

Introducing
Generation II from

kirtland



BOULDER COLORADO

Totally NEW Concepts
in Bicycling Packs.

1984 PRESEASON WORKBOOK

The 1984 KIRTLAND II Preseason Discount Program

The Straight Forward Approach to Improving Your Bottom Line.

Successful businesses require thoughtful planning. Our Preseason Discount Program permits you to plan ahead and improve the three key factors affecting your bottom line:

- 1—GROSS MARGIN
- 2—INVENTORY TURN
- 3—HAVING THE RIGHT PRODUCT AT THE RIGHT TIME

Since 1978, when KIRTLAND introduced it's first Preseason Program we have consistently offered generous annual discounts and ordering incentives designed to maximize the profits you realize from your KIRTLAND sales.

Our 1984 Program is no exception. Here are the benefits you have come to expect from KIRTLAND Preseasons:

- **EXTENDED DATING**—45, 60, and 90 DAY TERMS.
- **UP TO 52% MARGIN.**
- **GUARANTEED PRICES** for January/February.
- **FREE FREIGHT.**
- **BIGGER DISCOUNTS.**

In addition, you receive a comprehensive package of Profit Options exclusively from KIRTLAND:

- **TWO FAST TURNING NOVA PRODUCTS.**
- **BIG DISCOUNTS** on DISPLAY MATERIALS.
- **NO RISK ORDERING** with Stock Balancing and Order Adjusting.
- **KIRTLAND TOURING HEADQUARTERS LISTING.**

To qualify for all of these discounts and ordering incentives:

**SIMPLY WRITE A PRESEASON ORDER FOR 1/4 OF YOUR 1983
KIRTLAND PURCHASES FOR SHIPMENT IN JANUARY OR
FEBRUARY.**

The bottom line for you is increased margins; better inventory turns; and having the right product when you order on the 1984 KIRTLAND II PRESEASON DISCOUNT PROGRAM.

Inventory Planning with the 1984 Preseason Workbook

To simplify planning your KIRTLAND II stocking needs we again offer our Workbook: your one-stop organizer which helps you outline your orders for the coming season.

Here's how it works . . . extend your product needs by month in the Workbook and then transfer these numbers to individual order forms for each desired delivery date. (The 1984 Order Form is on page 17.) Maintain the Workbook on file as a quick glance reference throughout the season.

As an established KIRTLAND dealer you receive an accurate, computer generated, spread sheet of your 1983 purchases. Use this information as a guide for 1984 Preseason Ordering.

REMEMBER: KIRTLAND Preseasons are written at NO RISK. You will receive acknowledgement by mail detailing each order before shipment. You may use this acknowledgement to change or reduce the product mix on the order.

Our Workbook outlines January 1st through July 31st for shipment of Preseasons. KIRTLAND will accept written Preseason Orders until November 23, 1983.

All other details are available on page 19 of this Workbook.

Make an appointment with your KIRTLAND sales representative to examine the complete KIRTLAND Generation II line.

Introducing . . .
Generation II

Kirtland



"KIRTLAND II represents a very significant advance in bicycle pack technology. A new level of design excellence insuring that KIRTLAND products will continue to set the highest standard for performance and innovation."

Greg Hine
Hine/Snowbridge, Inc.

MARKET SEGMENTATION: the Sales Tool for the 80s

The bicycle market is changing. More of your customers are demanding and paying top dollar for performance products designed for specific forms of bicycling.

Four different market segments, each with distinct product needs, can be identified from today's diversified buying patterns: touring enthusiasts, all-terrain bicyclists, racers/performance cyclists, and commuters.

This fundamental market segmentation requires a dramatic change in the traditional concept of what a pack line should offer. The new KIRTLAND II line reflects this change with design-specific product categories to meet the needs of these emerging pack markets:

TOURPAKS

Packs for long distance, self-contained bicycle travel as well as lightweight, sport touring.

KIRTLAND II PANNIERS feature revolutionary, new mounting technology. Our exclusive LEVERLOK™* Suspension actually clamps the panniers to the carrier with a flick of the LEVERLOK™ tab.

KIRTLAND II HANDLEBAR BAGS have been redesigned and up-graded with functional new features like the KEY KEEPER™, REFLECTIVE SAFETY INSETS, and SNAP-SAFE POCKETS.™

All KIRTLAND II TOURPAKS are constructed from 8 oz. nylon pack fabric in bold new colors and include tough 11 oz. Cordura® Wear Panels for abrasion protection.

BLAZER™ Packs

The BLAZER Packs were designed and tested with the help of our Mountain Bike Advisory Panel to make them practical and tough for off-road use.

BLAZER PANNIERS are a very important application of our LEVERLOK™* Suspension: Jump any stump and these panniers remain locked to the rack.

FAS-PAKS™ *

These packs were a great success in 1983 because they are perfect for the needs of the performance sport rider.

THE FAS-PAKS™ 80, 290, and 470 are engineered to mount behind the seat, and complement the efficient, uncluttered style of any sleek racing machine.

TOURING LUGGAGE

Two packs targeted for the riding style of commuting cyclists.

Handsome, professional appearance that looks well at the office and health club, and a functional suspension means a stable ride while cycling.

Kirtland II

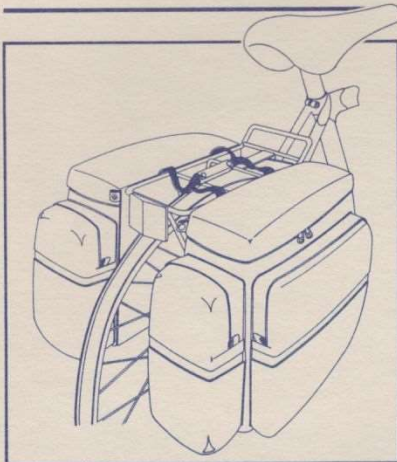


Panniers

Featuring our extraordinary Generation II Suspension System that's engineered to LEVERLOK™ mount on all racks including Low Riders.

