



FALL / WINTER 2020-21 APPROVED BUYING PROGRAM

SUPPLIER INFO	SUPPLIER NAME	LANGE			
	SUPPLIER ADDRESS	1413 CENTER DRIVE; PO BOX 981060			
	CITY	PARK CITY	STATE	UT ZIP 84098	
	WEBSITE LINK		B2B SITE		
	CATEGORY	ALPINE	SUB-CATEGORY	SKIS-BOOTS-BINDINGS-POLES	
PRESEASON PROGRAM INFO	ORDER DEADLINE	2/28/20			
	ORDER DISCOUNT	19% (PLUS 3% EARLY ORDER INCENTIVE FOR ORDERS PLACED BY 2/28/20)			
	EARLY ORDER DISCOUNT (WHEN APPLICABLE)	3%	EARLY ORDER DEADLINE (WHEN APPLICABLE)	2/28/20	
	PAYMENT TERMS	RETAIL: CITY 1/5/21; AREA 2/5/21			
	FREIGHT	FOB	FOB POINT	OGDEN	
	START SHIP DATE	CITY: 7/15/20; AREA: 8/15/20			
	ANTICIPATION	TBD			
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				
	SEE PROGRAM				
REORDER	REORDER DISCOUNT	EARNED PRESEASON			
	REORDER TERMS	30 DAYS			
	REORDER FREIGHT	FOB	FOB POINT	OGDEN	
SSL REBATE DETAILS	Please use the space below to provide details on any rebate program and qualifications you are offering:				
NA					
SPECIAL OFFERS	Please use the space below to provide details on specific SSL Special Model Offers (include attachment, if preferred)				
SEE PROGRAM					
MARKETING	MARKETING ASSISTANCE	Please use the space below to detail any additional marketing support: Mark Down Funds, Co-op, Promoboxx, Locally, etc.			
	CONTACT PERSON	NICK CASTIGNOLI	EMAIL	NCASTIGNOLI@ROSSIGNOL.COM	
	DIGITAL CATALOG LINK				
CUSTOMER SERVICE	CS REP	Peter Leffler	CREDIT MANAGER	SUPPLIER	Dynastar-Look-Lange
	CS EMAIL	pleffler@rossignol.com		CONTACT	Dana Clark
	CS DIRECT PHONE	435-252-3344		EMAIL	dclark@rossignol.com
	COMPANY MAIN PHONE	435-252-3300		PHONE	435-252-3300



2020-21 Alpine Sales Program Sports Specialists LTD.

The following program is in effect for the 2020-21 season:

Preseason Discounts:

SSL members will receive a maximum discount of 19% on all alpine products **regardless of volume**. Orders received on or before **February 28th, 2020** will receive an additional early order incentive of 3% off of gross wholesale, bringing the preseason discount to **22%**. Orders received after this date will receive Dynastar's standard discounts and dating.

Payment Terms:

2020-21 preseason retail orders (BA) received on or before **February 28th, 2020** will receive the following dating:

City Shops: 100% January 5, 2021
Area Shops: 100% February 5, 2021

Reorders:

SSL members will receive their earned preseason discount on all reorders (excluding Focus Models). Reorder dating is **30 days**. Reorders are FOB Ogden, UT

Demo and Rental Products:

SSL members will receive their earned preseason discounts on all rental and demo purchases. Demo and Rental dating is **50% February 5th, 2021, 50% March 5th, 2021**.

Junior Lease Program:

SSL members will be offered junior lease products at a **26% discount** off of gross wholesale. Please see attached program for details.

Junior Lease dating is **50% December 5th, 2020, 50% January 5th, 2021**.

