adult skis (non-demo) per location. Racing orders (FIS skis) must be placed by March 1, 2015 to receive any preseason discount. Any orders not received by deadline may not be delivered until after Decemebr 1, 2015.

Inline Quantity	Quantity Discount	On Time Payment	Total net Discount
15-99	3%	3%	6%
100-149	4%	4%	8%
150 +	5%	5%	10%

SSL Additional Discount Program

On March 15,2015 all orders received with an SSL PO# will be accumulated to determine a total group quantity discount. This discount will then be the discount applied to each individual order. Discounts will be confimed to each dealer when order confirmations are sent.

On Time Payments

Any and all total net discounts (as seen above, min 3% - max 10%) include a discount for on time payment which is only available when payment is received on or before due date on your invoice. All payments received after the due date will forfeit the on time payment portion of the discount (min 3% - max 5%), in additon to any late payment interest and/or other penalties.

Dating

SSL Shops – January 15, 2016

Reorders

All reorders will be billed at preseason quantity discounts. Reorder terms are net 60.

Racing

Orders for 15 or more pair of Stöckli FIS Laser Race skis will qualify you to become and authorized Stöckli Race Center. All orders for 15 or more pair of these race skis will qualify for a 5% quantity discount and a 5% on time payment discount, totaling 10%. If the minimum 15 pair is not met, normal inline discounts are applied from the inline order.

Demo Prices

Stöckli does not and will not sell to demo only accounts. We offer demo skis only as a try before you buy experience for our retail partner's customers. All models are available at a 10% discount when used for demo purposes (consumer trying the ski before buying). Maximum demo order is 25% of the inline quantity ordered.

Pro Orders

Pro orders may be placed with preseason orders or ordered during the season. Pro pricing is available to professional ski instructors, ski patrol, and ski coaches. Pro prices are available for all inline product (does not include junior or FIS race skis) and the price to the pro is 35% off of Retail/Manufacturers Advertising Price. All orders are billed to the retailer at a 10% discount.

Credit

All shipments are subject to credit approval and will be made only if the customer's credit status is satisfactory. Past due accounts, or failure to provide incomplete credit information will cause delays or cancellation of shipments. If credit requirements are not met by July 1, 2015 product will not be reserved and will be used to fill other orders.



Item Number	LASER FIS SERIES	Available as:	Sizes Available						Retail	MAP	Wholesale	
41010817P-SWC	STO Worldcup X 20 LAB +	Ski, Plate, Binding	215w	218					\$2,039.00	\$1,427.30	\$1,121.45	
41010817P-SWC	STO Worldcup X 19	Ski, Plate, Binding	215w	218					\$1,899.00	\$1,329.30	\$1,044.45	
41010917	Laser SG FIS	Ski	195j	207w	210w	210m	213m		\$1,269.00	\$888.30	\$697.95	
41010917P-SWC	STO Worldcup X 20 LAB +	Ski, Plate, Binding	195j	207w	210w	210m	213m		\$2,039.00	\$1,427.30	\$1,121.45	
41010917P-SWC	STO Worldcup X 19	Ski, Plate, Binding	195j	207w	210w	210m	213m		\$1,899.00	\$1,329.30	\$1,044.45	
41010917P-SWC	STO Worldcup X 16 LAB	Ski, Plate, Binding	195j	207w	210w	210m	213m		\$1,789.00	\$1,252.30	\$983.95	
41011117	Laser SL FIS	Ski	130	137					\$769.00	\$538.30	\$422.95	
41011117P-SXS	STO Xstep N Z10	Ski, Plate, Binding	130	137					\$1,029.00	\$720.30	\$565.95	
41011117	Laser SL FIS	Ski			144				\$889.00	\$622.30	\$488.95	
41011117P-SXS	STO Xstep N Z10	Ski, Plate, Binding			144				\$1,149.00	\$804.30	\$631.95	
41011117	Laser SL FIS	Ski				150			\$999.00	\$699.30	\$549.45	
41011117P-SWCJ	STO Worldcup Jun. X 12 LAB	Ski, Plate, Binding				150			\$1,449.00	\$1,014.30	\$796.95	
41011117	Laser SL FIS	Ski					155	160	165	\$1,269.00	\$888.30	\$697.95
41011117P-SWC	STO Worldcup X 16 LAB	Ski, Plate, Binding					155	160	165	\$1,789.00	\$1,252.30	\$983.95
41011017	Laser GS FIS	Ski	136	144					\$769.00	\$538.30	\$422.95	
41011017P-SXS	STO Xstep N Z10	Ski, Plate, Binding	136	144					\$1,029.00	\$720.30	\$565.95	
41011017	Laser GS FIS	Ski			154	161			\$889.00	\$622.30	\$488.95	
41011017P-SXS	STO Xstep N Z10	Ski, Plate, Binding			154	161			\$1,149.00	\$804.30	\$631.95	
41011017	Laser GS FIS	Ski					168	173		\$1,089.00	\$762.30	\$598.95
41011017P-SWC	STO Worldcup X 16 LAB	Ski, Plate, Binding					168	173		\$1,609.00	\$1,126.30	\$884.95
41011017	Laser GS FIS	Ski	178	183	184 M	188	190	195		\$1,269.00	\$888.30	\$697.95
41011017P-SWC	STO Worldcup X 19	Ski, Plate, Binding	178	183	184 M	188	190	195		\$1,899.00	\$1,329.30	\$1,044.45
41011017P-SWC	STO Worldcup X 16 LAB	Ski, Plate, Binding	178	183	184 M	188	190	195		\$1,789.00	\$1,252.30	\$983.95
41010116	Laser SX Fis	Ski	185	190					\$1,269.00	\$888.30	\$697.95	
41010116P-SWC	STO Worldcup X 19	Ski, Plate, Binding	185	190					\$1,899.00	\$1,329.30	\$1,044.45	
41010116P-SWC	STO Worldcup X 16 LAB	Ski, Plate, Binding	185	190					\$1,789.00	\$1,252.30	\$983.95	



