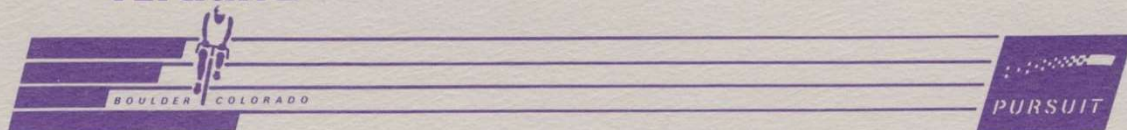




**KIRTLAND/PURSUIT
DEALER PRESEASON
BUYING INCENTIVE**

**The ONE incentive for the TWO lines
that keep you MILES AHEAD in profits for 1986.**

kirtland



Look at these PROFIT BUILDERS:

- 45% MARGINS ON KIRTLAND, and on pack reorders over \$275!
- 50% & 50% + 5 MARGINS on PURSUIT, 50% on pack reorders over \$275 too!
- LOWER STANDARD PRICES ON FASPAK 290 & 470.
- FREE FREIGHT: on packs. And on pack reorders over \$275.
- GUARANTEED PRICES: 1984 prices in 1986.
- BEST PRICING ON BLACKBURN PRODUCTS.
- NO RISK ORDERING: Inventory Stock Balancing and Preshipment Order Adjusting during the Preseason shipping period insure the proper product mix. Call customer service for details.
- FREE SELLING HANGTAGS.™
- PROMOTIONALLY PRICED PRODUCT: Nova at 53%-54% margins!
Pocket Pack 50%-72% margins!
- EXTENDED DATING: 90 days on January shipments.
45 days on February-August shipments.
- FREE DEALER LISTING: We send customers to you.
- SHIPPING PRIORITY.

Order deadline: November 30th, 1985.
Preseason benefits extend: January 1-August 31, 1986

To Qualify: all you need to do is simply write one or more orders of either KIRTLAND and/or PURSUIT product which equal a total of at least $\frac{1}{3}$ of your 1985 purchases from HINE/SNOWBRIDGE for shipment before February 28th, and additional orders which equal a minimum of another $\frac{1}{3}$ of your 1985 purchases for shipment throughout the rest of the shipping period (thru August 31st). By simply writing these orders you qualify for the benefits outlined for the WHOLE SEASON. New dealers and dealers with purchases of more than \$6,000 in 1985 should contact their sales representative or customer service for qualifying minimums.

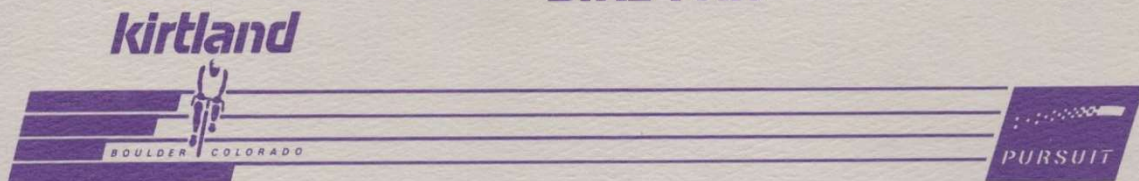
Start Receiving Preseason Benefits Immediately

After you have submitted your Preseason Orders for spring-summer delivery, you can immediately receive '86 reorder benefits on the rest of your '85 orders of over \$275. Simply inform customer service when you place your current orders that you are a '86 qualified Preseason Dealer and request '86 reorder pricing and terms.

50% + 5 on Selected PURSUIT Products

Receive an extra 5% beyond the standard 50% Preseason margins on selected PURSUIT products on Preseasons during the Preseason writing period. Look for the 50% + 5 pricing next to selected PURSUIT products.

**Dial the BIKEPAK toll free ordering hot line:
1-800-245-3725
BIKE-PAK**



FASPAK™

Fast, Functional, Stable FASPAK™ 80

(Display card of 6)

45%	40%	Retail
\$52.64	\$57.42	\$15.95 ea.

- Exterior zip pocket for wallet and keys.
- Main compartment holds two lightweight tubulars or one spare and other items.

APPROXIMATE VOLUME: 80 cu. in.

COLORS: BL, RD, PUR, BK



FASPAK™ 290

45%	40%	Retail
\$16.47	\$17.97	\$29.95 ea.

- Wrap-around, double-pull zipper access.
- Handy exterior key and wallet pocket.

APPROXIMATE VOLUME: 290 cu. in.