- The LEVERLOK™ SUSPENSION—Exclusive high-tech mounting device clamps panniers firmly to any rack with a flick of the easy-to-reach LEVERLOK™ tab. No swaying, no bouncing, no movement at all.
- FOUR-WAY PACK SUPPORT—Main aluminum stiffener; two poly stiffeners on bottom and front cut away surfaces; and HOLD OPEN BAR* combine for superb load control.
- DOUBLE-CANT PROFILE—Narrow front surface reduces wind resistance while extra full bottom surface positions load for lower center of gravity.

BLUE RED BLACK



ST II PANNIERS*

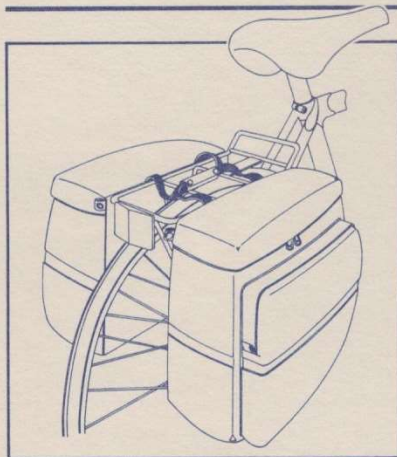
with the LEVERLOK™ Suspension.

- The largest Generation II Pannier system. Designed for extended expedition touring.
- Six roomy external pockets. All feature the *new* TOP ACCESS™ zipper opening.
- AIR-DRY™ POUCH of mesh dries wet items as you ride. Zips out of sight when not needed.
- Full luggage use with perimeter snap together and leather carrying handle.
- REFLECTIVE SAFETY INSET of Scotchlite® 8910. Positioned for full visibility from side to back.

APPROXIMATE VOLUME: 2200 cu. in.

(For Your S/T Elite Customer.)

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XT II PANNIERS*

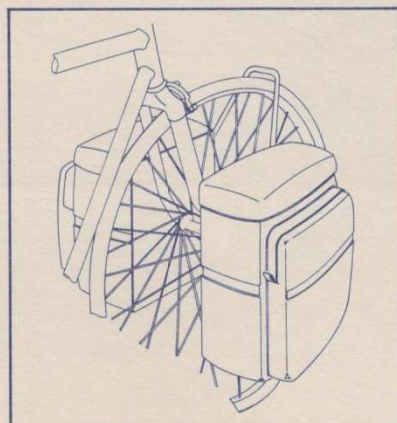
with the LEVERLOK™ Suspension.

- Medium capacity system perfect for lightweight, fast touring.
- Two large side pockets for load organization. Both have *new* TOP ACCESS™ zipper opening.
- REFLECTIVE SAFETY INSET of Scotchlite® 8910. Highly visible from both sides and back.
- Snap together for luggage use. Leather carrying handle.
- KIRTLAND traditional top panel loading main compartment with double zipper pulls.

APPROXIMATE VOLUME: 1900 cu. in.

(For Your C-900, C-600 Customer.)

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LT II FRONT / REAR PANNIERS*

with the LEVERLOK™ Suspension.

- Primarily designed for Lowriders (or regular front racks) to complete the KIRTLAND II touring system. Equally convenient on the rear rack for light touring in town, or on the road.
- External side pockets with *new* TOP ACCESS™ zipper opening.
- REFLECTIVE SAFETY INSET OF Scotchlite® 8910. 360 degrees of visibility—front, sides, and back for added safety on either rack.
- KIRTLAND's popular top panel loading main compartment with double zipper pulls.

APPROXIMATE VOLUME: 1600 cu. in.

(For Your C-300 Customer.)

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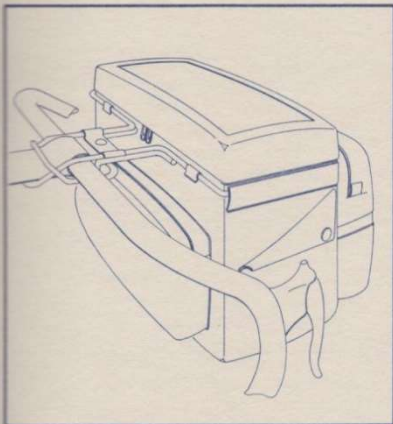
Kirtland II



Handlebar Bags

Bold, new styling and feature-intensive specifications.

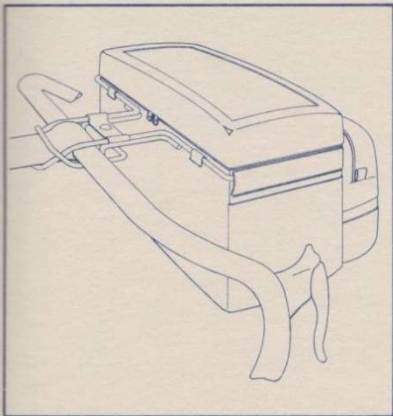
- The famous, patented ULTRA SUPPORT SYSTEM** for the perfect balance between stability and convenience.
- Aluminum stiffeners on back and bottom for traditional, square shape that sits up when off the bicycle.
- Integrated Map Compartment keeps maps dry and safe.
- REFLECTIVE SAFETY INSET of Scotchlite® 8910 on front pocket shines a bright warning.



ST II HANDLEBAR BAG**

- Seven external pockets—an organizer's dream! Includes exclusive SNAP-SAFE™ entry side pockets.
- Four internal pockets and compartments hold maps, water bottle, sunglasses and pen.
- KIRTLAND II KEY KEEPER™ snaps keys securely so they won't get lost.
- Detachable 1 1/2" Shoulder Strap included for handbag use.

