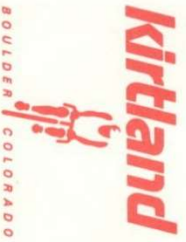


Hine/Snowbridge, Inc.
P.O. Box 4059
Boulder, Colorado 80306

IMPORTANT BUYING INCENTIVE INFORMATION

"Last season's Instant Rebate on KIRTLAND and PURSUIT promotions were the most effective retail sales we have ever had in our shop."
..... Peter Fuller, The Bicycle Exchange, Cambridge, MA

"Any dealer who doesn't give the rebate will support it is missing a great opportunity."
..... Jerry Pearce, Rainbow Jersey, Milwaukee, WI



Hine/Snowbridge, Inc.

P.O. Box 4059 Boulder, Colorado 80306
Ship to: 4750 Nautilus Court South Boulder, Colorado 80301
303/530-1530

March, 1985⁶

Dear KIRTLAND/PURSUIT Dealer:

If you would like to vitalize your pack sales, increase interest in your pack category, reduce selling time and increase inventory turns, you should participate in this seasons RED TAG INSTANT REBATE consumer buying incentive.

I think Peter Fuller of the Bicycle Exchange, Cambridge, MA might have said it best: "Last season's INSTANT REBATE on KIRTLAND and PURSUIT product was one of the most effective retail sales promotions we have ever had in our shop."

Enclosed is information on our 1986 consumer buying incentive. All you need to do to get going with the 1986 program is read the enclosed information, take the actions outlined on the Participating Dealer Postcard, sign and mail it back to us. I think you'll be pleased at how easy the program is to implement and surprised at how well it worked for other retailers last season.

As Jim Downs at The Spoke Shop, Billings, MT discovered with last year's rebate incentive... "The rebate improved two important selling dynamics in the shop. First, a lot of customers who might have otherwise walked out to look for a better deal elsewhere purchased the pack. The rebate turned many indecisive customers into immediate buyers. Second, we easily moved people up to KIRTLAND and PURSUIT from cheaper packs. The customers also liked the fact they got the rebate instantly."

Simply said, consumer buying incentives work. They make selling easier, less time consuming and more profitable.

"Any dealer who doesn't give the rebate his full support is missing a great opportunity."

...Jerry Pearce, Rainbow Jersey, Milwaukee, WI

Make selling packs easier, quicker and more profitable. Sign up.

Sincerely,

GREG HINE

G.S. Hine
HINE/SNOWBRIDGE, Inc.

GSH/wp4



Hine/Snowbridge, Inc.

P.O. Box 4059 Boulder, Colorado 80306
Ship to: 4750 Nautilus Court South Boulder, Colorado 80301
303/530-1530

The RED TAG INSTANT REBATE

CONSUMER BUYING INCENTIVE.

Program Information

"Last season's INSTANT REBATE on KIRTLAND and PURSUIT product was one of the most effective retail sales promotions we have ever had in our shop."

...Peter Fuller, The Bicycle Exchange, Cambridge, MA

During the 1985 season, HINE/SNOWBRIDGE introduced a new retail program to help dealers sell KIRTLAND and PURSUIT packs. It was called the GEAR UP & GO INSTANT REBATE. The consumer rebate was so successful in revitalizing the pack category that we are offering an improved version for 1986.

WHAT IS THE RED TAG INSTANT REBATE?

In its simplest form, the RED TAG INSTANT REBATE is an immediate discount to cyclists who purchase most models of KIRTLAND and PURSUIT packs during the rebate period.

HOW'D THE INSTANT REBATE WORK LAST YEAR?

Here's what dealers who participated last season have to say...

"We sold at least 30% to 50% more KIRTLAND and PURSUIT product last season as a direct result of the rebate."

...Gayle Childers, AYH Store, New York City.

"Before the rebate incentive I thought we had several years of panniers in stock, but as a direct result of the rebate we had to reorder during the season. KIRTLAND, thanks for the help!"

...Doug Handshaw, Collins Cycle, Eugene, OR

"I didn't believe in the program at first, but my employees got behind the rebate and proved me wrong. It really worked. Any dealer who doesn't give the rebate his full support is missing a great opportunity."

