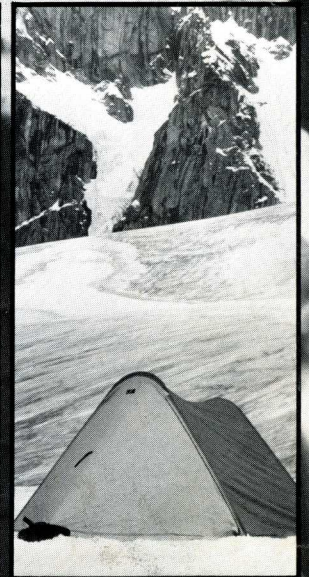
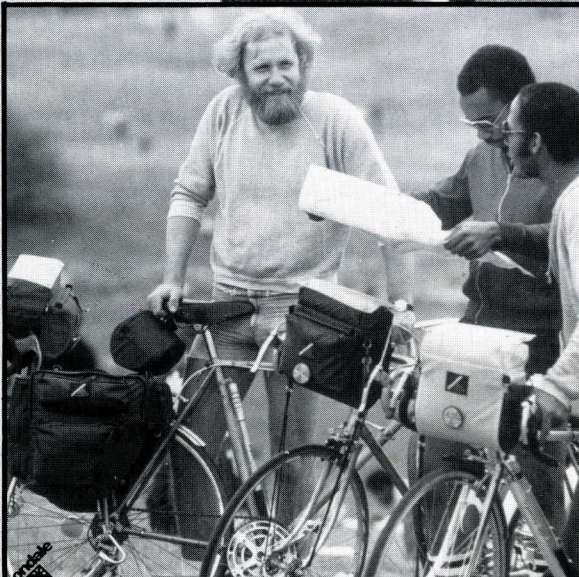


# CANNONDALE

1980 DEALER PROGRAM





**TENTS**

<b>C891 WABASH</b>	2-person, 1-vestibule, all-season tent	2,3
<b>C892 LACKAWANNA</b>	2-person, 2-vestibule, snow flaps, <i>special order</i> tent	4
<b>C893 AROOSTOOK</b>	3 to 4-person, 2-vestibule, all-season tent	Not Shown
<b>C895 SUSQUEHANNA</b>	2-person, 1 vestibule, all-season tent	Not Shown

**CLOTHING**

WHEN ORDERING  
PARKAS, JACKETS, &  
VESTS, BE SURE TO  
SPECIFY EITHER MALE  
(M) OR FEMALE (F).

<b>M or F908 ADIRONDACK</b>	Male OR Female, 80/20, insulated Vest with zipper & snaps	8,9
<b>M or F909 ADIRONDACK</b>	Male OR Female, Nylon, insulated Vest with snaps	9
<b>M or F910 APPALACHIAN</b>	Male OR Female, 80/20, insulated Parka	9
<b>C911 APPALACHIAN</b>	80/20, insulated accessory Parka Hood	8
<b>M or F912 MOUNTAIN</b>	Male OR Female, 80/20 hooded Sontique insulated Parka	3,17
<b>M or F913 CHAMPLAIN</b>	Male OR Female, 80/20 waistlength, hooded Shell Parka	16,17
<b>M or F914 TICONDEROGA</b>	Male OR Female, 80/20, waistlength, hooded Shell Pullover	16,17
<b>M or F915 AUSABLE</b>	Male OR Female, 80/20, insulated, waistlength Parka	9
<b>M or F916 TAHAWUS</b>	Male OR Female, 80/20, waistlength, knit-collar, Shell Pullover	16
<b>T200 T SHIRT</b>	100% Cotton Knit, Longer Sleeve	27

**SLEEPING  
BAGS**

WHEN ORDERING  
SLEEPING BAGS, BE  
SURE TO SPECIFY EITHER  
RIGHT OR LEFT ZIPPER

<b>S804 BLUE RIDGE</b>	30° Left OR Right Zip Sleeping Bag	6
<b>S805 BLUE RIDGE</b>	30° Left OR Right Zip Sleeping Bag (NOTE THAT RIGHT &	6
<b>S806 CHESAPEAKE</b>	10° Left OR Right Zip Sleeping Bag LEFT WILL ZIP	7
<b>S807 CHESAPEAKE</b>	10° Left OR Right Zip Sleeping Bag TOGETHER)	7
<b>S808 GREAT NORTHERN</b>	- 20° Left OR Right Zip Sleeping Bag	7
<b>S809 GREAT NORTHERN</b>	- 20° Left OR Right Zip Sleeping Bag	7