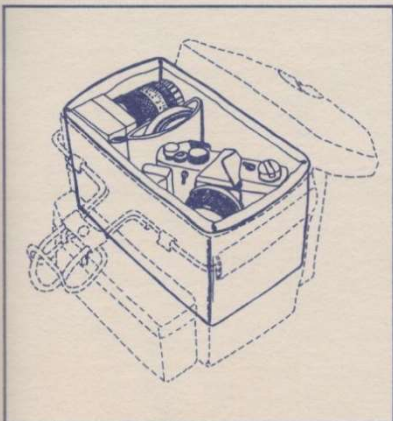
APPROXIMATE VOLUME: 680 cu. in.
(For Your S/T Elite Customer)



XT II HANDLEBAR BAG**

- A compact version of the ST II with the same quality detailing.
- Three external pockets: large front pocket and two side envelope pockets for small items.
- REFLECTIVE SAFETY INSET of Scotchlite® 8910.
- Comfortable 1 1/2" Shoulder Strap is optional.

APPROXIMATE VOLUME: 480 cu. in.
(For Your X/T Elite Customer)



CAMERA CARRIER

- Quick access and protection for valuable camera gear while riding.
- Sides and bottom construction with a thick layer of closed cell foam.
- Three internal compartments with moveable Velcro® attached partitions separate and organize components.
- Fits most Handlebar Bags and Panniers. A great add-on touring sale.

APPROXIMATE VOLUME: 215 cu. in.

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AVAILABLE WITH LIGHT GREY LINING AND BLACK EXTERIOR

** PATENTED

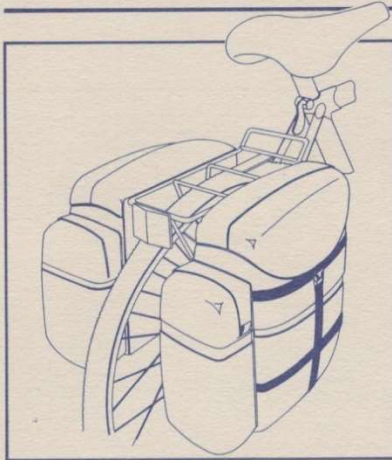
Kirtland II



BLAZER™ Packs

Action packs designed tough for all-terrain bicycling.

- BLAZER™ Panniers feature:
 - TRAIL PROFILE contours to a narrower bottom section that resists snagging during tight off-road use.
 - DOUBLE WEATHER-BARRIER CLOSURE on main compartment: contoured top flap with Fastex® Quick-Release buckle over a rain and dust collar secured with drawstring and cordlock.
 - Dual Compression Straps for effective load control.
- All BLAZER™ Packs are built with heavy duty 11 oz. Cordura® in black for a classic, rugged appearance. WATER-LOK™ weather-proofing for extra protection.



BLAZER™ FRONT / REAR PANNIERS

with the LEVERLOK™* Suspension.

- Engineered for use on Lowriders and regular front racks, or standard rear carriers.
- Deep external back pocket fits camping or gas bottles. Positioned to avoid snagging on rocks and brush.
- Handy zipper opening pocket in top flap is a great spot to carry incidentals.
- BLAZER™ Panniers make a great road touring system. REFLECTIVE SAFETY INSET of Scotchlite® 8910 for nighttime riding.

APPROXIMATE VOLUME: 1850 cu. in.

BLACK

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BLAZER RACK PACK

- Handy rack pack for daytrips holds convenience items normally packed in Handlebar or Seat Bags on a road bike. Positioned for carefree trail riding.
- Main compartment with wrap around zipper.
- Three easy-to-reach external zipper pockets.
- Dependable four-point attachment.
- Carry handle for use off the bicycle.

APPROXIMATE VOLUME: 800 cu. in.

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KIRTLAND II Lifetime Guarantee

GUARANTEE: If a KIRTLAND II product ever becomes unsatisfactory due to a defect in materials or workmanship, return it to us. We will repair or replace it at our option. No conditions. No time limits.

No item is completely indestructible though, and should your product need repair due to normal wear and tear or any other reason which is not our fault, we will gladly put it back in shape as inexpensively as possible.

In either case, just call Customer Service at 303/530-1530 or send the item (thoroughly cleaned) along with a note detailing the problem to KIRTLAND 4750 Nautilus Court South, Boulder, CO 80301.

Kirtland II



Fas-Paks™ *

A KIRTLAND original last season—you know these packs are hot-sellers!

- Designed with the convenience of a touring bag and the performance of no-nonsense racing gear.
- Engineered with the WEDGE PROFILE. This shape follows contour of the seat to eliminate leg interference. Mounts out of sight; out of mind; and out of the wind.
- REMEMBER: All Fas-Paks come with point of purchase packaging for eye-catching in-store display.

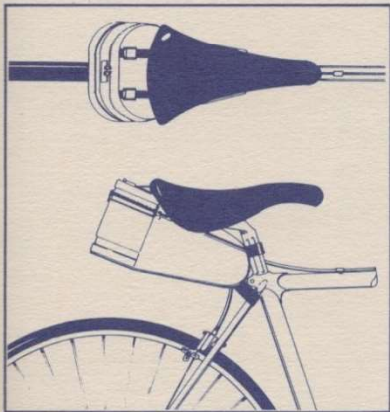
BLACK SILVER



FAS-PAK™ 80

- Finally—a compact tire sock with clean, functional design for fine pro bicycles.
- Main compartment holds two lightweight tubulars or one spare and other items.
- Exterior zip pocket for wallet and keys.
- Seat wire mounting strap and Velcro® seat post fastening.
- Available in 11 oz. Cordura® Nylon.