...Jerry Pearce, Rainbow Jersey, Milwaukee, WI

- over -



RED TAG INSTANT REBATE

March, 1986

Page 2.

WHY DOES THE REBATE WORK?

"The instant rebate improved two important selling dynamics in our shop. First, a lot of customers who might have otherwise walked out to look for a better deal elsewhere purchased the pack they showed interest in. You know how much time it takes to sell an indecisive customer. The instant rebate effectively turned many indecisive customers into immediate buyers. Second, we could easily move people up to KIRTLAND and PURSUIT from cheaper packs. I always enjoy selling our customers the best product I can. The fact that it was an instant rebate really helped too. You could tell from the change in their buying habits that the customers liked the fact they got the rebate instantly."

...Jim Downs, The Spoke Shop, Billings, MT

Rebates work for several reasons. Consumers are looking for an incentive to purchase. Many are waiting for a "deal". The days of no sales, no discounts, and no buying incentives are gone. (Who ever heard of pre-Christmas sales 5 years ago. Now they are a regular part of many retailers' promotional calendar.) Rebates work better because they are perceived as factory direct programs. Factory programs have the most creditability.

IT SOUNDS GOOD SO FAR, BUT HOW DOES IT WORK?

Very easily and with a minimum of paperwork and hassle for you. Every time you sell a KIRTLAND or PURSUIT pack during the rebate period (thru June 30th), you have the customer fill out an INSTANT REBATE Registration Card, like the sample enclosed, while the sale is being rung up. Charge the customer the retail price minus the INSTANT REBATE indicated on the INSTANT REBATE Savings Sheet on the back of any instant rebate hang tag. You keep the INSTANT REBATE Registration Card, and your customer walks out with up to \$30 off his new KIRTLAND or PURSUIT pack, instantly!

BUT WAIT A MINUTE. THE DEALER'S EXPERIENCING MARGIN EROSION, ISN'T HE?

Only until you return the customer filled-in Registration Cards. When we receive your Registration Cards, your Gross Margin Percentage is restored with a credit to your account.

- continued -

RED TAG INSTANT REBATE

March, 1986

Page 3.

Take the sale of a PURSUIT #7 Pannier as an example of how the INSTANT REBATE works. The suggested retail price on this product is \$99.95. At a 50% margin, you purchase this product for \$49.98. The INSTANT REBATE shown on the Savings Sheet is \$30. The customer pays only \$69.95. He gets his \$30 "instant rebate" right at the cash register. Then, when you return the properly filled-in Registration Card, your account with HINE/SNOWBRIDGE is credited \$15. $\$49.98 - \$15 = \$34.98$, your new effective cost for the pannier. With a cost of \$34.98 and a retail of \$69.95, your margin remains at 50%.

WHEN CAN THE INSTANT REBATE REGISTRATION CARDS BE RETURNED FOR CREDIT?

INSTANT REBATE Registration Cards can be returned at any time up until September 30, 1986, and as often as you like.

CAN THE DEALER SUPPORT THE INCENTIVE WITH ADDITIONAL DISCOUNTS?

Yes, but HINE/SNOWBRIDGE will only support your percent gross margin to the amount shown on the Dealer Credit Sheet, effectively maintaining your percentage margins for purchases at the rebate price.

"We doubled the factory rebate and advertised the price in the local newspapers as an important part of our summer promotional efforts. I was surprised by how many people came through the door asking about the rebate. There's no question the rebate brought people in."

...Bob Cracraft, The Bicycle Center, Boulder, CO

CAN RETAIL CUSTOMERS SEND THE REGISTRATION CARDS DIRECTLY TO HINE/SNOWBRIDGE FOR THE REBATE?

No. The INSTANT REBATE must be given by the dealer who sells the pack. This is for two reasons. First, an instant rebate has the greatest impact. Giving a rebate at the point and time of sale increases the customer's motivation to buy. And secondly, by reestablishing your percentage margin we effectively increase the amount of the rebate we can give, thus making the incentive more effective.

RED TAG INSTANT REBATE
March, 1986
Page 4.

WHAT DOES THE DEALER HAVE TO DO TO SUPPORT THIS INCENTIVE?

