

**#1** Selling Brand of Gasoline-Powered  
Handheld Outdoor Power Equipment  
**in America\***

**STIHL®**

**Get Ready for National Safety Month!**

**2016**

**Summer Promotions**

Valid June 1<sup>st</sup> - July 31<sup>st</sup>, 2016

**Brynn**  
EQUIPMENT SALES

**Safety Specials to  
INCREASE  
PROFIT MARGIN!**

\*"Number one selling brand" is based on syndicated IrwinBroh Research as well as independent consumer research of 2009-2015 U.S. sales and market share data for the gasoline-powered handheld outdoor power equipment category combined sales to consumers and commercial landscapers.

# 2016 Summer Promotions

June is National Safety Month! Take advantage of these special promotions!



Purchase **STIHL® Cutquiks®** (mix & match)\* and **Receive Credit** toward qualifying **STIHL® Safety Items!**

Electronic Orders Only. Valid June 1st - July 31st, 2016.

## STIHL Cutquiks® on one order:

## Safety Items Credit Amount:

Purchase **2**  and Receive

**up to \$25 Credit!**

Purchase **6**  and Receive

**up to \$100 Credit!**

Purchase **12**  and Receive

**up to \$250 Credit!**

Purchase **25**  and Receive

**up to \$600 Credit!**

\*TS & TSA units qualify for this promotion.



Purchase **STIHL® Hedge Trimmers** (mix & match)\* and **Receive Credit** toward qualifying **STIHL® Safety Items!**

Electronic Orders Only. Valid June 1st - July 31st, 2016.

## STIHL Hedge Trimmers on one order:

## Safety Items Credit Amount:

Purchase **6**  and Receive

**up to \$25 Credit!**

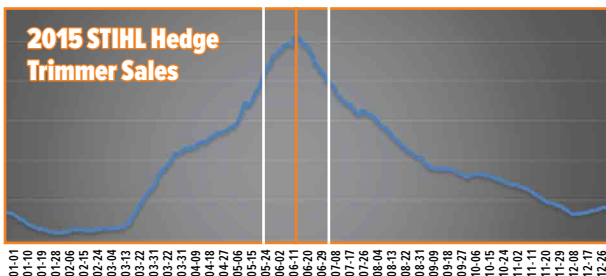
Purchase **12**  and Receive

**up to \$75 Credit!**

Purchase **18**  and Receive

**up to \$125 Credit!**

2015 STIHL Hedge Trimmer Sales



Be ready for peak Hedge Trimmer retail sales!



\*HS, HSE, & HSA units qualify for this promotion.

## Retailer Specifics: Applies to Cutquik® & Hedge Trimmer Promotions.

**Purchase safety items and Cutquiks® / Hedge Trimmers on one order to receive credit. Credit will be issued in August 2016. See page 5 for qualifying safety items & details.**

- Credits can only be applied to qualifying safety items on this promotion. Credits cannot be used toward shipping costs.
- Standard ordering & shipping requirements apply.
- **Any credit amount not used on this order is automatically void.**
- Take advantage of these promotions multiple times during June & July.
- Credits for Cutquik® & Hedge Trimmer promotions will be issued to your account in August 2016.





# 2016 Summer Promotions



Cutquik® & Hedge Trimmer Safety Items credit can be used toward this promotion!



Purchase Select **STIHL®** Safety Glasses Kits for \$92.00. **SAVE \$50.00!** While Supplies Last.

Electronic Orders Only. Valid June 1st - July 31st, 2016.

## Order Kit Part #:

## Receive the following kit:

|                       |                                                                     |                                                                                       |
|-----------------------|---------------------------------------------------------------------|---------------------------------------------------------------------------------------|
| <b>Kit # 457 0012</b> | 12 Pairs of Deputy Glasses - Smoke (7010 884 0376)                  |    |
| <b>Kit # 457 0013</b> | 12 Pairs of Deputy Glasses - Blue Mirror (7010 884 0375)            |    |
| <b>Kit # 457 0014</b> | 12 Pairs of Deputy Glasses - Brown Mirror (7010 884 0377)           |    |
| <b>Kit # 457 0015</b> | 12 Pairs of Black Work Glasses - Gray (7010 884 0379)               |    |
| <b>Kit # 457 0016</b> | 12 Pairs of Black Work Glasses - Blue Mirror (7010 884 0378)        |    |
| <b>Kit # 457 0017</b> | 12 Pairs of Black Comfort Fit Glasses - Red Mirror (7010 884 0334)  |   |
| <b>Kit # 457 0018</b> | 12 Pairs of Black Comfort Fit Glasses - Blue Mirror (7010 884 0341) |  |

### Promotional Kit Cost

**\$92.00**

### Regular Kit Cost

**\$142.68**

### Promotional Retailer Cost Per Pair of Glasses

**\$7.66**

### Regular Retailer Cost Per Pair of Glasses

**\$11.89**

**Save  
\$50.00!**

### Retailer Specifics:

- The kit part numbers above must be used for this promotion.
- Promotion only applies to the safety glasses listed in this promotion.

