



FALL / WINTER 2020-21 APPROVED BUYING PROGRAM

SUPPLIER INFO	SUPPLIER NAME	ALPINA		
	SUPPLIER ADDRESS	93 Etna Road		
	CITY	Lebanon	STATE	NH
			ZIP	3766
	WEBSITE LINK	www.alpinasports.com/us	B2B SITE	www.elanskisusa.com/en/Login.aspx
CATEGORY	ALPINE	SUB-CATEGORY	SKI BOOTS	
PRESEASON PROGRAM INFO	ORDER DEADLINE	3/1/2020 (for Free Freight)		
	ORDER DISCOUNT	25%		
	EARLY ORDER DISCOUNT (WHEN APPLICABLE)		EARLY ORDER DEADLINE (WHEN APPLICABLE)	
	PAYMENT TERMS	1/5/21		
	FREIGHT	Free on all orders up 10% over 19-20	FOB POINT	Lebanon, NH
	START SHIP DATE	8-1-20 based on orders in by 3-15-20		
	ANTICIPATION	.5% per month up to 2 months		
ADDITIONAL PROGRAM DETAILS	Please use the space below to provide any specific program details that are not listed above. For example: special terms, "prebook by" dates, freight incentives, one-time PO allowance, multi-category support, growth incentives, etc. (include attachment, if preferred) Bullet points stand out to the buyers better			
	Free Freight on all orders that are up 10% over 2019-20 and received by March 1st 2020			
REORDER	REORDER DISCOUNT	Preseason (less any show only specials)		
	REORDER TERMS	Net 30 days		
	REORDER FREIGHT	paid by account	FOB POINT	Lebanon NH
SSL REBATE DETAILS	Please use the space below to provide details on any rebate program and qualifications you are offering:			
SPECIAL OFFERS	Please use the space below to provide details on specific SSL Special Model Offers (include attachment, if preferred)			
	see attached program sheet			
MARKETING	MARKETING ASSISTANCE	Please use the space below to detail any additional marketing support: Mark Down Funds, Co-op, Promoboxx, Locally, etc.		
	CONTACT PERSON	Ben Fresco	EMAIL	b.fresco@elansports.com
	DIGITAL CATALOG LINK			
CUSTOMER SERVICE	CS REP	Julian Jaworski		
	CS EMAIL	j.jaworski@elansports.com		
	CS DIRECT PHONE	603-448-3101		
	COMPANY MAIN PHONE	603-448-3101		
CREDIT MANAGER	SUPPLIER			
	CONTACT			
	EMAIL			
	PHONE			

2020 Alpina Concentration Models

Men's Ski Boots		MSRP	MAP	WS	Discount	SSL Net	MARGIN
XTrack 80 HEAT	25.5 - 32.5	\$400.00	\$349.99	\$224.00	28%	\$161.28	54%
R4	25.5 - 31.5	\$200.00	\$149.99	\$82.00	28%	\$59.04	61%
Women's Ski Boots		MSRP	MAP	WS	Discount	SSL Net	MARGIN
Eve 75 HEAT	22.5 - 27.5	\$400	\$349.99	\$224.00	28%	\$161.28	54%
Junior Ski Boots		MSRP	MAP	WS	Discount	SSL Net	MARGIN
Duo 70	22.5 - 27.5	\$250.00	\$199.99	\$132.00	28%	\$66.24	56%
Duo 4 / Girl/MAX	22.5 - 27.5	\$200.00	\$149.99	\$88.00	28%	\$63.36	58%
Duo 3 / Girl/Max	22.5 - 27.5	\$180.00	\$139.99	\$75.00	28%	\$54.00	61%
Duo 2 / Girl/MAX	16.5 - 21.5	\$150.00	\$109.99	\$62.00	28%	\$44.64	59%
Duo 1 / Girl/MAX	15.5 - 22.0	\$125.00	\$99.99	\$54.00	28%	\$38.88	61%

W '20/21
PROMO



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ADULT



Features:

- Sport fit liner
- PP shell & cuff material
- Flex Index 60
- Ergonomic shell volume
- Anatomic footbed
- Thermo unifit padding
- ALU micro - adjustable buckles
- Macro adjustable catches

X5/X5 EVE - \$73.44

Order by Feb 1

W '20/21 PROMO



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JUNIOR

Features:

- PP Shell & cuff material
- Junior Comfort Liner
- Junior Last
- Medium fit shell
- Junior Plastic Buckles
- Soft Entry
- Anatomic footbed
- VCP

J4/Girl - \$59.16

J3/Girl - \$49.64

J2/Girl - \$40.80

ORDER BY Feb. 1