You need to take several simple steps to participate in the incentive and assure increased KIRTLAND and PURSUIT sales:

1. Assign a key person on your staff the title of "Rebate Coordinator" and give them the authority to make the rebate program work.
2. Visually separate KIRTLAND and PURSUIT display product from other packs. Be sure packs are properly stuffed and appropriately displayed.
3. Properly price and attach the INSTANT REBATE red hangtags (more are available) to each display pack. (It is important that the consumer sees the red hangtags on the packs.)
4. Insure that you have a sufficient supply of brochures. Ask for more if necessary.
5. Read the INSTANT REBATE Dealer Agreement, fill in and sign the Participating Dealer Postcard or Order Form. Place the postcard or order form in the mail.

Upon receipt of the Participating Dealer Postcard, HINE/SNOWBRIDGE will forward the appropriate number of INSTANT REBATE Registration Cards to cover your 1986 purchases to date.

THIS SOUNDS TOO EASY. WHAT'S THE CATCH?

There is no catch. Once you qualify, the rebate is available to you on your 1986 purchases sold during the rebate period on the packs listed. If you wrote Preseason Orders for KIRTLAND and/or PURSUIT product last fall, you are a "Preseason Dealer" and all you need to do to participate in the RED TAG INSTANT REBATE is read the enclosed Dealer Participation Agreement, follow the instructions on preparing your display, fill in and sign the Participating Dealer Postcard and mail it to HINE/SNOWBRIDGE. When we receive your postcard we'll immediately forward the appropriate INSTANT REBATE Registration Cards to cover your purchases in 1986.

- continued -

RED TAG INSTANT REBATE
March, 1986
Page 5.

BUT WHAT IF I'M A DEALER WHO DIDN'T WRITE PRESEASON ORDERS LAST FALL?

You still qualify to participate for the RED TAG INSTANT REBATE and can immediately participate in the incentive if you have already purchased a minimum of \$500 from HINE/SNOWBRIDGE this season. If you haven't, you can still take advantage of the rebate by writing a single order for a minimum of \$500 for immediate delivery and returning the order on your Participating Dealer Postcard/Order Form.

Additionally, if you didn't order on the Preseason Program and would like to earn 50% margins on PURSUIT product instead of the regular 40% margins, increase your rebate program qualifying order to \$750. With a \$750 rebate program qualifying order, you will also qualify for 50% margin pricing on PURSUIT product on that order and all future PURSUIT orders of over \$275 placed during the season. (50% margin pricing will be effective on future orders, but is not retroactive.)

WHAT PRODUCTS CAN BE SOLD UNDER THE REBATE?

All the products listed on the enclosed Savings Sheet and the back of the red hang tags which were shipped to you during 1986 and sold during the rebate period can be included in the rebate.

WHAT WILL HINE/SNOWBRIDGE DO WITH THE CONSUMER COMPLETED INSTANT REBATE CARDS?

Several things. When we receive the cards back from you indicating purchases under the INSTANT REBATE, the cards will be inspected and the information on the products sold through the incentive will be loaded onto a computer program. The program will check to insure the rebate was given on product purchased in 1986. Then the program will figure up the amount of credit due and will credit your account. The computer will also print a confirmation of the credited items and amounts. This confirmation will be returned to you to keep your accounting records straight.

In addition, HINE/SNOWBRIDGE will be contacting each person who fills out a Registration Card and will be forwarding brochures to them along with other information. Surveys will be sent out to randomly selected registrants.

RED TAG INSTANT REBATE
March, 1986
Page 6.

YOU MEAN DEALERS DON'T HAVE TO GET INVOLVED WITH A LOT OF TIME CONSUMING ACCOUNTING FOR THE PROGRAM?

That's right. You may keep track of the packs you sold to double check your credits, but the computer program will do all the work for you.

WHEN CAN WE START GIVING OUR CUSTOMERS THE INSTANT REBATE?

You may begin the incentive in your shop as soon as you attach the red hang tags, prepare your pack display and get the proper INSTANT REBATE Registration Cards.

WHAT ELSE CAN THE DEALER DO TO HELP?

