



**STIHL Units**

Quantity	Freight	Terms
1 - 11	F.O.B.	Net 23rd.
12 - 15	\$3/Unit	1/2 30 & 60 days.
16 - 49	Free	1/3 30, 60 & 90 days.
50 - 99	Free	1/4 30, 60, 90 & 120 days.
100+	Free	1/5 30, 60, 90, 120 & 150 days.

**STIHL Saw Chain**

NOTE: 2009 Dealer pricing will be based on purchases made in 2008.

Quantity (feet)	Freight	Terms
25' - 499'	F.O.B.	Net the 23rd.
500' - 999'	Free	1/2 30 & 60 days.
1,000' - 1,999'	Free	1/3 30, 60 & 90 days.
2,000'+	Free	1/4 30, 60, 90 & 120 days.

**STIHL Chain Loops**

NOTE: 2009 Dealer pricing will be based on purchases made in 2008.

Quantity	Freight	Terms
1 - 149	F.O.B.	Net the 23rd.
150 - 249	Free	1/2 30 & 60 days.
250 - 499	Free	1/3 30, 60 & 90 days.
500+	Free	1/4 30, 60, 90 & 120 days.

**STIHL Accessories, Parts (at regular dealer cost)**

Dollar	Freight	Terms
\$0 - \$399	F.O.B.	Net 23rd.
\$400 - \$999	Free	1/2 30 & 60 days.
\$1,000 - \$1,999	Free	1/3 30, 60 & 90 days.
\$2,000	Free	1/4 30, 60, 90 & 120 days.

**Lubricants (See drop ship program, 75 case minimum)**

Quantity	Freight	Terms
75 - 124	Free	1/3 30, 60, & 90 days.
125+	Free	1/4 30, 60, 90, & 120 days.

30/60 or 30/60/90 or 30/60/90/120 or 30/60/90/120/150 days means an equal portion of the invoice is due on or before the statement date 30/60/90/120/150 days after the date of the invoice.

The unit section applies to all STIHL power tool units. An order with all types of units (chain saws, trimmers, edgers, cutquicks, blowers, etc.) may be combined in order to take advantage of various levels of invoice and freight terms. We will still ask for minimum quantities on some units that are pre-packed two per box such as MS 170, MS 171, MS 181, MS 180s, MS 210s, MS 211, MS 230, MS 250, FSE 60, FS 40, FS 45's, FS 46's, FS 55's, FS 56, FS 80 R, FS 90's, FS 100 RX, FS 110's, FS 130's, FS 250's, HSE 60, HSE 70 etc.

Spare parts and accessories orders also qualify for special terms. Orders will be calculated automatically and the terms will be applied. The lubricants in this section will be billed at the regular dealer cost.

The truckload lubricant program is included separately in the Playbook summary at left.

Parts are considered spare parts only and are found in the last section of our 2009 Price List in the Spare Parts Manual.

NOTE: Playbook terms are available to Open Account & Floor plan dealers only and are not available to dealers on C.O.D. or past due.

This Playbook becomes effective January 1, 2009. \*CDC-BME reserves the right to change these terms without notice.

**Floor Plan**

**STIHL Units**

Quantity	Freight	Terms
1 - 15	F.O.B.	Net 30 days
16+	Free	Net 60 days

**STIHL Accessories, Parts (at regular dealer cost)**

Dollar	Freight	Terms
\$0 - \$399	F.O.B.	Net 30 days
\$400 - \$999	Free	Net 1/2 30 & 60 days
\$1,000+	Free	Net 1/3 30, 60 & 90 days

**Lubricants**

Quantity	Freight	Terms
75+	Free	Net 1/3 30, 60 & 90 days (drop shipped)

**STIHL Saw Chain**

Quantity (feet)	Freight	Terms
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500' - 999'	Free	Net 1/2 30 & 60 days
1,000'+	Free	Net 1/3 30, 60 & 90 days

**STIHL Chain Loops**

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