



2021 Spring/Summer Softgoods Sales Program Authorized Dealer

Opportunity for 10% Discount Opportunity for 20% Discount on list of models

Orders received on or before August 28th for footwear, July 31st for apparel & gear:

PRESEASON TOTAL	DISCOUNT/REORDER	PAYMENT TERMS
Footwear \$3,500- \$5,000	6%	Net 90 Preseason Net 30 Reorder
Apparel \$1,500- \$2,500		
Gear- \$350		
Footwear \$5,000 - \$10,000	8%	Net 90 Preseason Net 30 Reorder
Apparel \$2,501- \$4,000		
Gear- \$750		
Footwear \$10,000+	10%	Net 90 Preseason Net 30 Reorder
Apparel \$4,001+		
Gear- \$1,000		

Apparel & gear orders received after July 31st:

PRESEASON TOTAL	DISCOUNT/REORDER	PAYMENT TERMS
Apparel \$1,500- \$2,500	2%	Net 90
Gear- \$350		
Apparel \$2,501- \$4,000	4%	Net 90
Gear- \$750		
Apparel \$4,001+	6%	Net 90
Gear- \$1,000		

	SPECIALS DISCOUNT	PAYMENT TERMS
Preseason Specials Promotion*	20%	Net 90
Reorder	Earned Re-order	Net 30

Key Franchise Support

Footwear

2 out of 7 Key Franchise to be represented. Predict, Sense, Cross, XA, X Ultra, Out, Quest

Minimum of 2 articles per franchise for a total of 4 articles within the KFP requirement

\$500 minimum purchase per article to qualify

Overall article count must be greater than or equal to Spring 2020

Apparel & Gear

Apparel-1 Jacket (4 pcs), 1 Mid (4 pcs), 2 Tees (6 pcs), 2 Bottoms (6 pcs) in both Mens and Womens

Gear-3 (6 pcs)

Overall article count must be greater than or equal to Spring 2020

See assortment/specials detail

Distribution Policy

Salomon products may not be sold on online marketplaces (i.e. Amazon, Walmart, Jet) without a written authorization letter from Amer Sports

All ETAIL representation of Salomon must be authorized by Amer Sports.

Consumer Engagement

Digital Campaigns/Assets Available

Dealer Locator on Salomon.com

In Store & Point of Purchase Assets

General Terms & Conditions

Payment terms based on approved credit.

Minimum order for apparel is \$1,500, gear is \$350, footwear \$3500.

Pre-season discount and terms expire July 15, 2021 for footwear, September 30, 2021 for apparel and gear

All orders will be shipped First In First Out beginning 2/1/2021

Preseason orders placed after July 2, 2020 will be filled as stock is available

All non-warranty returns are subject to a 15% re-stocking fee.

Refer to Brand websites for specific warranty policies.

Pre-season order changes and cancellations are not possible within 30 days of requested ship date.

Cancellations in excess of 5% of preseason orders will result in loss of all discounts earned.

Shipment discrepancies must be reported to Salomon Customer Service within 10 days of product arrival.

Shipping, freight and delivery terms are set forth in the Purchase Policies

Refer to Amer Sports Winter & Outdoor Commercial documentation for advertising, ecommerce, and distribution policies.

MAP pricing is in effect from January 1, 2021 through July 1, 2021

Special Offer Requirements

Receive 20% off all models on the specials list

SS21 pre-season order volume must meet or exceed SS20 pre-season order in dollars

May not exceed 20% of total pre-season order volume.

ROAD RUNNING	COLOR	GENDER	MSRP	WHSL	DISCOUNT	NET	YOUR MARGIN
PREDICT SOC	ANY COLOR	M	\$130.00	\$71.50	20%	\$57.20	56%
PREDIC SOC W	ANY COLOR	W	\$130.00	\$71.50	20%	\$57.20	56%
SONIC 4 BALANCE	ANY COLOR	M	\$130.00	\$71.50	20%	\$57.20	56%
SONIC 4 BALANCE W	ANY COLOR	W	\$130.00	\$71.50	20%	\$57.20	56%
TRAIL RUNNING	COLOR	GENDER	MSRP	WHSL	DISCOUNT	NET	YOUR MARGIN
SENSE RIDE 4	ANY COLOR	M	\$120.00	\$66.00	20%	\$52.80	56%
SENSE RIDE 4 W	ANY COLOR	W	\$120.00	\$66.00	20%	\$52.80	56%
HIKING	COLOR	GENDER	MSRP	WHSL	DISCOUNT	NET	YOUR MARGIN
CROSS HIKE GTX M	ANY COLOR	M	\$160.00	\$88.00	20%	\$70.40	56%
CROSS HIKE GTX W	ANY COLOR	W	\$160.00	\$88.00	20%	\$70.40	56%
X CREST GTX	ANY COLOR	M	\$141.00	\$77.55	20%	\$62.04	56%
X CREST GTX W	ANY COLOR	W	\$142.00	\$78.10	20%	\$62.48	56%

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 SS21 pre-season order volume must meet or exceed SS20 pre-season order in dollars
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Apparel & Gear Assortment/Special Offers