"I felt that KIRTLAND had really given us a unique sales opportunity and I took it upon myself to take maximum advantage of it. First, I tagged each product with its own rebate card. This required getting a tagging "gun", but we needed one in the store anyway. Next, we had the fellow who paints our window signs make a huge rebate poster. You could read it from the street. Then, I occasionally reminded our sales staff that the rebate was in effect. I was amazed at how well the rebate worked. KIRTLAND, If you're going to have another rebate, count us in!"

...Mark Elmer, Guthrie Bicycle, Salt Lake City

As experienced by Mark Elmer and a host of other dealers, consumer buying incentives work best when the retailer makes a commitment to actively participate and promote it. To take full advantage of the RED TAG INSTANT REBATE, you need to assign a "Rebate Coordinator", give them the authority to make the program work, make sure they take the steps outlined above and keep a good stock of product on hand.

A good way to re-familiarize your sales people on the KIRTLAND and PURSUIT lines in preparation for an effective rebate program would be to give a showing of The KIRTLAND Experience video clinic. You can get a copy of the 21 minute video either through your sales representative or directly from the office here in Boulder.

Instant rebates make selling easier. They can work for you too.

kirtland

1986 Order Form



Dealer Code _____ Date Required _____

Order No. _____ Entered By _____

Dealer P.O. No. _____ Today's Date _____

Date Entered _____ Order Taken By _____

 HINE/SNOWBRIDGE, INC. • 4750 Nautilus Ct. So. • Boulder, CO 80301 • ORDER DESK 800-BIKEPAK
 MAILING ADDRESS: P.o. Box 4059 • Boulder, CO 80306 • Telephone (303) 530-1530 245-3725

_____ PUR: 39994 _____ TP: 29994 _____ BP: 29995 _____ FP: 29996 _____ OP: 29997

BILL TO: _____

SHIPTO: _____

K I R T L A N D

PANNIERS

		Blue	Red	Black	Purple	TOTAL
ST II	2110	110	130	190	120	
XT II	2130	110	130	190	120	
LT II	2150	110	130	190	120	

HANDLEBAR BAGS

ST II	2320	110	130	190	120	
XT II	2340	110	130	190	120	
Camera Carrier	2770	Grey 100				

BLAZER PACKS

		Black			
Blazer Panniers	2521	190			
Blazer Rack Pack	2523	190			
Compact Handlebar Bag	2522	190			

FAS-PAKS™

		Blue	Red	Black	Purple
Fas-Pak 80 card of 6	2554	110	130	190	120
Fas-Pak 290	2552	110	130	190	120
Fas-Pak 470	2550			190	

'ROUND TOWN PACKS

		Black	Silver Grey		
Attache Pannier	2571	190			
Duffle Rack Pack	2577	190			

SEAT/OTHER PACKS

		Blue	Red	Black	Purple
Trekker II	2625	110	130	190	120
Seat Bag II	2650	110	130	190	120
Tucker Pack (Display)	2660	800			
Tucker Pack (Bag-dz.)	2660	910	930	990	020
Tucker Pack (Bag-Assrt.)	2661	000			

CYCLE SHADES™

Asrt. Styles	2810	000			
Style A	2820	000			
Style B	2830	000			
Point-Of-Purchase Display	2840	000			

P U R S U I T

PANNIERS

		Blue	Red	Black	TOTAL
Pursuit 7	3110	110	130	190	
Pursuit 5	3130	110	130	190	
Pursuit 3	3150	110	130	190	
Mtn. Panniers	3170	110	130	190	

HANDLEBAR BAGS

Pursuit 7	3320	110	130	190	
Pursuit 5	3340	110	130	190	
Pursuit 3	3360	110	130	190	
Mtn. Handlebar Bag	3380	110	130	190	

OTHER PACKS

'Round Town Baskets	3410	110	130		
Racketeer	3470	110	130	190	
Hot Pursuit	3633	110	130	190	
Pocket Pack	3710			190	
Tool Roll	3720			190	

SEAT BAGS

Large Seat Bag	3622	110	130	190	
Small Seat Bag	3611	110	130	190	

ACCESSORIES

Down Tension Straps	3795	190			
Pannier Dropout Hooks	3791	000			

NOVA PACKS

Nova HBB	2370	800			
Nova Seat Bag	2655	800			

OTHER ITEMS

		KIRTLAND	PURSUIT
1½" Shoulder Strap	3/2790	190	190
Front Bag Support	3/2799	190	190
Map Case	3/2792	100	100
Attache Case	2775	070	070
KIRTLAND Rep. Sample Case	3/2940	110	110
Selling Hangtags	3/2930	100	100

		VHS	BETA
"The KIRTLAND Experience" Video	294	51	61

All shipments FOB Boulder, Colorado. This order subject to credit approval by HINE/SNOWBRIDGE, Inc. Prices subject to change without notice. Orders will be invoiced at prices in effect on date of shipment. 1½% interest charged per month on past due account balances. Returned items will not be accepted without prior written permission and are subject to a restocking charge of 15%.

