

Program Levels and Benefits					
Level		Level 4	Level 3	Level 2	Level 1
Base Margin		30%	30%	30%	30%
Level Discount		2%	4%	6%	8%
Annual Volume (Oct 2015 - Sept 2016)		6 Bikes	20 Bikes	50 Bikes	100 bikes
Minimum Pre-Order (placed by Oct 31, 2016)		6 Bikes	12 Bikes	22 Bikes	40 bikes
Demo Bikes: 20% Discount (No ST2S Demo)		2 Bike	3 Bikes	4 Bikes	5 bikes
<b>In-Season Terms</b>					
Window "A" Discount (Oct-Nov)		8%	8%	8%	8%
Window "B" Discount (Dec-Jan)		6%	6%	6%	6%
Window "C" Discount (Feb-Mar)		4%	4%	4%	4%
Window "D" Discount (Apr-May)		2%	2%	2%	2%

Model	Size/Color	Drivetrain	Accessories	Battery	Base Wholesale	MSRP
ST2S	Sport 17" Grey	D12 Electronic 11 Speed 1x11	Fenders, Rack, Brake and Headlight	983 Wh	\$6,999	\$9,999
	Sport 20" Grey					
	Sport 22" Grey					
ST2	Comfort 17" White	20 Speed 2x10	Fenders, Rack, Tail and Headlight	983 Wh	\$5,249	\$7,499
	Sport 17" White					
	Sport 20" White					
	Sport 22" White					
	Comfort 17" Black			814 Wh	\$4,899	\$6,999
	Sport 17" Black					
	Sport 20" Black					
Sport 22" Black						
ST1X	Comfort 17" Orange	11 Speed 1x11	Fenders, Rack, Tail and Headlight	983 Wh	\$4,199	\$5,999
	Sport 17" Orange					
	Sport 20" Orange					
	Sport 22" Orange					
	Comfort 17" Charcoal			814 Wh	\$3,849	\$5,499
	Sport 17" Charcoal					
	Sport 20" Charcoal					
	Sport 22" Charcoal					
	Comfort 17" White			618 Wh	\$3,499	\$4,999
	Sport 17" White					
Sport 20" White						
Sport 22" White						
ST1S	Sport 17" Green	18 Speed Schlumpf	Fenders, Tail and Headlight	522 Wh	\$2,799	\$3,999
	Sport 20" Green					
ST1T	Sport 17" Brown	18 Speed Schlumpf	Fenders, Rack, Tail and Headlight	522 Wh	\$2,799	\$3,999
	Sport 20" Brown					
ST1 LTD		9 Speed 1x9	Fenders, Rack, Tail and Headlight	522 Wh	\$2,799	\$3,999
	Sport 20" Elite Blue					
ST1 Platinum	Comfort 17" White	27 Speed 3x9	Fenders, Rack, Tail and Headlight	630 Wh	\$3,009	\$4,299
	Sport 17" White					
	Sport 20" White					
	Comfort 17" Black			522 Wh	\$2,799	\$3,999
	Sport 17" Black					
Sport 20" Black						
ST1 Elite	Comfort 17" Black	9 Speed 1x9	Fenders, Rack, Tail and Headlight	630 Wh	\$2,659	\$3,799
	Sport 17" Black			522 Wh	\$2,449	\$3,499
	Sport 20" Black					

Accessory	Description	Specification	Base Wholesale	MSRP
City Kits	Fenders, Rack, Tail and Headlight	Busch & Muller	\$279	\$399
		Supernova	\$349	\$499
ST2 Suspension fork	Black Gloss	SR Epixon Fork and Fender Kit	\$349	\$699
	Black Matte			
Batteries	ST2/ST1X	983 Wh	\$1,399	\$1,999
		814 Wh	\$1,049	\$1,499
		618 Wh	\$699	\$999
	ST1	630 Wh	\$699	\$999
		522 Wh	\$559	\$799
Chargers	ST2	ST2 & ST2S	\$244	\$349
	ST1X	ST1X	\$209	\$299
	ST1	ST1 Platinum & Elite	\$104	\$149
*Starter Kit Service Pack	ST2 (incl ST1X)	Required service parts for all Stromer Dealers. Must be included in opening orders	\$999	n/a
	ST1 (Plat & Elite Only)		\$749	n/a

Ship	Prebook Ship Window	Terms	Due	Freight Program
Ship A	October - November	Net 180	Apr-May 17	1 Bike \$100
Ship B	December - January	Net 150	May-June 17	2 Bikes \$150
Ship C	February - March	Net 120	June-July 17	3 Bikes \$200
Ship D	April - May	Net 90	July-Aug 17	4+ Bikes Free
	In-Season	Net 90		

**Stromer OnSite Tech Clinics**  
Required for all dealers annually. Contact Stromer rep to schedule.

**Stromer Starter Kit Service Pack\*** See bottom of order form.  
Required with opening orders. Recommended for existing dealers.