



**Dealer Info
2023**



AZUB BIKE s.r.o.

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Czech Republic



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Welcome!

Dealing with AZUB is not difficult. In fact, it is pretty easy. As a dealer, you can purchase just one bike at a time and even the first order doesn't need to be of more than one bike. However, if you want to be listed on our dealer page, we require at least two recumbents displayed in your shop as demo models. We also do not have any minimum order quantities per year.

Dealer prices and regional exclusivity

The margins and transport costs are described in the „Dealer's conditions“ on the next page.

Delivery time

Our delivery time varies throughout the year a bit. It is 6 weeks normally, but can be more within the highest season in May, June, July. We inform all our dealers about longer delivery time in advance. Please remember, there are still stock trikes (CORE Level) which can be shipped within few days after order reception.

Payment conditions

We require advanced payments before shipping. We accept either bank transfers to our EUR or USD account as well as payment by credit card (1% fee is applied).

Packaging and build-up time

Almost every bike we ship is fully built first, test ridden and then partly disassembled and packed. That means it is adjusted to rider's height the chain has correct length and all brakes and derailleurs are properly working. Just in case we ship outside Europe the front derailleur is not connected to the shifting cable.

Within Europe, we ship in very big boxes and the bikes are almost fully assembled. Just the seat is removed and wheels might be out. The trikes are folded in half. Some accessories might not be assembled at all. But just some. Preparing the bike for a ride takes about half an hour.

To the USA and other countries, we ship in much smaller boxes to save money for shipping. There is not only seat removed, but also the wheel, mudguards, racks and the front boom with crankset is disassembled. The front derailleur is not connected to the cable and chain is disconnected. Skilled mechanic with knowledge about our bikes can assemble one bike within about 45 minutes, but a time of about 1,5 hours has to be calculated normally. This is still the shortest time in the business.

Shipping

Generally, we use TNT within Europe and FedEx for shipping outside of it. Other conditions and prices are specified in the „Dealer conditions“ on the next page.

DEALER CONDITIONS

How to get dealer price?

- Let's take any of the customer prices or surcharges from **the price group the USA**, deduct transport cost, and time it by

x0,68 (discount 32%)

For example:

	<i>customer price/dealer price</i>
AZUB T-Tris 26 (configurator price)	3839 USD (RRP w/o sales tax)
AZUB T-Tris 26 w/o transport	3839-200 = 3639 USD
Dealer price w/o transport	3639 USD x 0,68 = 2474,5 USD
Transport cost	+200 USD
Final dealer price w/o sales tax	2675 USD

Calculation of transport cost (we usually ship with FedEx/DHL):

- 1 bike or trike **200 USD**
- Accessories shipped with the bike in one box **Free**
- Accessories that do not fit into the bike box **Charged according to the courier price list**
- E-bike (additional fee for battery shipping) **150 USD**

Duty and custom fees:

- Duty is included in the price.

Payment:

- Before shipment by bank transfer to our USD account or by credit card (1% fee)

Delivery time: (for more info, visit the section Bikes in stock or Delivery Time on our website)

- **Stock** trike program: Usually within a **few days**
- **Configurator** orders: Delivery time from about **six weeks**
- **Custom** (EPIC) orders: Depending on the availability of selected parts. Usually **longer than ten weeks**

Demo bike program:

- Additional discount of 10% (from the dealer price) for **CONFIGURATOR** trikes and bikes.
- It's necessary to have such a model for **two years**. In case of a sale, you must replace it immediately with a model in a similar configuration (without additional discount)
- It's possible to replace the demo bike with a discount after two years from the date of purchase.
- It's possible to own one demo for each model
- A list of the DEMO bikes will be published on the AZUB website, and the dealer is obligated to inform AZUB of changes in his demo fleet

Employee purchase program:

- Bikes for employees with an additional discount of 10%
- There is a limit of 2 bikes for the company every year
- This benefit is available for a dealer who has purchased at least five bikes during the last season.