**PACKS  
DUFFLES  
SACKS**

<b>C882 WINANS' CAMEL</b>	Internal/External-Frame Pack	3,10
<b>C857 TRACKWALKER</b>	Large, Twin-external pockets, leather & Cordura Softpack	11
<b>C859 DISPATCHER</b>	Twin-external pockets, Cordura Softpack	11
<b>C854 HOBO</b>	Single-external pocket, Nylon Oxford Softpack	11
<b>C849 STACK</b>	Slash-external pocket, Nylon Oxford Softpack	11
<b>C847 SWITCHBACK</b>	Large, Cordura Fannypack	11,17
<b>C848 SWITCHBACK</b>	Small, Cordura Fannypack	11,17
<b>C100 DUFFLE</b>	Small, Cotton Canvas Dufflebag	Cover
<b>C101 DUFFLE</b>	Medium, Cotton Canvas Dufflebag	Cover
<b>C102 SUITCASE</b>	Large, Cotton Canvas Suitcase	Cover
<b>C901 STUFFSACK</b>	Coated Nylon Oxford Stuffsack	Cover
<b>C902 STUFFSACK</b>	Coated Nylon Oxford Stuffsack	Cover
<b>C903 STUFFSACK</b>	Coated Nylon Oxford Stuffsack	Cover

**GAITERS**

<b>C904 SPURTRACKERS</b>	Low version, 80/20 Gaiters	16
<b>C905 SPURTRACKERS</b>	High version, 80/20 Gaiters	16

**BICYCLE  
SPECIALTY  
BIKEPACKS**

<b>B025 HOGGER CAP</b>	Pinstripe Railroad Cap	21
<b>B002 BUGGER</b>	Bicycle Trailer	22
<b>B018 CHILD SEAT</b>	Accessory Seat for Bicycle Trailer	22
<b>B017 CASEY</b>	Nylon Handlebar Pack with Drop Frame	24
<b>B027 CHUGGER</b>	Nylon Handlebar Pack with Drop Frame	23,25,26,30,31
<b>B037 TRESTLE</b>	Cordura Handlebar Pack with Drop Frame	25,26,29
<b>B021 TOOT</b>	Nylon Seat Pack-for all saddles with clips	25,26
<b>B031 SIGNAL</b>	Cordura Seat Pack for all saddles	26,28
<b>B040 WHISTLES</b>	Single-External Pocket; Nylon Oxford Pannier Set	30,31
<b>B041 OVERLANDS</b>	4-External Pocket, Deluxe Cordura Pannier Set	28
<b>B045 RACKPACK</b>	Nylon Pack for top of carrier racks	26,30

**COLOR SUBSTITUTION**

Unless restricted by the dealer. Cannondale will have the right to make substitutions in color as necessary to assure timely deliveries.

**CLOTHING SIZE CODES****SIZE:**

"P" is an extra small  
"S" is a small  
"M" is a medium  
"L" is a large  
"X" is an extra large