## Elite & Strategic Retailer Special!

### Special Prices on 26RD3 67, 74 & 81 Chain!

Discount Automatically Applied. Electronic Orders Only. Valid June 1st - July 31st, 2016.

The STIHL RAPID™ Duro 3 (RD3) Chain stays sharp up to four times longer than standard chains. It is a low-vibration and more durable chain, making it great for dirty applications.

| Chain Type | Regular<br>A Bracket Cost | BES-SRP | Elite<br>Retailer Cost | Strategic<br>Retailer Cost |
|------------|---------------------------|---------|------------------------|----------------------------|
| 26RD3 67   | \$32.45                   | \$69.05 | \$24.00                | \$26.00                    |
| 26RD3 74   | \$36.07                   | \$76.75 | \$26.00                | \$30.00                    |
| 26RD3 81   | \$38.70                   | \$82.35 | \$28.00                | \$32.00                    |

**SAVE 5%**  
Off Your Bracket on  
Fastest Moving  
Industrial Parts!

Discount Automatically Applied. Electronic Orders Only. Valid June 1st - July 31st, 2016.

### Retailer Specifics:

- See following pages for qualifying parts list.
- Electronic Orders Only.



# New Products / Everyday Terms

A New **STIHL**® Product to Get the Job Done!

**NEW!**

## COMING SOON!

**SR 430**  
**\$649.95 BES-SRP**

|                    |                        |
|--------------------|------------------------|
| Displacement       | 63.3 cc (3.86 cu. in.) |
| Dry Weight         | 27.3 lbs.              |
| Container Capacity | 473.6 oz. (3.7 gal.)   |
| Fuel Capacity      | 57.6 oz. (0.45 gal)    |

The new SR 430 is a powerful, **liquid-only mist sprayer** perfect for mosquito control customers. Standard features include a multi-function control handle, anti-vibration system, and STIHL ElastoStart™. **It comes with the pressure pump pre-installed**, giving a constant and even spray application regardless of the spray angle.



**Pressure Pump  
Pre-Installed!**



**Keep Your Customers Safe.  
Ask for the Sale.**



Check out our **STIHL**® **OUTFITTERS**™ offer on pages 6 & 7.



**Orders Due July 1st, 2016 for November 2016 Delivery.**

## Everyday Terms

All other units, parts and accessories (excluding oil) may ride for shipping and terms based on the dollar level noted below. All items ordered excluding oil are combined to achieve the best purchasing levels.

***Large orders (truck shipments) placed after noon may not ship the same day.***

| Dollar Value Order | Shipping              | Cash Discount 10th of the Month | 10th of Month 2<br>(60 Days) | 10th of Month 3<br>(90 Days) |
|--------------------|-----------------------|---------------------------------|------------------------------|------------------------------|
| \$1,000            | 1% shipping allowance | net                             |                              |                              |
| \$4,000            | FREE                  | .5%                             | net                          |                              |
| \$7,000            | FREE                  | 1%                              | net                          |                              |
| \$10,000           | FREE                  | 1.5%                            |                              | net                          |
| \$20,000           | FREE                  | 2%                              |                              | net                          |

1% shipping allowance: A \$1,000 order would receive a \$10.00 shipping allowance.





# Cutquik® / Hedge Trimmer Safety Items Promotion Details

**IMPORTANT:** Retailers must purchase STIHL safety items and Cutquiks® / Hedge Trimmers on one order to receive credit. See 2016 Summer Promotions Brochure for eligible credit amounts.

Qualified STIHL safety items that are eligible for the promotional credit include\*:



## **Chaps**

## **Protective Pants**

## **Protective Shirts**

## **Forestry Tool Vest**

## **Safety Vest / Pants**

## **Gloves**

## **Helmets**

## **Hearing Protectors**

## **Protective Glasses**

## **Boots**

## **Retailer Specifics:**

- Credits can only be applied to qualifying safety items on this promotion. Credits cannot be used toward shipping costs.
- Standard ordering & shipping requirements apply.
- **Any credit amount not used on this order is automatically void.**
- Take advantage of this promotion multiple times during June & July.
- Credits for Cutquik® & Hedge Trimmer promotions will be issued to your account in August 2016.