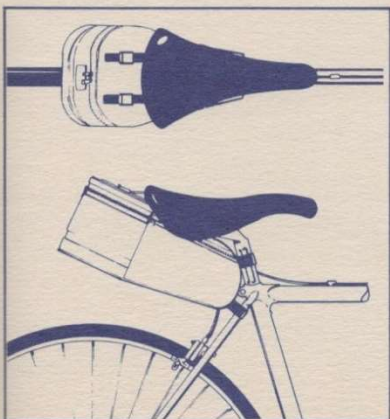
APPROXIMATE VOLUME: 80 cu. in.



FAS-PAK™ * 290

- Much more than a high performance Seat Bag.
- Wrap-around, double-pull zipper access.
- Unique Fas-Pak 3-point suspension with full plastic stiffener.
- Handy exterior key and wallet pocket.
- REFLECTIVE SAFETY INSET of Scotchlite® 8910 material.
- Available in 11 oz. Cordura® Nylon.

APPROXIMATE VOLUME: 290 cu. in.



FAS-PAK™ * 470

- The capacity and convenience of a Handlebar Bag mounted out-of-sight and out-of-mind.
- Perfect volume for use as an adventure ride support pack.
- Stable Fas-Pak 3-point suspension with heavy-duty plastic stiffener.
- Full wrap-around zipper access with double-pull sliders.
- REFLECTIVE SAFETY INSET of Scotchlite® 8910 material.
- Available in 11 oz. Cordura® Nylon.

APPROXIMATE VOLUME: 470 cu. in.

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Kirtland II



Seat Bags

Here are two of KIRTLAND's most popular selling products.

- The SEAT BAG II—our old standard upgraded to join Generation II. Features a REFLECTIVE SAFETY INSET of Scotchlite® 8910 material.
- The TUCKER PACK—KIRTLAND sells them by the dozen so you can keep them in stock. High turn, self-service display card sits on the counter or mounts on the wall. (Please specify if you wish bulk replacement pack or display card.) **NOW AVAILABLE IN BLACK!**

BLUE RED BLACK

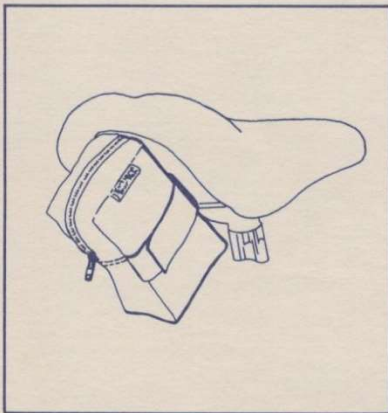


SEAT BAG II

- The classic design for carrying all those small touring necessities.
- Sturdy POLY STIFFENER, and yes—it's shipped assembled!
- Two point molded nylon buckle suspension with web reinforcing for longer wear.
- Full wrap-around zipper for easy access.

APPROXIMATE VOLUME: 270 cu. in.

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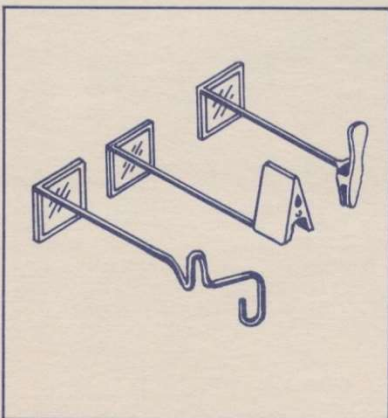


TUCKER PACK

- A clean and compact unit designed especially for those riding clincher tires.
- Sized for lightweight tube, tire irons, and patch kit.
- Velcro® fastening strap tucks pack securely under saddle.
- Zipper closure.

APPROXIMATE VOLUME: 30 cu. in.

	ASRT DISPL	ASRT BAG	BLUE BAG	RED BAG	BLACK BAG
	DZ	DZ	DZ	DZ	DZ
PRESEASON DELIVERY					
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JULY					
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TOTAL					



REAR VIEW MIRRORS

- A strong accessory sale for the safety conscience bicyclist.
- Three styles: HELMET; TEMPLE; and WIRE RIM.
- Sold on display cards of five units.

	HELMET	TEMPLE	WIRE RIM
	5/CARD	5/CARD	5/CARD
PRESEASON DELIVERY			
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Kirtland II



Touring Luggage

Packs for "life-style" bicyclists. Tailored for use off the bicycle, but engineered for functional performance while riding.

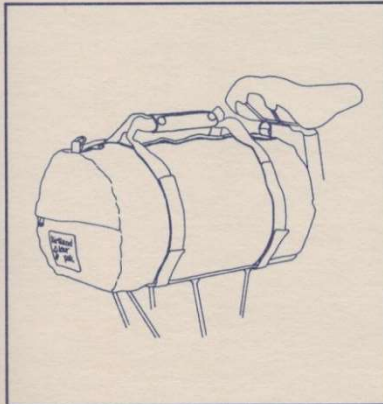
- Tough 11 oz. Cordura® nylon for the rich, distinctive appearance and quality detailing of fine soft luggage. WATER-LOK™ weather-proofing.
- Proven KIRTLAND Suspension Systems designed for easy mounting and stable ride.



ATTACHE PANNIER

- Handsome, professional appearance with functional and stable Twin Spring Suspension.
- Six interior pockets and paperwork dividers in a roomy 3" deep briefcase format.
- Easy-to-reach exterior key and change pocket.
- Fully padded sides. Wrap-around zipper for easy fold open access.

APPROXIMATE VOLUME: 709 cu. in.



DUFFLE RACK PACK

- The classic duffle look with convenient rack top mounting.
- This large volume rack pack has KIRTLAND's traditional luggage style detailing.
- Zipper opening exterior key and wallet pocket.
- Plastic bottom support and compression mounting straps for load control.
- Leather carrying handle.

APPROXIMATE VOLUME: 945 cu. in.

