

• **LESS ASSEMBLY / MORE SALES**



CANNONDALE'S GOLD PROGRAM

Now it's easier than ever to earn big profits with Cannondale bikes. Shorter assembly times and unparalleled dealer support make this a program you can't afford to miss.

Margins: **UP TO 45%**

Terms: **Extended Payment**

Freight: **FREE**

Catalogs: **FREE**

Ad Mattes: **FREE**

Merchandising Support: **FREE**

Customer Referrals: **FREE**

P.O.P. Video: **AVAILABLE**

HOW TO INVEST:

- 1) Place minimum order of 50 bikes at Gold Program Prices, with a minimum of 25 bikes for delivery this fall.
- 2) Choose two convenient delivery dates with the following extended terms:

12 Bikes \$3700

1st Shipment (25 bike min.)
2nd Shipment

Delivery
by Jan. 1, 1987
by March 25, 1987

Terms
1/2 March, 1/2 May
1/2 April, 1/2 June

- 3) Call our new toll-free **DEALER HOTLINE, 1 800 433-6543***, to speak with your Cannondale Account Manager.

Gold Program products will be backed by an aggressive national advertising campaign featuring hard-hitting, product-specific advertisements that will generate big sales for your shop. And **we GUARANTEE 24-hour shipping** on all in-stock Gold Program products.

NOTE—Gold Program margins for bikes are 4% off standard Authorized Dealer pricing. **For even more savings** take advantage of any or all of the following bonus discounts available only to Cannondale Gold Program Dealers:

- Order before October 15, 1986, and deduct an additional 4%
- Pay by December 15, 1986, and deduct another 4%
- Participate in all seven Gold Programs and deduct another 4% and become a Platinum Dealer

DISCOUNT EXAMPLE	Retail	Your Cost	Your Profit
Wholesale	\$ 1000.00	\$ 700.00	\$ 300.00
Authorized Dealer	1000.00	650.00	350.00
Gold Pricing	1000.00	624.00	376.00
1st Bonus Discount	1000.00	599.00	401.00
2nd Bonus Discount	1000.00	575.00	425.00
3rd Bonus Discount	1000.00	552.10	447.90

NOTE: To qualify for discounts and free freight, you must make on-time payments.

*Due Oct. 1. Until then use 1 800 BIKE USA. In CT or AK, call 1-203-838-4488.

More reasons to stock Cannondale bikes

Sub-assembly: Bottom bracket installed, shift levers mounted, headset cups pressed in, pedals built up with toe clips, straps and reflectors where applicable.

Frame alignment: Each frame is string-tested twice for correct alignment to guarantee proper tracking.

Improved wheel building: Increased spoke tension, pre-stressed wheels, and top-quality wheel components.

Better packaging: New shrink-wrap packaging system eliminates parts damage and short ships.

New performance geometry. Racing: Cannondale engineers, in conjunction with Olympic medalist Davis Phinney, have introduced tighter, criterium-style geometry on our high-end racing frames. **ATB:** New front-end geometry allows for better high-speed handling, and sub 17" chainstays offer the best traction on the earth.

Tandem: Available for spring delivery, the long-awaited Cannondale tandem is the new standard for the industry.

Electrifying graphics: Our new graphic look ensures that Cannondales outshine the competition in your shop as well as on the road.

Documentation: Most of you received the official Cannondale frame manual this summer. It explains the benefits and features of our exclusive aluminum frames to help you train your staff and provide your customers with the best service possible.

RACING

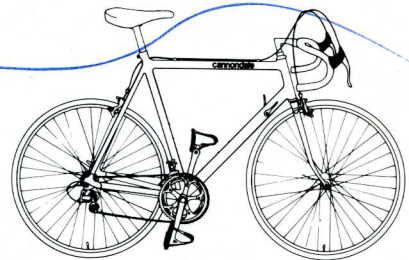
7R3 *

Sug. Retail: \$1,850 **Gold Price:** \$1,154.40

COMPONENT SPECIFICATIONS:

RIMS	Campagnolo Record Crono tubular 700C	BRAKES	Campagnolo Record
HUBS	Campagnolo Record 36-h.	HANDLEBAR	Cinelli, no. 65 bend
SPOKES	14 gauge stainless	STEM	Cinelli 1R
TIRES	Wolber Champion de France	HEADSET	Campagnolo Record
FR. DERAILLEUR	Campagnolo Record braze-on	SEATPOST	Campagnolo Record
RR. DERAILLEUR	Campagnolo Record	SADDLE	Cinelli Volare SLX
SHIFTERS	Campagnolo Record	FORK	Tange chrome-moly
CRANKSET	Campagnolo Record 42/52	COLOR	white
PEDALS	Campagnolo Record	SIZES (cm)	48, 50, 53, 54.5, 56, 58, 60, 63
FREEWHEEL	Campagnolo Super Leggera 13, 14, 15, 17, 19, 21	WEIGHT (lb)	21.75