Signature _____

Date _____



Shop: _____ H/S Dealer #: _____
 Address: _____
 City: _____ State: _____ Zip: _____
 Rebate Coordinator: _____
 HOME Address: _____
 City: _____ State: _____ Zip: _____

We have performed the following in preparation for the Instant Rebate:

- _____ Assigned the position of Rebate Coordinator.
- _____ Visually separated your KIRTLAND and PURSUIT display product, properly stuffed and appropriately displayed the packs.
- _____ Attached the red Rebate Hangtags to the display product after properly pricing them.
- _____ Brought our 1986 purchases up to the \$500 minimum to participate in the program with the enclosed order if we didn't order on the Preseason Program.
- _____ Brought our 1986 purchases up to the \$750 minimum to get 50% margins on all PURSUIT orders of over \$275 this season if we didn't order on the Preseason Program.
- _____ Ordered a sufficient supply of brochures.
- _____ Read and understood the Participating Dealer Agreement.

Help . . . we need _____ more red Rebate Hangtags for our display packs. Please send them immediately!
 YES, I agree to the terms & conditions of the Participating Dealer Agreement, understand that the Instant Rebate is for 1986 purchases only, have performed the steps outlined above and would like our shop to be a Participating Dealer.
 NO, I don't want to make selling packs easier and more profitable this year, count me out.

Manager's Signature: _____



Experience the technology that rides in space.

KIRTLAND/PURSUIT
 P.O. Box 4059
 Boulder, CO 80306



c/o KIRTLAND
 P.O. Box 4059
 BOULDER, CO 80306

22¢
 Stamp

STAPLE HERE

1986

RED TAG INSTANT REBATE

DEALER CREDIT SHEET

	----- 40% MARGIN PURCHASES -----			----- 45% MARGIN PURCHASES -----		
	Wholesale Cost	Amount Credited for Rebate Sale	Effective Dlr's Cost on Rebated Product	Wholesale Cost	Amount Credited for Rebate Sale	Effective Dlr's Cost on Rebated Product
KIRTLAND PRODUCT						
ST II Panniers	\$83.97	\$12.00	\$71.97	\$76.97	\$11.00	\$65.97
XT II Panniers	71.97	12.00	59.97	65.97	11.00	54.97
LT II Panniers	59.97	2.40	57.57	54.97	2.20	52.77
ST II Handlebar Bag	47.97	6.00	41.97	43.97	5.50	38.47
XT II Handlebar Bag	35.97	6.00	29.97	32.97	5.50	27.47
Camera Carrier	13.17	1.20	11.97	12.07	1.10	10.97
Blazer Panniers	77.97	8.40	69.57	71.47	7.70	63.77
Blazer Rack Pack	29.97	6.00	23.97	27.47	5.50	21.97
Compact Handlebar Bg	11.97	2.40	9.57	10.97	2.20	8.77
Faspak 80 (each)	9.57	.60	8.97	8.77	.55	8.22
Faspak 290	No rebate is offered on the Faspak 470 or 290 as the '86 price already reflects a significant discount off the '85 pricing.					
Faspak 470						
Attache Pannier	35.97	6.00	29.97	32.97	5.50	27.47
Duffle Rack Pack	22.17	4.20	17.97	20.32	3.85	16.47
Trekker Rack Pack	23.10	5.13	17.97	21.18	4.70	16.48
Seat Bag II	10.17	1.80	8.37	9.32	1.65	7.67
Tucker (each)	No rebate is given on this product.					
PURSUIT PRODUCT						
	--- 40% MARGIN PURCHASES ---			----- 50% MARGIN PURCHASES -----		
#7 Panniers	59.97	18.00	41.97	49.98	15.00	34.98
#5 Panniers	51.57	15.60	35.97	42.98	13.00	29.98
#3 Panniers	41.97	12.00	29.97	34.98	10.00	24.98
Mtn. Panniers	59.97	18.00	41.97	49.98	15.00	34.98
#7 Handlebar Bag	29.97	6.00	23.97	24.98	5.00	19.98
#5 Handlebar Bag	23.97	6.00	17.97	19.98	5.00	14.98
#3 Handlebar Bag	17.97	3.00	14.97	14.98	2.50	12.48
Mtn. Handlebar Bag	10.77	1.80	8.97	8.98	1.50	7.48
Round Town Baskets	28.17	2.40	25.77	23.48	2.00	21.48
Racketeer	29.97	6.00	23.97	24.98	5.00	19.98
Seat Bag Large	9.30	1.53	7.77	7.75	1.27	6.48
Seat Bag Small	7.50	1.53	5.97	6.25	1.27	4.98
Hot Pursuit	7.77	.60	7.17	6.48	.50	5.98
Pocket Pak	10.77	4.80	5.97	8.98	4.00	4.98
	(Preseason orders for the Pocket Pak will not qualify for dealer credit since they are already invoiced at the \$4.98 dealer cost.)					
Tool Roll	No rebate is given on this product.					
NOVA Handlebar Bag	9.17	1.20	7.97	9.17	1.20	7.97
NOVA Seat Bag	4.71	.73	3.98	4.71	.73	3.98