BLACK SILVER

		BLACK	SILVER
PRESEASON DELIVERY	JAN		
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1-800-BIKE PAK

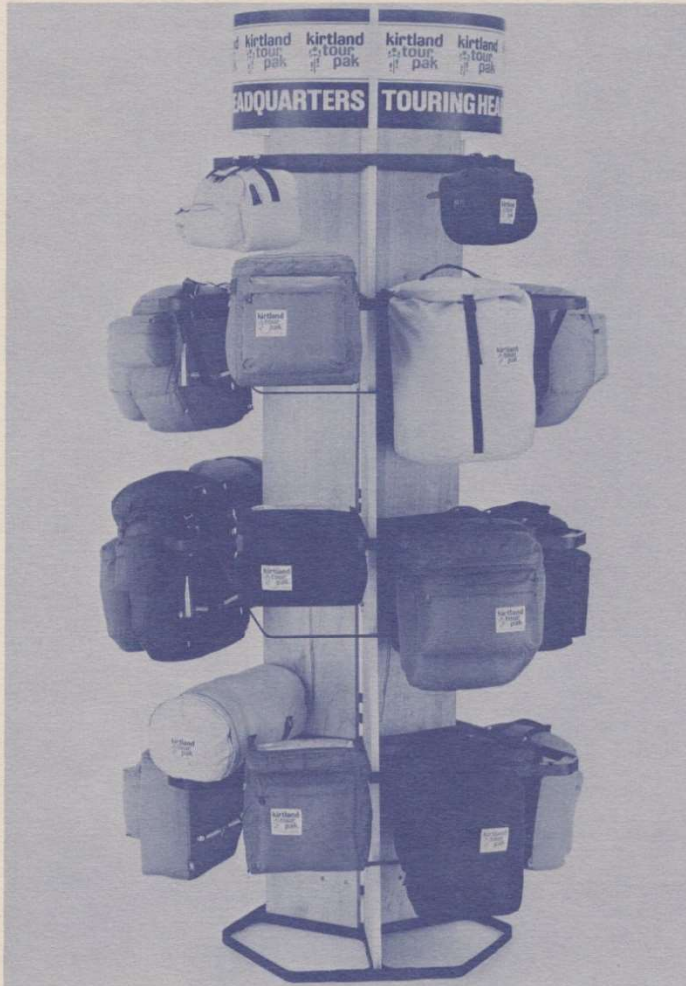
(1-800-245-3725)

Dial the **BIKE PAK** Toll Free Ordering Line to order KIRTLAND II products. (Our new Ordering Line will be in service 10/1/83. Until then please dial: 1-800-525-0973.)

SPECIAL PROMOTIONS

KIRTLAND II Touring Headquarters Display

**QUALIFY FOR
PRESEASON
DISCOUNTS and
we'll give you
NEW KIRTLAND II
graphic panels to
upgrade your
existing FLOOR
DISPLAY.
FREE!**



Take full advantage of the sales excitement generated by the introduction of KIRTLAND Generation II at your store. Plan on stocking a KIRTLAND II Touring Headquarters Display with this new line.

An aggressive sales program starts with effective merchandising. With retail floor space at a premium in most bicycle shops, effective merchandising may be difficult, if not impossible. The KIRTLAND II TOURING HEADQUARTERS Floor Display has been designed to solve problems of merchandising your touring equipment.

SPECIAL PROMOTIONS

BE THE TOURING SPECIALIST IN YOUR AREA

Our practical display holds all KIRTLAND II models in an organized, efficient format that allows your customer to easily compare features, colors, and designs and make an immediate buying decision. This bold display of bright and colorful packs provides a dynamic focus for developing a TOURING HEADQUARTERS in your shop. The KIRTLAND II Floor Display emphasizes your shop's image as a full service touring specialty store.

YOUR KIRTLAND INVENTORY SELLS ITSELF

Take your Tourpaks off the shelf, out of the drawer, and off the back wall and allow your customer direct access to this high profit equipment. This is especially important when your shop is full of customers waiting for assistance from your staff. A well stocked, professionally designed display acts as an indispensable and effective extension of your sales staff by giving your customers the opportunity to help themselves.

USE YOUR SHOWROOM SPACE MORE PROFITABLY

Since accessory sales are the most profitable area of your business, and with bicycle touring becoming one of the fastest growing segments of the market, it follows that increased profits are available when you spotlight your touring accessory sales. The KIRTLAND II Floor Display is designed to do just that: Increase your profits through effective display.

The KIRTLAND II Floor Display requires only 9 square feet of your valuable floor space, yet can spotlight over \$1000.00 worth of KIRTLAND II products. The following analysis of your return per square foot of floor space shows the dramatic increase in profits that the KIRTLAND II Floor Display will create for you.

RETURN ON INVESTMENT: Profit per Square Foot.

	KIRTLAND II Floor Display vs.	Touring Bicycle
Display Space Required	9 sq. ft.	12 sq. ft.
Retail Value of Product Displayed	\$1,000.00	\$350.00
Preseason Product Markup	50%	30%
Annual Inventory Turns	4 ×	4 ×
Annual Gross Profit	\$2,000.00	\$420.00
Annual Profit per Square Foot	\$222.22	\$35.00

Using your display space for the KIRTLAND Floor Display is potentially **six** times more profitable than using that same space to display a bicycle.

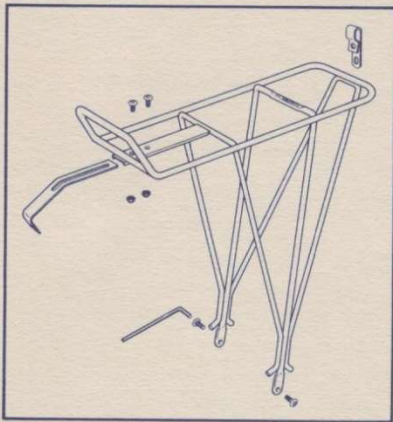
SPECIAL DISPLAY PURCHASE PROGRAM

Dealers ordering the Floor Display with qualifying 1984 Preseason Orders receive a special 50% discount off the normal Display price. Even when ordered at the normal inseason price of \$250, the KIRTLAND II Floor Display is an economical answer for merchandising your touring equipment. The Display has a very short payback period: the profits from the sale of two complete touring outfits pays back your initial investment. After that the potential return is unlimited.