Full Line Dealer Free Freight Incentive:

SSL members that represent all brands of Dynastar/Lange/Look/Kerma will receive free freight on 2020-21 **preseason retail** orders (BA "Basic", RP "Race", PS "Pro", JL "Junior Lease") provided these requirements are met:

- 5 Lange adult models (4 pair per model)
- 4 Dynastar adult models (4 pair per model)
- 3 Look adult models (4 pair per model)
- 2 Kerma models (4 pair per model)



Focus Models:

SSL has selected the following models for their Focus Model program. SSL members will receive these models at a 30% discount off of gross wholesale:

FOCUS MODELS

ITEM #	MODEL	FLEX / LAST	SIZES	MSRP	MAP	WHSLE	SSL DISC	SSL NET	MARGIN
LBJ2060	RX 120 LV (black blue / orange)	120 / 97	24.5, 25.5, 26.5, 27.5, 28.5, 29.5, 30.5, 31.5	\$700.00	\$599.95	\$388.00	30%	\$271.60	55%
LBJ2050	RX 120 (black blue / orange)	120 / 100	24.5, 25.5, 26.5, 27.5, 28.5, 29.5, 30.5, 31.5	\$700.00	\$599.95	\$388.00	30%	\$271.60	55%
LBI2090	RX 100 LV (black / red)	100 / 97	24.5, 25.5, 26.5, 27.5, 28.5, 29.5, 30.5, 31.5	\$600.00	\$499.95	\$323.00	30%	\$226.10	55%
LBI2100	RX 100 (black / red)	100 / 100	24.5, 25.5, 26.5, 27.5, 28.5, 29.5, 30.5, 31.5	\$600.00	\$499.95	\$323.00	30%	\$226.10	55%
LBI2240	RX 80 W LV (black / pearl white)	80 / 97	22.5, 23.5, 24.5, 25.5, 26.5, 27.5	\$500.00	\$399.95	\$258.00	30%	\$180.60	55%
LBI2250	RX 80 W (black / pearl white)	80 / 100	22.5, 23.5, 24.5, 25.5, 26.5, 27.5	\$500.00	\$399.95	\$258.00	30%	\$180.60	55%
ITEM #	MODEL	COLOR	DIN RANGE / BRAKE WIDTH	MSRP	MAP	WHSLE	SSL DISC	SSL NET	MARGIN
FCIA066	PIVOT 12 GW B115	BLACK ICON	4-12 / 115mm	\$375.00	\$279.95	\$198.00	30%	\$138.60	50%
FCIA067	PIVOT 12 GW B95	BLACK ICON	4-12 / 95mm	\$375.00	\$279.95	\$198.00	30%	\$138.60	50%
FCIA044	PIVOT 12 GW B75	BLACK ICON	4-12 / 75mm	\$375.00	\$279.95	\$198.00	30%	\$138.60	50%

Focus Model orders are due by February 28th 2020.

1 shipment only.

Reorders will revert to 19% or 22%, whichever was earned for non-Focus Models.

Concentration Models:

The following models are offered as concentration models at a 26% discount. This applies to all preseason retail orders and reorders orders through December 31st, 2020 (excluding closeouts and special offers):