Item Number	LASER SERIES	Available as:	Sizes Available					Retail/MAP	Wholesale
41010317	Laser SL	Ski	150	155	160	165	170	\$1,199.00	\$659.45
41010317P-STO SP	STO Speedplate N SP12 Ti blue-black S75	Ski, Plate, Binding	150	155	160	165	170	\$1,559.00	\$857.45
41010317	Laser GS	Ski	165	170	175	180	185	\$1,199.00	\$659.45
41010317P-STO SP	STO Speedplate N SP12 Ti red-black S75	Ski, Plate, Binding	165	170	175	180	185	\$1,559.00	\$857.45
41010117	Laser SC	Ski	149	156	163	170	177	\$1,099.00	\$604.45
41010117P-ST	K MC12 Ti B75 black-white	Ski, Plate, Binding	149	156	163	170	177	\$1,359.00	\$747.45
41010616	Laser SX	Ski	154	162	170	178		\$1,199.00	\$659.45
41010616P-STO-SP	STO Speedplate N SP12 Ti black-green S75	Ski, Plate, Binding	154	162	170	178		\$1,559.00	\$857.45
41010716	Laser CX	Ski	149	156	163	170	177	\$1,099.00	\$604.45
41010716P-ST	K MC12 Ti B75 black-red	Ski, Plate, Binding	149	156	163	170	177	\$1,359.00	\$747.45
41050316	Laser AX	Ski	159	167	175	183		\$1,149.00	\$631.95
41050316P-XT	M AM12 C90 black-yellow	Ski, Plate, Binding	159	167	175	183		\$1,419.00	\$780.45



Item Number	Sport Series	Available as:	Sizes Available					Retail/MAP	Wholesale
41020116	Spirit Globe	Ski	149	156	163	170	177	\$999.00	\$549.45
41020116P-ST	K MC10 B80	Ski, Plate, Binding	149	156	163	170	177	\$1,219.00	\$670.45
41020316	Spirit Motion	Ski	150	155	160	165		\$999.00	\$549.45
41020316P-ST	K MC10 Ti B80	Ski, Plate, Binding	150	155	160	165		\$1,239.00	\$681.45
41060717	O2	Ski	156	163	170	177		\$1,299.00	\$714.45
41060717P-ST	K MC12 Ti B80 black O2	Ski, Plate, Binding	156	163	170	177		\$1,559.00	\$857.45
41020417	O2 Motion	Ski	149	157	165			\$1,299.00	\$714.45
41020417P-ET2	E Lithium 10 white O2	Ski, Plate, Binding	149	157	165			\$1,519.00	\$835.45
41040817P-ET2	Axis Motion White - E Lithium 10 white	Ski, Plate, Binding	149	156	163			\$699.00	\$384.45
41040817P-ET2	Axis Motion Blue - E Lithium 10 white	Ski, Plate, Binding	149	156	163			\$699.00	\$384.45
41040817P-ET2	Axis Motion Fuchsia - E Lithium 10 white	Ski, Plate, Binding	149	156	163			\$699.00	\$384.45
41030717	Axis Pro	Ski	156	163	170			\$579.00	\$318.45
41030717P-ST	K Z10 B80	Ski, Plate, Binding	156	163	170			\$799.00	\$439.45
41060516	Rotor 84	Ski	166	173	180			\$1,199.00	\$659.45
41060516P-XT	M AM12 C90 black-white	Ski, Plate, Binding	166	173	180			\$1,469.00	\$807.95
41060617	Rotor Chill	Ski	151	161	171			\$459.00	\$252.45
41060617P-XT	M AM10 Ti C90 black-white	Ski, Plate, Binding	151	161	171			\$709.00	\$389.95



