Marketing Memo VECTOR



August 7, 2013

New Product Announcement VECTOR**

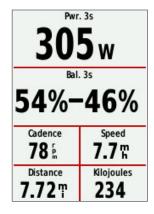
Measure where it matters with Vector, the pedal-based power meter from Garmin. Vector is easy to buy, install and update. Vector measures total power, cadence and left/right power balance. It transmits the data for display on compatible Edge® cycling computers, Forerunner® multisport watches and other ANT+TM enabled head units.



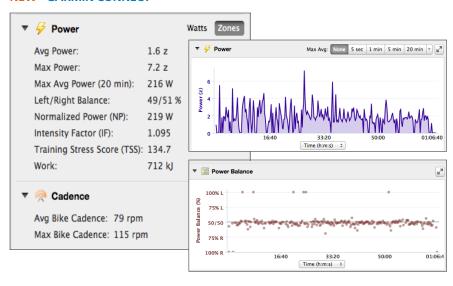
KEY FEATURES:

MEASURING POWER	Vector delivers an objective, repeatable metric for training and assessing performance – watts, the rate of energy produced by the cyclist.	
INVALUABLE TRAINING TOOL	Vector helps racers and enthusiasts understand strengths and weaknesses in order to train more effectively and get stronger and faster on the bike.	
EASY TO BUY	No build-to-order process. ANT+ compatibility gives cyclists broad head unit options, and because Vector is pedal-based, it does not involve complex wheel or drivetrain tradeoffs.	
EASY TO INSTALL	No mechanic is required. It's as easy as installing the pedals.	
EASY TO OWN	Switch between bikes with just a pedal wrench. No magnets or additional sensors needed for cadence.	
ROBUST AND RELIABLE	Sensors are permanently installed inside the pedal spindle (axle), a durable and long-life bicycle component. Measures total power and independent left/right leg power.	

NEW AS SEEN ON EDGE 810



NEW - GARMIN CONNECT





PHYSICAL & PERFORMANCE:

Pedal weight:	152 grams
Pedal pod weight:	23 grams
Cleat and hardware:	38 grams
Total weight per pedal:	213 grams
Battery life:	175 hours
ANT+™ compatible:	Measures and reports total power (watts) Left/right power balance (%) Cadence (rpm) Transmits via the ANT+ protocol
Pedal:	Lightweight composite body Stainless steel wearplate CNC machined, hardened stainless steel spindle LSL bushing and sealed cartridge bearings Adjustable tension binding LOOK Kéo-compatible*
Pedal pod:	ANT+ transmitters User-replaceable battery (2032 coin cell) Minimum of 175 hours of active cycling operation
Cleats:	High durability thermoplastic with anti-slip rubber surface pads Rubber button to reduce free float action between shoe and cleat LOOK Kéo-compatible*
Gift box dimensions	13.2"L x 5.8"W x 2.2"H
Gift box weight:	2.3 lbs
Case pack:	16 pieces per carton
Master carton dimensions:	18.03"L x 14.57"W x 13.11"H
Master carton weight:	36 lbs



PRODUCT COPY:

28 WORDS	Measure where it matters with Vector™, the pedal-based power meter from Garmin. Vector is easy to install and works with compatible Edge® cycling computers and Forerunner® multisport watches.	
55 WORDS	Measure where it matters with Vector™, the pedal-based power meter from Garmin. Vector is easy to buy, install and update, without taking it back to the shop. Vector measures total power, cadence and left/right balance. It transmits the data for display on compatible Edge® cycling computers, Forerunner® multisport watches or other ANT+™ enabled head units.	
101 WORDS	Measure where it matters with the Vector [™] power meter from Garmin. Vector is the first pedal-based power meter that independently measures your left/right balance and other power metrics and features ANT+ [™] wireless technology. Vector is easy to buy, install and update, without taking it back to the shop. It measures cadence and total power, as well as independent left and right leg power. Vector wirelessly transmits the data for display on compatible Edge® cycling computers, Forerunner® multisport watches or other ANT+ [™] enabled head units. Complete the suite with post-ride analysis, route planning, free training plans and data sharing at Garmin Connect [™] .	



PRODUCT CONFIGURATION:

VECTOR 010-00994-00 Vector pedals, pedal pods, cleats and hardware, USB ANT Stick™, manuals

UPC: 753759982591 MRP: \$1699.99 Net: Contact your fitness sales representative for pricing. *Online sales are restricted until further notice.*

ADDITIONAL DEALER RESOURCES:

VECTOR RETAIL SIGNAGE KIT

P/N: M00-10339-00

Kit includes two handlebar signs and one bicycle counter sign.

HANDLEBAR SIGNS AND STRAPS

Size: 12"W x 6"H



BICYCLE COUNTER SIGN

Size: 14"W x 7"H x 2"D





RETAIL STAND AND PRODUCT CARD KIT

P/N: M00-10340-00

Retail stand holds your Vector package and sits in retail counter display space. Product card list key product features.

Size: 13.25"W x 1.25"H x 6"D



VIDEO DISPLAY

P/N: M01-60279-00

Kiosk with touch panel offers multiple videos, giving your customers an overview of the Vector power meter.

Size: 14"W x 12"H x 7"D



For more information on merchandising, please visit the Dealer Resource Center at Garmin.com. INSTALLATION VIDEOS AVAILABLE HERE

COMPATIBLE ACCESSORY OVERVIEW:



SKU 010-11251-10

UPC: 753759983949



SKU 010-11251-11

UPC: 753759983956



SKU 010-11251-13



UPC: 753759983970 SKU 010-11251-12



UPC: 753759983963

VECTOR REPLACEMENT PEDALS

This fiber-reinforced composite pedal body and cartridge assembly can be replaced by you or a bike mechanic with a pedal cartridge removal wrench. Replacement of the pedal body, cartridge, washer, nut and grease seal (all included) do not impact Vector power or cadence accuracy.

Contact your fitness sales representative for pricing

CLEATS 6 DEGREE FLOAT

This replacement pair of anti-slip LOOK Kéo-compatible cleats with 6 degree float will keep your Vector pedals turning and your training on track.

CLEATS ZERO DEGREE FLOAT This replacement pair of anti-slip LOOK

Kéo-compatible cleats with 0 degree float will keep your Vector pedals turning and your training on track.

VECTOR PEDAL POD

Don't let pedal issues keep you from training. Replace your pedal pods individually or together - and on either pedal, left or right. Replacing a pedal pod does not impact Vector power or cadence accuracy.

List price: \$199.99

Net price:

List price: \$24.99

Net price: Contact your fitness sales representative for pricing

List price: \$24.99

Net price: Contact your fitness sales representative for pricing List price: \$69.99

Net price: Contact your fitness sales representative for pricing

For more information on compatible accessories, please visit the product page at Garmin.com.