**CORRESPONDS TO:**

MALE	FEMALE
30-32	4-6
34-36	8-10
38-40	12-14
42-44	16-18
46-48	none



LOG GE	SIZES see size chart	COLORS Note: All colors as available	PACKAGED	SUGG RETAIL	YOUR PRICE				ITEM
					30%	35%	40%	45%	
		Gold&Rust&Blue	1 to a box	\$ 275.00	\$ 192.50	\$ 178.75			<b>C891 WABASH</b>
		Gold&Rust&Blue	1 to a box	\$ 325.00	\$ 227.50	\$ 211.25			<b>C892 LACKAWANNA</b>
own		Gold&Rust&Blue	1 to a box	\$ 325.00	\$ 227.50	\$ 211.25			<b>C893 AROOSTOOK</b>
own		Gold&Rust&Blue	1 to a box	\$ 250.00	\$ 175.00	\$ 162.50			<b>C895 SUSQUEHANNA</b>
	P,S,M,L,X	Navy,Camel,Green	To Your Order	\$ 49.50		\$ 32.18	\$ 29.70	\$ 27.23	<b>M or F908 ADIRONDACK</b>
	P,S,M,L,X	Navy,Camel,Green,Rust	To Your Order	\$ 39.50		\$ 25.68	\$ 23.70	\$ 21.73	<b>M or F909 ADIRONDACK</b>
	P,S,M,L,X	Navy,Camel,Green	To Your Order	\$ 75.00		\$ 48.75	\$ 45.00	\$ 41.25	<b>M or F910 APPALACHIAN</b>
	S,L	Navy,Camel,Green	To Your Order	\$ 14.95		\$ 9.72	\$ 8.97	\$ 8.22	<b>C911 APPALACHIAN</b>
	P,S,M,L,X	Navy,Camel,Green	To Your Order	\$ 75.00		\$ 48.75	\$ 45.00	\$ 41.25	<b>M or F912 MOUNTAIN</b>
	P,S,M,L,X	Navy,Camel	To Your Order	\$ 49.50		\$ 32.18	\$ 29.70	\$ 27.23	<b>M or F913 CHAMPLAIN</b>
	P,S,M,L,X	Navy,Camel	To Your Order	\$ 45.00		\$ 29.25	\$ 27.00	\$ 24.75	<b>M or F914 TICONDEROGA</b>
	P,S,M,L,X	Navy,Camel	To Your Order	\$ 65.00		\$ 42.25	\$ 39.00	\$ 35.75	<b>M or F915 AUSABLE</b>
	P,S,M,L,X	Navy,Camel	To Your Order	\$ 39.50		\$ 25.68	\$ 23.70	\$ 21.73	<b>M or F916 TAHAWUS</b>
	S,M,L	Navy,Bottle Green	*12 to a box	\$ 6.95		\$ 4.52	\$ 4.17		<b>T200 T SHIRT</b>
	Regular	Rust,Blue,Green	To Your Order	\$ 85.50		\$ 55.58	\$ 51.30		<b>S804 BLUE RIDGE</b>
	Long	Rust,Blue,Green	To Your Order	\$ 89.50		\$ 58.18	\$ 53.70		<b>S805 BLUE RIDGE</b>
	Regular	Rust,Blue,Green	To Your Order	\$ 95.00		\$ 61.75	\$ 57.00		<b>S806 CHESAPEAKE</b>
	Long	Rust,Blue,Green	To Your Order	\$ 99.50		\$ 64.68	\$ 59.70		<b>S807 CHESAPEAKE</b>
	Regular	Rust,Blue,Green	To Your Order	\$ 115.00		\$ 74.75	\$ 69.00		<b>S808 GREAT NORTHER</b>
	Long	Rust,Blue,Green	To Your Order	\$ 120.00		\$ 78.00	\$ 72.00		<b>S809 GREAT NORTHER</b>
	Large	Blue	*2 to a box	\$ 115.00		\$ 74.75	\$ 69.00		<b>C882 WINANS' CAMEL</b>