COLORS: BL, RD, PUR, BK

FASPAK™ 470

45%	40%	Retail
\$19.77	\$21.57	\$35.95 ea.

- The capacity and convenience of a Handlebar Bag mounted out-of-sight and out-of-mind.
- Full wrap-around zipper access with double-pull sliders.

APPROXIMATE VOLUME: 470 cu. in.

COLOR: BK



EASY TO READ PRICING 50%-45% / 40% / Retail

The price paid on qualified orders.

The standard wholesale.

The suggested retail.

50% + 5

Look for the 50% + 5 pricing on selected PURSUIT products and get a bonus margin of 55% on product ordered during the Preseason writing period.

Wedge Packs

HOT PURSUIT

50%	40%	Retail
\$6.48	\$7.77	\$12.95

- Wedge shape fits under seat for less pedaling interference.
- Mount strap attaches to seat wires and fastens with molded nylon buckle.
- Full zippered main compartment.
- Velcro® strap anchors bag to seat post.
- Bright REFLECTOR.

APPROXIMATE VOLUME: 150 cu. in.

COLORS: BL, RD, BK



kirtland Seat Bags

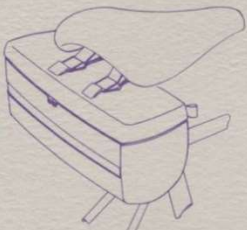
SEAT BAG II

45%	40%	Retail
\$9.32	\$10.17	\$16.95

- Full wrap around zipper for easy access.
- Sturdy POLY STIFFENER, and yes—it's shipped assembled!

APPROXIMATE VOLUME: 270 cu. in.

COLORS: BL, RD, PUR, BK



TUCKER PACK

1 DOZEN:
on a display card;
bagged—asst. colors;
OR bagged—one color.

45%	40%	Retail
\$45.87 dz.	\$50.04 dz.	\$6.95 ea.

APPROXIMATE VOLUME: 30 cu. in.

COLORS: BL, RD, PUR, BK



Seat Bags

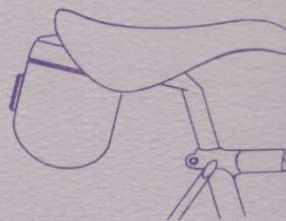
LARGE SEAT BAG

50%	40%	Retail
\$7.75	\$9.30	\$15.50

- Roomy main compartment with full wrap-around zipper with double pulls.
- PRESS-LOCK buckles for easy attachment.

APPROXIMATE VOLUME: 270 cu. in.

COLORS: BL, RD, BK



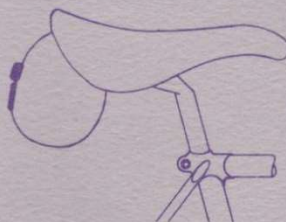
SMALL SEAT BAG

50%	40%	Retail
\$6.25	\$7.50	\$12.50

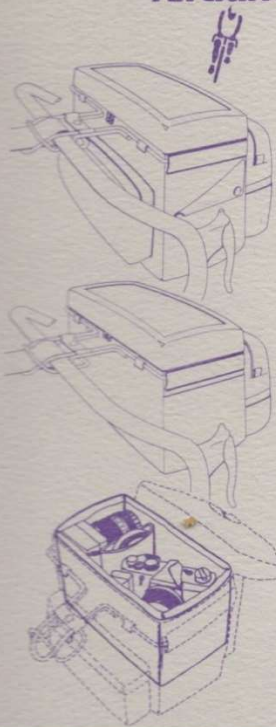
- Single zippered main compartment with double pulls.
- PRESS-LOCK buckles for easy attachment.
- Bright REFLECTOR.

APPROXIMATE VOLUME: 220 cu. in.

COLORS: BL, RD, BK



kirtland Handlebar Bags



ST II HANDLEBAR BAG

45%	40%	Retail
\$43.97	\$47.97	\$79.95

- Detachable 1½" Shoulder Strap included for handbag use.

APPROXIMATE VOLUME: 724 cu. in.

COLORS: BL, RD, PUR, BK

XT II HANDLEBAR BAG

45%	40%	Retail
\$32.97	\$35.97	\$59.95

- Comfortable 1½" Shoulder Strap is **optional**.

APPROXIMATE VOLUME: 511 cu. in.

COLORS: BL, RD, PUR, BK

CAMERA CARRIER

45%	40%	Retail
\$12.07	\$13.17	\$21.95

- Quick access and protection for valuable camera gear while riding.