PARTICIPATING DEALER AGREEMENT

1986 RED TAG INSTANT REBATE

The RED TAG INSTANT REBATE is a consumer buying incentive and is intended to benefit consumers with an in-store discount on selected KIRTLAND and PURSUIT products when the Registration Cards are properly filled in. The RED TAG INSTANT REBATE Incentive is offered to KIRTLAND/PURSUIT dealers with the following understanding:

- > The RED TAG INSTANT REBATE incentive is only for products purchased from HINE/SNOWBRIDGE after January 1, 1986, sold through retail outlets during the incentive buying period (up to June 30, 1986), and for which properly completed Registration Cards have been returned.
- > All INSTANT REBATE Registration Cards which are to be returned for credit need to be at HINE/SNOWBRIDGE by September 30, 1986.
- > Registration Cards need to be filled out by retail customers and will only be submitted for products which are purchased by retail customers during the incentive program, thru June 30, 1986. Registration Cards which are not properly filled in and/or are not legible and/or are missing complete addresses and other information will not qualify for credits.
- > Invoices and other accounts payable to HINE/SNOWBRIDGE will continue to be due as indicated. Please do not take credits generated by the Incentive Program until you have received the computer generated credit sheet(s).
- > HINE/SNOWBRIDGE reserves the right to withdraw or modify this program at any time and for any reason. Changes to the program will be announced in writing and dealers will be credited for properly completed rebate sales up to the date of the withdrawal or change in the program.
- > HINE/SNOWBRIDGE prefers to state the rules and regulations for programs like the RED TAG INSTANT REBATE in the simplest, most straight forward form. Because of this, occasionally there are misunderstandings as to the intent or implementation of the program. If for any reason there is a dispute as to the interpretation of the program, HINE/SNOWBRIDGE reserves the right to rule on the interpretation, probably in its favor.

To participate in the Incentive the dealer must perform the following:

1. Assigned the position of Rebate Coordinator to a key individual on your staff and give them the authority to implement the program.
2. Visually separate your KIRTLAND and PURSUIT display product. Be sure packs are properly stuffed and appropriately displayed.
3. Price the Red Rebate Hangtags for your display product, then attach them in a prominent manner.
4. Request more red Rebate Hangtags and brochures as needed.
5. Bring your 1986 purchases up to the \$500 minimum if you didn't order on the Preseason Program, \$750 if you didn't Preseason and want 50% margins on PURSUIT.
6. Fill-in, sign and mail the Participating Dealer Postcard/Order Form.