WHY TO SELL AZUB IN YOUR SHOP

- Superior customer service
- Good margins
- Simple dealer conditions, no MOQs, and no agreement
- Highest overall profit per one sold trike/bike
- Working and easy to use configurator (configurator.azub.eu)
- All cycles are fully assembled and test rode before packing
- Bikes require very short time to build for a customer
- New headquarter bringing smooth production
- Very good presentation in social media
- Informative and joyful website



AZUB SELLING POINTS

- 20+ years of riding and manufacturing experience
- A friendly company with superior customer service
- Wide adjustability (seat / front boom / handlebars)
- Wide range of standard colors and options
- Best-in-class technology
- High-quality components
- Three „Trike of the Year“ Awards within 4 years
- Great looking clever design with perfect function
- CORE LEVEL trikes with fast shipping and predefined components
- EPIC LEVEL bikes & trikes fulfilling all customers' dreams
- Great low-speed as well as high-speed handling
- Perfect ergonomomy

Triple winner

TRIKES OF THE YEAR 2015 - 2016 - 2018



CORE LEVEL

Best-selling trike configuration with great price–performance ratio. You choose the accessories for your new trike.

Delivery time: 1-2 weeks

We have selected a set of components that we consider most suitable for the majority of AZUB riders. Our aim was to offer a well-equipped and durable trike with a very short delivery time so that you can start riding almost immediately. You can choose accessories for your new trike. The one-week delivery time corresponds with the time of transport and potential customs declaration. Technically, we will be dispatching your new trike in two or three days from your order.

You can find list of available CORE LEVEL trikes and bikes here: <https://azub.eu/recumbents-in-stock/>

On this page, you will find out which models and configurations are currently available. We cannot maintain the availability of all models and configurations throughout the year because our priority is still bikes built precisely according to customer requirements, i.e., our ADVANCED LEVEL builds. Still, we'll try to have at least a few trikes and possibly bikes to choose from during the year that have been built for quick shipping.



ADVANCED LEVEL

Configure your dream bike to your taste and select from the parts we have tried and are always on stock. Choose your color and accessories.

Delivery time: 6 weeks

On the second level of our customer solutions service, you configure your bike to suit your needs. It is easy to get along with the process. You'll find your way through our quite big offer thanks to a description of each option that you find upon clicking on the image of your chosen part in our configurator. In any case, we are happy to help with the best combinations of your chosen components. We only need to know how often and in what conditions you are most likely to use your bike. We have the vast majority of components on stock, which allows us to build your bike in reasonable time. We can also guarantee our prices throughout the year.

Our favorite Color Shop is available at this level as well.

EPIC LEVEL

Unleash your fantasy and let us build a really unique bike for you.

Delivery time: depending on the availability of selected parts

In case you didn't choose within the offer on the second level of our configurator we are ready to cooperate with you and come up with a configuration that will completely meet your requirements. However, it is necessary to restrict your choices according to compatibility of components with the design of our bikes as well as the components' accessibility for us. Get in touch with your dealer or directly with us. Together we can prepare the most suitable bike configuration for you. As the next step, we will check on the availability and price of each component, verify compatibility (if possible), determine the approximate delivery time and calculate the price for you. The overall price will include an additional charge for the highly personal approach and will also reflect the time needed for ordering individual components, surcharges for shipping of the components and higher time demands of the building process. The additional charge will be between 50 to 500 EUR/USD.

The third level configuration requires a thorough preparation and your cooperation in the components selection process. Be prepared for busier email communication. Unpredictable situations can arise in the course of the building process itself. For example, a supplier can change a certain part's specification or postpone its delivery. Anyway, you can be sure that we are ready to provide you with the best service possible.

The best time to order a bike within the third level configuration is in autumn when we can devote much time to such unique projects. However, you can act out your fantasies even in summer.

What desires are we able to satisfy?

Below you will find the overview of components that we have a lot experience with. We are quite sure that we can deliver them and install correctly. We don't want to hinder your fantasy though, and thus feel free to get in touch with any special demands. Before doing this, go through the list of components we are not able to offer.

