

Dealer Program and Pricing Volume 17 Issue 2

January 2005



STERLING ROPE

Climbing • Dynamic Ropes**Evolution Series****ALL NEW**

EVOLUTION SERIES

ALL NEW

Item	Dealer	Retail	Diameter/Color	Item	Dealer	Retail
Quantum™ x 50M	96.90	161.50	10.7mm Red, Teal	Quantum x 50M Dry	108.00	180.00
Quantum x 60M	116.15	193.60		Quantum x 60M Dry	129.00	215.00
Kosmos™ x 50M	88.00	146.70	10.2mm Teal, Purple, Orange, Blue	Kosmos x 50M Dry	98.60	164.30
Kosmos x 60M	106.00	176.70		Kosmos x 60M Dry	118.00	196.70
Kosmos x 70M	123.50	205.85		Kosmos x 70M Dry	138.00	230.00
Velocity™ x 50M	84.85	141.45	9.8mm Burgundy, Silver, Purple	Velocity x 50M Dry	96.00	158.35
Velocity x 60M	101.00	169.00		Velocity x 60M Dry	115.00	191.00
Velocity x 70M	118.00	197.00		Velocity x 70M Dry	134.00	223.35
BiColors						
Kosmos x 60M	130.00	217.00	10.2mm Red, Lt Blue, Black	Kosmos x 60M Dry	148.20	247.00
Kosmos x 70M	151.75	252.95		Kosmos x 70M Dry	173.00	288.95
Velocity x 60M	122.00	203.35	9.8mm Blue, Purple, Red	Velocity x 60M Dry	139.00	231.95
Velocity x 70M	142.50	237.50		Velocity x 70M Dry	162.50	270.85

Nitro™ Series**ALL NEW!**

Item	Dealer	Retail	Color	Item	Dealer	Retail
Nitro x 50M	85.00	141.70	9.8mm Teal, Purple, Orange	Nitro x 50M Dry	95.00	158.35
Nitro x 60M	102.00	170.00		Nitro x 60M Dry	114.00	190.00
Nitro x 70M	119.00	198.35		Nitro x 70M Dry	133.00	221.70

Marathon™ Series**ALL NEW!**

Marathon Series				ALL NEW!		
Item	Dealer	Retail	Color	Item	Dealer	Retail
Mega™ x 50M	88.00	146.70	11.2mm Assorted	Mega x 50M Dry	98.00	163.35
Mega x 60M	105.00	175.00		Mega x 60M Dry	118.00	196.70
Ultra™ x 50M	86.00	143.35	10.7mm Hunter Green, Purple, Blue, Yellow Red	Ultra x 50M Dry	96.00	160.00
Ultra x 60M	103.00	171.70		Ultra x 60M Dry	116.00	193.35
Ultra x 70M	120.00	200.00		Ultra x 70M Dry	134.00	223.35
Sport™ x 50M	84.00	140.00	10.4mm Hunter Green, Purple Blue, Orange, Yellow, Red	Sport x 50M Dry	95.00	158.35
Sport x 60M	101.00	168.35		Sport x 60M Dry	114.00	190.00
Sport x 70M	118.00	169.70		Sport x 70M Dry	135.00	225.00
Pro™ x 50M	83.00	138.35	10.1mm Hunter, Black, Blue, Orange, Yellow, Red	Pro x 50M Dry	94.00	156.70
Pro x 60M	98.50	164.00		Pro x 60M Dry	113.00	188.35
Pro x 70M	116.00	193.35		Pro x 70M Dry	132.00	220.00
Biathlon™ BiPattern						
Biathlon Sport x 60M	125.75	209.60	10.4mm Hunter, Yellow, Red	Biathlon Sport x 60M Dry	139.00	231.70
Biathlon Sport x 70M	146.00	243.35		Biathlon Sport x 70M Dry	162.00	270.00
Biathlon Pro x 60M	120.00	200.00	10.1mm Purple, Yellow, Black	Biathlon Pro x 60M Dry	137.00	228.35
Biathlon Pro x 70M	140.00	233.35		Biathlon Pro x 70M Dry	158.00	263.35

