For many people September has always meant back to school, and with temperatures cooling and leaves changing, fall has officially arrived in many parts of Canada and will soon make its presence felt everywhere.

The start of the fall season always signifies the launch of our Lawn Care Booking Program. Your STIHL Regional Manager has recently finished attending STIHL’s National Sales Meeting. A key focus of this meeting was getting a firsthand look at all the new product offerings for the coming year. In the 35 year history of STIHL Limited, no sales meeting has been more important as battery products continue to redefine market growth and market development, and set the stage for new opportunities for STIHL Limited and the Dealer Network.

During our 35th/90th Anniversary Dealer Meetings, we were excited to provide dealers with a glance at the major product offerings STIHL had been working on in preparation for the coming years. As you flip through the pages of this new product guide take note of the great new products and the opportunities they represent for your dealership in 2017. Two new consumer lines of battery products and a complete new line of gas pressure washer units that will significantly strengthen your dealership in the marketplace.

We are very excited to launch our new expanded range of battery-powered tools here in Canada. Two new lines of battery products will give you the products you need to compete directly with every box store in your neighbourhood. Most importantly, we have the price points that will allow you to offer a superior product at a competitive price, and the range for you to offer your customers what best fits their needs. Our existing range of battery products are built with the professional in mind. Our new mid-range, the HomeScaper Series™ and our entry level range, the Gardener Series are built and priced to reach every Canadian homeowner.

To complement our two new lines of battery hand tools, we’d also like to introduce you to our new lawn mower, the RMA 510. This machine is equipped with a larger 21” cutting deck, has a vastly improved run time, and performs as good as or better than a comparable gas machine. This unit is guaranteed to increase your sales.

Market information indicates that the Canadian battery market here in Canada will exceed 500,000 units sold in 2017. STIHL now has a complete range of battery-powered tools to enable every STIHL Dealer to compete with the mass merchant offerings. To assist each and every STIHL Dealer to retail their battery inventory, we have developed a comprehensive marketing plan that will drive consumers to your store. Our plan is to take the risk out of booking STIHL battery tools, instill confidence in the products and allow you the opportunity to be successful in this emerging market. Your Regional Manager will have complete details to share with you during their next visit.

Our new line of gas pressure washers are built by a US manufacturer to meet STIHL’s demanding high quality specifications. There will be four units in the range, two consumer units and two commercial units. From top to bottom, these units are built to the highest possible standards and will outperform and outlast your expectations. All four units are being sold at competitive price points. Your Regional Manager will have more details and complete specifications on each unit during their upcoming visit.

In addition, 2017 will feature an array of upgrades to our professional range. Our STIHL 4-MIX™ engine brushcutters, long-reach hedge trimmers and gas-powered pole pruners will all feature new engine technology upgrades.

I want to thank you in advance for your time and attention while you complete your 2017 Lawn Care Booking.

Hugh Munn
Ontario & Western Canada Sales Manager
FEATURES

• Integrated 18 V Lithium-Ion battery with LED charge state indicator
  » Charging cable included
• Tool-less adjustable shaft
• Loop handle can be positioned to 6 working angles over an arc of 120°
• Pivoting cutting head can be set to 4 different angles up to 48°
• NEW PolyCut™ 2-2 mowing head
• Onboard storage for replacement cutting blades (up to 5)

SPECIFICATIONS

Rated Voltage .................................................. 18 V
Cutting Head .................................................. PolyCut™ 2-2
Weight* .......................................................... 2.5 kg (5.5 lb)

* Integrated battery

Dealer Days Spring 2017 promotional pricing shown will be effective until July 31, 2017.