Colors

- Different color versions of Rohloff speed hub, Pinion, SON dynamos, and other hubs
- Different color versions of minor components like quick-release skewers (front and rear wheel only) or crank nuts
- Sturmey Archer drum brakes in silver color

Shifting

- Shimano Alfine 8 and Alfine 11 (mechanical or Di2-electronic)
- All versions of Pinion gearbox
- Sram Eagle and RED components (also their electronic version)
- Shimano MTB drivetrains (1x12, 1x11...)
- Shimano XT Di2

Brakes

- Different Shimano hydraulic disc brakes

Hubs

- Various hubs to meet your demand (ideally 32 holes)
- Wheelsets
- SON 28 also for 20" wheel

Cranks

- Lower or higher gears
- Shorter cranks

Tyres

Schwalbe is our main supplier of tyres. Nevertheless, we prefer dispatching our bikes without tyres. Tyres of your choice are later mounted by our dealer. It is a money- and time-saving solution.

Lights

We are able to offer many light options for dynamos or also for the STEPS system.

Suspension forks

There are also some very good suspension forks that are not included in our offer.

What are we not able to provide?

Unfortunately, it is quite a big range of components, we are not able to supply like: Campagnolo components, Open cockpit steering, Bosch e-assist or any other e-assist, back pedal brake, belt drive and travel case for our trikes and bikes.

If you are looking for something special, please, contact our sales team.

We love colors! Colors make the world more beautiful, which is why we have created the ColorShop. And because our bikes are almost completely made in the Czech Republic, we can apply to the final finish in accordance with the customer's wish. So you may choose from many basic color variations and countless other shades at an extra cost. What is more, you can opt for different colors of individual components. True, sometimes we can't get our heads around your choices but hey, there is no accounting for taste. And it is like that with everything, we strive to meet our customers' wishes.

COLORFUL COMPONENTS

There are tons of components you can have in different colors like the Rohloff hub, Pinion gearboxes, SON hub dynamos & lights, etc. We are ready to assemble it on your bike.

PRICES

You can find the prices of the Color Shop option for painting in the price list or our configurator. If you would like to have some components in a different color than is standard, please, ask our sales team for the price.

NOTE

Please note that some parts of the bikes are hard anodized and it has to be so due to necessary tolerances in the manufacture and assembly. These parts cannot be painted and will always be black or red.



E-BIKE OPTIONS

Great fun and maximum comfort

E-bikes rule the world nowadays. We have also succumbed to their temptation. We perceive e-bikes basically as a means for promoting cycling, be it for leisure or to economize on time when commuting in cities. E-bikes don't just add to the ways you can enjoy your leisure time, they can also bring new qualities to your working days. And that's amazing about them.

For the 2021 season, we have two motors for you to choose for your future bike. Both are from a globally renowned manufacturer of cycling components as well as a time-proven and innovative manufacturer of electric motors for all types of bicycles. Of course, it is none other than Japanese Shimano.



brose



BROSE Smag

BROSE is characterized above all by its very quiet operation, which was achieved thanks to the use of a belt for the final transmission inside the motor itself. The Smag has a torque of 90 Nm. What you will recognize at first glance is the larger and colorful 3.5" display, which you will find in a familiar place for us right in your field of vision behind the engine between the cranks. BROSE motor requires significantly less force to engage, and this will be especially appreciated by physically weaker cyclists or people with disabilities. During start-ups, it is therefore not necessary to lean so much on the pedals for the engine to start helping, which is especially important when starting uphill.

TECH TALK

Power: 250 W

Torque: 90 Nm

Battery capacity: 630 Wh as standard

Range: up 150 km / 94 miles (630 Wh)

Chain wheel 20": 44 teeth

Chain wheel 26": 38 teeth





Shimano Steps E6100

The basic drive unit we offer for many of our models is the tried and tested Shimano Steps E6100 set, commonly used for trekking bikes. Its power of up to 500 W (250 W nominal power) and up to 60 Nm torque is sufficient to conquer even very steep hills with your assistance. Together with the new Shimano battery with 630 Wh capacity, this set could cover a range of more than 200 km / 125 miles. And that makes for a pretty long ride!