** Dynamic Rope colors subject to change without notice.

New**Two Rope Systems**

New				Two Rope Systems		
Item	Dealer	Retail	Diameter / Color	Item	Dealer	Retail
Evolution Duetto Half x M	1.44	2.40	8.4mm Green, Purple, Orange, Yellow	Evolution Duetto Half x M Dry	1.66	2.76
Duetto x 50M	72.00	120.00		Duetto x 50M Dry	83.00	138.35
Duetto x 60M	86.00	144.00		Duetto x 60M Dry	99.00	165.00
Duetto x 70M	100.00	167.00		Duetto x 70M Dry	116.00	194.00
Evolution Ice Thong Twin x M	1.35	2.25	7.6mm Orange, Yellow	Evolution Ice Thong Twin x M Dry	1.60	2.68
Ice Thong x 50M	68.00	113.00		Ice Thong x 50M Dry	80.00	133.00
Ice Thong x 60M	81.00	135.00		Ice Thong x 60M Dry	96.00	160.00
Ice Thong x 70M	95.00	158.00		Ice Thong x 70M Dry	112.50	187.00
BiColor						
BiPolar x 100M	168.00	280.00	8.4mm Purple	BiPolar x 100M Dry	190.00	317.00
BiPolar x 120M	201.00	330.00		BiPolar x 120M Dry	228.00	380.00
Marathon Half x M	\$1.47	\$2.45	8.8mm Hunter Green, Orange, Yellow, Blue	Marathon Half x M Dry	\$1.69	\$2.82
Half x 50M	73.00	122.00		Half x 50M Dry	84.00	141.00
Half x 60M	88.00	147.00		Half x 60M Dry	101.00	169.00
Half x 70M	103.00	171.00		Half x 70M Dry	118.00	197.00
BiPattern						
Biathlon Half x 100M	170.00	283.00	Yellow	Biathlon Half x100M Dry	192.00	320.00

New**Gym Ropes**

Dynamic			Dealer	Color	Low Elongation	Dealer	Color
Big Gym 10.7mm x M (cut lengths)	\$ 1.73	Blue, Yellow, Red	Tarzan (Low Elongation 10.4mm) x M	\$ 1.52	Black/tan		
Big Gym 10.7mm x 100M	172.00		Tarzan 10.4mm x 100M	152.00			
Big Gym 10.7mm x 200M	338.00		Tarzan 10.4mm x 200M	299.00			
Jungle Gym 10.4 x M (cut lengths)	\$ 1.70	Blue, Yellow, Red	SuperStatic 3/8" x M	\$ 1.53	Blue, Green		
Jungle Gym 10.4mm x 100M	168.00		SuperStatic 3/8" x 92M	139.00			
Jungle Gym 10.4mm x 200M	336.00		SuperStatic 3/8" x 200M	302.90			
Slim Gym 10.1 x M (cut lengths)	\$ 1.66	Blue, Purple, Yellow	Sterling Rope banners are available for your Gym or Shop! We are happy to cut ropes to specific route lengths at no extra charge – priced and sold per meter. See page 5 for great deals on Prime Shorts.				
Slim Gym 10.1 x 100M	165.00						
Slim Gym 10.1 x 200M	325.00						

** Dynamic Rope colors subject to change without notice.

Rope Bags – NEW Products!

Rope Bags – Tarps - Banners	Color	Dealer	Retail
Rope Tarp 3'x 4' Black Nylon with Sterling Logo	Black	\$ 6.00	\$ 9.95
Rapper (Rope Bag w/Tarp) Black Nylon	Asst	\$ 19.50	\$ 35.00
Sterling Rope banner 1' x 3'	Asst	\$ 9.95	N/A

Rope Care and Hardware

Rope Care	Size	Dealer	Retail	Hardware	Dealer	Hardware	Dealer
Wicked Good Rope Wash	25 packs	\$ 21.25	\$ 1.50 ea	Hand held Knife w/blade	\$130.00	Blade only	\$ 34.45
				Bench Mount Hot Knife	\$120.00	Extra Blade	\$ 30.75