$149.95
MSRP $169.95
BGA 45

FEATURES

• Integrated 18 V Lithium-Ion battery with LED charge state indicator
  » Charging cable included

• Lightweight, durable and easy to use

SPECIFICATIONS

Rated Voltage: 18 V
Air Volume: 235 cfm
Sound Level: 79 dB(A)
Weight*: 2.0 kg (4.4 lb)

* Integrated battery

$149 95
MSRP $169.95

Dealer Days Spring 2017 promotional pricing shown will be effective until July 31, 2017.
FEATURES

- Integrated 18 V Lithium-Ion battery with LED charge state indicator
  » Charging cable included
- 20” (50 cm) double-sided blade sharpened to an angle of 33° for clean cut of branches up to 5 mm thick
- Blade tip guard protects the end of the cutting attachment and features a wall mount slot

SPECIFICATIONS

Rated Voltage .......................................................... 18 V
Cutting Bar Length .................................................. 20” (50 cm)
Weight* ................................................................. 2.5 kg (5.5 lb)

* Integrated battery

$149.95
MSRP $169.95
Dealer Days Spring 2017 promotional pricing shown will be effective until July 31, 2017.
FEATURES

• Powerhead comes with removable 10.8 V battery
• Two different cutting attachments
• Charger with LED display
• Carrying and storage bag
• This complete package comes with one powerhead, one 10.8 V battery and one charger

SPECIFICATIONS

Rated Voltage 10.8 V
Grass Blade Length 4.3” (11 cm)
Shrub Blade Length 6.7” (17 cm)
Weight† 0.9 kg (2.0 lb)

† Including battery
FEATURES

• Quieter and lighter than FSA 65
• Equipped with AutoCut® 2-2 mowing head
• Shaft length customizable to user height with only the push of a button
• Working angle of loop handle adjustable without use of tools
• This complete package comes with one powerhead, one AK 10 battery and one AL 101 charger

SPECIFICATIONS

Rated Voltage: 36 V
Included Battery: AK 10
Included Charger: AL 101
Cutting Head: AutoCut® 2-2
Weight: 3.3 kg (7.2 lb)  
† Including battery

$249.95  
MSRP $269.95

Dealer Days Spring 2017 promotional pricing shown will be effective until July 31, 2017.
FEATURES

• Quieter and lighter than BGA 85, offering comparable battery life and blowing force
• Blower tube adjustable to 3 lengths according to user height
• This complete package comes with one powerhead, one AK 20 battery and one AL 101 charger

SPECIFICATIONS

Rated Voltage ........................................... 36 V
Included Battery ....................................... AK 20
Included Charger ....................................... AL 101
Air Volume .................................................. 353 cfm
Sound Level ............................................... 79 dB(A)
Weight† ...................................................... 2.9 kg (6.4 lb)

† Including battery

FEATURES

• Can be used with all products from the HomeScaper Series™ line of tools
• High capacity
• Compact and light
• LED indicators

FEATURES

• Can be charged using any STIHL charger (all AL series)
• Also accommodates AP series batteries
• Can be wall-mounted

BATTERY

AK 10/20

CHARGER

AL 101

$249.95

MSRP $269.95

Dealer Days Spring 2017 promotional pricing shown will be effective until July 31, 2017.
FEATURES

• Special double-sided cutter design with integrated cut protection and blade-tip sheath

• Lighter and quieter than HSA 66, producing less vibration for greater user comfort

• This complete package comes with one powerhead, one AK 10 battery and one AL 101 charger

SPECIFICATIONS

<table>
<thead>
<tr>
<th>Specification</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rated Voltage</td>
<td>36 V</td>
</tr>
<tr>
<td>Included Battery</td>
<td>AK 10</td>
</tr>
<tr>
<td>Included Charger</td>
<td>AL 101</td>
</tr>
<tr>
<td>Cutting Bar Length</td>
<td>18” (45 cm)</td>
</tr>
<tr>
<td>Weight†</td>
<td>3.7 kg (8.1 lb)</td>
</tr>
</tbody>
</table>

† Including battery

FEATURES

• Can be used with all products from the HomeScaper Series™ line of tools

• Can be charged using any STIHL charger (all AL series)

• Also accommodates AP series batteries

• High capacity

• Compact and light

• LED indicators

• Can be wall-mounted

BATTERY

AK 10/20

CHARGER

AL 101

$329.95

MSRP $349.95

Dealer Days Spring 2017 promotional pricing shown will be effective until July 31, 2017.
**FEATURES**