This Display is only being offered to Authorized KIRTLAND II Dealers. Available for inseason delivery—Spring 1984.

Three **Great** Reasons to Preseason BLACKBURN Products with KIRTLAND:

- 1** — Qualify for **QUANTITY PRICE BREAKS**—ask your KIRTLAND Rep for pricing information.
- 2** — **EXTENDED TERMS**—compare our dating with the normal terms offered by your local parts distributor.
- 3** — **PLAN AHEAD**—while you have the time.

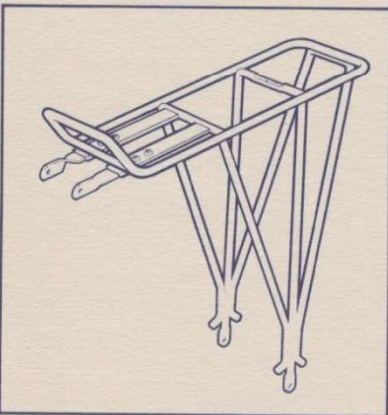


AR-1 ADJUSTABLE REAR RACK

- This patented design is the best fitting center bolt carrier available.
- Stainless steel extender adjusts to most frame sizes.
- Unit construction, heli-arc welded accounts for strength and rigidity.

WEIGHT: 425 Grams

Quantity Break—20 Units.

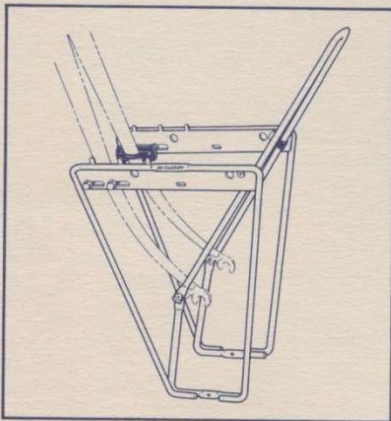


SX-1 ADJUSTABLE SEAT STAY RACK

- A very rugged carrier—all 5/16" aluminum alloy heli-arc welded unit construction.
- Has 2 stainless steel extenders.
- Adjusts to fit more bicycles: cruisers, mountain bikes, tandems than any other carrier.

WEIGHT: 494 Grams

Quantity Break—20 Units.



FL-1 LOW RIDER

- May be used with or without Front Rack.
- Panniers are held low and securely centered on the front wheel.
- Sold in pairs with all the necessary hardware.

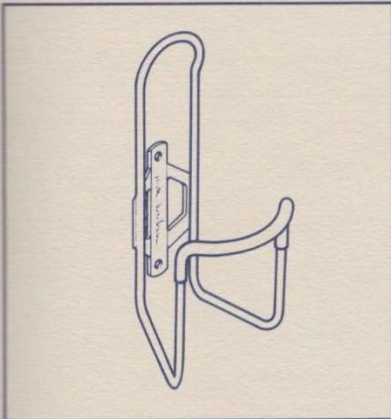
WEIGHT: 240 Grams Each

Quantity Break—10 Units.

SILVER BLACK

		SILVER	BLACK
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	JUNE		
	JULY		
	AUG		
TOTAL			
PRESEASON DELIVERY	JAN		
	FEB		
	MAR		
	APR		
	MAY		
	JUNE		
	JULY		
	AUG		
TOTAL			

SILVER BLACK



BC-1 BOTTLE CAGE

- Now the most popular heli-arc welded aluminum cage.
- This bottle cage features an innovative 4-point cradle design.

WEIGHT: 49 Grams

Quantity Break—50 Units.

PRESEASON DELIVERY	JAN		
	FEB		
	MAR		
	APR		
	MAY		
	JUNE		
	JULY		
	AUG		
	TOTAL		

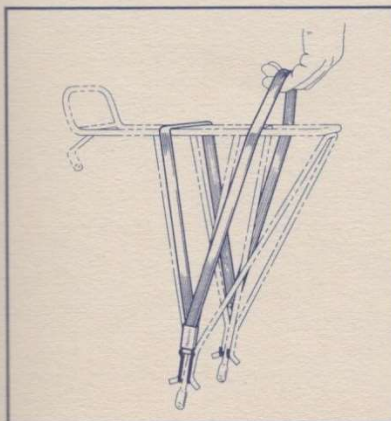


BC-05 BOTTLE CAGE CLIPS

- Made of stainless steel with a high polish finish.
- Package includes two clips and stainless steel mounting hardware.

Quantity Break—50 Units.

PRESEASON DELIVERY	JAN		
	FEB		
	MAR		
	APR		
	MAY		
	JUNE		
	JULY		
	AUG		
	TOTAL		



RS-1 RACK STRAP

- The only strap made especially for cyclists.
- Heavy durometer, long-stretch elastic, woven flat for greater surface contact.
- Versatile double strap and double hook construction.

WEIGHT: 40 Grams

Quantity Break—20 Units.