Accessory Cord / Prusiks

Nylon	50M	100M	200M	\$/M	MSR \$/Ft	Polyester	50M	100M	200M	\$/M	MSR \$/Ft
2mm	N/A	\$20.50	39.00	.21	\$.09	* 3mm	N/A	\$35.00	\$68.00	\$.35	\$.17
2.75mm	N/A	23.00	47.00	.24	.11	* 4mm	N/A	40.00	78.00	.40	.20
3mm	N/A	29.00	56.85	.30	.14	* 5mm	N/A	51.00	100.00	.51	.25
4mm	N/A	36.00	69.00	.36	.17	8mm	57.50	115.00	230.00	1.15	.59
5mm	22.00	42.00	84.00	.42	.21	* Polyester core, nylon sheath. 8mm is Polyester sheath, nylon core.					
6mm	29.00	58.00	116.00	.58	.29	GloCord™ Reflective Cord					
7mm	37.00	74.00	148.00	.74	.37	2.75mm	N/A	50.00	99.00	\$.50	\$.25
8mm	47.00	95.00	190.00	.95	.48	3mm	N/A	51.00	100.00	.51	.26
9mm	65.00	127.00	254.00	1.30	.66	4mm	33.00	66.00	131.00	.66	.34
6mm PowerCord	98.00	195.00	390.00	1.95	.99	5mm	38.00	76.00	150.00	.76	.38
PowerCord is high strength, low stretch. Nylon and Technora®.											

Packaged Accessory Cord Products

Products	Description	Dealer	Retail	Minimum
6mm PowerCord Cordelette	6mm PowerCord x 5.5M (18')	11.95	19.95	N/A
6mm PowerCord Cordelette	6mm PowerCord x 6.4M (21')	14.25	23.75	N/A
6mm PowerCord Cordelette	6mm PowerCord x 7.6M (25')	16.50	27.50	N/A
7mm Cordelette	7mm x 5.5M (18')	6.25	10.42	N/A
7mm Cordelette	7mm x 6.4M (21')	7.10	11.83	N/A
7mm Cordelette	7mm x 7.6M (25')	8.50	14.17	N/A
TentCord	2.75mm GloCord x 50 ft w/ 4 LineLok	11.75	19.58	4 Pkg
ZIPS!	2.75mm GloCord Zipper pulls w/cord locks	1.95	3.25	25 Pkg
Mini Cord Mini Spools	1.5mm x 100' (30.5M) spool	\$4.25	7.08	10
Minor Cord Minor Spools	3.0mm x 50' (15.5M) spool	5.25	8.75	10
2.75mm GloCord™ Spool	2.75 GloCord x 50' (15.5M) spool	8.15	13.58	6
Drum Cord	4mm Polyester Core x 50ft (15.5M) Assorted	8.35	13.95	4 Pkg
Kayak Deck Cord	4mm Polyester Core x 50 ft (15.5M) Black	8.35	13.95	4 Pkg
Kayak Reflective Deck Cord	4mm GloCord x 50 ft (15.5M) Black	12.25	20.45	1 Pkg
Kayak Rudder Cord	2.75mm Core x 15 ft Black	3.65	6.10	4 Pkg

Bootlaces

Lace	Size	Dealer	Retail	Bootlace Colors: Subject to change and availability. 5mm Flat Pattern: Navy w/Tan or Black stripe, Hunter w/Tan or Black stripe, Red w/Black, Brown w/Tan Stripe. 5mm Round Pattern: Navy w/Tan, Brown w/Tan, Hunter Green w/Black, Black w/Red, and Royal w/Black. 3mm Round Pattern: Navy w/Tan and Hunter stripe, Brown w/Tan and Tan Stripe. Minimum order 24 combined laces. Ask us about special deals on Neon 5mm Round laces
5mm Flat	46", 52"	\$ 2.50	\$ 4.20	
5mm Flat	60", 72"	2.95	4.95	
5mm Flat	200M Spool	89.00	\$22/ft	
5mm Round	46", 52"	\$2.60	\$4.50	
5mm Round	60", 72"	3.25	5.40	
5mm Round	200M Spool	91.00	\$23/ft	
3mm Round	46", 52"	\$ 2.25	\$ 3.75	
3mm Round	60", 72"	2.95	4.95	
3mm Round	200M Spool	85.00	\$21/ft	

