



2020/21 ROXA PRICES & PROGRAM

SSL

ADULT BOOTS	SIZES	LAST	FLEX	LIST	MSRP	MAP	BEST NET	MGN. @ MAX DISC. %
TOUR / FREERIDE								
RX CARBON	24.5-30.5	99	95	\$515.00	\$1,100.00	\$849.95	\$386.25	55%
RX TOUR ULTRA	24.5-30.5	99	100	\$454.00	\$925.00	\$749.95	\$340.50	55%
RX TOUR	24.5-30.5	99	100	\$424.00	\$875.00	\$699.95	\$318.00	55%
RX SCOUT	24.0-30.5	99	90	\$332.00	\$700.00	\$549.95	\$249.00	55%
RX TOUR W - ULTRA	22.5-27.5	99	95	\$454.00	\$925.00	\$749.95	\$340.50	55%
RX TOUR W	22.5-27.5	99	95	\$424.00	\$875.00	\$699.95	\$318.00	55%
RX SCOUT W	22.5-27.5	99	90	\$332.00	\$700.00	\$549.95	\$249.00	55%
R3 130 TI - I.R. (TONGUE OR WRAP)	24.5-30.5	99-101	130	\$424.00	\$875.00	\$699.95	\$318.00	55%
R3 110 TI - I.R.	24.5-30.5	99-101	110	\$394.00	\$825.00	\$649.95	\$295.50	55%
R3 110 I.R. - HOT BUY	24.5-30.5	99-101	110	\$347.00	\$750.00	\$599.95	\$242.90	60%
R3 110 - HOT BUY	24.5-30.5	99-101	110	\$318.00	\$700.00	\$549.95	\$222.60	60%
R3 100 - GROUP MARGIN CHARGER	24.5-30.5	99-101	100	\$296.00	\$625.00	\$499.95	\$192.40	62%
R3W 105 TI	22.5-27.5	99-101	105	\$363.00	\$750.00	\$599.95	\$272.25	55%
R3W 95 I.R. - HOT BUY	22.5-27.5	99-101	95	\$318.00	\$700.00	\$549.95	\$222.60	60%
R3W 95 - HOT BUY	22.5-27.5	99-101	95	\$289.00	\$625.00	\$499.95	\$202.30	60%
R3W 85 - GROUP MARGIN CHARGER	22.5-27.5	99-101	85	\$266.00	\$575.00	\$449.95	\$172.90	62%
ALL MOUNTAIN								
ELEMENT 120 I.R.	24.5-30.5	99-101	120	\$333.00	\$700.00	\$549.95	\$249.75	55%
ELEMENT 110 I.R.	24.5-30.5	99-101	110	\$303.00	\$625.00	\$499.95	\$227.25	55%
ELEMENT 110	24.5-30.5	99-101	110	\$272.00	\$575.00	\$449.95	\$204.00	55%
ELEMENT 100 INSTA-WRAP - HOT BUY	24.5-30.5	99-101	100	\$272.00	\$575.00	\$449.95	\$190.40	58%
ELEMENT 100 - HOT BUY	24.5-30.5	99-101	100	\$242.00	\$500.00	\$399.95	\$169.40	58%
TRINITY I.R. - HOT BUY	22.5-27.5	99-101	85	\$272.00	\$575.00	\$449.95	\$190.40	58%
TRINITY - HOT BUY	22.5-27.5	99-101	85	\$242.00	\$500.00	\$399.95	\$169.40	58%
R3S 130	24.5-30.5	99-101	130	\$363.00	\$750.00	\$599.95	\$272.25	55%
R3S 110 - HOT BUY	24.5-30.5	99-101	110	\$303.00	\$625.00	\$499.95	\$212.10	58%
R/FIT 130 I.R.	24.5-32.5	102-104	130	\$363.00	\$750.00	\$599.95	\$272.25	55%
R/FIT 120 I.R.	24.5-32.5	102-104	120	\$327.00	\$700.00	\$549.95	\$245.25	55%
R/FIT 120	24.5-32.5	102-104	120	\$303.00	\$625.00	\$499.95	\$227.25	55%
R/FIT 100 - GROUP MARGIN CHARGER	24.5-32.5	102-104	100	\$236.00	\$500.00	\$399.95	\$153.40	62%
R/FIT 90	24.5-32.5	102-104	90	\$180.00	\$375.00	\$299.95	\$135.00	55%