TECH TALK

Power: 250 W

Torque: 60 Nm

Battery capacity: 504 Wh or 630 Wh

Range: up to 170 km / 75 miles (504 Wh)
or over 200 km / 125 miles (630 Wh)

Chain wheel 20": 44 teeth

Chain wheel 26": 38 teeth



Shimano Steps EP8

If your heart runs wild and you tend to leave your sensible side at home, you will enjoy this motor. This top Shimano model is truly full of energy which you will be able to see especially during challenging ascents or in rough terrain where you will really appreciate its brutal torque. But no fear – the intelligent control unit can make your ride very smooth indeed even when you make use of the maximum torque of the terrific 85 Nm. The EP8 certainly offers a proper and never-ending electrifying fun.

TECH TALK

Power: 250 W

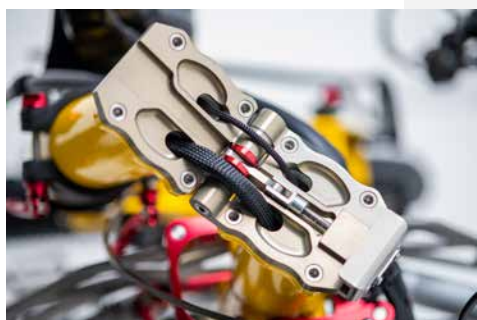
Torque: 85 Nm

Battery capacity: 504 Wh or 630 Wh

Range: up to 120 km / 105 miles (504 Wh)
or over 150 km / 94 miles (630 Wh)

Chain wheel 20": 44 teeth

Chain wheel 26": 38 teeth



Electric motors can be combined with selected components:

Shimano Nexus Inter 5E Di2 electronic shifting (only Shimano)

A gearbox integrated in the rear hub, offering a 263 % range, specially designed for electric bikes to prevent problems with the massive combined torque coming from the rider's feet and the motor. Thanks to the electronic shifting, you can change gears manually or enjoy the convenience of intelligent automatic shifting, savour the ride in itself and the beauty around you, not worrying about anything else. Another huge advantage is the option to change gears even when stationary, which applies to all the other integrated gearboxes anyway, such as Nexus, Rohloff and Pinion.



Cassette + rear derailleur

Traditional shifters using a derailleur and cassettes. They are the basic economical option we have on offer, but there are also high-end options with electronic shifting.



Enviolo 380 (formerly known as NuVinci)

A continuously variable rear hub transmission, originally designed for industrial electric motors, so its use for electric bikes is, unsurprisingly, possibly the best choice. NuVinci will allow you to change gears even when shifting under power, that is when the motor is putting the power in and you will never have the feeling that it is under stress. Compared to the automatic Nexus Inter E5, the range of gears this option offers is larger by 1/3, that makes it 380 % that will allow you to get up even steeper hills under heavier loads.



Rohloff - 14 speed gear hub

In comparison with other shifting systems for electric bikes, the Rohloff offers you a massive gear range of 526 %. With this, you will be able to get up any hill under any load. No steep part will pose a problem when moving off even if you have, for example, your huge canine friend behind you in a trailer. The Rohloff is simply the ultimate choice for extreme cyclists favouring electric bikes.



Special solution for disabled riders



Recumbent bikes and especially trikes are a very good option for disabled people. The rider's body is very comfortable and doesn't experience excess pressure whilst riding. What is more, trikes don't need balancing and both trikes and bikes can be easily controlled with only one hand.

Currently we offer several modifications

- Brakes operated by one hand only (all versions include drum brakes, V-brakes, discs) •
- Shifters operated by one hand only (different solutions for different shifters) •
- Shorter or longer frames & shorter or longer cranks •
- Various frame modifications •
- Others by request •

As our production is based in the Czech Republic, we can meet all your requirements and carry out almost any improvements. Feel free to contact us for more information or to discuss your wishes.

See: azub.eu/support/disabled-riders/



AZUB's unique Push Brakes



SEAT SIZES

BIKE SEATS

Choosing a seat for a recumbent bike is easy as the decisive factor is the rider's height.

Size M - 150 to 170 cm (4' 11" to 5' 7")

Size L - 165 to 180 cm (5' 5" to 5' 11")

Size XL - 175 to 195/200 cm (5' 9" to 6' 5" / 6' 7")

TRIKE SEATS

Size M

An M size seat is suitable for shorter riders or for children.