Static Ropes

SuperStatic	Color	Dealer M/Ft	Retail	HTP	Color	Dealer M/Ft	Retail
9mm x M // Ft	Black, Blue, Yellow, Red	\$1.45 // 0.44	\$0.73/ft	9mm x M // Ft	Blue, Yellow, Red	\$1.48 // 0.45	\$0.75/ft
9mm x 150' (46M)		66.70	111.20	9mm x 150' (46M)		68.10	113.50
9mm x 200' (61M)		88.15	146.95	9mm x 200' (61M)		90.30	150.50
9mm x 300' (92M)		132.95	221.60	9mm x 300' (92M)		136.20	227.00
9mm x 600' (183M)		264.00	440.00	9mm x 600' (183M)		268.00	446.70
9mm x 660' (200M)		289.00	481.70	9mm x 660' (200M)		293.00	488.30
3/8" x M // Ft	White	1.39 // 0.42	0.70	3/8" x M // Ft	White	1.42 // 0.44	0.73
3/8" x 150' (46M)		63.50	105.85	3/8" x 150' (46M)		65.25	108.75
3/8" x 200' (61M)		83.15	138.60	3/8" x 200' (61M)		86.50	144.20
3/8" x 300' (92M)		126.00	210.00	3/8" x 300' (92M)		130.50	217.50
3/8" x 600' (183M)		246.95	411.60	3/8" x 600' (183M)		254.00	423.35
3/8" x 660' (200M)		269.90	449.85	3/8" x 660' (200M)		275.00	458.35
3/8" x M // Ft	Black, Blue, Yellow, Orange, Red	1.53 // 0.46	0.77	3/8" x M // Ft	Black, Blue, Orange, Yellow, Red	1.63 // 0.49	0.82
3/8" x 150' (46M)		7.40	117.35	3/8" x 150' (46M)		74.85	124.75
3/8" x 200' (61M)		93.40	155.70	3/8" x 200' (61M)		99.25	165.40
3/8" x 300' (92M)		140.85	234.75	3/8" x 300' (92M)		149.70	249.50
3/8" x 600' (183M)		277.00	461.70	3/8" x 600' (183M)		291.00	485.00
3/8" x 660' (200M)		302.90	504.90	3/8" x 660' (200M)		319.00	531.70
7/16" x M // Ft	White	1.51 // 0.47	0.78	7/16" x M // Ft	White	1.49 // 0.45	0.75
7/16" x 150' (46M)		70.50	117.50	7/16" x 150' (46M)		68.40	114.00
7/16" x 200' (61M)		92.75	154.60	7/16" x 200' (61M)		90.70	151.20
7/16" x 300' (92M)		139.75	233.00	7/16" x 300' (92M)		136.50	227.50
7/16" x 600' (183M)		275.00	458.35	7/16" x 600' (183M)		267.25	445.45
7/16" x 660' (200M)		301.00	501.70	7/16" x 660' (200M)		292.00	486.70
7/16" x M // Ft	Green, Black, Blue, Yellow, Orange, Red	1.64 // 0.50	0.83	7/16" x M // Ft	Black, Blue, Orange, Yellow, Red	1.70 // 0.52	0.86
7/16" x 150' (46M)		75.25	125.45	7/16" x 150' (46M)		78.10	130.20
7/16" x 200' (61M)		99.50	165.85	7/16" x 200' (61M)		103.50	172.50
7/16" x 300' (92M)		150.50	250.85	7/16" x 300' (92M)		156.20	260.35
7/16" x 600' (183M)		296.30	493.85	7/16" x 600' (183M)		309.25	515.45
7/16" x 660' (200M)		323.00	538.35	7/16" x 660' (200M)		338.00	563.35

IMPORTANT NOTE

SuperStatic is 100% nylon. **HTP** is 100% polyester (see brochure for details)

RESCUE Products: Sterling Rope makes a full line of rescue products that are now available at different program pricing and your discount may not apply. Rescue products are only available to authorized rescue dealers. If you are an authorized Sterling Climbing dealer but not a rescue dealer, we are happy to help you service your local rope rescue, fire department, industrial safety and work access customers on a case-by-case basis. Please call us for pricing and information on all static ropes, personal escape ropes, RIT Lines, SafetyGlo™, rescue rope bags and other sewn products. Special Camo or OD Green colors are also available.