APPROXIMATE VOLUME: 215 cu. in.

Handlebar Bags



PURSUIT 7 HBB

50% + 5	50%	40%	Retail
\$22.48	\$24.98	\$29.97	\$49.95

- Includes map case and 1½" wide shoulder strap.

APPROXIMATE VOLUME: 715 cu. in.

COLORS: BL, RD, BK

PURSUIT 5 HBB

50% + 5	50%	40%	Retail
\$17.98	\$19.98	\$23.97	\$39.95

- Optional Adjustable Shoulder Strap and map case.

APPROXIMATE VOLUME: 570 cu. in.

COLORS: BL, RD, BK

PURSUIT 3 HBB

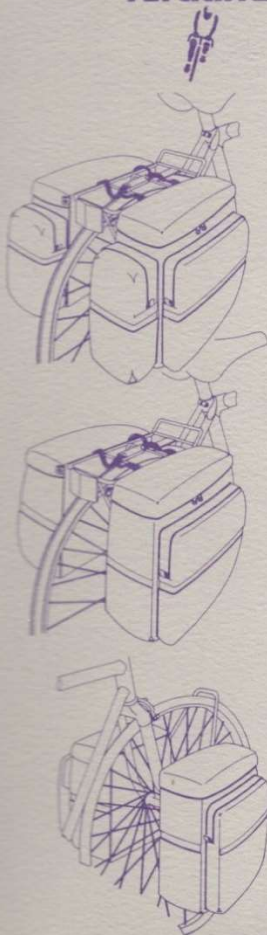
50%	40%	Retail
\$14.98	\$17.97	\$29.95

- Optional Adjustable Shoulder Strap and Map Case.

APPROXIMATE VOLUME: 380 cu. in.

COLORS: BL, RD, BK

kirtland Panniers with LeverLok™ Suspension



ST II FRONT/REAR PANNIERS

45%	40%	Retail
\$76.97	\$83.97	\$139.95

- Six roomy external pockets.

APPROXIMATE VOLUME: 2200 cu. in.

COLORS: BL, RD, PUR, BK

XT II FRONT/REAR PANNIERS

45%	40%	Retail
\$65.97	\$71.97	\$119.95

- Two large side pockets for load organization.

APPROXIMATE VOLUME: 1900 cu. in.

COLORS: BL, RD, PUR, BK

LT II FRONT/REAR PANNIERS

45%	40%	Retail
\$54.97	\$59.97	\$99.95

- Primarily designed for Lowriders (or regular front racks) to complete the KIRTLAND II touring system. Equally convenient on the rear rack.

APPROXIMATE VOLUME: 1600 cu. in.

COLORS: BL, RD, PUR, BK

Panniers



PURSUIT 7 PANNIERS

50% + 5	50%	40%	Retail
\$44.98	\$49.98	\$59.97	\$99.95

- Six roomy external pockets per set.

APPROXIMATE VOLUME: 2400 cu. in.

COLOR: BL, RD, BK

PURSUIT 5 PANNIERS

50% + 5	50%	40%	Retail
\$38.68	\$42.98	\$51.57	\$85.95

- Four external pockets, two with AIR-DRY™ mesh sides.

APPROXIMATE VOLUME: 1950 cu. in.

COLORS: BL, RD, BK

PURSUIT 3 FRONT-REAR PANNIERS

50% + 5	50%	40%	Retail
\$31.48	\$34.98	\$41.97	\$69.95

- Two external zipper pockets plus AIR-DRY™ mesh compartments.

APPROXIMATE VOLUME: 1425 cu. in.

COLORS: BL, RD, BK

kirtland

BLAZER™

Action packs designed
TOUGH for all-terrain
bicycling.

FRONT/REAR PANNIERS

45%	40%	Retail
\$71.47	\$77.97	\$129.95

- Engineered for use on Lowriders and regular front racks, or standard rear carriers.

APPROXIMATE VOLUME: 1850 cu. in.

COLOR: BK

BLAZER™ RACK PACK

45%	40%	Retail
\$27.47	\$29.97	\$49.95

- Compression straps: secure load inside pack.
- Main compartment with wrap around zipper.

APPROXIMATE VOLUME: 750 cu. in.

