

## FALL / WINTER 2020 / 21 AUTHORIZED PROGRAM

		PLEASE COMPLETE ALL CELLS - THANK YOU							
SUPPLIER INFO	SUPPLIER NAME	Dale of Norway USA Inc							
	SUPPLIER ADDRESS	1413 Center Dr							
	CITY	Park City		STATE	UT	ZIP	84098		
	WEBSITE LINK	www.daleofnorway.com		B2B S	SITE	b2b.dale.no			
"	CATEGORY	APPAREL		SUB-0	CATEGORY	Accessories			
	ORDER DEADLINE		Feb 28th, 2020						
AM INFO	ORDER DISCOUNT		Apparel: 8% + 2% bonus for Growth or new account						
	EARLY ORDER DISCOUNT (WHEN APPLICABLE)		NA EARLY ORDER NA						
OGRA			DEADLINE						
PRESEASON PROGRAM INFO	PAYMENT TERMS FREIGHT		N90  FOR POINT Nonvoy, subsidized						
	TREIGHT		FOB POINT Norway- subsidized from VT						
	START SHIP DATE		August 1st, 2020						
	ANTICIPATION		NA STATE OF THE PROPERTY OF TH						
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)								
	1-Increase your pre-season order volume by 20% versus your last year's pre-season order and receive a								
	% additional discount on top of the volume discount outlined above. *applies only to orders of a net value of \$5,000 or more.  - New Accounts qualify automatically for the Bonus program and receive the 2% on top of their earned discount.								
MOITI									
ADD									
REORDER	REORDER DISCOUNT	SAME AS PRESEASON							
	REORDER TERMS	N30							
	REORDER FREIGHT	Prepay and Bill FOB POINT Norway- subsidized from VT							
	Please use the space below to provide details on specific SSL Special Model Offers (include attachment, if preferred)								
			HotBuy! offer:						
	HotBuy! offer:			Offers	(include attac	ninent, ii preier	reaj		
			25% Net 90 Days	Offers	(include attac	nment, ii preier	reuj		
	HotBuy! offer:	rs = -2 is Sweater	25% Net 90 Days (94221 Color C) R \$260	– W \$1	30 – Net \$97. 30 – Net \$97.	.50	reu)		
FERS	HotBuy! offer:  Special for SSL Membe  Podium Women  Podium Mens S  Podium Hat (48	rs = -2 ns Sweater weater (94 1721 Color	25% Net 90 Days (94221 Color C) R \$260 211 Color C) R \$260 C) R \$55 -	– W \$1. – W \$1. • W \$27.	30 – Net \$97. 30 – Net \$97. .50 – Net \$20	.50 .50 0.63	reu)		
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