RECORD



7R2 *

Sug. Retail: \$1,500 **Gold Price:** \$936.00

COMPONENT SPECIFICATIONS:

RIMS	Mavic GP4 700C tubular	HANDLEBAR	TTT Gimondi criterium bend
HUBS	Shimano Dura-Ace 32-h.	STEM	TTT AR 84
SPOKES	14 gauge stainless	HEADSET	Shimano Dura-Ace
TIRES	Wolber Neo-pro	SEATPOST	Shimano Dura-Ace
FR. DERAILLEUR	Shimano Dura-Ace braze-on	SADDLE	Turbo, leather
RR. DERAILLEUR	Shimano Dura-Ace SIS 7-spd	FORK	Tange, chrome-moly
SHIFTERS	Shimano Dura-Ace SIS 7-spd	COLOR	yellow squash w/custom graphics
CRANKSET	Shimano Dura-Ace 42/52	SIZES (cm)	48, 50, 53, 54.5, 56, 58, 60, 63
PEDALS	Shimano Dura-Ace	WEIGHT (lbs)	20.25
FREEWHEEL	Shimano 12/21		
BRAKES	Shimano Dura-Ace, aero levers		

DURA-ACE



7R1 *

Sug. Retail: \$1,300 **Gold Price:** \$811.20

COMPONENT SPECIFICATIONS:

RIMS	Wolber Alpine 700C clincher	BRAKES	SunTour Superbe Pro aero levers, white
HUBS	SunTour Superbe Pro 32-h.	HANDLEBAR	Nitto mod. 410
SPOKES	14 gauge stainless	STEM	Nitto Technomic white
TIRES	National Panaracer Technova-Kevlar	HEADSET	SunTour Superbe pro, white
FR. DERAILLEUR	SunTour Superbe Pro braze-on, white	SEATPOST	American classic, white
RR. DERAILLEUR	SunTour Superbe Pro Index, white	SADDLE	Turbo, leather
SHIFTERS	SunTour Superbe Pro Index power (IPC)	FORK	Tange chrome-moly
CRANKSET	SunTour Superbe Pro white 42/52	COLORS	white w/custom graphics
PEDALS	SunTour Superbe Pro white	SIZES (cm)	48, 50, 53, 54.5, 56, 58, 60, 63
FREEWHEEL	SunTour Winner Pro 13, 15, 17, 19, 21, 24	WEIGHT (lb)	21

SUPERBEPRO



* Criterium geometry.

WHAT YOU'VE ALL B

6000 Series Heat-Treated Aluminum Tubing dampens road shock, absorbing bumps and increasing your control of the bike.

Hand Crafted by Cannondale's skilled craftsmen. All welders and frame finishers initial the frames they work on as a sign of lasting value.

Welding & Heat-Treating make the frame a single unit without flexible links, unlike glued and screwed frames.

Large-Diameter Tubing offers the stiffest, most efficient ride available, while other frames compromise with undersized tubing.

Patented Optimum Oval™ Seat Stays reduce fishtailing, increase acceleration and stability.

DuPont Imron Paint with protective clear coat to provide beautiful, long-lasting finish.

Lifetime Guarantee/Made in USA

Exciting New Custom Graphics

boysenberry

black

yellow squash

mint

hot pink

turquoise

cannondale



BEEN WAITING FOR...

ANNOUNCING THE CANNONDALE TANDEM: the latest addition to our line of large-diameter aluminum bicycles. Always the leader in aluminum bike technology, Cannondale continues to set the pace with the stiffest, most efficient tandem ever engineered.



banana

lime

lavender

peach

Exciting New Custom Graphics

white

slate

blueberry

Black Lightning

7R8 *

Sug. Retail: \$860 Gold Price: \$536.65
COMPONENT SPECIFICATIONS:

RIMS Wolber Alpine clincher
 HUBS Sansin Gyro-master black 32-h.
 SPOKES 14 gauge stainless
 TIRES National Panaracer Technova-Kevlar 700C presta
 FR. DERAILLEUR SunTour Sprint braze-on, black/gold
 RR. DERAILLEUR SunTour Sprint Index, black/gold
 SHIFTERS SunTour index power control (IPC)
 CRANKSET Sugino AP 130, black 42/52
 PEDALS SunTour Sprint, black
 FREEWHEEL SunTour Winner Pro 13, 15, 17, 19, 21, 24