CONCENTRATION MODELS

ITEM #	MODEL	SPECS	SIZES	MSRP	MAP	WHSLE	SSL DISC	SSL NET	MARGIN
DAJN201	M-PRO 99	127-99-117 R20m	162-170-178-186	\$800.00	\$699.95	\$453.00	28%	\$326.16	53%
DAJP101	M-FREE 108	138-108-128 R18m	172-182-192	\$800.00	\$699.95	\$453.00	28%	\$326.16	53%
DAJN303	M-PRO 90 W	118-88-108 R13m	154-162-170	\$700.00	\$599.95	\$388.00	28%	\$279.36	53%
DR101X2	SPEED ZONE 4X4 82 (KONECT SPX 12 GW)	128-82-111 R16m	164-171-179-185	\$900.00	\$799.95	\$515.00	28%	\$370.80	54%
DRJ03X3	INTENSE 4X4 78 (XPRESS 11 GW)	127-78-107 R15m	150-158-164	\$600.00	\$499.95	\$323.00	28%	\$232.56	53%
ITEM #	MODEL	FLEX / LAST	SIZES	MSRP	MAP	WHSLE	SSL DISC	SSL NET	MARGIN
LBJ7000	XT3 130 LV (storm blue)	130 / 97	24.5, 25.5, 26.5, 27.5, 28.5, 29.5	\$900.00	\$749.95	\$485.00	26%	\$358.90	52%
LBJ7010	XT3 130 (storm blue)	130 / 100	24.5, 25.5, 26.5, 27.5, 28.5, 29.5	\$900.00	\$749.95	\$485.00	26%	\$358.90	52%
LBJ6000	LX 120 (deep blue / yellow)	120 / 102	24.5, 25.5, 26.5, 27.5, 28.5, 29.5, 30.5, 31.5	\$650.00	\$499.95	\$323.00	26%	\$239.02	52%
LBJ7130	XT3 90 W LV (dark green)	90 / 97	23.5, 24.5, 25.5, 26.5, 27.5	\$650.00	\$549.95	\$355.00	26%	\$262.70	52%
LBJ7120	XT3 90 W (dark green)	90 / 100	23.5, 24.5, 25.5, 26.5, 27.5	\$650.00	\$549.95	\$355.00	26%	\$262.70	52%
LBJ6220	LX 80 W (deep grey / magenta)	80 / 102	22.5, 23.5, 24.5, 25.5, 26.5, 27.5	\$450.00	\$349.95	\$226.00	26%	\$167.24	52%
ITEM #	MODEL	SHAFT	SIZES	MSRP		WHSLE	26%	SSL NET	MARGIN
DDI2040	VECTOR GREYBLUE	ALU 6061	110 - 135	\$40.00		\$16.00	26%	\$11.84	70%
DDI2050	VECTOR BLACK WHITE	ALU 6061	110 - 135	\$40.00		\$16.00	26%	\$11.84	70%
DDJ5030	ELITE 2 WHITE	DURAL 5086	105 - 125	\$40.00		\$16.00	26%	\$11.84	70%
DDJ5040	ELITE 2 BLUE	DURAL 5086	105 - 125	\$40.00		\$16.00	26%	\$11.84	70%
ITEM #	MODEL	COLOR	DIN RANGE / BRAKE WIDTH	MSRP	MAP	WHSLE	SSL DISC	SSL NET	MARGIN
FCIA010	SPX 12 GW B120	BLACK	4-12 / 120mm	\$300.00	\$229.95	\$148.00	26%	\$109.52	52%
FCIA011	SPX 12 GW B100	BLACK	4-12 / 100mm	\$300.00	\$229.95	\$148.00	26%	\$109.52	52%
FCIA012	SPX 12 GW B90	BLACK	4-12 / 90mm	\$300.00	\$229.95	\$148.00	26%	\$109.52	52%
FCJA020	SPX 12 GW B120	GREY ORGANIC	4-12 / 120mm	\$300.00	\$229.95	\$148.00	26%	\$109.52	52%
FCJA025	SPX 12 GW B100	BLACK PETROL	4-12 / 100mm	\$300.00	\$229.95	\$148.00	26%	\$109.52	52%
FCJA027	SPX 12 GW B90	BLACK WINE	4-12 / 90mm	\$300.00	\$229.95	\$148.00	26%	\$109.52	52%



2020-21 SSL Alpine Specials

November 2019





Focus Models



RX 120 LV



RX 120



RX 100 LV



RX 100



RX 80 W LV



RX 80 W

ITEM #	MODEL	FLEX / LAST	SIZES	MSRP	MAP	WHSLE	SSL DISC	SSL NET	MARGIN
LBJ2060	RX 120 LV (black blue / orange)	120 / 97	24.5, 25.5, 26.5, 27.5, 28.5, 29.5, 30.5, 31.5	\$700.00	\$599.95	\$388.00	30%	\$271.60	55%
LBJ2050	RX 120 (black blue / orange)	120 / 100	24.5, 25.5, 26.5, 27.5, 28.5, 29.5, 30.5, 31.5	\$700.00	\$599.95	\$388.00	30%	\$271.60	55%
LBI2090	RX 100 LV (black / red)	100 / 97	24.5, 25.5, 26.5, 27.5, 28.5, 29.5, 30.5, 31.5	\$600.00	\$499.95	\$323.00	30%	\$226.10	55%
LBI2100	RX 100 (black / red)	100 / 100	24.5, 25.5, 26.5, 27.5, 28.5, 29.5, 30.5, 31.5	\$600.00	\$499.95	\$323.00	30%	\$226.10	55%
LBI2240	RX 80 W LV (black / pearl white)	80 / 97	22.5, 23.5, 24.5, 25.5, 26.5, 27.5	\$500.00	\$399.95	\$258.00	30%	\$180.60	55%
LBI2250	RX 80 W (black / pearl white)	80 / 100	22.5, 23.5, 24.5, 25.5, 26.5, 27.5	\$500.00	\$399.95	\$258.00	30%	\$180.60	55%