- **EXCLUSIVE STIHL ROLLOMATIC® E 'Mini' 30 cm (12”) guide bar with tapered nose provides greater efficiency and accuracy**
- Narrow kerf, low-profile chain offers superior cutting performance
- Tool-less “Quick” chain tensioner
- **STIHL Quickstop® 'Super' chain brake improves safety by stopping chain within milliseconds**
- This complete package comes with one powerhead, one AK 20 battery and one AL 101 charger

**SPECIFICATIONS**

- **Rated Voltage** .................................................. 36 V
- **Included Battery** .............................................. AK 20
- **Included Charger** ............................................. AL 101
- **Bar Length** .................................................. 12” (30 cm)
- **Weight†** ............................................................ 3.4 kg (7.5 lb)

† Including battery

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**MSA 120 C-BQ**

**FEATURES**

- Can be used with all products from the HomeScaper Series ™ line of tools
- High capacity
- Compact and light
- LED indicators
- Also accommodates AP series batteries
- Can be wall-mounted

**BATTERY**

**AK 10/20**

**CHARGER**

**AL 101**

**$399.95**

**MSRP $429.95**

Dealer Days Spring 2017 promotional pricing shown will be effective until July 31, 2017.
RB 200

FEATURES

• Powder-coated, 1¼ welded steel tube frame with folding handle bar
• 2-piece lance and gun assembly with ergonomic trigger handle and stainless steel nozzles
• 12” semi-pneumatic tires
• Anodized manifold

SPECIFICATIONS

Working Pressure ........................................ 2,500 psi
Flow Rate ..................................................... 2.3 gpm
Displacement ................................................ 173 cc
Hose Length ................................................... 25 ft

$599.95
MSRP $649.95
Dealer Days Spring 2017 promotional pricing shown will be effective until July 31, 2017.
RB 400

FEATURES

• Powder-coated, 1¼ welded steel tube frame with folding handle bar
• 2-piece lance and gun assembly with ergonomic trigger handle and stainless steel nozzles
• 10” pneumatic tires
  » Tube and steel rim
• Brass manifold

SPECIFICATIONS

<table>
<thead>
<tr>
<th>Specification</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Working Pressure</td>
<td>2,700 psi</td>
</tr>
<tr>
<td>Flow Rate</td>
<td>2.7 gpm</td>
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<tr>
<td>Displacement</td>
<td>196 cc</td>
</tr>
<tr>
<td>Hose Length</td>
<td>25 ft</td>
</tr>
</tbody>
</table>

MSRP $799.95

$749.95

Dealer Days Spring 2017 promotional pricing shown will be effective until July 31, 2017.
RB 600

FEATURES

• Powder-coated, 1⅛ welded steel tube frame with folding handle bar and protective roll cage design
• 2-piece lance and gun assembly with ergonomic trigger handle and stainless steel nozzles
• 13” pneumatic tires
  » Tube and steel rim
• Brass manifold

SPECIFICATIONS

<table>
<thead>
<tr>
<th>Feature</th>
<th>Specification</th>
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<tbody>
<tr>
<td>Working Pressure</td>
<td>3,200 psi</td>
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<tr>
<td>Flow Rate</td>
<td>3.0 gpm</td>
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<tr>
<td>Displacement</td>
<td>208 cc</td>
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<tr>
<td>Hose Length</td>
<td>50 ft</td>
</tr>
</tbody>
</table>

$1,199.95 MSRP
RB 800

FEATURES

• Powder-coated, 1¼ welded steel tube frame with folding handle bar and protective roll cage design
• 2-piece lance and gun assembly with ergonomic trigger handle and stainless steel nozzles
• 13” pneumatic tires
  » Tube and steel rim
• Brass manifold

SPECIFICATIONS

<table>
<thead>
<tr>
<th>Parameter</th>
<th>Specification</th>
</tr>
</thead>
<tbody>
<tr>
<td>Working Pressure</td>
<td>4,200 psi</td>
</tr>
<tr>
<td>Flow Rate</td>
<td>4.0 gpm</td>
</tr>
<tr>
<td>Displacement</td>
<td>429 cc</td>
</tr>
<tr>
<td>Hose Length</td>
<td>50 ft</td>
</tr>
</tbody>
</table>

MSRP $1,699.95