The recommended maximum height of the rider is 170 cm / 5' 7".

The back part of this seat is 5 cm shorter and the seat is 3 cm narrower than our standard size seat (L).

Size L

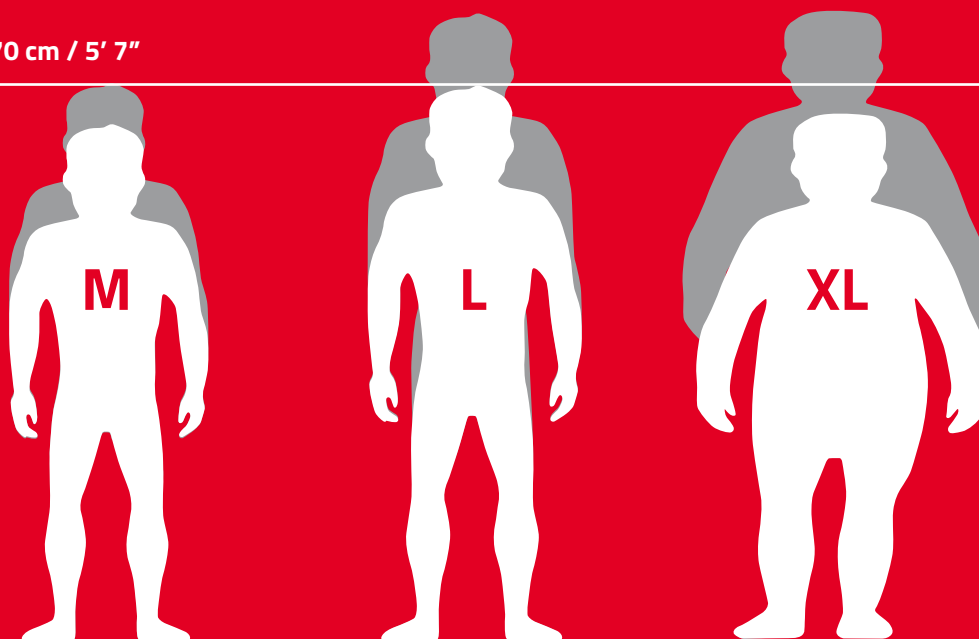
The L sized seat is our most versatile option suitable for the vast majority of riders.

We recommend this seat for riders who are at least 170 cm / 5' 7" tall, there is no maximum limit. The seat is slightly curved at the top and together with the mesh cover it gives proper support even to very tall riders.

Size XL

Our largest seat is based on the design of the L size seat, however, this seat is 5 cm / 2" wider than the L size. In addition, the sitting part is 5 cm / 2" longer. This means that when the seat is fitted, it sits 5 cm / 2" higher than our standard L size, allowing for easier getting on and off. Correspondingly, the handlebars are also wider to allow good manoeuvrability.

170 cm / 5' 7"



DREAM SEAT

We have been working on it for about a year and a half, and we tweaked every single detail. From those important ones like ventilation channels, the thickness of the padding, or the overall shape to those little ones like the size of the red logo in the front, the shape of reflectors at the back side, the size of the pocket, or the color and style of stitches.

Even the first look at our new seat suggests that the ride in it will be really comfortable. Sit in it like in a soft cloud and experience the feeling of absolute nirvana. But not only that. While riding, you will be supported by the side padding, and ingenious shaping in the shoulder part will allow the necessary movement to the sides. There is enough lightly padded space around the tailbone for you to fit into the seat properly without feeling any pressure. And then there are the ventilation ducts. Wide enough for excellent air distribution and, at the same time, cleverly shaped to help ergonomic sitting.

The critical point of the whole seat is its front part. We paid great attention to its shape. We spent endless time discussing and testing it as we had to reconcile two conflicting requirements. The first was enough space for pedaling and movement of the legs, and the second was preventing the rider's body from sliding down from the seat. The result is a raised central nose filled with three different types of foam to provide sufficient support while offering blasting comfort even during long rides.