Item Number	Scale Series	Available as:	Sizes Available	Retail/MAP	Wholesale
41070117	Scale Alpha	Ski	XS 149 S 159 M 169 L 179	\$1,099.00	\$604.45
41070117P-XT	M AM12 C90 black-white	Ski, Plate, Binding	XS 149 S 159 M 169 L 179	\$1,369.00	\$752.95
41060917	Scale Beta	Ski	XS 152 S 162 M 172 L 182	\$1,099.00	\$604.45
41060917P-XT	M AM12 C90 black-white	Ski, Plate, Binding	XS 152 S 162 M 172 L 182	\$1,369.00	\$752.95
41060817	Scale Gamma	Ski	XS 155 S 165 M 175 L 185	\$1,099.00	\$604.45
41060817P-XT	M AM12 C90 black-white	Ski, Plate, Binding	XS 155 S 165 M 175 L 185	\$1,369.00	\$752.95
41070817	Scale Delta	Ski	XS 157 S 167 M177 L 187	\$1,099.00	\$604.45
41070817P-XT	M AM12 C90 black-white	Ski, Plate, Binding	XS 157 S 167 M177 L 187	\$1,369.00	\$752.95

Item Number	Stormrider Series	Available as:	Sizes Available	Retail/MAP	Wholesale
41040116	Stormrider PRO 115	Ski	185 195	\$1,399.00	\$769.45
41040116P-SI	S Z12 Speed S115	Ski, Plate, Binding	185 195	\$1,659.00	\$912.45
41050117	Stormrider 107	Ski	174 183 192	\$1,199.00	\$659.45
41050117P-SI	S Z12 Speed S115	Ski, Plate, Binding	174 183 192	\$1,459.00	\$802.45
41050217	Stormrider 100 Motion	Ski	158 166 174	\$1,199.00	\$659.45
41050217P-SI	S Z12 Speed S100	Ski, Plate, Binding	158 166 174	\$1,459.00	\$802.45
41040517	Stormrider 95	Ski	174 183 192	\$1,099.00	\$604.45
41040517P-SI	S Z12 Speed S100	Ski, Plate, Binding	174 183 192	\$1,359.00	\$747.45
41040916	Stormrider 88	Ski	168 177 186	\$999.00	\$549.45
41040916P-XT	M AM12 C90 black-white	Ski, Plate, Binding	168 177 186	\$1,269.00	\$697.95
41040316	Stormrider Motion	Ski	159 167 175	\$999.00	\$549.45
41040316P-XT	M AM10 Ti C90 white-black	Ski, Plate, Binding	159 167 175	\$1,249.00	\$686.95
41040416	Stormrider Vario	Ski	159 167 175 183	\$1,099.00	\$604.45
41040416P-XT	M AM12 C90 black-white	Ski, Plate, Binding	159 167 175 183	\$1,369.00	\$752.95
41040716	Stormrider light	Ski	159 167 174 181	\$599.00	\$329.45



