

EARN EXTRA REBATES

WITH MULTIPLE PROGRAM COMMITMENTS*

# of programs	2-3	4	5+
Rebate	1%	2%	3%

* Soft Goods, Hard Goods, and Rubber programs only.
* Rebates given on all participating shipments from Aug. 1 / Sept. 15, 2016 - Feb. 28, 2017.

Soft Goods

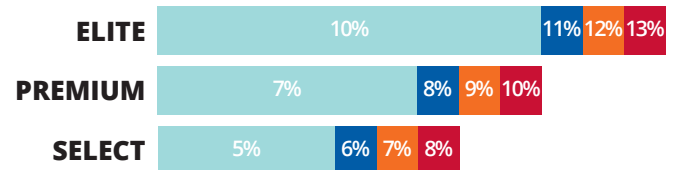
Qualifying Levels

	SELECT	PREMIUM	ELITE	Start Date
<i>Preseason Discount</i>	5%	7%	10%	
B Northwave	\$800	\$1,500	\$3,500	Aug. 1
W OGIO	\$300	\$600	\$900	Sept. 15
W Club Ride	\$400	\$800	\$1,200	Sept. 15
W Evoc	\$400	\$800	\$1,200	Sept. 15
W Gore	\$400	\$800	\$1,200	Sept. 15

- Preseason discount locks until Feb. 28, 2017.
- In-season program discounts lock at 50% of the preseason discounts from Mar. 1 - Aug. 31, 2017.
- Soft Goods Program deadline Dec. 2, 2016.
- Northwave Booking - locked discounts annually Aug. 1, 2016 - July 31, 2017.

Rebate Based on Number of Soft Goods Programs

2-3 Programs **+1%** 4 Programs **+2%** 5+ Programs **+3%**



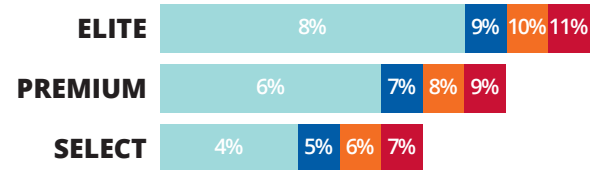
Hard Goods

Qualifying Levels

	SELECT	PREMIUM	ELITE	Start Date
<i>Preseason Discount</i>	4%	6%	8%	
B LOOK Pedals	\$800	\$1,500	\$3,500	Aug. 1
B Tacx	\$1,000	\$3,000	\$7,000	Aug. 1
W EVO Hard Goods	\$500	\$1,000	\$1,500	Sept. 15
W Eclipse Hard Goods	\$300	\$500	\$700	Sept. 15
W Muc-Off	\$300	\$600	\$900	Sept. 15
W SRAM	\$400	\$800	\$1,200	Sept. 15
W Wheel Shop	\$300	\$500	\$700	Sept. 15
W Stans No Tubes	\$400	\$800	\$1,200	Sept. 15
W Garmin Program	counts toward program totals			Sept. 1
<i>Annual Discount</i>	5%	10%	12%	
W Kryptonite	\$1,000	\$2,500	\$4,000	Sept. 15
W OnGuard	\$1,000	\$2,500	\$4,000	Sept. 15

Rebate Based on Number of Hard Goods Programs

2-3 Programs **+1%** 4 Programs **+2%** 5+ Programs **+3%**



- Preseason discount locks until Feb. 28, 2017.
- In-season program discounts lock at 50% of the preseason discounts from Mar. 1 - Aug. 31, 2017.
- Hard Goods Program deadline Dec. 2, 2016.
- LOOK Pedals Booking - locked discounts annually Aug. 1, 2016 - July 31, 2017.
- Tacx Booking - locked discounts through Feb. 28, 2017.
- No rebate or discount on Garmin Program.
- Kryptonite and OnGuard programs - locked discounts annually from Sept. 15 2016 - August 31, 2017.