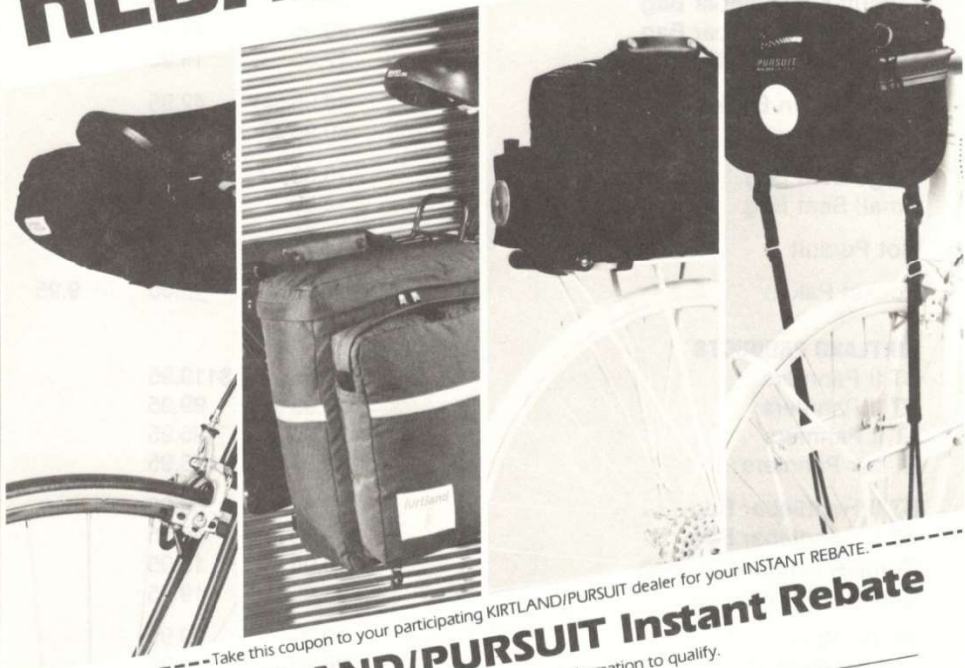
Save up to **\$30**

KIRTLAND & PURSUIT'S



FACTORY AUTHORIZED INSTANT REBATE

INSTANT REBATES on most models of KIRTLAND Generation II and PURSUIT packs: from Panniers (up to \$30) and Handlebar Bags (up to \$10) to seat and other packs (up to \$10).



Remember: INSTANT REBATES through June 30th only at participating KIRTLAND/PURSUIT dealers everywhere!

Write for a free color catalog, dealer list and specifics on the Instant Rebate: KIRTLAND/PURSUIT, P.O. Box 4059KPF, Boulder, CO 80306. 303/530-1530.

KIRTLAND/PURSUIT Instant Rebate

Print clearly. Complete all information to qualify.

Name: _____ Date: _____

Address: _____ Zip Code: _____

State: _____

Daytime Phone: _____

KIRTLAND/PURSUIT Product Purchased: _____ = Price Paid: _____

Retail Price: _____ - Rebate: _____

Dealer Information: _____ H/S Dealer Number: _____

Store: _____ Sales Person: _____

Manager's Signature: _____



Experience the technology that rides in space.

KIRTLAND & PURSUIT's



FACTORY AUTHORIZED INSTANT REBATE

For a limited time only.