BRAKES Dia Compe RC II 400 aero levers, black
 HANDLEBAR Nitto black/gold mod. 410
 STEM Nitto Technomic black
 HEADSET Stronglight Delta
 SEATPOST American Classic, black
 SADDLE Cinelli Volare SLX
 FORK Tange chrome-moly
 COLOR black
 SIZES (cm) 48, 50, 53, 54.5, 56, 58, 60, 63
 WEIGHT (lb) 21



7R6 *

Sug. Retail: \$700 Gold Price: \$436.80
COMPONENT SPECIFICATIONS:

RIMS Wolber Alpine hard anodized 700C clincher
 HUBS Shimano 600 32-h.
 SPOKES 14 gauge stainless
 TIRES National Panaracer Technova
 FR. DERAILLEUR Shimano 600 braze-on
 RR. DERAILLEUR Shimano 600 SIS
 SHIFTERS Shimano 600 SIS
 CRANKSET Shimano 600 42/52
 PEDALS Miche 1203 alloy
 FREEWHEEL Shimano 13, 15, 17, 19, 21, 24

BRAKES Shimano 600 aero levers
 HANDLEBAR Cinelli 64
 STEM Cinelli 1E
 HEADSET Shimano 600
 SEATPOST Sugino SPH
 SADDLE Vetta racing, leather
 FORK Tange chrome-moly blueberry, hot pink w/custom graphics
 COLOR blueberry, hot pink w/custom graphics
 SIZES (cm) 48, 50, 53, 54.5, 56, 58, 60, 63
 WEIGHT (lb) 21

SHIMANO 600 SIS



7R5

Sug. Retail: \$550 Gold Price: \$343.20
COMPONENT SPECIFICATIONS:

RIMS Wolber Alpine hard anodized 700C clincher
 HUBS Shimano 105 32-h.
 SPOKES 14 gauge stainless
 TIRES National Panaracer Technova
 FR. DERAILLEUR Shimano 105 braze-on
 RR. DERAILLEUR Shimano 105 SIS
 SHIFTERS Shimano 105 SIS
 CRANKSET Shimano 105 Biopace 42/52
 PEDALS Shimano 105
 FREEWHEEL Shimano 13, 15, 17, 19, 21, 24

BRAKES Shimano 105, aero levers
 HANDLEBAR TTT
 STEM Nitto Young
 HEADSET Shimano 105
 SEATPOST Sugino SPKL
 SADDLE Vetta Mundialita
 FORK Tange mangalloy
 COLOR white, turquoise w/custom graphics
 SIZES (cm) 48, 50, 53, 54.5, 56, 58, 60, 63
 WEIGHT (lb) 21.25

SHIMANO 105



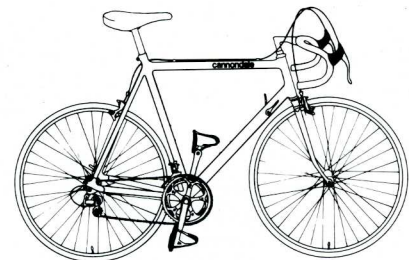
7R4

Sug. Retail: \$430 Gold Price: \$268.35
COMPONENT SPECIFICATIONS:

RIMS Sun/Mistral M13 700C clincher
 HUBS Maillard 400 CX sm fl sealed mech. 36-h.
 SPOKES 14 gauge stainless
 TIRES National Panaracer Technova
 FR. DERAILLEUR SunTour Alpha 3000 braze-on
 RR. DERAILLEUR SunTour Alpha 3000 Index
 SHIFTERS SunTour Alpha 3000 Index
 CRANKSET Sugino VP 130 42/52
 PEDALS MKS AR2 alloy
 FREEWHEEL SunTour Perfect 13, 15, 17, 19, 21, 24

BRAKES DiaCompe Q400N Alpha-aero levers, recessed allen
 HANDLEBAR TTT
 STEM Nitto Young
 HEADSET Tange Nova
 SEATPOST Strong mod. S
 SADDLE Vetta Mundialita
 FORK Tange mangalloy
 COLOR slate, mint w/custom graphics
 SIZES (cm) 48, 50, 53, 54.5, 56, 58, 60, 63
 WEIGHT (lb) 22.5

Team Comp



* Criterium geometry.

