



FALL / WINTER 2020 / 21 AUTHORIZED PROGRAM

PLEASE COMPLETE ALL CELLS - THANK YOU

SUPPLIER INFO	SUPPLIER NAME	Groupe Rossignol USA Inc		
	SUPPLIER ADDRESS	1413 Center Dr		
	CITY	Park City	STATE	UT ZIP 84098
	WEBSITE LINK	www.rossignol.com	B2B SITE	https://b2b.grouperossignol.com
	CATEGORY	APPAREL	SUB-CATEGORY	Outerwear, Sportswear, Accessories

PRESEASON PROGRAM INFO	ORDER DEADLINE	Feb 6th, 2020		
	ORDER DISCOUNT	Apparel: 8% ; Accessories: 10% (ORDERS MUST BE SUBMITTED ON TIME)		
	EARLY ORDER DISCOUNT (WHEN APPLICABLE)	NA	EARLY ORDER DEADLINE	NA
	PAYMENT TERMS	CITY - 1/5/21, AREA 2/5/21		
	FREIGHT	FOB	FOB POINT	UT
	START SHIP DATE	Junior: 9/15/20, Adult: 10/1/20, Colabs: 10/15/20		
	ANTICIPATION	NA		

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)		
	Orders place after Feb 6 will qualify for 4% Apparel; 5% Accessories discount (lose on time order discount). All orders will be based off ATS after Feb 6th.		

REORDER	REORDER DISCOUNT	SAME AS PRESEASON		
	REORDER TERMS	N30		
	REORDER FREIGHT	FOB	FOB POINT	UT

SPECIAL OFFERS	Please use the space below to provide details on specific SSL Special Model Offers (include attachment, if preferred)		
	Increase Margins Programs include: Sport Chic Special Buy to promote visual merchandising, Footwear - additional discounts for multiple styles, AND shop staff specials HotBuy! Specials - 'starter' styles to support healthier overall margin Omni Channel Promotions - Accounts that show growth can buy an additional 10% of total order at 20% off SEE PROGRAM SHEETS BELOW:		

MARKETING	MARKETING ASSISTANCE	Please use the space below to detail any additional marketing support: Mark Down Funds, Co-op, Promoboxx, Locally, etc.		
	CONTACT PERSON	Marjie McKone	EMAIL	mmckone@rossignol.com
	DIGITAL CATALOG LINK	https://grouperossignol.imagerelay.com/login		

CUSTOMER SERVICE	CS REP	Peter Leffler	CREDIT MANAGER	SUPPLIER	ROSSIGNOL
	CS EMAIL	pleffler@rossignol.com		CONTACT	Dana Clark
	CS DIRECT PHONE	1-435-252-3300		EMAIL	dclark@rossignol.com
	COMPANY MAIN PHONE	1-435-252-3300		PHONE	1-435-252-3300



SPORT CHIC Special Buy

Premise is to drive a great margin in a core brand story and build visual merchandising across the Sport Chic Story



SPORT CHIC PROMOTION	Notes	PRICE LIST IMU	BASE DISCOUNT	PROGRAM DISCOUNT	MAX DEALER MARGIN	Dating
Embleme & W Embleme JKT's (not the Denim versions) Major 1/2 Zip / W Hiver Knit Heritage & W Heritage Sneaker	RLJMJ24 / RLJWJ25 RLJMO01 / RLIWO12 RNIWH10, RNIWH20, RNIWH40 RNIWH50, RNJWH60, RNJWH70, RNJWH90	50%	As Per Booking Prg	20%	60%	City=1/5, Area=2/5

MUST BUY INTO MINIMUM ASSORTMENT OF 3 JACKETS STYLES, 2 LAYERING STYLES AND A PANT TO BENEFIT FROM THIS PROMOTION (Promo styles included in style count)

NOTES:



ATS refers to "available to sell", which means that after the booking deadlines buyers are purchasing from our on hand inventory.
Re-Order discount is per pre-season discount, terms net 30.
All orders are based on FIFO, "first in first out".
NO ORDER CANCELLATION WILL BE ACCEPTED WITHIN A 30 DAY WINDOW OF ROSSIGNOL'S START SHIP DATE.
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FOOTWEAR PROGRAM



FOOTWEAR PROMOTION	Notes	UNITS	PRICE LIST IMU	PROGRAM DISCOUNT	MAX DEALER MARGIN	Dating
ALL FOOTWEAR (Mixed gender)	BUY 2 STYLES (Min 8 pair/style)	Min 16	50%	5%	52.5%	City=1/5, Area=2/5
	BUY 4 STYLES (Min 8 pair/style)	Min 32	50%	10%	55.0%	
	BUY 6 STYLES (Min 8 pair/style)	Min 48	50%	15%	57.5%	
SHOP SPECIAL (SNEAKER)		FOR STAFF USE - MAXIMUM OF 12 PAIR - HERITAGE SNEAKER ONLY				40\$/Pair
SHOP SPECIAL (BOOT)		FOR STAFF USE - MAXIMUM OF 12 PAIR - APRES BOOT ONLY				50\$/Pair

Premise is to drive a great margin and increased turnover in great footwear
MUST buy minimum 36 pairs at regular price to access Shop special program.