Focus Models

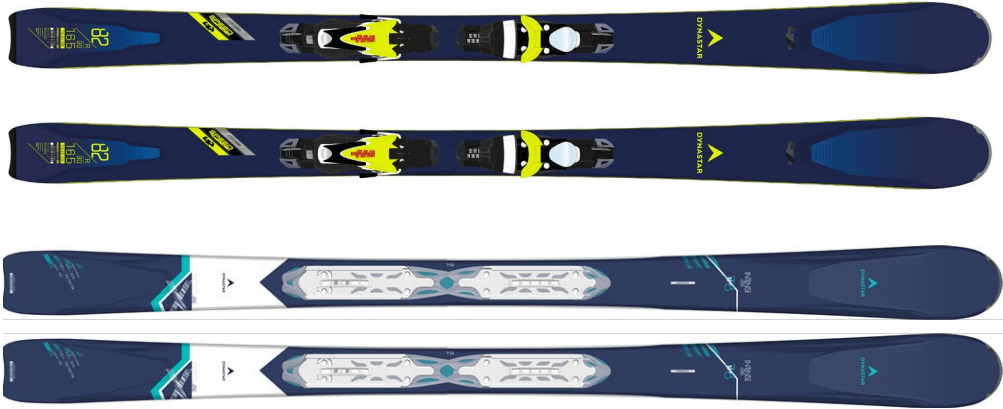


ITEM #	MODEL	COLOR	DIN RANGE / BRAKE WIDTH	MSRP	MAP	WHSLE	SSL DISC	SSL NET	MARGIN
FCIA066	PIVOT 12 GW B115	BLACK ICON	4-12 / 115mm	\$375.00	\$279.95	\$198.00	30%	\$138.60	50%
FCIA067	PIVOT 12 GW B95	BLACK ICON	4-12 / 95mm	\$375.00	\$279.95	\$198.00	30%	\$138.60	50%
FCIA044	PIVOT 12 GW B75	BLACK ICON	4-12 / 75mm	\$375.00	\$279.95	\$198.00	30%	\$138.60	50%

▲ DYNASTAR



Concentration Models-Men's



ITEM #	MODEL	SPECS	SIZES	MSRP	MAP	WHSLE	SSL DISC	SSL NET	MARGIN
DAJN201	M-PRO 99	127-99-117 R20m	162-170-178-186	\$800.00	\$699.95	\$453.00	28%	\$326.16	53%
DAJP101	M-FREE 108	138-108-128 R18m	172-182-192	\$800.00	\$699.95	\$453.00	28%	\$326.16	53%
DAJN303	M-PRO 90 W	118-88-108 R13m	154-162-170	\$700.00	\$599.95	\$388.00	28%	\$279.36	53%
DRI01X2	SPEED ZONE 4X4 82 (KONECT SPX 12 GW)	128-82-111 R16m	164-171-179-185	\$900.00	\$799.95	\$515.00	28%	\$370.80	54%
DRJ03X3	INTENSE 4X4 78 (XPRESS 11 GW)	127-78-107 R15m	150-158-164	\$600.00	\$499.95	\$323.00	28%	\$232.56	53%