Prime Shorts (First Quality Rope less than 40M)

Item Description	Dealer /M	Item Description	Dealer /M	Item Description	Dealer /M
Evolution Single	\$1.00/M	SuperStatic 9mm-3/8"	\$1.00/M	HTP Static 3/8"	\$1.10/M
Evolution Half/Twin	\$.90/M	SuperStatic 7/16"	\$1.15/M	HTP Static 7/16"	\$1.15/M
Marathon Single	\$1.00/M	SuperStatic 1/2"	\$1.25/M	HTP Static 1/2"	\$1.30/M
Marathon Half	\$0.85/M	SuperStatic 5/8"	\$1.55/M	HTP Static 5/8"	\$1.60/M

Prime Shorts are first quality ropes that don't make our minimum hanked length. Please give us a length range (e.g.: 20-30M) when ordering. We reserve the right to ship rope within 5 meters of requested lengths. We occasionally have lengths up to **45M**. Ask about availability when ordering.

Webbing

Item	Dealer	Retail	Item	Dealer	Retail
Spools			Dog Bone / Quick Draw Sling		
1" (25mm) Tubular x 300 FT	\$51.00	\$0.28/ft	¾" (19mm) x 4"Nylon	1.90	3.17
1" (25mm) Tech Tape™ x 300 FT	53.00	0.30/ft	¾" (19mm) x 5.5"	2.10	3.50
11/16" Tubular x 300'	61.00	\$0.33/ft	¾" (19mm) x 7"	2.40	4.25
1" Flat T18 SlackLine x 300' Ylw	92.75	0.52/ft	¾" (19mm) x 9"	2.80	4.95
Sewn Slings			Spectra® Sewn Slings		
11/16" (17mm) x 24" Nylon	\$2.30	3.85	½" (13mm) x 10"	2.70	4.50
11/16" (17mm) x 30"	2.80	4.70	½" (13mm) x 24"	4.55	7.60
11/16" (17mm) x 48"	3.60	6.00	½" (13mm) x 30"	5.35	8.90
Sewn Slings			½" (13mm) x 48"	7.75	12.90
1" (25mm) Tubular Nylon x 24"	2.25	3.75	MARATHON LANYARDS		
1" (25mm) Tubular x 48"	3.70	6.20	.6M Lanyard (Marathon Ultra)	7.70	12.85
Rabbit Runners			.8M Lanyard	8.20	13.70
½" Spectra x 44"	6.50	10.85	1M Lanyard	8.60	14.35
1" Nylon Tubular x 44"	2.80	4.70	2M Lanyard	10.70	17.85
Daisy Chains			8mm Bound Loop Prusik 16"	4.20	7.00
½" Spectra 10 Loop 45"	12.75	21.25	8mm Bound Loop Prusik 22"	4.45	7.45
½" Spectra 14 Loop 59"	14.55	24.25	6mm Purcells Long	5.30	8.80
			6mm Purcells Short	4.30	7.50
Webbing Colors: Subject to availability and change.			Special Cuts:		
1" Blue, Yellow, Orange, Red, Black, Green, Purple			All products may be cut to special lengths.		
1" Tech Tape Blue, Yellow, Orange, Red, Black, Green, Purple, Tan, Silver			Full spool must be purchased.		
11/16" Black, Blue, Red, Silver			For full webbing spools cut to length, add \$5.00 for set up and \$0.05 per cut thereafter.		