COLOR: BK

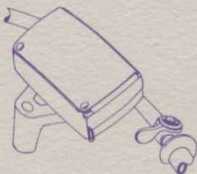
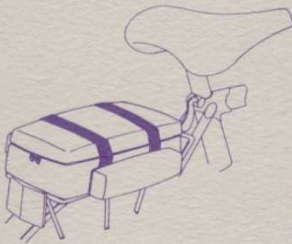
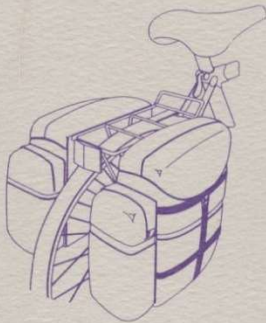
COMPACT HANDLEBAR BAG

45%	40%	Retail
\$10.97	\$11.97	\$19.95

- Solid three point suspension.
- Full-view™ removable map-case.
- Internal zippered pocket.

APPROXIMATE VOLUME: 100 cu. in.

COLOR: BK



Mountain Packs

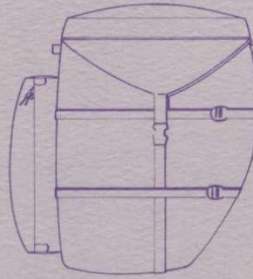
MOUNTAIN PANNIER

50% + 5	50%	40%	Retail
\$44.98	\$49.98	\$59.97	\$99.95

- Positive locking suspension system for rugged off road riding.
- Extra deep external back pocket fits camping or gas bottles.
- Vertical and horizontal compression straps for the best load control.
- Contoured top flap with handy zipper opening pocket.

APPROXIMATE VOLUME: 2400 cu. in.

COLORS: BL, RD, BK



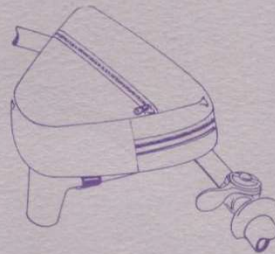
MOUNTAIN HBB

50%	40%	Retail
\$8.98	\$10.77	\$17.95

- External zippered pocket for keys and wallet.
- Stable suspension system.
- Internal stiffener.
- A quintessential pack for the off road rider.
- Shaped in character with the handlebar of Mtn. Bikes.

APPROXIMATE VOLUME: 125 cu. in.

COLORS: BL, RD, BK



kirtland

Other Packs

TREKKER II

45%	40%	Retail
\$21.18	\$23.10	\$38.50

- Fully lined and insulated main compartment.

APPROXIMATE VOLUME: 487 cu. in.

COLORS: BL, RD, PUR, BK



ATTACHE PANNIER

45%	40%	Retail
\$32.97	\$35.97	\$59.95

- Handsome, professional appearance with functional and stable Twin Spring Suspension.

APPROXIMATE VOLUME: 700 cu. in.

COLOR: BK



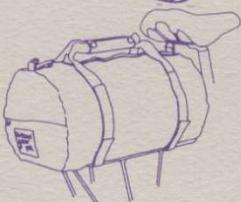
DUFFLE RACK PACK

45%	40%	Retail
\$20.32	\$22.17	\$36.95

- Zipper opening exterior key and wallet pocket.

APPROXIMATE VOLUME: 945 cu. in.

COLOR: BK



Other Packs

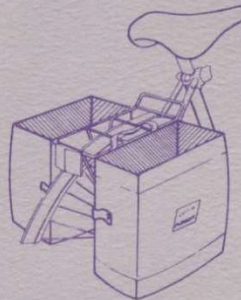
'ROUND TOWN BASKET™

50%	40%	Retail
\$23.48	\$28.17	\$46.95

- Each hold a bag of groceries and more.
- Fold up when not in use.
- Easy, quick mounting.
- Much lighter than wire baskets.

APPROXIMATE VOLUME: Two bags of groceries.

COLORS: BL/BK, RD/BK



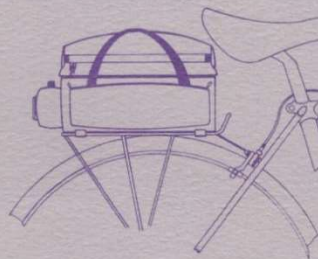
RACKETEER

50%	40%	Retail
\$24.98	\$29.97	\$49.95

- Fully lined and insulated main compartment with zipper opening.
- Three roomy external pockets with zipper closure.

APPROXIMATE VOLUME: 835 cu. in.

