



FALL / WINTER 2020 / 21

AUTHORIZED PROGRAM

SUPPLIER INFO	SUPPLIER NAME	Black Diamond		
	SUPPLIER ADDRESS	2084 East 3900 South		
	CITY	Salt Lake City	STATE	UT
		ZIP	84124	
	WEBSITE LINK	www.blackdiamondequipment.com	B2B SITE	dealer.blackdiamondequipment.com
CATEGORY	ALPINE	SUB-CATEGORY	Backcountry Ski, Snow Safety, Packs	

PRESEASON PROGRAM INFO	ORDER DEADLINE	2/7/20		
	ORDER DISCOUNT			
	EARLY ORDER DISCOUNT (WHEN APPLICABLE)		EARLY ORDER DEADLINE	
	PAYMENT TERMS	N120		
	FREIGHT	FOB	FOB POINT	SLC, UT
	START SHIP DATE	July 1, 2020 HG - Aug 1, 2020 SG		
	ANTICIPATION			

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, on time PO allowance, multi-category support, growth incentives, etc. (include attachment, if preferred) Bullet points stand out to the buyers better		
	<p>Snow – 8% Mountain – 8% Climb – 3% Footwear/Traction- 10%</p>		

REORDER	REORDER DISCOUNT	0%		
	REORDER TERMS	N30		
	REORDER FREIGHT	FOB	FOB POINT	SLC, UT

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)		
	<p>WSM Show Specials 10% N120 on Beacons, Shovels, Probes</p>		

MARKETING	MARKETING ASSISTANCE	Please use the space below to detail any additional marketing support: Mark Down Funds, Co-op, Promoboxx, Locally, etc. Locally.com can be used to share dealer location and inventory. Dealer information will be linked through Black Diamond website. For all in-store requests please work with regional sales representative. Password for digital workbook is bdfall2020.		
	CONTACT PERSON	Kevin McNally	EMAIL	Kevin.McNally@bdel.com
	DIGITAL CATALOG LINK	https://online.flippingbook.com/view/145031/		

CUSTOMER SERVICE	CS REP	Bri Beck	CREDIT MANAGER	SUPPLIER	Black Diamond
	CS EMAIL	Bri.Beck@bdel.com		CONTACT	Bernadette Verdin
	CS DIRECT PHONE	801-278-5552		EMAIL	berna@bdel.com
	COMPANY MAIN PHONE	800-775-5552		PHONE	801-365-5574