Water Ropes • Float Rope

WaterLine™	Color	Dealer	Retail	GrabLine™	Color	Dealer	Retail		
3/16" x M/Ft	Yellow	\$0.47/M//0.14	\$0.24/ft	5/16" x M/Ft	Yellow w/R tracer	\$0.64 // 0.20	\$0.33/ft		
3/16" x 600'(183M)		\$85.90	143.17	5/16" x 300' (92M)		58.10	96.85		
5/16" x M/Ft	Yellow w/R tracer	0.58/ 0.17	\$0.28/ft	5/16" x 600'(183M)		117.00	195.00		
5/16" x 300' (92M)		53.35	88.92	5/16" x 660'(200M)		126.25	210.45		
5/16" x 600'(183M)		105.00	175.20	3/8" x M/Ft	0.85 // 0.26	\$0.43/ft			
5/16" x 200M(660')		113.70	189.50				3/8" x 300' (92M)	78.25	130.25
3/8" x M/Ft	Yellow w/R tracer	0.76 // 0.23	\$0.39/ft				3/8" x 600' (183M)	154.00	257.00
3/8" x 300' (92M)		69.80	117.00				3/8" x 660' (200M)	169.00	282.00
3/8" x 600' (183M)		137.70	229.50	WaterGlo™		NEW!			
3/8" x 660' (200M)		150.50	250.85	3/16" x M/Ft	Yellow/Glo	0.73 // 0.22	0.37/ft		
Spec 1000™			3/16" x 600' (183M)	133.60		222.65			
1/4" x M	Yellow w/Purple	1.05// 0.29	\$0.53/ft	3/8" x M/Ft	Yellow w/Red & Glo	1.20// .37	.61/ft		
1/4" x 200M		210.00	350.00	3/8" x 300' (92M)		110.00	184.00		
3/8" x M/Ft	Yellow w/Red	1.78 // .54	.91/ft	3/8" x 600' (183M)		219.50	366.00		
3/8" x 300' (92M)		163.75	272.95						

*Due to the market availability of Spectra®, prices and availability are subject and likely to change. Please confirm pricing when ordering.

Throw Bags

Throw Bags	Color	Dealer	Retail	Throw Bags w/Rope	Color	Dealer	Retail
Throw Bag Small	Orange	10.50	17.50	5/16" x 50' & Bag	Orange	20.00	31.70
Throw Bag Large	Yellow	11.55	19.25	3/8" x 75' & Bag	Yellow	26.25	43.75
Throw Bag XLg	Orange	12.10	20.20	7/16" x 50' & Bag	Orange	31.50	52.50
				7/16" x 75' & Bag	Orange	42.95	71.60

Climbing • Dynamic Ropes

Specifications

Name	Diameter	Type	Falls Held	Impact Force	Dynamic Elongation	Mass	Sheath Slip	Static Elongation	UIAA / CE
Evolution									
Quantum	10.7mm	Single	8	8.7kN	33.8%	75 g/M	0mm	7.4%	CE/UIAA
Kosmos	10.2mm	Single	8	8.8kN	31.1%	67 g/M	0mm	7.6%	CE/UIAA
Velocity	9.8mm	Single	6	8.8kN	26.4%	62 g/M	0mm	8.6%	CE/UIAA
Duetto	8.4mm	Half	6	6.5kN	31.6%	45 g/M	0mm	11%	CE/UIAA
Ice Thong	7.7mm	Twin	12	10.6kN	28.1%	40 g/M	0mm	7.8%	CE/UIAA
DX2*	10.2mm	Single	8	8.8kN	31.1%	67 g/M	0mm	7.6%	UIAA
Raptor*	9.8mm	Single	6	8.8kN	26.4%	62 g/M	0mm	8.6%	UIAA
Marathon									
Mega	11.2mm	Single	9	8.7kN	30.8%	79 g/M	15mm	9.4%	CE/UIAA
Ultra	10.7mm	Single	8	8.6kN	36.1%	70 g/M	0mm	9.0%	CE/UIAA
Sport	10.4mm	Single	7	9.3kN	29.4%	69 g/M	0mm	8.4%	CE/UIAA
Pro	10.1mm	Single	6	8.6kN	35.3%	63 g/M	0mm	8.4%	CE/UIAA
Half	8.8mm	Half	9	6.1kN	32.8%	48 g/M	0mm	11%	CE/UIAA
Nitro	9.8mm	Single	8	9.0kN	30.1%	62 g/M	0mm	10%	CE/UIAA
Gym Ropes									
Big	10.7mm	Single	8	8.6kN	36.1%	70 g/M	0mm	9.0%	CE/UIAA
Jungle	10.4mm	Single	7	9.3kN	29.4%	69 g/M	0mm	8.4%	CE/UIAA
Slim	10.1mm	Single	6	8.6kN	35.3%	63 g/M	0mm	8.4%	CE/UIAA