COLORS: BL, RD, BK



kirtland Accessories

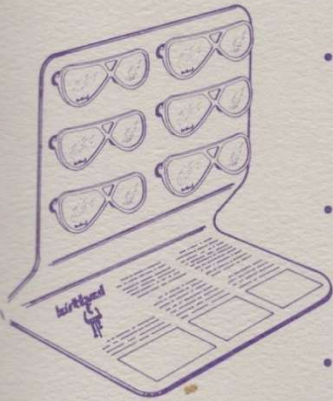


CYCLE SHADES™ Sunglasses from KIRTLAND

(Order by Dozen)

50% Margin Retail
\$149.76/Dz. \$24.95 ea.

- Resilient, scratch resistant, yet light weight Tru-Guard™ lenses give more impact protection than either plastic or glass, while eliminating 97% of harmful UV radiation.
- Two popular styles for high inventory turns. Style A is the popular oval, aviator look; style B the fashionable squarer lens popularized by Cats and Vuarnet.
- FREE point-of-purchase display with order(s) for 24 pair.

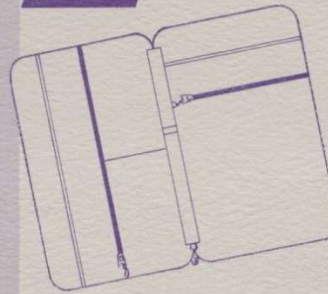


Preseason Promotion

PURSUIT POCKET PACK

50% Margin Retail
\$4.98 \$9.95

- Travel organizer designed to hold ticket folders, passport, credit cards, change, and other small items essential for carefree bicycling.
- Eight internal compartments including three zipper pockets, and pen slot.



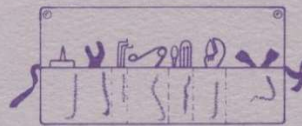
APPROXIMATE SIZE: 8½" x 4½" x 2"

COLOR: BK

PURSUIT TOOL ROLL™

50% Margin 40% Margin Retail
\$4.98 \$5.97 \$9.95

- Organizes tools side by side.



(Tools not included)

APPROXIMATE VOLUME: All the tools you want to bring.

COLOR: BK

BLACKBURN PRODUCTS:

At DISCOUNT PRICES with your Preseason Orders.

			QUANTITY PRICE	WHOLESALE	DISCOUNT QUANTITY
AR-1	Adjustable Rear Rack	Silver	\$14.50	\$16.00	20
		Black	16.00	17.75	20
SX-1	Adjustable Seat Stay	Silver	15.90	17.80	20
		Black	17.50	19.50	20
MTN-1	Adjustable Rear Rack	Silver	15.90	17.80	20
		Black	17.50	19.50	20
FL-1	Lowrider	Silver	17.50	20.00	10
		Black	19.00	21.75	10
BC-1	Bottle Cage	Silver & Black	3.80	4.25	50
BC-05	Bottle Cage Clips		1.25	1.50	50
RS-1	Rack Strap		2.80	3.00	50
RT-1	Rack Top	Grey	3.00	3.30	10

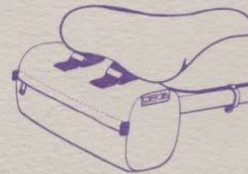
Blackburn quality pricing policy: Orders need to be in the quantity listed in a single model and color to qualify for the discount price. Prices on Blackburn Products subject to change.

NOVA PROMOTIONAL PRODUCT

NOVA Handlebar Bag

Assorted colors per dozen.

54% Margin Retail
\$110.00/dz. (\$9.17 ea.) \$19.95 ea.



NOVA Seat Bag

53% Margin Retail
\$56.50/dz. (\$4.71 ea.) \$9.95 ea.

SELLING HANGTAGS™

Your customer depends on you as a specialty retailer for the information needed in a sound buying decision. SELLING HANGTAGS™ present this important information directly to the customer.

Each complete set of SELLING HANGTAGS™ includes a separate display tag for each product. The tag shows a full color picture of the product mounted on the bicycle, along with informative details. A space is provided for pricing.

Special Preseason Ordering Allowance:

Dealers which qualify for preseason terms will receive one (1) FREE set of SELLING HANGTAGS™ for their store. One free set per dealer. Additional sets for preseason qualified dealers with multiple stores can be purchased at ½ the regular \$25.00/set or \$12.50/set.



**Dial the BIKEPAK
toll free ordering hot line:**

**1-800-245-3725
BIKE-PAK**

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

Bulk Rate
U.S. Postage
PAID
Permit #117
Boulder, CO
80306

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