*Double rebate
SAVE EVEN MORE!*

	Suggested Retail	INSTANT REBATE PRICE		YOU SAVE	
PURSUIT PRODUCTS					
Pursuit 7 Pannier	\$99.95	\$85.95	\$69.95	\$15.00	\$30.00
Pursuit 5 Pannier	85.95	72.95	59.95	13.00	26.00
Pursuit 3 Pannier	69.95	59.95	49.95	10.00	20.00
Mountain Pannier	99.95	85.95	69.95	15.00	30.00
Pursuit 7 Handlebar Bag	49.95	39.95		10.00	
Pursuit 5 Handlebar Bag	39.95	29.95		10.00	
Pursuit 3 Handlebar Bag	29.95	24.95		5.00	
Mountain Handlebar Bag	17.95	14.95		3.00	
Round Town Baskets	46.95	42.95		4.00	
Racketeer	49.95	39.95		10.00	
Large Seat Bag	15.50	12.95		2.55	
Small Seat Bag	12.50	9.95		2.55	
Hot Pursuit	12.95	11.95		1.00	
Pocket Pak	17.95	13.95	9.95	4.00	8.00
KIRTLAND PRODUCTS					
ST II Panniers	\$139.95	\$119.95		\$20.00	
XT II Panniers	119.95	99.95		20.00	
LT II Panniers	99.95	95.95		4.00	
Blazer Panniers	129.95	115.95		14.00	
ST II Handlebar Bag	79.95	69.95		10.00	
XT II Handlebar Bag	59.95	49.95		10.00	
Compact Handlebar Bag	19.95	15.95		4.00	
Camera Carrier	21.95	19.95		2.00	
Blazer Rack Pack	49.95	39.95		10.00	
Trekker Rack Pack	38.50	29.95		8.55	
Attache Pannier	59.95	49.95		10.00	
Duffle Rack Pack	36.95	29.95		7.00	
Seat Bag II	16.95	13.95		3.00	
Faspak 80	15.95	14.95		1.00	
NOVA Handlebar Bag	19.95	15.95		4.00	
NOVA Seat Bag	9.95	7.95		2.00	

INSTANT REBATES available through participating KIRTLAND/PURSUIT dealers on products listed. Rebates available for a limited time only. All sales final.



KIRTLAND & PURSUIT'S



FACTORY AUTHORIZED INSTANT REBATE

For a limited time only.

KIRTLAND & PURSUIT'S



FACTORY AUTHORIZED INSTANT REBATE

For a limited time only.

*Double Rebate!
SAVE EVEN MORE!*

PURSUIT PRODUCTS	Suggested Retail Price	INSTANT REBATE PRICE	YOU SAVE
Pursuit 7 Pannier	\$99.95	\$85.95 \$69.95	\$15.00 \$30.00
Pursuit 5 Pannier	85.95	72.95 59.95	13.00 26.00
Pursuit 3 Pannier	69.95	58.95 49.95	10.00 20.00
Mountain Pannier	99.95	85.95 69.95	15.00 30.00
Pursuit 7 Handlebar Bag	49.95	39.95	10.00
Pursuit 5 Handlebar Bag	39.95	29.95	10.00
Pursuit 3 Handlebar Bag	29.95	24.95	5.00
Mountain Handlebar Bag	17.95	14.95	3.00
Round Town Baskets	46.95	42.95	4.00
Racketeer	49.95	39.95	10.00
Large Seat Bag	15.50	12.95	2.55
Small Seat Bag	12.50	9.95	2.55
Hot Pursuit	12.95	11.95	1.00
Pocket Pak	17.95	12.95 9.95	4.00 8.00

KIRTLAND PRODUCTS

ST II Panniers	\$139.95	\$119.95	\$20.00
XT II Panniers	119.95	99.95	20.00
LT II Panniers	99.95	95.95	4.00
Blazer Panniers	129.95	115.95	14.00
ST II Handlebar Bag	79.95	69.95	10.00
XT II Handlebar Bag	59.95	49.95	10.00
Compact Handlebar Bag	19.95	15.95	4.00
Camera Carrier	21.95	19.95	2.00
Blazer Rack Pack	49.95	39.95	10.00
Trekker Rack Pack	38.50	29.95	8.55
Attache Pannier	59.95	49.95	10.00
Duffle Rack Pack	36.95	29.95	7.00
Seat Bag II	16.95	13.95	3.00
Faspak 80	15.95	14.95	1.00
NOVA Handlebar Bag	19.95	15.95	4.00
NOVA Seat Bag	9.95	7.95	2.00

Retail Price: _____

REBATE PRICE: _____

You SAVE: _____

TURN OVER for INSTANT REBATES on other specially priced KIRTLAND and PURSUIT packs.

KIRTLAND/PURSUIT Instant Rebate

Print clearly. Complete all information to qualify.

Name: _____ Date: _____

Address: _____

State: _____ Zip Code: _____

Daytime Phone: _____

Product Purchased: _____

Retail Price: _____ - Rebate: _____ = Price Paid: _____

Signature: _____

TO BE FILLED OUT BY DEALER

H/S Dealer Number: _____

Store: _____ Sales Person: _____

Manager's Signature: _____

