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"Service By Those Who Ride"

NEWSLETTER #8

SEPT 2006

HOURS: By Appointment Only Please, To Ensure The Best Service and Shortest Down Time

Hi,
Just a quick letter to keep you informed of what is going on here at Affordable Beemer Services LLC and to ask for your help. I would like to have your e-mail address to send you the newsletter electronically from now on. Please read about this below.

WINTER STORAGE

Winter Storage will be offered again from November 1st to April 30th in our heated storage facility. Included services consist of Engine oil & filter service, Brake fluid flush (Non-servo bikes ONLY), wash & dry the motorcycle, add fuel stabilizer, thoroughly check bike over for any needed repairs, plug into Battery Tender TM, and cover during storage. You will also get an offer to purchase tires at a substantial discount in the early spring. Space is limited and will fill up quickly so DO NOT DELAY - RESERVE YOUR STORAGE SPACE NOW - SEND \$150 NOW- (The balance of \$200 is due when you put your bike into storage for the winter) SECURE YOUR STORAGE SPACE NOW!!!

WEBSITE & E-MAIL ADDRESS

It's been nearly a year since I sent out the last newsletter. I was ready to send the spring edition to the printers when we switched internet providers so I waited until everything was up and running so I could include the new e-mail address in the newsletter. Then we built a new website too! Hence the lack of a spring newsletter. Sorry! Between business, the twins and trying to get a couple of decent rides in this year I just haven't had the time to write, have printed, fold, stamp and mail the newsletter on a regular basis. So, I am asking each of you to PLEASE visit our website at www.AffordableBeemerServices.com and PLEASE e-mail me through the website so that I have your e-mail address. I will keep you informed of special deals that come up during the year and of important events, etc. that might interest you. It will save me money versus the paper newsletter which in turn will save you money. So PLEASE...Go to our website and send me an e-mail SOON!!! Thank You.

BUSINESS NEWS

While it has been an "off" year due to rain, high humidity and lousy fuel prices, I have remained busy and been fortunate enough to have added some new customers this year. Thank you to all of you who continue to tell other BMW riders about the great service I offer and encourage new customers to visit Affordable Beemer Services LLC. You are my best form of advertising and I truly appreciate it. While fuel, oil and, most painfully, heating oil / gas prices have soared this year I have done everything possible to become more efficient to keep my labor costs at \$50 per hour, which is \$30 per hour less than the BMW dealerships are getting. I'm here to save you money and to feed my family, which has 2 additional little mouths to feed now, so I will probably cut the Winter shop hours down to 3 long days each week to save heating expenses this year. This won't reduce the volume of work that gets done, just the amount of days the shop is occupied and should reduce heating costs a bit.

Prices on everything motorcycle have gone up drastically this year and I will be forced to raise my labor rates soon due to increased costs far beyond my control. I'm doing my best to delay the labor increase as long as possible, but it is coming. It will still be far below the dealerships rates due to my lower overhead costs but an increase from the current \$50 per hour is inevitable. I haven't raised my labor rates in five years but it is harder to shoulder these rising costs alone. So if you need some major repairs done to your BMW it would be a wise decision to schedule an appointment soon.

ICE RACING / RIDING

This year some of us will be riding on the ice with dual-sport bikes in Goffstown, NH. If you are interested in joining us to ride, or to watch, please e-mail me or call and I will keep you informed of when we are going out and where. It is a lot of fun and will teach you a lot about bike control and balance. There are some costs associated with setting up a bike but these are basically a one time expense since ice tires last for several years. Spectators are always welcome and I'm sure the BBQ grill will always be on and ready to cook. Join us...it will be fun!

FAMILY

Our twins, Erich & Damian, are getting big and doing well. Thank you to all of you who bought them gifts, especially clothes. They are growing so fast I'm thinking they will be riding in the very near future! They are now walking and almost talking so it won't be long before we hear "When do we get a dirt bike, Dad?". I can't wait...or can I? Tammy & I are well, although it's been a tough 12 months following a difficult pregnancy and the boys being born 3 months early and spending 3 months in intensive care has worn us down a bit. The joys of parenthood! But everyone is doing great and looking forward to the kids playing in the snow for the first time.

I was able to take a couple of great rides this year. Rode the Blue Ridge Parkway and Deal's Gap this spring on the FJR and just returned from a dual - sport ride from Ma. to Canada on the KLR650. Both journeys were long overdue and very much enjoyed. I'm looking forward to a few more rides next year and some woods riding this fall.

I would like to thank you again for all of your support this year and every year. We have the greatest group of customers anyone could ever dream of having. You are why this business was started and in the past 6+ years our success is due to you. THANK YOU!!! Please take a few minutes and view our website, send me an e-mail and if you need a space for storage, send a check for \$150 as soon as possible. This will most likely be the LAST paper newsletter that I send and I would like to send you future notices via e-mail to keep costs down. Thank you and have a great fall riding season.

RIDE FAR...RIDE OFTEN

Sincerely,

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DIRECTIONS TO THE SHOP

