



SPRING/SUMMER 2020 AUTHORIZED PROGRAM

SUPPLIER INFO	SUPPLIER NAME	Black Diamond				
	SUPPLIER ADDRESS	2084 E 3900 S				
	CITY	Salt Lake City	STATE	UT	ZIP	84124
	WEBSITE LINK	www.blackdiamondequipment.com	B2B SITE	dealer.blackdiamondequipment.com/logon.aspx		
	CATEGORY	APPAREL	SUB-CATEGORY	Lighting, Trekking Poles, Packs		

PRESEASON PROGRAM INFO	ORDER DEADLINE	7/12/19			
	ORDER DISCOUNT	12%			
	EARLY ORDER DISCOUNT (WHEN APPLICABLE)		E.O.DEADLINE		
	PAYMENT TERMS	N90			
	FREIGHT	FOB	FOB POINT	SLC, UT	
	START SHIP DATE	1/1/20			
	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, one-time PO allowance, multi-category support, growth incentives, etc. (include attachment, if preferred)				
	<p>1- Book 3 categories: Lighting, Poles, Packs and receive 14% N90. 2- If S/S20 order is greater than S/S19 order: You are eligible for 1, one time PO discounted 20% N90. Order cannot be greater than 15% of your total preseason buy. Can include up to 4 styles.</p> <p>*Seperate PO *One per dealer, includes all categories (SG + HG).</p> <p>preseason by exceeds \$2,000 *New dealers are eligible if</p>				

REORDER	REORDER DISCOUNT				
	REORDER TERMS				
	REORDER FREIGHT	FOB	FOB POINT	SLC, UT	

SPECIAL OFFERS	Please use the space below to provide details on specific SSL Special Model Offers (include attachment, if preferred)				

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 bdspring2020.			
	CONTACT PERSON	Kevin McNally	EMAIL	Kevin.McNally@bdel.com	
	DIGITAL CATALOG LINK	http://www.blackdiamondequipment.com/en_US/ma-overview.html			

CUSTOMER SERVICE	CS REP	Bill Kubilius	CREDIT MANAGER	SUPPLIER	BLACK DIAMOND
	CS EMAIL	bill.kubilius@bdel.com		CONTACT	Bernadette Serna
	CS DIRECT PHONE	(801) 278-5552		EMAIL	berna.serna@bdel.com
	COMPANY MAIN PHONE	(801) 278-5552		PHONE	(801) 365-5574