Item Number	Junior Series	Available as:	Sizes Available					Retail/MAP	Wholesale
41090117	GS Team	Ski	120	130	140	150	160	\$399.00	\$219.45
41090117P-ET M	E L7 Easytrak B80	Ski, Plate, Binding	120	130	140	150	160	\$529.00	\$290.95
41080316-070	Race-Team N C5 J75	Ski Set	70					\$229.00	\$125.95
41080316-080	Race-Team N C5 J75	Ski Set		80				\$239.00	\$131.45
41080316P-ET S-090	Race-Team E C5 B80	Ski Set			90			\$269.00	\$147.95
41080316P-ET S-100	Race-Team E C5 B80	Ski Set				100		\$289.00	\$158.95
41080316P-ET S-110	Race-Team E C5 B80	Ski Set					110	\$299.00	\$164.45
41080316P-ET S-120	Race-Team E C5 B80	Ski Set					120	\$309.00	\$169.95
41080316P-ET S-130	Race-Team E L7 B80	Ski Set					130	\$329.00	\$180.95
41080316P-ET M-140	Race-Team E L7 B80	Ski Set					140	\$339.00	\$186.45
41080316P-ET M-150	Race-Team E L7 B80	Ski Set					150	\$349.00	\$191.95
41080416-070	Motion Team N C5 J75	Ski Set	70					\$229.00	\$125.95
41080416-080	Motion Team N C5 J75	Ski Set		80				\$239.00	\$131.45
41080416P-ET S-090	Motion Team E C5 B80	Ski Set			90			\$269.00	\$147.95
41080416P-ET S-100	Motion Team E C5 B80	Ski Set				100		\$289.00	\$158.95
41080416P-ET S-110	Motion Team E C5 B80	Ski Set					110	\$299.00	\$164.45
41080416P-ET S-120	Motion Team E C5 B80	Ski Set					120	\$309.00	\$169.95
41080416P-ET S-130	Motion Team E L7 B80	Ski Set					130	\$329.00	\$180.95
41080416P-ET M-140	Motion Team E L7 B80	Ski Set					140	\$339.00	\$186.45
41080416P-ET M-150	Motion Team E L7 B80	Ski Set					150	\$349.00	\$191.95
41080117P-ET M-125	Rotor Team E L7 B80	Ski Set	125					\$349.00	\$191.95
41080117P-ET M-135	Rotor Team E L7 B80	Ski Set		135				\$359.00	\$197.45
41080117P-ET M-145	Rotor Team E L7 B80	Ski Set			145			\$379.00	\$208.45



**Stöckli Swiss Sports AG
US Authorized Dealer Agreement
Winter 2015/2016**

STÖCKLI SWISS SPORTS AG believes that its strategy of building a premium brand and chooses to work with specialty retailers who share and understand our brand philosophy. We feel that our brand is strong, worthy and will enhance the business of our fine retailer partners. We will try and carefully select our dealers such that we supply a limited dealer base of retailers that are service oriented, technically biased, responsible, and specialists in their field. By supplying products to a stable and limited dealer base the result will increase profits and provide growth for our retailers. This Authorized Dealer agreement will serve as the basis of the relationships STÖCKLI SWISS SPORTS AG develops with its retail partners and the policies that define how they sell our products.

Terms and Conditions of Sale

As an Authorized Stöckli Retailer, you understand and agree to adhere to the following terms;

1. To pay all invoices promptly and no later than the specific due date on the invoice.
2. To pay interest charged at the rate of 1.5% per month, or the maximum allowed by law (whichever is lower) added to all past due invoices in addition to loss of any on time payment discount.
3. The Retailer shall assume all costs pertaining to delivery of merchandise from the Stöckli Distribution Center in Champlain, NY.
4. Dealer agreements are due at the time the order is placed. No orders will be entered into production without a signed dealer agreement in place.
5. All dealers will be required to acknowledge that they have seen and approve their order confirmations by returning the documents signed via fax or email.
4. Transportation claims for damages in shipment must be filed directly by the retailer with the carrier.
5. Shipments: Partial shipments may be made and orders shall be considered complete if Stöckli is unable to deliver the entire order. In such an event the Retailer waives its right to claim a reduction in price or cancellation of sale. Furthermore, the Retailer shall not cancel an order due to late delivery unless the supplier has been notified in writing prior to shipment.
6. Modifications to orders and cancellations of orders may not be made after May 15, 2015.
7. Returns: No merchandise may be returned without prior authorization of Stöckli. Goods returned to stock with authorization are subject to a 15% restocking charge. All freight must be prepaid by customer.
8. Refusal to Ship: the Supplier may refuse to ship any confirmed order in whole or in part for any reason it deems sufficient.
9. Refused Shipments: All refused shipments will be subject to a 15% restocking fee.
10. Limited Warranty - Stöckli products are warranted for one year after date of purchase against defective workmanship and material when used for the purpose intended, under normal conditions, and providing they receive proper care. Merchandise covered under this warranty must be returned to an authorized Dealer (with proof of purchase date) who will then send it to Stöckli (transportation prepaid by customer). We will inspect returned merchandise for evidence of misuse and will determine whether repair, replacement, or

adjustment is due. Stöckli will return merchandise prepaid. Stöckli's liability under this warranty shall be limited to the repair, replacement, or adjustment of Stöckli products, and Stöckli shall not be liable for incidental or consequential damages incurred as a result of any breach of this warranty.

11. If credit requirements are not met by July 1, 2015, product will not be reserved and will be placed back into Stöckli's inventory and used to fill other orders.

