

**Press release**

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**Precor selects Sport Chalet for California, Arizona and Nevada**  
*Large retailer's 'specialty approach' central to agreement*

**Woodinville, WA** – Global fitness equipment leader Precor has named leading West Coast sporting goods retailer Sport Chalet to represent Precor's line of premium home fitness equipment throughout California, Arizona and Nevada.

Sport Chalet's 55 stores are distinguished by a specialty retail approach that features top brands within each sports category. Sport Chalet currently offers an entry level selection of home exercise equipment, with Precor cardio and strength brought in as the premier exercise equipment offering. Precor equipment will be distributed through the Sport Chalet network in a phased roll-out beginning with 15-25 locations before the end of the year.

"Precor has relied on the specialty retail channel to present our home products with a highly branded, consultative approach, and Sport Chalet approaches the business in the same manner as our successful specialty retail dealers," said Precor president Paul Byrne. "They work closely with brands to create a highly branded experience, employ well-trained salespeople with expertise in the category, and provide exceptional service."

Although it has been years since Precor home products were distributed through the sporting goods retail channel, Byrne cautioned specialty retail insiders from reading too much into the move, reinforcing the distinction between Sport Chalet and other large retailers.

"We remain deeply invested in the specialty retail channel, but in this case we're addressing challenges specific to these western markets, rapidly shoring up distribution in a way that's consistent with our business philosophy and model," said Byrne. "Sport Chalet is different from many retailers thanks to their branded, consultative customer experience. Their stores operate as a collection of specialty retailers under one roof."

## 2 PRECOR TABS SPORTS CHALET FOR DISTRIBUTION

“It is an undisputed fact that Precor is the world’s leader in making the very best quality cardio and strength fitness equipment,” said Sport Chalet Chairman and CEO Craig Levra. “We are very excited to now offer the best brand in fitness consistent with offering the best in so many other categories. With our customer’s ongoing desire to be fit, Precor is an awesome addition and I know our customers will be thrilled to be able to train for their chosen sport on the world’s best, Precor.”

### **About Precor**

Founded in the Seattle, WA. area in 1980, Precor ([www.precor.com](http://www.precor.com)) operates production, distribution and headquarters facilities near Seattle, with offices in the UK, Germany, Benelux, Spain, France, Switzerland, Austria, Italy, Japan and China. Engineered to move the way you move, Precor equipment sets the global standard for a fluid, natural, low-impact workout experience.

Precor is one of the brands within Amer Sports Corporation ([www.amersports.com](http://www.amersports.com)). Amer Sports is the world’s largest sports equipment company, with internationally recognized brands Wilson, Atomic, Suunto, Precor, Salomon and Mavic.

### **About Sport Chalet, Inc.**

Sport Chalet, Inc. (Nasdaq: SPCHA, SPCHB), founded in 1959 by Norbert Olberz, is a leading operator of full service specialty sporting goods stores in California, Nevada, Arizona and Utah. The Company offers over 50 services for the serious sports enthusiast, including backpacking, canyoneering, and kayaking instruction, custom golf club fitting and repair, snowboard and ski rental and repair, SCUBA training and certification, SCUBA boat charters, team sales, racquet stringing, and bicycle tune-up and repair throughout its 55 locations. The address for Sport Chalet’s web site is [www.actionpass.com](http://www.actionpass.com) and [www.sportchalet.com](http://www.sportchalet.com).

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