Category Support

- 1 JKT/4pcs
- 1 MID/4pcs
- 2 TEE/6pcs
- 2 BOT/6pcs
- 3 GEAR/6pcs

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MEN'S OUTDOOR

JACKETS	WHSL	EXTD WHSL	DISC	NET WHSL	SPECIAL OFFER
XA 2.5L WP JKT M	\$ 85.00	\$ 340.00	20%	\$ 272.00	SPECIAL
EXPLORE WP JKT M	\$ 55.00	\$ 220.00	10%	\$ 198.00	
MID LAYERS	WHSL	EXTD WHSL	DISC	NET WHSL	SPECIAL OFFER
OUTLINE HZ MID M	\$ 45.00	\$ 180.00	10%	\$ 162.00	
OUTRACK FULL ZIP MID M	\$ 40.00	\$ 160.00	20%	\$ 128.00	SPECIAL
SIGHT HOODIE M	\$ 55.00	\$ 220.00	10%	\$ 198.00	
TEES	WHSL	EXTD WHSL	DISC	NET WHSL	SPECIAL OFFER
XA CAMO TEE	\$ 30.00	\$ 180.00	10%	\$ 162.00	
XA LS TEE M	\$ 30.00	\$ 180.00	10%	\$ 162.00	
XA TEE M	\$ 25.00	\$ 150.00	10%	\$ 135.00	
EXPLORE TEE M	\$ 20.00	\$ 120.00	20%	\$ 96.00	SPECIAL
EXPLORE BLEND SS TEE M	\$ 17.50	\$ 105.00	10%	\$ 94.50	
BOTTOMS	WHSL	EXTD WHSL	DISC	NET WHSL	SPECIAL OFFER
WAYFARER ZIP OFF PANT M	\$ 60.00	\$ 360.00	10%	\$ 324.00	
WAYFARER AS STRAIGHT PANT	\$ 60.00	\$ 360.00	10%	\$ 324.00	
WAYFARER TAPERED PANT M	\$ 55.00	\$ 330.00	20%	\$ 264.00	SPECIAL
EXPLORER TAPERED PANT M	\$ 45.00	\$ 270.00	10%	\$ 243.00	
WAYFARER SHORT M	\$ 42.50	\$ 255.00	20%	\$ 204.00	SPECIAL
EXPLORE SHORT M	\$ 40.00	\$ 240.00	10%	\$ 216.00	
GEAR	WHSL	EXTD WHSL	DISC	NET WHSL	SPECIAL OFFER
FIVE P CAP	\$ 17.50	\$ 105.00	10%	\$ 94.50	
MOUNTAIN HAT	\$ 17.50	\$ 105.00	10%	\$ 94.50	
SOFTSHELL CAP	\$ 15.00	\$ 90.00	10%	\$ 81.00	
BAG OUTRACK 70	\$ 80.00	\$ 480.00	20%	\$ 384.00	SPECIAL
BAG OUTRACK 45	\$ 70.00	\$ 420.00	10%	\$ 378.00	
XT 15	\$ 50.00	\$ 300.00	10%	\$ 270.00	
XT 10	\$ 45.00	\$ 270.00	20%	\$ 216.00	SPECIAL
XT 6	\$ 40.00	\$ 240.00	10%	\$ 216.00	
TRAILBLAZER 20	\$ 35.00	\$ 210.00	10%	\$ 189.00	
TRAILBLAZER 10	\$ 30.00	\$ 180.00	10%	\$ 162.00	

WOMEN'S OUTDOOR

JACKETS	WHSL	EXTD WHSL	DISC	NET WHSL	SPECIAL OFFER
OUTRACK WP JKT W	\$ 85.00	\$ 340.00	20%	\$ 272.00	SPECIAL
COMET WATERPROOF JACKET W	\$ 55.00	\$ 220.00	12%	\$ 198.00	
MID LAYERS	WHSL	EXTD WHSL	DISC	NET WHSL	SPECIAL OFFER
OUTRACK FULL ZIP W	\$ 40.00	\$ 160.00	20%	\$ 128.00	SPECIAL
COMET LIGHT HOODIE W	\$ 42.50	\$ 170.00	10%	\$ 153.00	
COMET CREWNECK PULLOVER W	\$ 50.00	\$ 200.00	10%	\$ 180.00	
ESSENTIAL SEAMLESS HOODIE	\$ 35.00	\$ 140.00	10%	\$ 126.00	
TEES	WHSL	EXTD WHSL	DISC	NET WHSL	SPECIAL OFFER
XA SS TECH TEE W	\$ 22.50	\$ 135.00	10%	\$ 121.50	
OUTLINE SUMMER TEE W	\$ 25.00	\$ 150.00	20%	\$ 120.00	SPECIAL
OUTLINE SUMMER TANK W	\$ 22.50	\$ 135.00	10%	\$ 121.50	
ELEVATE MOVE'ON TEE W	\$ 25.00	\$ 150.00	10%	\$ 135.00	
COMET SS TEE W	\$ 20.00	\$ 120.00	10%	\$ 108.00	
ESSENTIAL SS TEE W	\$ 25.00	\$ 150.00	10%	\$ 135.00	
BOTTOMS	WHSL	EXTD WHSL	DISC	NET WHSL	SPECIAL OFFER
WAYFARER PANT W	\$ 55.00	\$ 330.00	10%	\$ 297.00	
OUTRACK HIGH PANT W	\$ 55.00	\$ 330.00	10%	\$ 297.00	
OUTRACK PANT W	\$ 50.00	\$ 300.00	20%	\$ 240.00	SPECIAL
COMET LIGHT PANT W	\$ 65.00	\$ 390.00	10%	\$ 351.00	
WAYFARER SHORT W	\$ 42.50	\$ 255.00	20%	\$ 204.00	SPECIAL
OUTRACK SHORT W	\$ 40.00	\$ 240.00	10%	\$ 216.00	
COMET SHORT W	\$ 55.00	\$ 330.00	10%	\$ 297.00	
OUTLINE TIGHT W	\$ 55.00	\$ 330.00	10%	\$ 297.00	
ESSENTIAL 5/6 TIGHT W	\$ 30.00	\$ 180.00	10%	\$ 162.00	
MOVE'ON BRA W	\$ 30.00	\$ 180.00	10%	\$ 162.00	
COMET BRA W	\$ 30.00	\$ 180.00	10%	\$ 162.00	
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