**\*Please see the 2016 Retailer Support Manual Flip Book for index pricing on eligible items. Any safety items marked to come from the manufacturer will ship within 7-10 days and have an additional \$3.50 drop ship fee + \$4.95 handling charge. Refer to the Corporate Policies & Info tab on [bryanequipment.com](http://bryanequipment.com) for standard ordering & shipping requirements.**

# STIHL® OUTFITTERS™ OFFER

**STIHL®**



## STIHL® Outdoor Cap Assortment

**\$131<sup>76</sup>** Retailer Cost

- 24 caps (8 caps of each style)
- STIHL embroidered logo
- Velcro® closure

## STIHL® Toy Chain Saw

**\$24<sup>99</sup>** Retailer Cost

- Includes working rubber chain, starting cords, triggers, scabbard, instruction manual, batteries, and repair kit
- For ages 3 and over
- Makes authentic chain saw sounds



\*After 2016, the toy chain saw will only be available once a year! Please plan ahead.



## STIHL® Para-Frame Drop Point Knife Display

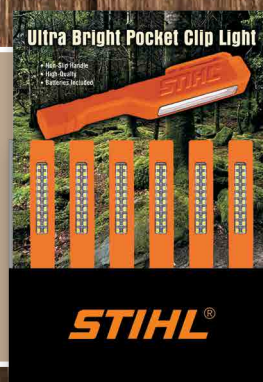
**\$112<sup>28</sup>** Retailer Cost

- 6 knives per display
- 3 1/2" Stainless Steel blade with black oxide finish
- Overall knife is approximately 8"
- Multi-use para-cord wrap
- Nylon sheath

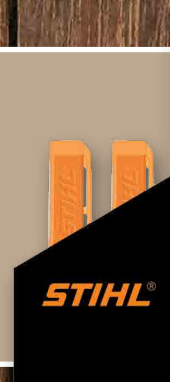
## STIHL® Ultra Bright Pocket Clip Light Display

**\$71<sup>88</sup>** Retailer Cost

- 12 clip lights per display
- Custom orange hi-intensity light, magnetic fastening feature, and convenient pocket clip
- Molded STIHL logo
- 3 AAA batteries included



Actual display may vary.



**Order By July 1st, 2016 for Delivery in November 2016!**

**Flip over for more *STIHL®* merchandise and order form.**





## STIHL® Retractable Lantern

\$16<sup>99</sup> Retailer Cost

- Measures approximately 4.88"H x 3.38"W x 3.88"L
- Energy efficient
- Opens and closes for convenient storage
- Fold-down wire handles for easy hanging and carrying
- Batteries included

## STIHL® Stadium Blanket

\$25<sup>99</sup> Retailer Cost

- Polyester fleece blanket measures 60"W x 50"H
- Easily folds into an 13"W x 11"H carrying bag
- Embroidered STIHL logo
- Exterior pocket



### Order Details:

- The order deadline is **Friday, July 1st, 2016.**
- Shipping from Bryan Equipment Sales for **November delivery** to retailers.
- Standard terms & shipping costs apply.

### How to Order:

Fill out the form below and **email or fax** to Bryan Equipment Sales:

**Email:** [calebs@bryanequipment.com](mailto:calebs@bryanequipment.com) **Fax:** 1-800-762-5469

# Order By July 1st, 2016 for Delivery in November 2016!

|                      |  |                   |  |
|----------------------|--|-------------------|--|
| <b>Retailer Name</b> |  | <b>Retailer #</b> |  |
| <b>Contact Name</b>  |  | <b>PO #</b>       |  |

| <b>Item Description</b>                                                     | <b>Retailer Cost</b> | <b>Quantity</b> |
|-----------------------------------------------------------------------------|----------------------|-----------------|
| STIHL® Outdoor Cap Assortment (Contains 24 caps, 8 caps of three styles)    | \$131.76             |                 |
| STIHL® Toy Chain Saw                                                        | \$24.99              |                 |
| STIHL® Para-Frame Drop Point Knife Display (Contains 6 knives per display)  | \$112.28             |                 |
| STIHL® Ultra Bright Pocket Clip Light (Contains 12 clip lights per display) | \$71.88              |                 |
| STIHL® Retractable Lantern                                                  | \$16.99              |                 |
| STIHL® Stadium Blanket                                                      | \$25.99              |                 |

Nationwide minimum order quantity determined by supplier. Items that do not meet minimum order quantity are subject to cancellation.



\*"Number one selling brand" is based on syndicated Irwin Broh Research as well as independent consumer research of 2009-2015 U.S. sales and market share data for the gasoline-powered handheld outdoor power equipment category combined sales to consumers and commercial landscapers.