Other necessary details are the asymmetrically shaped reflective surfaces at the back of the seat, where you will find the seat size designation too. In the upper part of the backrest, there is also a large pocket the size of an A4 / US letter with two inner pockets and a waterproof zipper. The zipper is equipped with a comfortable pull for easy opening. Of course, there must also be holes for placing the flag in the seat tube.

The entire construction of the cover is made of durable materials, and the robustness is further increased by using the well-known Hypalon material, which is located on the sides of the seat. Hypalon is used primarily in highly stressed products, for example, in the maritime industry or in producing various protective suits. On our seat, it helps to make it durable and tight it perfectly with straps on the back. These are equipped with plastic buckles and safety velcro.

Now all you have to do is try our seat. We are sure you will fall in love with it in the first sitting.

Retrofit is possible on trikes produced in the second half of 2018 or later. It fits older seat frames as well. However, not perfectly, and the extra padding limits the steering radius a bit.



CHOOSE THE RIGHT TITANIUM SPRINGS FOR YOUR TI-FLY

Which version will work better for you?

It is not possible to set a general rider's weight limit. The choice will depend pretty much on our riding style and on the level of comfort you require.

Soft springs:

- Riders under 100kg seeking maximal comfort.
- Riders under 85kg looking for a sporty off-road machine.
- Riders under 85kg who prefer precise high-speed handling and want to enjoy fast downhill and sharp curves.
- Riders under 85kg who plan trips with a loaded trike.
- Demo trikes, trike rentals.

Hard springs:

- All riders over 100kg.
- Riders over 85kg looking for a sporty off-road machine.
- Riders over 85kg who prefer precise high-speed handling and want to enjoy fast downhill and sharp curves.
- Riders over 85kg who plan trips with a loaded trike.

Please, feel free to contact us in case you have any doubts.

IMPORTANT NOTE: Please, specify whether you want the soft or hard combination of springs for your TI-FLY when ordering it from your dealer.



AIR PRESSURE GUIDE FOR REAR SHOCK OF AZUB CYCLES

Trikes with 26" rear wheel

Rider's weight + luggage (kg)	Rider's weight + luggage (lbs)	FOX (psi / bar)	SUNTOUR (psi / bar)
55 - 65	121 - 143	72 / 5,0	54 / 3,7
65 - 75	143 - 165	84 / 5,8	63 / 4,3
75 - 85	165 - 187	96 / 6,6	72 / 5,0
85 - 95	187 - 209	108 / 7,4	81 / 5,6
95 - 105	209 - 231	120 / 8,3	90 / 6,2
105 - 115	231 - 254	132 / 9,1	99 / 6,8
95 - 105	254 - 275	144 / 9,9	108 / 7,4

Trikes with 20" rear wheel

Rider's weight + luggage (kg)	Rider's weight + luggage (lbs)	FOX (psi / bar)	SUNTOUR (psi / bar)
55 - 65	121 - 143	90 / 6,2	68 / 4,7
65 - 75	143 - 165	105 / 7,2	79 / 5,5
75 - 85	165 - 187	120 / 8,3	90 / 6,2
85 - 95	187 - 209	135 / 9,3	102 / 7,0
95 - 105	209 - 231	150 / 10,3	113 / 7,8
105 - 115	231 - 254	165 / 11,4	124 / 8,6
95 - 105	254 - 275	180 / 12,4	136 / 9,4

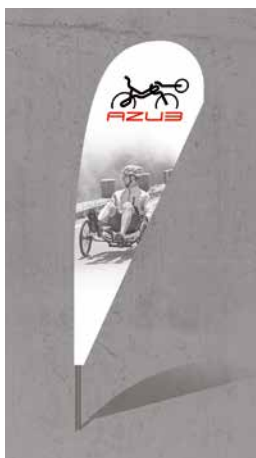
Two-wheelers

Rider's weight + luggage (kg)	Rider's weight + luggage (lbs)	FOX (psi / bar)	SUNTOUR (psi / bar)
55 - 65	121 - 143	90 / 6,2	73 / 5,0
65 - 75	143 - 165	105 / 7,2	85 / 5,9
75 - 85	165 - 187	120 / 8,3	98 / 6,7
85 - 95	187 - 209	135 / 9,3	110 / 7,6
95 - 105	209 - 231	150 / 10,3	122 / 8,4
105 - 115	231 - 254	165 / 11,4	134 / 9,3
95 - 105	254 - 275	180 / 12,4	146 / 10,1

Promotional materials for your shop floor

We believe professional looking promotion materials improve the image of the shop and we also believe we can increase AZUB visibility and sales by placing some of the materials on the floor of your nice shop.