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2020 HOTBUY! SPECIALS



BOOKING DETAILS

PRODUCT SEGMENT	Notes	CODE	PRICE LIST IMU	SPECIAL DISCOUNT	DEALER MARGIN	Dateing
Adult - Performance (Alpine)	Aile JKT W Aile JKT	RLJMJ07 RLJWJ11	50% 50%	25% 25%	62.5% 62.5%	City=1/5, Area=2/5 City=1/5, Area=2/5
Adult - Performance (Alpine)	W Rapid JKT W Rapid Pant/Oxford	RLIWJ13/RLIWJ14/RLIWJ71/RLIWJ66/RLJWJ13 RLIWP06/RLIWP07	50% 50%	20% 20%	60% 60%	City=1/5, Area=2/5 City=1/5, Area=2/5
	Rapid JKT/Rapide RF Rapid Pant	RLIMJ16/RLJMJ02 RLIMP06	50% 50%	20% 20%	60% 60%	City=1/5, Area=2/5 City=1/5, Area=2/5
Adult - Accessories	All Performance and Sport Chic Clothing considered	All accessories from the Performance Junior and Adult collections and the Sport Chic collections are included.	50%	BUY 10% of Clothing order volume in acc you get -20%	20%	60% City=1/5, Area=2/5

DATES:

PRODUCT:	ORDER DEADLINE:	START SHIP:	CANCEL DATE:
Adult	6-Feb-20	1/Oct/20	30/Oct/20

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2020 OMNI BUY GROWTH SPECIALS



DETAILS

**GROWTH in WSL bookings vs LY ,the account
is qualified to buy 10% of total order value on selected styles at 20% off**
The "Omni-Buy" is not considered in the comparison number vs last year to establish WSL growth

SELECTED STYLES	CODE	PRICE LIST IMU	SPECIAL DISCOUNT	REG MAP	CYBER 5 MAP	DEALER MARGIN	Dating
MENS							
Ski Jackets:							
Rapid JKT	RLIMJ16	50%	20% on 10% add-on	\$ 250.00	\$ 199.99	60% IMU/50% ON PROMO	City=1/5, Area=2/5
Ski Pants :							
Rapid Pant	RLIMP06	50%	20% on 10% add-on	\$ 150.00	\$ 119.99	60% IMU/50% ON PROMO	City=1/5, Area=2/5
Essentials :							
Classic Clim	RLIMS02	50%	20% on 10% add-on	\$ 100.00	\$ 79.99	60% IMU/50% ON PROMO	City=1/5, Area=2/5
Classic 1/2 zip	RLIML02	50%	20% on 10% add-on	\$ 75.00	\$ 59.99	60% IMU/50% ON PROMO	City=1/5, Area=2/5
Lifetech HZ	RLIMS04	50%	20% on 10% add-on	\$ 140.00	\$ 109.99	60% IMU/50% ON PROMO	City=1/5, Area=2/5
WOMENS							
Ski Jackets:							
	RLIWJ13/RLIWJ14						
W Rapid	RLIWJ71/RLIWJ66/RLJWJ13	50%	20% on 10% add-on	\$ 250.00	\$ 199.99	60% IMU/50% ON PROMO	City=1/5, Area=2/5
Ski Pants :							
W Rapid	RLIWP06/RLIWP07	50%	20% on 10% add-on	\$ 150.00	\$ 119.99	60% IMU/50% ON PROMO	City=1/5, Area=2/5
Essentials :							
W Classique Clim	RLIWS02	50%	20% on 10% add-on	\$ 100.00	\$ 79.99	60% IMU/50% ON PROMO	City=1/5, Area=2/5
W Classique 1/2 zip	RLIWL02	50%	20% on 10% add-on	\$ 75.00	\$ 59.99	60% IMU/50% ON PROMO	City=1/5, Area=2/5
W Lifetech HZ	RLIWS05	50%	20% on 10% add-on	\$ 140.00	\$ 109.99	60% IMU/50% ON PROMO	City=1/5, Area=2/5
Accessories:							
Type IMPR G	RLJMG06	50%	20% on 10% add-on	\$ 70.00	\$ 49.99	60% IMU/50% ON PROMO	City=1/5, Area=2/5
Type IMPR M	RLJMG01	50%	20% on 10% add-on	\$ 70.00	\$ 49.99	60% IMU/50% ON PROMO	City=1/5, Area=2/5
W Romy IMPR G	RLIWG11	50%	20% on 10% add-on	\$ 70.00	\$ 49.99	60% IMU/50% ON PROMO	City=1/5, Area=2/5
W Romy IMPR M	RLIWG12	50%	20% on 10% add-on	\$ 70.00	\$ 49.99	60% IMU/50% ON PROMO	City=1/5, Area=2/5
Footwear:							
HERITAGE SNEAKER (Mens and womens)	RNIMH10, RNIMH20, RNIMH50 RNJMH60, RNJMH70 RNIWH10, RNIWH20, RNIWH40 RNIWH50, RNJWH60, RNJWH70, RNJWH90	50%	20% on 10% add-on	\$ 120.00	\$ 95.99	60% IMU/50% ON PROMO	City=1/5, Area=2/5

DATES:

PRODUCT:	ORDER DEADLINE:	START SHIP:	CANCEL DATE:	MAP Price Break Date	DISCOUNT OFF MAP
Adult	6-Feb-20	See Booking chart	See booking chart	11/26/20-11/30/20	-20%

NOTES:

- **THE LIST ABOVE IS THE GROUP CYBER 5 PROMO LIST**
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