Concentration Models



XT3 130 LV



XT3 130



LX 120



XT3 90W LV



XT3 90 W



LX 80 W

ITEM #	MODEL	FLEX / LAST	SIZES	MSRP	MAP	WHSLE	SSL DISC	SSL NET	MARGIN
LBJ7000	XT3 130 LV (storm blue)	130 / 97	24.5, 25.5, 26.5, 27.5, 28.5, 29.5	\$900.00	\$749.95	\$485.00	26%	\$358.90	52%
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LBJ6000	LX 120 (deep blue / yellow)	120 / 102	24.5, 25.5, 26.5, 27.5, 28.5, 29.5, 30.5, 31.5	\$650.00	\$499.95	\$323.00	26%	\$239.02	52%
LBJ7130	XT3 90 W LV (dark green)	90 / 97	23.5, 24.5, 25.5, 26.5, 27.5	\$650.00	\$549.95	\$355.00	26%	\$262.70	52%
LBJ7120	XT3 90 W (dark green)	90 / 100	23.5, 24.5, 25.5, 26.5, 27.5	\$650.00	\$549.95	\$355.00	26%	\$262.70	52%
LBJ6220	LX 80 W (deep grey / magenta)	80 / 102	22.5, 23.5, 24.5, 25.5, 26.5, 27.5	\$450.00	\$349.95	\$226.00	26%	\$167.24	52%



Concentration Models



ITEM #	MODEL	COLOR	DIN RANGE / BRAKE WIDTH	MSRP	MAP	WHSLE	SSL DISC	SSL NET	MARGIN
FCIA010	SPX 12 GW B120	BLACK	4-12 / 120mm	\$300.00	\$229.95	\$148.00	26%	\$109.52	52%
FCIA011	SPX 12 GW B100	BLACK	4-12 / 100mm	\$300.00	\$229.95	\$148.00	26%	\$109.52	52%
FCIA012	SPX 12 GW B90	BLACK	4-12 / 90mm	\$300.00	\$229.95	\$148.00	26%	\$109.52	52%
FCJA020	SPX 12 GW B120	GREY ORGANIC	4-12 / 120mm	\$300.00	\$229.95	\$148.00	26%	\$109.52	52%
FCJA025	SPX 12 GW B100	BLACK PETROL	4-12 / 100mm	\$300.00	\$229.95	\$148.00	26%	\$109.52	52%
FCJA027	SPX 12 GW B90	BLACK WINE	4-12 / 90mm	\$300.00	\$229.95	\$148.00	26%	\$109.52	52%



KERMA

Concentration Models



ITEM #	MODEL	SHAFT	SIZES	MSRP	WHSLE	26%	SSL NET	MARGIN
DDI2040	VECTOR GREY BLUE	ALU 6061	110 - 135	\$40.00	\$16.00	26%	\$11.84	70%
DDI2050	VECTOR BLACK WHITE	ALU 6061	110 - 135	\$40.00	\$16.00	26%	\$11.84	70%
DDJ5030	ELITE 2 WHITE	DURAL 5086	105 - 125	\$40.00	\$16.00	26%	\$11.84	70%
DDJ5040	ELITE 2 BLUE	DURAL 5086	105 - 125	\$40.00	\$16.00	26%	\$11.84	70%

Men's

Women's

RX

LX

XT3

RX

LX

XT3

\$79
9



XT3 130/LV

\$74
9

\$69
9



RX 120/LV

\$54
9

\$59
9



RX 100/LV

\$54
9

\$49
9



LX 120

\$44
9

\$39
9

\$34
9

\$29
9



RX 80 W/LV



XT FREE 90 W/LV



LX 80 W



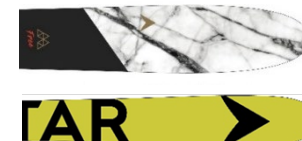
SZ 4X4 82 \$799



INTENSE 4X4 78 \$499



M-PRO 99 \$699



M-FREE 108 \$699



M-PRO 90 W 88 \$599

RACE DISCOUNT:	SEE RACE CENTER PROGRAM
RACE TERMS:	12/5/20
RACE ADD INFO:	

RENTAL DISCOUNT:	22.00%
RENTAL TERMS:	50% 2/5/21; 50% 3/5/21
RENTAL ADD INFO:	

PRO DISCOUNT:	EARNED PRESEASON
PRO TERMS:	50% 12/5/20; 50% 1/5/21
PRO ADD INFO:	

DEMO DISCOUNT:	EARNED PRESEASON
DEMO TERMS:	50% 2/5/21; 50% 3/5/21
DEMO ADD INFO:	

LEASE DISCOUNT:	JUNIOR LEASE PROGRAM 26%
LEASE TERMS:	50% 12/5/20; 50% 1/5/21
LEASE ADD INFO:	JUNIOR LEASE PROGRAM