		Red,Blue,Green	*3 to a box	\$ 45.00		\$ 29.25	\$ 27.00		<b>C857 TRACKWALKER</b>
		Red,Blue,Green	*6 to a box	\$ 29.50		\$ 19.18	\$ 17.70		<b>C859 DISPATCHER</b>
		Red,Blue,Green	*6 to a box	\$ 19.95		\$ 12.97	\$ 11.97		<b>C854 HOBO</b>
		Red,Blue,Green	*6 to a box	\$ 13.95		\$ 9.07	\$ 8.37		<b>C849 STACK</b>
	Large	Red,Blue,Green,Orange	*6 to a box	\$ 19.95		\$ 12.97	\$ 11.97		<b>C847 SWITCHBACK</b>
	Small	Red,Blue,Green,Orange	*6 to a box	\$ 14.95		\$ 9.72	\$ 8.97		<b>C848 SWITCHBACK</b>
	Small	Camel	To Your Order	\$ 39.50		\$ 25.68	\$ 23.70		<b>C100 DUFFLE</b>
	Medium	Camel	To Your Order	\$ 45.00		\$ 29.25	\$ 27.00		<b>C101 DUFFLE</b>
	Large	Camel	To Your Order	\$ 45.00		\$ 29.25	\$ 27.00		<b>C102 SUITCASE</b>
	4 1/2" x 11"	As Available	*6 to a box	\$ 3.95		\$ 3.87	\$ 3.57		<b>C901 STUFFSACK</b>
	7 1/2" x 14"	As Available	*6 to a box	\$ 4.95		\$ 4.52	\$ 4.17		<b>C902 STUFFSACK</b>
	8" x 18 1/2"	As Available	*6 to a box	\$ 5.95		\$ 3.87	\$ 3.57		<b>C903 STUFFSACK</b>
	7"	Rust,Blue,Camel	*6 Sets to a box	\$ 10.95		\$ 7.12	\$ 6.57		<b>C904 SPURTRACKERS</b>
	15"	Rust,Blue,Camel	*6 Sets to a box	\$ 15.95		\$ 10.37	\$ 9.57		<b>C905 SPURTRACKERS</b>
	S,M,L,X	Blue&White Pinstripe	*4 to a box	\$ 3.95		\$ 2.57	\$ 2.37	\$ 2.17	<b>B025 HOGGER CAP</b>
		Red,Blue As Available	1 to a box	\$ 149.50	\$ 104.65	\$ 97.18			<b>B002 BUGGER</b>
		Black	1	\$ 45.00	\$ 31.50	\$ 29.25			<b>B018 CHILD SEAT</b>
		Red,Blue, Yellow	*12 to a box	\$ 16.95		\$ 11.02	\$ 10.17	\$ 9.32	<b>B017 CASEY</b>
5,30,31		Red,Blue, Yellow	*6 to a box	\$ 27.50		\$ 17.88	\$ 16.50	\$ 15.13	<b>B027 CHUGGER</b>
29		Red,Blue, Silver	*6 to a box	\$ 39.50		\$ 25.68	\$ 23.70	\$ 21.73	<b>B037 TRESTLE</b>
		Red,Blue, Yellow	*12 to a box	\$ 8.95		\$ 5.82	\$ 5.37	\$ 4.92	<b>B021 TOOT</b>
		Red,Blue, Silver	*12 to a box	\$ 12.95		\$ 8.42	\$ 7.77	\$ 7.12	<b>B031 SIGNAL</b>
		Red,Blue, Yellow	*3 Sets to a box	\$ 55.00		\$ 35.75	\$ 33.00	\$ 30.25	<b>B040 WHISTLES</b>
		Red,Blue, Silver	*3 Sets to a box	\$ 75.00		\$ 48.75	\$ 45.00	\$ 41.25	<b>B041 OVERLANDS</b>
		Red,Blue, Yellow	*6 to a box	\$ 13.95		\$ 9.07	\$ 8.37	\$ 7.67	<b>B045 RACKPACK</b>