Internet Policy

With increased use of Direct Selling (Direct selling is defined as any sales by Internet or catalog without face to face interactions) by our authorized dealers, STÖCKLI SWISS SPORTS AG has established the following policies.

1. Any existing dealer wishing to market, represent, list, or otherwise name STÖCKLI SWISS SPORTS AG products in an electronic media format including any and all Internet sites, home pages, web pages, or other electronic media form, must first receive a written authorization. Any electronic media listing will be treated as the opening of a new dealership location and must be approved as such. Authorized locations need to be stated in this document.
2. Direct sales can only originate from a retailer's direct web site or direct selling venue. No third party web portals or business avenues are permitted (ex. eBay, Amazon, Craig's List).
3. Retailers may only ship products to customers within the United States. Web sites and catalogs that are marketed in other countries must have clearly visible text stating "This product may not be shipped outside the USA by the request of Stöckli Swiss Sports AG.
4. Customer Service must be available at least as often as a physical location would be open. This means a minimum of 9-5, 6 days a week. The number of the retailer must be present on the web site or direct selling publication.
5. Approved internet dealers may only market and sell products they carry in inventory, unless preapproved by STÖCKLI SWISS SPORTS AG .

Authorized Dealer/Locations(s)

Any and all STÖCKLI SWISS SPORTS AG retailers who are planning to open a new location whether in their same existing market area or a new market area, must receive written authorization from their STÖCKLI SWISS SPORTS AG representative and/or head office to sell our products in that location including internet sales.

The schedule below will describe the locations and the products approved for retail sale in that location.

1. Location; _____
2. Location; _____
3. Location; _____
4. Location; _____

Note: please add another sheet to this agreement for additional space if required.

Salomon Bindings

Any retailer who purchases SALOMON alpine bindings from STÖCKLI SWISS SPORTS AG must contact Amer Sports to receive proper training, certification and procedures to mount, adjust, inspect and test SALOMON alpine ski bindings from Amer Sports. Any binding indemnification must come from Amer Sports.

Price Policy – 2015-2016

STÖCKLI SWISS SPORTS AG is committed to maintaining long lasting relationships with a limited number of specialty retailers. These retailers share in the vision of providing the best product and service available in their chosen fields. This commitment entails a level of staff training, merchandising and good business practices that require financial investment. Full margin brands allow this quality specialty retail model to exist. Excessive discounting promotes a “warehouse” mentality that is incongruent with quality specialty retail. It hinders the development of the products and the service to support the product. STÖCKLI SWISS SPORTS AG is dedicated to growing business by supporting its stated position in the marketplace, our retailers and our collective customers.

TO SUPPORT THE STATEMENTS ABOVE, STÖCKLI SWISS SPORTS AG ASKS ALL RETAILERS TO MAINTAIN MINIMUM ADVERTISED PRICES:

This pricing will be updated yearly. This policy applies to first quality merchandise and not second or distressed merchandise. ***STÖCKLI SWISS SPORTS AG does not seek and will not accept complaints from any dealer about any violation of this policy by any other dealer.***

Please direct any questions regarding this policy to:

George Couperthwait
Stöckli Swiss Sports AG
PO Box 1057
Shelburne VT 05482
(802) 448-4500

A copy of this policy must be signed by an owner or officer of the retail operation and returned to STÖCKLI SWISS SPORTS AG in order for us to maintain our business relations. Please keep a copy for your records.

We hope this letter has clearly communicated our position on these issues. If you have any questions or concerns on these or any other items, please contact us. Thank you for your support and best wishes for the new season.

I agree to the terms and conditions of the STÖCKLI SWISS SPORTS AG Terms and Conditions, Authorized Dealer Agreement and the Manufacturers Advertising Price Policy. I understand that any actions on our part that contravenes or in STÖCKLI SWISS SPORTS AG’s opinion is not in the spirit of the above agreement could result in the cancellation of our STÖCKLI SWISS SPORTS AG dealer status and therefore end access to STÖCKLI SWISS SPORTS AG products.

Signed this _____ day of _____ 2015

Signature _____

Name _____

Owner / Officer of _____ (the retailer)

Doing Business As (DBA) _____



STÖCKLI SWISS SPORTS
PO Box 1057
Shelburne, VT 05482
(802) 448-4500

RETAILER INFORMATION

Legal Name: _____

DBA: _____

Telephone: (____) _____ Fax: (____) _____

Bill to Address: _____

City: _____ St: _____ Zip: _____

Ship to Address: _____

City: _____ St: _____ Zip: _____

Accounts Payable Contact - Name _____ Email _____

Telephone: (____) _____

Buyer Contact - Name _____ Email _____

Telephone: (____) _____