



Policies & Procedures 2010

2010 CDC•BME STIHL PLAYBOOK

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

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, FS 46, FS 55s, FS 56, FS 90s, FS 100 RX, FS 110s, FS 130s, FS 250s, 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 2010 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, 2010. ***CDC•BME reserves the right to change these terms without notice.**

STIHL Saw Chain

Note: 2010 Dealer pricing will be based on purchases made in 2009.

Quantity (ft)	Freight	Terms
25' - 499'	F.O.B.	Net 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: 2010 Dealer pricing will be based on purchases made in 2009.

Quantity	Freight	Terms
1 - 149	F.O.B.	Net 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 min.)

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

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 (drop shipped)

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

STIHL Saw Chain

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

STIHL Chain Loops

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



Policies & Procedures 2010

2010 CDC•BME STIHL X-BOOK PLAYBOOK

STIHL Units

Quantity	Freight	Terms
1 - 11	F.O.B.	Net 23rd.
12 - 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: 2010 Dealer pricing will be based on purchases made in 2009.

Quantity (ft)	Freight	Terms
25' - 499'	F.O.B.	Net 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: 2010 Dealer pricing will be based on purchases made in 2009.

Quantity	Freight	Terms
1 - 149	F.O.B.	Net 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 min.)

Quantity	Freight	Terms
75 - 124	Free	1/3 30, 60, & 90 day
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.

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Floor Plan

STIHL Units

Quantity	Freight	Terms
1 - 11	F.O.B.	Net 30 days
12 - 15	Free	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 (drop shipped)

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

STIHL Saw Chain

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

STIHL Chain Loops

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