## RETURNS

Dealers must receive prior approval from Cannondale before any return merchandise will be accepted. Freight charges must be paid by the dealer. Collect shipments will not be accepted.

## CANCELLATIONS

All cancellations require a minimum 3 week notice to Cannondale. Any orders cancelled with less notice are subject to a 10% restocking charge.

To Order . . . Telephone (203) 359-1705 and ask for Sue, Lynn, Mark, Karen, or Libby.

\*NOTE: Standard packaging consists of either an even assortment of all colors or of all one color. A per carton charge of \$3.00 will be added to any order that deviates from standard packaging.



# DEALER DISCOUNTS

EFFECTIVE: JANUARY 1, 1980

DEALER CATEGORY	1	2	3
Order Amount	0 to \$599.00	\$600.00 to \$1,199.00	\$1,200.00 +
BICYCLING PRODUCTS	35%	40%	45%
BUGGER & CHILD SEAT	30%	30%	35%
CAMPING PRODUCTS	35%	40%	40%
TENTS	30%	35%	35%
CLOTHING	35%	40%	45%
GENERAL ACCESSORIES	35%	40%	45%
<b>TERMS</b>	<b>8% 30, net 60 no freight allowances</b>	<b>8% 30, net 60 no freight allowances</b>	<b>8% 30, net 60 freight allowances if paid within 30 days</b>

## DEALER CLASSIFICATION

Each dealer is classified annually in accordance with his largest order. All fill-ins will be invoiced at the same discount and terms.

## FREIGHT

Orders under \$1,200 - no freight allowances

Orders over \$1,200 - freight allowances, within the continental United States, if the invoice is paid within 30 days.

If shipped UPS or parcel post: the freight charge will appear on the invoice and should be deducted when payment is made within 30 days.

If shipped by truck collect: deduct the freight bill when payment is made within 30 days. A copy of the freight bill must accompany your payment in order to receive credit.

## PRE-SEASON DATING

All orders placed prior to August 1st for shipment before October 1st will receive terms of 8% 60, net 90.

All orders placed prior to January 1st for shipment before March 1st will receive terms of 8% 60, net 90.

## C.O.D. SALES

Cannondale reserves the right to sell on a C.O.D. basis. In those cases where the C.O.D. order involves a delinquent account, the 8% cash discount will not apply as the cash received will be applied against the delinquent amount first.

## BILLING

All billings will be done through a single "Invoice Statement." You are required to pay from this document. You will no longer receive monthly statements. Cannondale reserves the right to charge 1 1/2% per month on all outstanding balances not paid within 30 days of the due date.

## ACCESSORIES



		PACKAGED	SUGG RETAIL	YOUR PRICE		
				35%	40%	45%
A002 WAISTBELT	Clip-on belt with quick-release buckle	3 to a box	\$ 3.95	\$ 2.57	\$ 2.37	\$ 2.17
A003 SHOULDER STRAP	Clip-on, adjustable shoulder strap	3 to a box	\$ 1.95	\$ 1.27	\$ 1.17	\$ 1.07
A004 SLEEP BAG SACK	Over-sized stuffsack with cordlock and handle	6 to a box	\$ 9.95	\$ 6.47	\$ 5.97	\$ 5.47
A005 MAP CASE	Clear, plastic case with snaps	12 to a box	\$ 1.25	\$ .81	\$ .75	\$ .69
A006 DROP FRAME	Coated-steel, pack support frame for drop handlebars	6 to a box	\$ 4.95	\$ 3.22	\$ 2.97	\$ 2.72
A007 UPRIGHT FRAME	Coated-steel, pack support frame for upright handlebars	6 to a box	\$ 4.95	\$ 3.22	\$ 2.97	\$ 2.72
A008 SNUGGER STRAP	Clip-on, adjustable sternum strap	6 to a box	\$ 1.00	\$ .65	\$ .60	\$ .55
A009 TIEDOWN STRAPS	Two, 40" straps with buckles	12 to a box	\$ 1.25	\$ .81	\$ .75	\$ .69
A010 HITCH	BUGGER'S molded seat post hitch	To Your Order	\$ 16.95	\$ 11.02	\$ 10.17	\$ 9.32
A011 BUCKLE	Aluminum, 2-part, quick-release buckle	To Your Order	\$ 2.50	\$ 1.63	\$ 1.50	\$ 1.38
A012 SEAM SEALER	Tube of waterproofing sealer	To Your Order	\$ 2.25	\$ 1.46	\$ 1.35	\$ 1.24
A013 SAFETY BELT	Child's seat belt with child-resistant buckle	To Your Order	\$ 3.50	\$ 2.28	\$ 2.10	\$ 1.93
A014 BUGGER SLING	Coated nylon sling with lacing	To Your Order	\$ 7.95	\$ 5.17	\$ 4.77	\$ 4.37
A015 CORD PEGS	Two, molded plastic shock-cord retainers	6 Sets to a box	\$ .50	\$ .33	\$ .30	\$ .28
A016 TENT POLES	Set of shock-corded aluminum tent poles	To Your Order	\$ 60.00	\$ 39.00	\$ 36.00	\$ 33.00