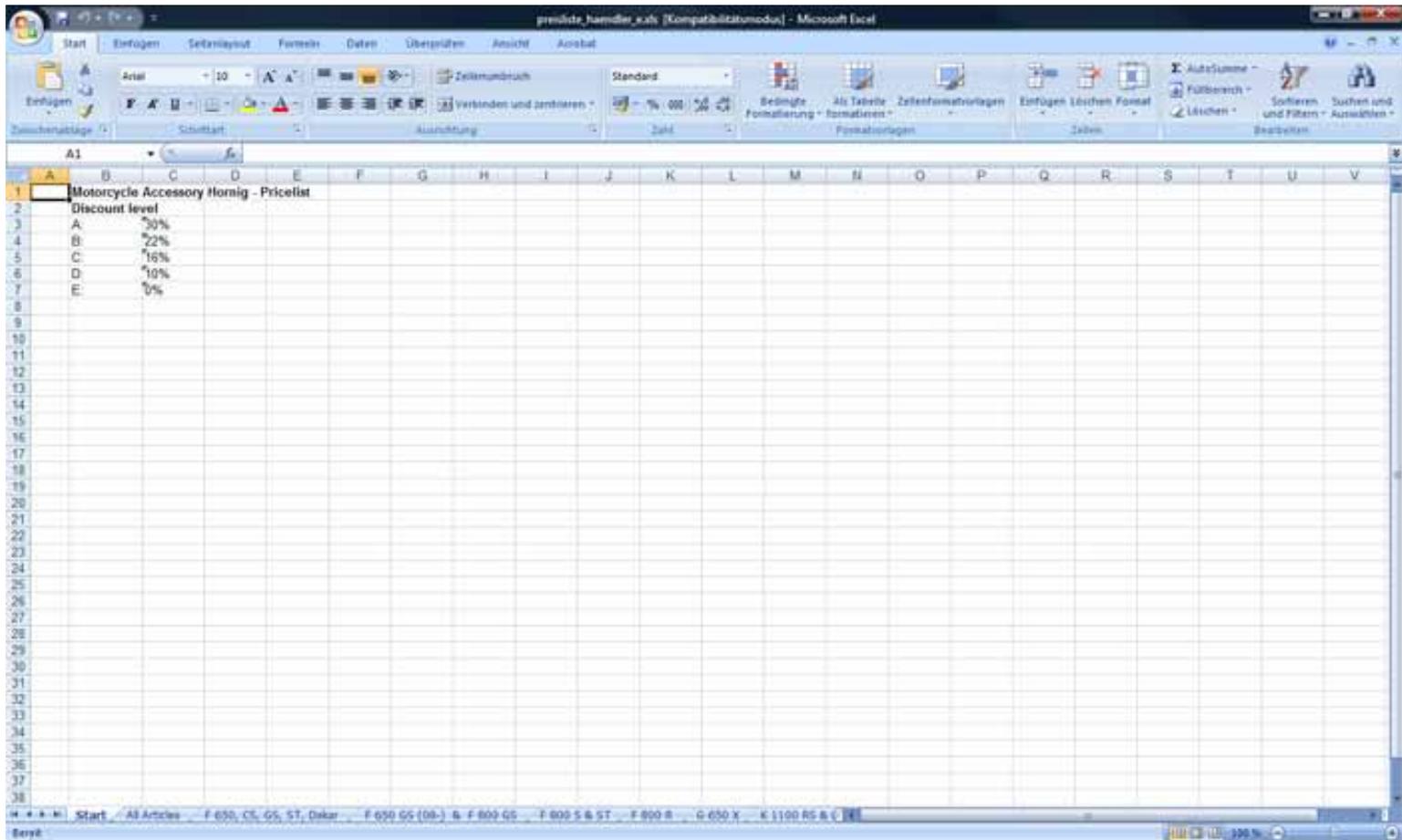


How to use the Hornig Dealer Price List:

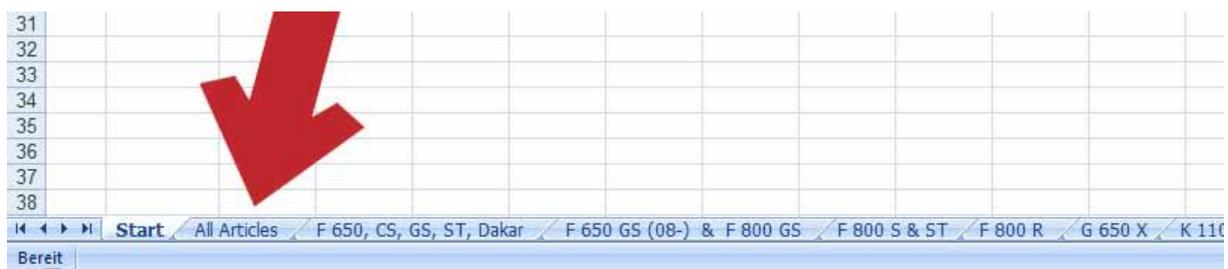
1. Download the latest dealer price list here:

http://www.motorradzubehoer-hornig.de/excel/preisliste_haendler_e.xls

2. Open the Excel File (Microsoft Excel)



3. Choose if you want to see all articles or just the articles for a special bike:



4. When you choose All Articles it looks like this:

Article	Title	MSRP (incl. tax)	Discount	Cost Price (without tax)
10405	Speedometer trim BMW F650 & F650ST	34.50	A	20.29
s2ml	Silicone 2ml	0.35	A	0.21
70066	Handlebar screw cover polished	12.90	A	7.59
70266	Handlebar screw cover clear anodized	13.80	A	8.12
700100	Oil temperature gauge	62.95	C	44.44
70076	Dash pad	7.40	A	4.35
70180	Brake Pedal Extension	22.15	A	13.03
70076	Key holder with eye	28.50	A	16.76
70075	Key holder without eye	19.70	A	11.59
700010	Round head screws S/S M5 x 12	0.36	A	0.22
700050	Round head screws S/S M5 x 10	0.35	A	0.21
700055	Round head screws S/S M5 x 12	0.37	A	0.22
700060	Round head screws S/S M5 x 16	0.47	A	0.28
700066	Round head screws S/S M5 x 20	0.48	A	0.28
700067	Rounded head screws S/S M5 x 30	0.56	A	0.33
700070	Rounded head screws S/S M5 x 50	0.66	A	0.39
70421005	Transparent Polyamide Shim	0.13	E	0.11
70421006	Transparent Polyamide Shim 6er	0.14	E	0.12
70050	Side stand foot enlargement	4.50	A	2.65
700050	Map pouch	22.50	A	13.24
700010	Battery Charger Optimate 4 with plug	64.90	D	49.08
700011	Battery Charger Optimate 4 without plug	59.90	D	45.30
208-031-03	Eye cable	9.65	D	7.30
700020	Normal battery	49.90	D	37.74
700022	Rear brake pads (normal)	26.90	B	17.63
700026	Rear brake pads (sintered)	29.90	B	19.60
700043	Front brake pads (sintered)	29.95	B	19.63
700042	Front brake pads (normal)	26.80	B	17.57
TT 01-044-0560-0	Instrument screen 2004-2007	38.90	E	32.69
TT 01-044-0563-0	Instrument screen 2006-*	38.90	E	32.69
726120	Rear brake line (54-99)	59.90	D	45.30
726121	Rear brake line (00-02)	64.90	D	49.08
725129	Front brake line for F 650 94 - 99 model	67.90	D	51.35
725130	Front brake line for F 650 G5/9D Year 00 - 02	49.90	D	37.74
725128	Front brake line for F 650 ST 96 - 99 model	126.90	D	95.97
H MCC 604-7	Clutch lining F650	76.30	B	50.01
750000	Spark plugs	4.25	D	3.21

MSRP (incl. tax 19% in Germany) is our selling price in Germany.

Discount: A, B, C, ...

Cost Price (without tax) is your buy price without tax of course.

Use the **Excel search function** to look for article numbers.

Use the **Excel sort function** to see which items are A-discount items.