			RED
PRESEASON DELIVERY	JAN		
	FEB		
	MAR		
	APR		
	MAY		
	JUNE		
	JULY		
	AUG		
	TOTAL		



Dealer Price List

P.O. Box 4059
Boulder, CO 80306

Order Desk—
(800) BIKEPAK
245-3725

PANNIERS

	WHOLESALE	SUGGESTED RETAIL
ST II Panniers	77.97	129.95
XT II Panniers	59.97	99.95
LT II Panniers	47.97	79.95

HANDLEBAR BAGS**

ST II Handlebar Bag	47.97	79.95
XT II Handlebar Bag	29.97	49.95
Camera Carrier	13.17	21.95

BLAZER PACKS

BLAZER Panniers	59.97	99.95
BLAZER Rack Pack	29.97	49.95

FAS-PAKS

Fas-Pak 80 (Card of 6)	57.42 (6)	15.95 ea
Fas-Pak 290	17.97	29.95
Fas-Pak 470	23.37	38.95

TOURING LUGGAGE

Attache Pannier	33.57	55.95
Duffle Rack Pack	20.97	34.95

ACCESSORY PACKS

Seat Bag II	9.57	15.95
Tucker Pack (Doz.)	50.04 dz	6.95 ea
K/T Rearview Mirrors (Card of 5)	18.75	6.25 ea
Optional Shoulder Strap	2.00	---
Ultra Support	10.75	---

KIRTLAND SPECIAL PROMOTIONS

Nova Handlebar Bag	110.00 dz	19.95 ea
Nova Seat Bag	56.50 dz	9.95 ea
KIRTLAND II Floor Display	250.00	---
Rotating Base	40.00	---
Selling Hangtags	25.00 set	---

**Price Includes Ultra Support System.
Issuance of this price list withdraws all previous lists.
Prices subject to change without notice.

		WHOLESALE*	QUANTITY PRICE*
BLACKBURN PRODUCTS*			
AR-1 Adjustable Rear Rack	Silver	15.70	14.00
	Black	17.35	15.50
SX-1 Adjustable Seat Stay Rack	Silver	17.30	15.40
	Black	19.00	16.90
FL-1 Low Rider	Silver	19.50	18.00
	Black	21.25	19.00
BC-1 Bottle Cage	Silver	4.25	3.80
	Black	4.25	3.80
BC-05 Bottle Cage Clips		1.50	1.25
RS-1 Rack Strap		3.00	2.90

*Prices on Blackburn Products are not guaranteed for January/February shipments under the Kirtland Preseason Discount Program, and are subject to change without notice.

kirtland II



Order Form

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

DEALER INFORMATION		PLEASE DO NOT WRITE IN THESE SPACES			K/T Order No	
Dealer Code	Date Required	P:	A:	TR:	Date Entered	
Dealer P.O. No.	Cancel Date	Z:	C:	SSI:	Entered By	
Ship Via	Today's Date	S:	D:	TMS	Order Taken By	
				K II		29994

1984 PRESEASON ORDER FORM

BILL TO: _____ **SHIP TO:** _____

PANNIERS		BLUE	RED	BLACK	TOTAL
ST II	2110	110	130	190	
XT II	2130	110	130	190	
LT II	2150	110	130	190	

HANDLEBAR BAGS		BLUE	RED	BLACK	TOTAL
ST II	2320	110	130	190	
XT II	2340	110	130	190	
CAMERA CARRIER	2770	100			

BLAZER SERIES		BLACK		
BLAZER PANNIERS	2521	190		
BLAZER RACK PACK	2523	190		

FAS-PAKSTM		BLACK	SILVER		
FAS-PAK 80 (card of 6)	2550	690	670		
FAS-PAK 290	2552	190	170		
FAS-PAK 470	2554	190			

TOURING LUGGAGE		BLACK	SILVER GREY		
ATTACHE PANNIER	2571	190	170		
DUFFLE RACK PACK	2577	190	170		

ACCESSORY PACKS		BLUE	RED	BLACK	TOTAL
SEAT BAG II	2650	110	130	190	
	ASRT				
	800				
TUCKER PACK (DISPLAY)	2660				
TUCKER PACK (BAG-DZ)	2660	801	810	830	890

KIRTLAND REARVIEW MIRRORS		BLUE	RED	BLACK	TOTAL
HELMET (card of 5)	2883	500			
TEMPLE (card of 5)	2884	500			
WIRE RIM (card of 5)	2885	500			
1 1/2" SHOULDER STRAP	2790	100			
ULTRA SUPPORT SYSTEM	2799	100			

BLACKBURN PRODUCTS		SILVER	BLACK		
ADJUSTABLE REAR (AR-1)	3881	070	190		
ADJUST/SEAT STAY REAR (SX-1)	3882	070	190		
LOW RIDER (FL-1)	3883	070	190		
BOTTLE CAGE (BC-1)	3884	070	190		
CLIPS (BC-05)	3885	100			
RACK STRAP (RS-1)	3886	100			

KIRTLAND SPECIAL PROMOTIONS		BLUE	RED	BLACK	TOTAL
NOVA HBB	2370	800		ASRT	
NOVA SEAT BAG	2655	800		ASRT	
KIRTLAND II FLOOR DISPLAY	2910	100			
ROTATING BASE	2920	100			
SELLING HANGTAGS	2930	100			

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. 1 1/2 % 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 _____

KIRTLAND II Conditions of Sale

TERMS: Standard terms are 2% 15, Net 30 on accounts approved for open credit. To qualify for the discount, payment must be mailed within 15 days of invoice date. Discount does not apply to shipping charges. All payments will be applied to past due balances before application to discount eligible balances.

CREDIT LIMITS: Credit limits will be established for each account based on payment history, financial information, and other factors. Credit limits will be reevaluated upon request.

PREPAYMENT: There is no prepayment on orders from within the United States. HINE/SNOWBRIDGE systems are designed to handle only Open Account and C.O.D. orders from the U.S.

PAST DUE ACCOUNTS: A finance charge of 1½ % per month is charged on past due accounts. It is our policy to hold shipments on past due accounts. When merchandise is in short supply, shipping priority will be determined by past payment history.

MINIMUM ORDERS: A minimum order charge of \$2.50 will be added to all orders under \$50.00.