# 2016 Summer Promotions

***SAVE 5% on the Fastest Moving Industrial Parts!\****

*Discount Automatically Applied. Electronic Orders Only.*

*Valid June 1st - July 31st, 2016.*

## Filters for STIHL® Cutquik® Cut-off Machines

| Description                       | BES-SRP | Package Quantity | Part Number   |
|-----------------------------------|---------|------------------|---------------|
| Inner Flock Filter - TS 350       | \$8.49  | 10               | 4201 140 1801 |
| Inner Flock Filter - TS 360       | \$10.99 | 10               | 4201 140 1802 |
| Micronic Filter - TS 350          | \$13.99 | 1                | 4201 141 0300 |
| Pre-Filter - TS 350               | \$8.99  | 10               | 4201 141 0310 |
| Main Filter - TS 400              | \$16.49 | 10               | 4223 141 0300 |
| Secondary Filter - TS 400         | \$7.49  | 10               | 4223 140 1800 |
| Pre-Filter - TS 400               | \$5.49  | 10               | 4223 141 0600 |
| Secondary Filter - TS 460/510/760 | \$8.49  | 10               | 4221 140 1800 |
| Micronic Filter - TS 460/510/760  | \$15.99 | 5                | 4221 140 4400 |
| Pre-Filter - TS 460/510/760       | \$9.49  | 10               | 4221 141 0310 |
| Filter - TS 700 / 800             | \$14.99 | 1                | 4224 141 0300 |
| Auxiliary Filter - TS 700/800     | \$10.99 | 1                | 4224 140 1801 |
| Auxiliary Filter - GS 461         | \$10.99 | 1                | 4252 140 1800 |
| Main Filter - GS 461              | \$25.99 | 1                | 0000 140 4402 |

**Blister-packed Air Filter Kits - Kits are pre-packaged for display at your parts counter and STIHL® Concept Store.**

|                                   |         |    |               |
|-----------------------------------|---------|----|---------------|
| Filter Kit - TS 400               | \$25.99 | 10 | 4223 007 1010 |
| Filter Kit - TS 410/420/480i/500i | \$20.49 | 1  | 4238 140 4404 |
| Filter Kit - TS 460/510/760**     | \$22.99 | 10 | 4221 007 1002 |
| Filter Kit - TS 700/800           | \$27.99 | 10 | 4224 007 1013 |

\*\* Kit contains one each: 4221 141 0310 (pre-filter), 4221 140 1800 (secondary filter), 4221 140 4400 (micronic air filter)

## Cylinders & Pistons

| Description                         | BES-SRP  | Package Quantity | Part Number   |
|-------------------------------------|----------|------------------|---------------|
| TS 350/360 Cylinder & Piston 49mm   | \$206.49 | 1                | 4201 020 1200 |
| TS 400 Cylinder & Piston 49mm       | \$262.99 | 1                | 4223 020 1200 |
| TS 410/420 Cylinder & Piston 50mm   | \$248.49 | 1                | 4238 020 1205 |
| TS 460 Cylinder & Piston 48mm       | \$198.99 | 1                | 4221 020 1201 |
| TS 480i/500i Cylinder & Piston 52mm | \$221.49 | 1                | 4250 020 1200 |
| TS 700/800 Cylinder & Piston 56mm   | \$244.49 | 1                | 4224 020 1202 |
| TS 760 Cylinder & Piston 58mm       | \$321.49 | 1                | 1111 020 1206 |
| GS 461 Cylinder & Piston 52mm       | \$221.49 | 1                | 1128 020 1250 |

## STIHL® Cutquik® Drive Belts

| Description              | BES-SRP | Package Quantity | Part Number   |
|--------------------------|---------|------------------|---------------|
| V-Belt - TS 350/360/460  | \$29.99 | 1                | 9490 000 7850 |
| V-Belt - TS 400          | \$29.99 | 1                | 9490 000 7851 |
| V-Belt - TS 410/480i     | \$44.49 | 1                | 9490 000 7901 |
| V-Belt - TS 420/500i     | \$44.49 | 1                | 9490 000 7900 |
| V-Belt - TS 510/760      | \$38.49 | 1                | 9490 000 7892 |
| Serpentine Belt - TS 700 | \$42.99 | 1                | 9490 000 7920 |
| V-Belt - TS 760          | \$38.49 | 1                | 9490 000 7895 |
| V-Belt - TS 800          | \$42.99 | 1                | 9490 000 7915 |
| V-Belt - TSA 230         | \$53.49 | 1                | 4864 690 0900 |

**For questions, contact your Territory Manager or the Customer Service Department**



Bryan Equipment Sales  
457 Wards Corner Road  
Loveland, Ohio 45140  
513-248-2000