TOURING

7T8

Sug. Retail: \$1,000 Gold Price: \$624.00

COMPONENT SPECIFICATIONS:

RIMS	Wolber Super Champion Mod. 58, 27" hard anodized	BRAKES	Dia Compe 982 cantilever w/ aero levers
HUBS	Sansin RE 40 Sealed 36-hole sm. fl.	HANDLEBAR	Nitto, Cinelli cork tape
SPOKES	14 gauge stainless	STEM	Nitto Techomic
TIRES	National Tour Guard Kevlar 27x1 1/4 presta	HEADSET	Stronglight Delta, sealed, alloy, w/SunTour headbinder
FR. DERAILLEUR	SunTour Superbe	SEATPOST	American classic
RR. DERAILLEUR	SunTour Superbe GT	SADDLE	Brooks Team Pro, tan leather
SHIFTERS	SunTour Superbe, down tube	FORK	Tange chrome-moly, low rider bosses
CRANKSET	Sugino TAT, 28/44/48	COLOR	Anthracite
PEDALS	SunTour Superbe Pro Road	SIZES (in)	19, 21, 23, 25, 27
FREEWHEEL	SunTour Winner 13/16/20/24/30	WEIGHT (lbs)	27



7T6

Sug. Retail: \$650 Gold Price: \$405.60

COMPONENT SPECIFICATIONS:

RIMS	Sun/Mistral M17L alloy 27"	BRAKES	Shimano 600, aero levers
HUBS	Shimano 600, 36-h., sm. fl.	HANDLEBAR	TTT
SPOKES	14 gauge stainless	STEM	Nitto Young
TIRES	Skinwall, 27x1 1/8", presta	HEADSET	Shimano 600
FR. DERAILLEUR	Shimano Deore	SEATPOST	Sugino SPH
RR. DERAILLEUR	Shimano Deore SIS index	SADDLE	Vetta, anatomic leather
SHIFTERS	Shimano SIS	FORK	Tange Mangalay, low rider braze-ons
CRANKSET	Shimano FCB 124 Biopace 28/44/50	COLORS	slate, lavender w/custom graphics
PEDALS	Miche 1203 alloy	SIZES (in)	19, 21, 23, 25, 27
FREEWHEEL	Shimano, 13/15/18/21/25/30	WEIGHT (lbs)	22



7T4

Sug. Retail: \$350 Gold Price: \$218.40

COMPONENT SPECIFICATIONS:

RIMS	Sun/Mistral M13 alloy 27"	HANDLEBAR	TTT
HUBS	Maillard 400 CX	STEM	Nitto Young
SPOKES	14 gauge stainless	HEADSET	Tange Tioga
TIRES	27x1 1/8" skinwall	SEATPOST	Strong Model S
FR. DERAILLEUR	SunTour Alpha 3000	SADDLE	Vetta, anatomic
RR. DERAILLEUR	SunTour Alpha 3000 index	FORK	Tange Hi-tensile
SHIFTERS	SunTour Alpha 3000 index	COLORS	white, banana w/custom graphics
CRANKSET	SR CTC 624 42/52	SIZES (in)	19, 21, 23, 25, 27
PEDALS	MKS AR2	WEIGHT (lbs)	25
FREEWHEEL	SunTour 14/16/19/23/26/30		
BRAKES	Dia Compe 500N		



ALL-TERRAIN

7M9

Sug. Retail: \$1,000 Gold Price: \$624.00

COMPONENT SPECIFICATIONS:

RIMS	Araya RM20 hard anodized 26"	BRAKES	SunTour XC 9000 x Dia Compe 282 levers
HUBS	SunTour XC w/QR 36-h.	HANDLEBAR	Cannondale 7000 series alloy
SPOKES	14 gauge stainless	STEM	SunTour XC
TIRES	National Panaracer "Fatmax" 26x2.02	HEADSET	Stronglight Delta w/XC headbinder
FR. DERAILLEUR	SunTour XC 9000	SEATPOST	SunTour XC w/Hite-Rite
RR. DERAILLEUR	SunTour XC 9000 index	SADDLE	Vetta anatomic leather
SHIFTERS	SunTour XC 9000 index thumb	FORK	Tange unicrown chrome-moly
CRANKSET	Sugino TAP 110 28/36/48	COLOR	mint w/custom graphics
PEDALS	SunTour XC Compe w/ss clips, straps	SIZES (in)	16, 18, 20, 22
FREEWHEEL	SunTour Winner 13, 16, 21, 26,	WEIGHT (lb)	26



7M8

(available in 24" or 26" rear wheel)

Sug. Retail: \$800 Gold Price: \$499.20

COMPONENT SPECIFICATIONS:

RIMS	Araya RM20 black 26" and/or 24"	BRAKES	SunTour XC Sport w/Dia Compe 280 levers
HUBS	SunTour XC Sport 36-h.	HANDLEBAR	Cannondale 7000 series alloy
SPOKES	14 gauge stainless	STEM	SunTour XC
TIRES	National Ibox 2"	HEADSET	Tange Falcon sealed
FR. DERAILLEUR	SunTour XC 9000	SEATPOST	Strong PM 30
RR. DERAILLEUR	SunTour XC 9000 index	SADDLE	Vetta anatomic leather
SHIFTERS	SunTour XC 9000 index	FORK	Tange unicrown chrome-moly
CRANKSET	Sugino GP 110 28/36/48	COLOR	24" rear: hot pink w/custom graphics. 26" rear: white.
PEDALS	MKS Graflight 2000	SIZES (in)	16, 18, 20, 22
FREEWHEEL	SunTour Winner 13, 16, 21, 26, 30	WEIGHT (lb)	28



7M6

(available in 24" or 26" rear wheel)

Sug. Retail: \$650 Gold Price: \$405.60

COMPONENT SPECIFICATIONS:

RIMS	Araya RM25 26" and/or 24"	BRAKES	SunTour XC Sport
HUBS	Sansin Off-Roader	HANDLEBAR	7000 series alloy
SPOKES	14 gauge stainless	STEM	SR MTS 130
TIRES	2" knobby	HEADSET	Tange Falcon
FR. DERAILLEUR	Shimano Deore	SEATPOST	Sugino SPKD
RR. DERAILLEUR	Shimano Deore SIS	SADDLE	Vetta Anatomic
SHIFTERS	Shimano Deore SIS	FORK	Tange Unicrown
CRANKSET	Shimano BioPace 28/38/48	COLOR	24" rear: slate 26" rear: lime w/custom graphics
PEDALS	MKS Graflight 2000	SIZES (in)	16, 18, 20, 22
FREEWHEEL	Shimano 14-32	WEIGHT (lb)	29



7M5

Sug. Retail: \$550.00 Gold Price: \$343.20

COMPONENT SPECIFICATIONS:

RIMS	Araya 7X Silver 26"	BRAKES	SunTour XC Sport x Dia Compe 280 levers
HUBS	Sansin "Off Roader"	HANDLEBAR	7000 series alloy
SPOKES	14 gauge stainless	STEM	SR MTS 130
TIRES	26x2.00 knobby	HEADSET	Tange Tioga sealed mech.
FR. DERAILLEUR	SunTour Alpha 3000	SEATPOST	Sugino SPKD
RR. DERAILLEUR	SunTour Alpha 3000 index	SADDLE	Vetta anatomic
SHIFTERS	SunTour Alpha 3000 index thumb	FORK	Tange unicrown
CRANKSET	Sugino VP 110 28/36/48	COLOR	Blueberry, yellow squash w/custom graphics
PEDALS	MKS G-5000	SIZES (in)	16, 18, 20, 22
FREEWHEEL	SunTour Perfect 14, 17, 21, 26, 32	WEIGHT (lb)	29



7M4

Sug. Retail: \$450 Gold Price: \$280.80

COMPONENT SPECIFICATIONS:

RIMS	Sun/Levanter L25 alloy 26"	BRAKES	Dia Compe 960 cantilever x 284 levers
HUBS	Maillard Diablo sealed mech., bolt axle 36-h.	HANDLEBAR	7000 series alloy
SPOKES	14 gauge stainless	STEM	SR MTS 130
TIRES	26x1.5 knobby	HEADSET	Tange Tioga sealed mech.
FR. DERAILLEUR	SunTour Alpha 3000	SEATPOST	Strong steel
RR. DERAILLEUR	SunTour Alpha 3000 index	SADDLE	Vetta anatomic
SHIFTERS	SunTour Alpha 3000 index thumb	FORK	Tange unicrown
CRANKSET	Sugino VP 110 28/36/48	COLOR	white, turquoise w/custom graphics
PEDALS	MKS G-5000	SIZES (in)	16, 18, 20, 22
FREEWHEEL	SunTour Perfect 14, 17, 21, 26, 32	WEIGHT (lb)	31



Prices and specifications subject to change without notice and to all provisions in this brochure and the latest Cannondale Authorized Dealer price sheet. Inconsistent terms on customer orders/forms are hereby specifically rejected. All orders subject to acceptance at our Georgetown offices. Gold Program pricing is based on minimum order requirement. If any of this minimum is not met, Cannondale reserves the right to bill back for non-Gold Program pricing. Early payment discounts and freight allowances will be credited to your account upon receipt of on-time payments of invoices. Changes can be made to future orders up to four weeks before the pre-set ship date.