R/FIT 80 - HOT BUY	24.5-32.5	102-104	80	\$151.00	\$325.00	\$249.95	\$105.70	58%
R/FIT SPORT	24.5-32.5	102-104	80	\$128.00	\$275.00	\$199.95	\$89.60	55%
R/FIT W 95 - GROUP MARGIN CHARGER	22.5-27.5	102-104	95	\$236.00	\$500.00	\$399.95	\$153.40	62%
R/FIT W 85	22.5-27.5	102-104	85	\$180.00	\$375.00	\$299.95	\$135.00	55%
R/FIT W 75 - HOT BUY	22.5-27.5	102-104	75	\$151.00	\$325.00	\$249.95	\$105.70	58%
R/FIT SPORT W	22.5-27.5	102-104	75	\$128.00	\$275.00	\$199.95	\$89.60	55%
ALL MOUNTAIN - ADVENTURE								
R/FIT HIKE 110	24.5-32.5	102-104	110	\$272.00	\$575.00	\$449.95	\$204.00	55%
R/FIT HIKE 90 - HOT BUY	24.5-32.5	102-104	90	\$202.00	\$450.00	\$349.95	\$141.40	60%
R/FIT HIKE W 85 - HOT BUY	22.5-27.5	102-104	85	\$202.00	\$450.00	\$349.95	\$141.40	60%
JUNIORS								
R/FIT J - GW	22.5-26.5	102-104	60	\$126.00	\$285.00	\$209.95	\$94.50	55%
R/FIT J - ALPINE	22.5-26.5	102-104	60	\$121.00	\$275.00	\$199.95	\$90.75	55%
LAZER 4 / BLISS 4 - GW	22.5-26.5	JR	30	\$95.00	\$210.00	\$159.95	\$71.25	55%
LAZER 4 / BLISS 4 - ALPINE	22.5-26.5	JR	30	\$90.00	\$195.00	\$149.95	\$67.50	55%
LAZER 3 / BLISS 3 - GW	22.5-26.5	JR	30	\$83.00	\$175.00	\$139.95	\$62.25	56%
LAZER 3 / BLISS 3 - ALPINE	22.5-26.5	JR	30	\$78.00	\$165.00	\$129.95	\$58.50	55%
LAZER 2 / BLISS 2 - GW	19.5-21.5	JR	25	\$65.00	\$140.00	\$109.95	\$48.75	56%
LAZER 2 / BLISS 2 - ALPINE	19.5-21.5	JR	25	\$60.00	\$120.00	\$99.95	\$45.00	55%
LAZER 1 / BLISS 1 - GW	14.5-18.5	JR	20	\$54.00	\$120.00	\$89.95	\$40.50	55%
LAZER 1 / BLISS 1 - ALPINE	14.5-18.5	JR	20	\$49.00	\$110.00	\$79.95	\$36.75	54%
CHAMELEON 3	ADJUST (22.0-25.5)	JR	40	\$90.00	\$185.00	\$149.95	\$67.50	55%
CHAMELEON 2	ADJUST (18.0-21.5)	JR	35	\$84.00	\$175.00	\$139.95	\$63.00	55%

SSL PROGRAM DISCOUNTS: RETAIL: 25% HOTBUY: 30% MARGIN CHARGER: 35% RENTAL: 25%

SSL PAYMENT TERMS: RETAIL: 1/11/2021 RENTAL: 3/11/2021

SSL ORDER DEADLINE: 3/15/2020

SSL SHIP DATES: START: 9/1/2020 NO SPLIT SHIPMENTS / LAST SHIP DATE: 11/1/2020

SSL FREIGHT TERMS: EASTERN ACCOUNTS - FOB WH EAST / WESTERN ACCOUNTS - FOB WH WEST

SSL MINIMUM ORDER PER LOCATION: 24 PR.

SSL REORDER TERMS: 4+ PAIR EARNS NET 60 + PS DISCOUNT / LESS THAN 4 PAIR EARNS SAME LESS 3%

SSL PROGRAM VALID 1/1/2020 THROUGH 3/15/2020 (PROGRAM MAY BE REVISED WITHOUT NOTICE)

All orders must be approved by an officer of the company and accompanied by a signed Roxa Sports Authorized Retailer Agreement.

All preseason orders are prepacked at the factory. Cancellations or revisions not accepted after 5/1/20