All P.O.S. Materials are free of charge.



Beachflag

Selfstanding with an iron base plate can be placed anywhere among bikes. Can be used outside of the shop as well or during different events.

We expect it to be 170 cm / 5' 7" tall.



Color Swatch

The essential item you have to have in your shop. 11 standard colors we have in our offer painted on aluminum plates. Easy to use. Hole for hanging the swatch on a hook.

height: about 12 cm / 5"



Ti-FLY X carpet

We have had several carpets in our history and they were always greatly appreciated by the dealers and their customers. You can have them right after the door or in the middle of the shop. It is a perfect eye catcher.

80 x 80 cm / 31" x 31"

CUSTOM SIZE BANNERS

We also offer custom size banners intended to make your showroom much nicer with large size pictures promoting not only our brand but recumbent riding in general and also your shop. We always include your shop's logo. The graphic is prepared in cooperation with you.

Angletech, Colorado Springs, CO – Outside banner



MERCHANDISE



AZUB T-Shirt

(S-XXXXL)



AZUB Recumbent Jersey

(S-XXL)



AZUB Baseball Cap

UV protection, unisize, black



AZUB Baseball Cap

UV protection, unisize, neon yellow

IMPORTANT LINKS

Here are important links for your use.

azub.eu/dealer

You can find all the necessary information here incl. actual delivery time, price lists, dealer conditions, links to some servicing videos which are hidden on Youtube, and more.

configurator.azub.eu

An online tool to configure our cycles and to order them.

azub.eu/instructions

Manuals, tutorial videos.

azub.eu/downloads

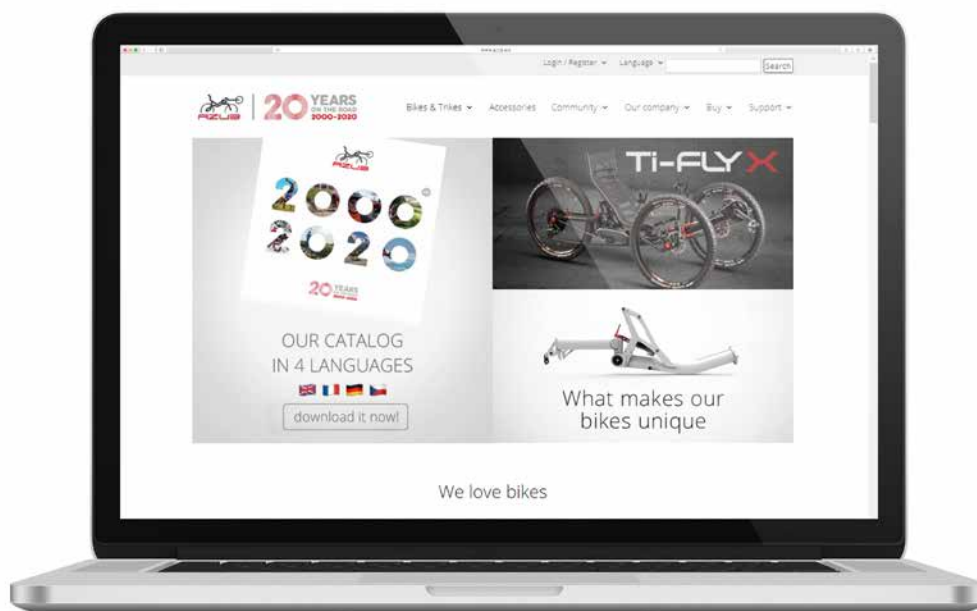
Logos, photos, manuals, catalogs. You can find all of that here.

azub.eu/registration

An on-line form where your customer can register his bike to get a 5-year warranty for the frame.

azub.eu/delivery

Up-to-date information on delivery times for individual levels, models, or even component lines.






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