BACKORDERS: We will automatically cancel any backorder which is on file for more than 60 days from the requested ship date. The cancellation date can be eliminated or changed at the request of the dealer. Please indicate with an order if you would like a cancellation date other than 60 days from requested shipment. Dealers receive notice of cancelled orders, and are given option to reinstate.

NEW DEALER ACCOUNTS: Please check with your sales representative for initial opening order requirements. To process a new dealership, we must have the dealer information form and financial statement completed. Dun & Bradstreet listing will not be accepted in place of the financial statement.

SHIPPING: All shipments are FOB Boulder, Colorado unless otherwise indicated. A \$2.50 charge will be assessed for orders which require internal special handling or shipping. To avoid this charge, please plan far enough ahead so that special handling and/or shipping is not required.

REFUSED SHIPMENTS: Shipments are the sole responsibility of the customer. Liability rests with the retailer if the shipment is refused and a 15% restocking charge will be assessed on refused shipments.

DAMAGED SHIPMENTS: If the boxes look damaged or have been opened, note the problem on the bill of lading before signing for the shipment. It is your responsibility to institute claims with the carrier for damages or theft. If you have any problems with a carrier, please contact us and we'll do whatever we can to help.

RETURNS: Items returned to HINE/SNOWBRIDGE, Inc. will not be accepted without prior written permission and are subject to a restocking charge of 15%.

REPAIRS: Items returned to HINE/SNOWBRIDGE, Inc. for repairs should be prepaid and are sent at the dealer's cost and risk. Repairs which, in our opinion, fall under the terms of our warranty will be sent back to the dealer at no charge. Dealers will be invoiced for repairs (and return shipping charges) which, in our opinion, are not covered under the warranty. We reserve the right to determine if repairs fall under the warranty conditions.

ORDER CANCELLATIONS: In the event that it becomes necessary to cancel an order, the cancellation must be received in writing at HINE/SNOWBRIDGE no less than two weeks before the requested shipping date. (Cancellation to preseason orders must be received before the first day of the month in which that preseason order is to be shipped.) If the cancellation is not received at least two weeks before the requested shipping date we cannot guarantee that the order will not have been processed for shipping. Orders which are cancelled after they have been processed for shipping will be subject to the standard restocking charge.

KIRTLAND II
1984
Preseason
Discount
Program

Here are the simple details on how you qualify to take advantage of the 1984 KIRTLAND II PRESEASON DISCOUNT PROGRAM.

QUALIFYING ORDER(S):

When you write a Preseason Order for 1/4 of your 1983 purchases up to a maximum of \$2,000 for shipment in January or February, you receive all the following benefits on ALL your Preseason Orders:

TERMS: Better Discounts, Longer Dating

January Shipments	4% 45, Net 90
February Shipments	4% 15, Net 60
March thru July Shipments	4% 15, Net 45
2% with COD Shipments	

FREE FREIGHT: Additional Savings

As a QUALIFYING DEALER you may deduct the cost of freight from your shipments of Preseason Orders with a value of over \$750 if you pay the bill by the Net terms. (Of course, the orders need to be to one location and a single ship date.) The free freight does not apply to the TOURING HEADQUARTERS DISPLAY and BLACKBURN PRODUCTS.

GUARANTEED PRICES: An Extra Benefit

As a QUALIFYING DEALER you will be guaranteed the listed prices on your January and February shipments. After March 1, all shipments will be invoiced at the prices in effect at the time of the shipment.

NOVA PROGRAM: Promotionally Priced Products

As a QUALIFYING DEALER you are eligible to buy the NOVA SEAT BAGS and NOVA HANDLEBAR BAGS. Quantities are limited; see the NOVA PROGRAM INFORMATION.

DISCOUNTS ON MERCHANDISING AIDS: We Help You Sell KIRTLAND

KIRTLAND II TOURING HEADQUARTERS FLOOR DISPLAY: As a QUALIFYING DEALER you may purchase the FLOOR DISPLAY at 1/2 the regular cost (a \$125 savings) when ordered preseason with a qualifying amount of \$5,000 in total Preseason Orders.

SELLING HANGTAGS: As a QUALIFYING DEALER you receive a FREE set of SELLING HANGTAGS.

NO RISK POLICY: The Best Insurance of Profits

As a QUALIFYING DEALER you may reduce or change your Preseason Orders and even trade back your in-store stock purchased on the Preseason Program, guaranteeing the maximum inventory turns and profits.

PRE-SHIPMENT ORDER ADJUSTING: You will receive an order acknowledgement in the mail detailing each Preseason Order several weeks before shipment. As a QUALIFYING DEALER you may use this acknowledgement to change or reduce the product mix on the order before the shipment as long as the total dollar volume amount of the order does not increase. If subtractions from the Preseason Order reduce it below the dollar minimums, the appropriate benefits will be lost.

IN-STORE INVENTORY BALANCING: As a QUALIFYING DEALER you may return product purchased on Preseason Orders anytime during the Preseason Order Period (through July 31) without incurring the regular 15% restocking charge. Returned product will need to be accompanied by an order for twice the value of the returned goods. You will be responsible for freight on these transactions. Call Customer Service for specifics.

SHIPPING PRIORITY: Insures The Promptest Delivery

You receive shipping priority as a QUALIFYING DEALER. Preseason Orders will receive product and be shipped before in-season orders.

DEALER LISTING: Our Customers Directed to You

You will be listed as a KIRTLAND II TOURING HEADQUARTERS on our dealer list next year. This gets mailed to thousands of potential customers who write us directly for catalogs and other information about our products.

REGULAR PRESEASON TERMS:

Even if you choose NOT to QUALIFY, you may order on the Preseason Program and receive shipping priority over inseason orders and the following terms:

OPEN ACCOUNT DEALERS	4% 15, Net 45
COD DEALERS	2% with COD Shipments

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Boulder, Colorado 80306

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