Rubber

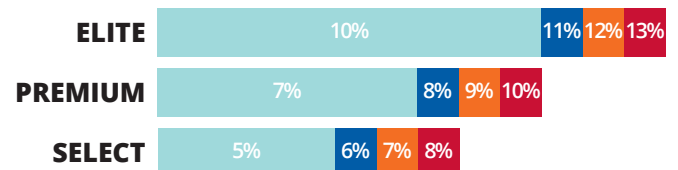
Qualifying Levels

	SELECT	PREMIUM	ELITE	Start Date
<i>Preseason Discount</i>	5%	7%	10%	
W Maxxis	\$500	\$1,000	\$1,500	Sept. 15
W EVO	\$300	\$600	\$900	Sept. 15
W Eclipse	\$300	\$600	\$900	Sept. 15
W WTB	\$400	\$800	\$1,200	Sept. 15
W Kenda	\$400	\$800	\$1,200	Sept. 15
W Clement	\$300	\$600	\$900	Sept. 15
W Schwalbe	\$400	\$800	\$1,200	Sept. 15

- Preseason discount locks until Feb 28, 2017.
- In-season program discounts lock at 50% of the preseason discounts from Mar. 1 - Aug 31, 2017.

Rebate Based on Number of Rubber Programs

2-3 Programs **+1%** 4 Programs **+2%** 5+ Programs **+3%**



- Rubber Program deadline Dec. 2, 2016.

B Booking Program - placed online at hawleyusa.com: *Ordering > Booking*

W Website Cart Qualifying Order - placed on our website by ordering enough of qualifying products at one time in a single order. This single qualifying order gives you program benefits from the outset on your opening order and enrolls you into program pricing from that point until Feb. 28, 2017. In-Season program discounts lock at 50% off the preseason discounts from Mar. 1- Aug. 31, 2017.

Bikes

Qualifying Levels

	SELECT	PREMIUM	ELITE	Start Date
<i>Annual Discount</i>	5%	7%	10%	
B LOOK Bike	\$5,000	\$8,000	\$15,000	Aug. 1
B EVO	\$2,000	\$3,500	\$5,000	Sept. 1
B EVO Ebike	\$3,000	\$6,000	\$10,000	Sept. 1
B Simcoe	\$1,200	\$2,500	\$4,000	Sept. 1

- Bikes discounts programmed annually.
- LOOK Bike Booking - Locked discounts annually Aug.1, 2016 - July 31, 2017.
- EVO, EVO Ebike, and Simcoe Booking - Locked discounts annually Sept. 1, 2016 - Aug. 31, 2017.
- Bikes Program deadline Dec. 2, 2016.

2017 Model Year Offseason Orders and Program Terms

2016 Shipping Window	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER
<i>Order Size</i>					
\$3,000+	Booking orders 4% 60 days, Net 180	4%-60 days, Net 180 (March)	4%-60 days, Net 180 (April)	4%-60 days, Net 150 (April)	4%-60 days, Net 150 (May)
\$2,000+		3%-60 days, Net 180 (March)	3%-60 days, Net 180 (April)	3%-60 days, Net 120 (March)	3%-60 days, Net 120 (April)
\$1,000+		2%-45 days, Net 150 (February)	2%-45 days, Net 150 (March)	2%-45 days, Net 90 (February)	2%-45 days, Net 90 (March)

2017 Shipping Window	JANUARY	FEBRUARY	MARCH
<i>Order Size</i>			
\$3,000+	3%-30 days, Net 120 (May)	3%-30 days, Net 120 (June)	2%-30 days, Net 90
\$2,000+	2%-30 days, Net 90 (April)	2%-30 days, Net 90 (May)	1.5%-30 days, Net 60
\$1,000+	1%-30 days, Net 60 (March)	1%-30 days, Net 60 (April)	1%-30 days, Net 45

Available for all orders. All booking order shipments receive the highest terms each month based on its ship date.

- All orders are subject to final credit approval, some restrictions apply.
- All prices and terms are subject to change without any notice.
- For Booking order enrollments: ongoing program discounts will be activated online within a week of the enrollment date.