

## Why buy your next motorcycle from us?

### **Purchase price:**

Price is not absolutely everything when it comes to a big purchase such as a motorcycle, although our business model has always worked on high turnover with lower margins and the strict management of overheads to allow us to compete with the keenest in the country.

Need finance? Check out our rates, amongst the most competitive in the industry.

### **Ongoing costs:**

The total cost of ownership of your motorcycle will include running costs and depreciation. For this reason it is very much in your interests to have your motorcycle professionally serviced, to keep the fuel costs and longer term maintenance costs down with appropriate expert preventative maintenance. Also to keep your service record up to date; this may be required to keep the warranty valid and is very helpful to maintain your bike's value when the maintenance is undertaken by a franchised dealer. We have very competitive menu prices for all scheduled servicing for the motorcycles which we sell. As at 21<sup>st</sup> March 2024 the first service (at 600 miles) for any new bike sold from us is subsidised to just £99.

### **Convenience:**

Most motorcycles have a factory specified service interval of 12 months or a particular mileage limit. We do however appreciate that it can be a significant cost in your time to have to bring your bike to us, possibly wait for the service to be done or return later to collect the bike. For this reason we have introduced a Scheduled Collection & Delivery Service to serve particular areas where we have a lot of customers. We apologise that we are not able to extend this service to all areas where we sell bikes.

Having a scheduled service means that we are able to minimise our costs and further subsidise the service to allow owners willing and able to take advantage, to have their motorcycle collected and returned for the subsidised one off cost of just £90 (price as at April 2024). The service is weekly, meaning that your bike will be away with us for one week. If you live a little further off from the scheduled stop cities, we can usually still collect and deliver for a reasonable extra charge. Please ask.

At present this service covers Glasgow, Aberdeen, Perth and Edinburgh and roads leading to these towns. We would still love you to come and visit our showroom, so as a further incentive we have reduced the daily cost of our courtesy bikes to just £5. Do book this at the time of booking your service to avoid disappointment.

### **Peace of mind:**

For purchasers not entirely confident that they are making the right choice we have a 30 day/ 500 mile no-quibble money back guarantee; subject to just £350 for a used bike or 10% (minimum £500) of the purchase price for a new motorcycle. Whilst 10% or £350 are not trivial sums, this does put a reassuring limit on your losses in the event that you can not live with your recently purchased bike for any reason. If replacing a used bike with another within the 30 days, we will often, at our discretion, credit the purchase price in full.

### **Properly prepared bikes:**

All our used bikes are Provenance checked (HPI check) at the time we buy them. Before you pick up your used bike it undergoes a thorough 87 point pdi (pre-delivery inspection) check. This includes checking that all outstanding recall work has been carried out. New bikes are pdi'd as per factory specifications before road testing, fuelling and cleaning.

### **With a decent guarantee:**

Depending on how far you live from us, for used bikes over £3000 you will either get a 3 month RAC comprehensive guarantee (upgradeable to 12 months) which includes 12 months roadside assistance, or, generally for customers in Scotland, our own 12 month engine & gearbox mechanical breakdown guarantee. Used bikes sold for less than £3000 will usually get our 3 month mechanical breakdown guarantee.

New bikes come with the manufacturer's unlimited mileage warranty; Kawasakis for 24 months with option to upgrade for a further 24 months, whilst Suzukis come with a 36 months warranty. And most Suzukis will qualify for a 12 month service activated warranty up to 7 years old or 70,000 miles. This is a factory backed warranty available for all service customers as well as our own used bike sales.

### **And no corners cut:**

New (unreg.) bike prices will include registration & 12 months road tax. No hidden fees or "admin" charges. A full tank of fuel with all new and used motorcycle purchases. Used bikes will have a minimum 8 months on the MOT.