All dynamic ropes are in conformance to UIAA 101 and prEN892.

*All ropes except the limited edition *Raptor* and *DX2* have Sterling Rope **DryCore**.

Order Notes:

To assist you with your order organization, we are including this summary sheet.
 (Revision Date must be at least 10 days prior to your requested Ship Date).
 Electronic order forms are available – e-mail info@sterlingrope.com for a copy.

PO#	SRC Order #	Ship Date	Revision Date	Cancel Date	\$ Amount
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____

Rep _____ Rep Phone _____ Total _____

Commitment Level _____ Earned Discount % _____



DEALER PROGRAM
January 31, 2005 – August 31, 2005
For Price Sheet Volume 17 Issue 2

<u>PRESEASON COMMITMENT</u>	<u>EARNED DISCOUNT</u>	<u>FREIGHT ASSISTANCE*</u>
\$ 5,000 - \$ 9,999	5%	\$1000
\$10,000 - \$14,999	10%	\$1500
\$15,000 and over	15%	\$2500

*Freight Assistance – you may deduct freight charges up to a maximum of 5% of net invoice above these levels. Deduction may only be taken if invoice is paid on time.

General Terms

- New dealers must have an approved application and place a \$1,000 minimum opening order.
- To remain an active dealer, a \$1,000 minimum yearly volume must be maintained.
- In order to earn a year round discounts, preseason commitment levels must be met.
- For existing dealers, there are no minimum order requirements except on certain products.
- There *are* minimums on specials, promotion ropes, bootlaces, ZIPS! Mini/Minor spools, and Rope Wash.
- Changes to preseasons are allowed and encouraged. However, if cancellations reduce preseason commitments, earned discount will be adjusted to reflect new commitment level.
- Orders may be changed, moved or even canceled without incurring extra fees unless the order has shipped.
- All revisions must be in writing (fax, email, US Mail). Preseason adjustments must be submitted at least 10 days prior to ship date. Sterling may not be able to guarantee ship date after preseason adjustments.
- Discounts may only be taken if payment is postmarked no later than the qualifying date after invoice date.
- Freight assistance may only be deducted if invoice is paid within terms.
- Store employees may purchase product for 15% off wholesale plus freight. Call for the Employee purchase form.
- Sterling reserves the right to ship early, however we honor vendor shipping guidelines.
- Adherence to Vendor guides voids the above program.

The Fine Print

- ❖ Volume 17 Issue 2 Price Sheet supercedes all previous price lists.
- ❖ Prices are guaranteed through June 30, 2005 except Spectra products.
- ❖ Prices, discounts and programs are for the products listed in this Volume only. Other Sterling products may be available, but not at these program discounts.
- ❖ All items FOB Scarborough, ME
- ❖ All orders subject to acceptance and credit approval. All new accounts are COD or pre-paid until credit application is approved.
- ❖ Purchase orders are preferred, but not essential. Revisions are the responsibility of the buyer.
- ❖ If volume is reduced during the year, Sterling reserves the right to reduce or eliminate discount.
- ❖ All product offered is returnable in new condition and with all ID tags, for any reason, for refund or credit less shipping costs
- ❖ Orders may be drop shipped to any location in the US for an additional handling charge of \$5.00 per order.
- ❖ For all shipments through the US Post Office, there will be an additional \$10 handling fee per order.

STERLING ROPE COMPANY, INC.

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