

Parts & Accessories Bulletin

October 6, 1987



PAB #361

INSTALLATION OF CB KIT P/N 77005-87 ON 1988 FLTC/FLHTC MODELS

Please read this bulletin carefully and file a copy in your Dealer Accessory Guide for future reference. Route to your parts and service personnel.

Due to 1988 radio chassis changes, CB Kit P/N 77005-87 will not interface correctly without two (2) additional 'wiring harness adapters'. The following kit is required which includes the necessary wiring harnesses (2), a ring terminal, and installation instructions:

P/N 77065-88
CB Wiring Harness Adapter Kit
Dealer Net \$6.50
List \$9.95

For your convenience, the following chart outlines parts required for proper installation on 1986-1988 models.

<u>MODEL YEAR</u>	<u>PARTS REQUIRED</u>
1. 1986 to 1987 (equipped with Premium Radio)	- 77005-87 CB and Microphone - 77033-87 CB Mounting Kit - 76285-87 CB Antenna Kit
2. 1988 (equipped with Premium Radio)	- 77005-87 CB and Microphone - 77033-87 CB Mounting Kit - 76285-87 CB Antenna Kit - 77065-88 <u>NEW</u> CB Wiring Harness Adapter Kit

Part number 77065-88 CB Wiring Harness Adapter Kit will be available in mid-November. This kit will not be sampled. Please order accordingly to meet the needs of your 1988 touring riders

Thank you.



FILE IN ACCESSORY GUIDE FOR FUTURE REFERENCE

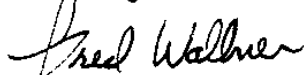
October 23, 1987

Dear Harley-Davidson Dealer:

This letter is a friendly reminder to let you know that Harley-Davidson gift wrap can still be ordered. With the holidays quickly approaching, make sure you have an adequate supply on hand for those special wrapping needs. Personalize your customers Christmas presents with Harley-Davidson gift wrap! The part numbers are as follows:

<u>PART NUMBER</u>	<u>PKG. QTY.</u>	<u>DESCRIPTION</u>	<u>DEALER NET</u>
99542-86V	1	30" x 100' Roll With Cutter Box	\$19.50
99543-86V	12	30" x 10' Roll of Paper	\$ 2.45 Each

Best regards



Fred Wallner
Buyer, Rider Accessories

FW/jdfj



"BITS N' PIECES"

HIGHLAND *insurance service inc.*

P. O. Box 774 • Milwaukee, Wisconsin 53201

THE AUTHORIZED HARLEY-DAVIDSON DEALER INSURANCE STORE

commercial coverage



Does your company own vehicles ???

If your business operates trucks or owns a fleet of vehicles, Commercial Automobile Insurance is a necessity. This highly specialized coverage is designed to protect you, and your employees from financial hardship and potential lawsuits.

Here are a few tips:

- You'll do well to visit an agency that represents a number of companies, like ours, so you can be given some options.
- When it comes to the premium, driver's records count. So does the location of your business, the type of goods you carry, where you transport them, and whether you operate day or night.
- If you operate in high risk areas, or transport "target items" such as alcohol, tobacco, furs, etc., you will probably be required to utilize some type of alarm system. Even if it is not required, it's usually worth it to you in terms of fending off would-be thieves and hijackers. A system that is out of your driver's control is by far the best type to have.
- Safety rules and constant reminders reduce accidents; reduced accidents reduce premiums. What you pay is in direct relationship to loss experience and potential loss and much within your control.

If you're in question regarding this vital protection, just call us and we'll be happy to review your situation. Protecting your business in our business.

The early bird ...



I've seized the day!!!

That old adage "to seize the day" makes good sense in Latin, English, or any language and reaps the most reward in the language of salesmanship. Go ahead--go for it before 10 a.m., while competition is still picking at an English muffin and checking out yesterday's football scores. A few good sales under your belt early in the day puts you in a most enviable position--with time on your side. You are able to handle any snags or tie-ups at an even pace, and nobody is pushing the panic button.

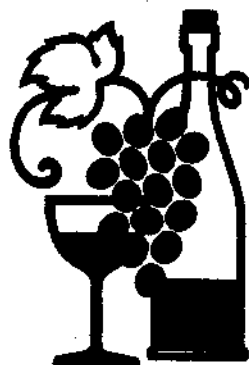
Starting out early is excellent sales insurance. You look fresh, your thoughts are clear, and also important--your contacts haven't been through the day's stress wringer either.

Briefly noted...

A store clerk, tired of his job, gave it up to become a policeman. Several months later a friend asked him how he liked his new role.

Well, he replied, "the pay is good and the hours aren't bad, but what I like best is that the customer is always wrong."

Four dollars a cocktail is usually not too much for trendy Americans to swallow, but how does \$6 for a skinny glass of orange juice strike you? That's the cost in Japan, where food prices (which were already high) have rocketed in response to the decline in the dollar. Other examples: \$3 each for peaches, \$66 for a quart of Jack Daniels, and \$30 a pound for beef.



Make restaurant reservations in an unfamiliar city through your hotel manager or concierge. Since restaurants are eager to have a flow of business from hotels, they'll be likely to seat you at a better table and to give you better service, according to a sales and marketing executive report.

We value your life

You may want to buy more life insurance now that you have a higher income and more assets to protect. While whole life insurance is not an investment as such, the tax-sheltered status of cash accumulations does provide investment opportunities. Whole life, in fact, especially in its newer varieties, has significant investment characteristics.

Universal life insurance accumulates cash value in the policy based on current market rates of return, which can go up or down, and which can be used to pay policy premiums. Both premiums and death benefits may be adjusted to meet policy owner needs.

Variable life insurance offers lifetime insurance with level premiums but with a death benefit that may increase or decrease to a guaranteed minimum) depending on the performance of the portfolio in which the funds are invested. Cash value also varies with investment performance but without a guaranteed minimum.

Variable universal life insurance combines the flexibility of universal life with the investment characteristics of variable life. Its flexible premiums are invested in stocks, bonds, real estate, money market funds, or combination thereof, with yields used to increase both the death benefit and the cash value of the policy.

Single-premium life insurance whether fixed or variable, has become even more popular in recent years because it offers people who come into some cash (through an inheritance, a pension, or the like) the opportunity to pay in full for a life insurance policy with a great deal of flexibility. Cash values build tax-deferred in accordance with current market rates and can be tapped via a loan at little cost. And single premium life can be an excellent vehicle for college or retirement funding.

We'll be happy to discuss these options with you.



Good chance for seat belts...

The chairman of the Assembly State Affairs Committee, Representative Richard Shoemaker, predicted recently that a mandatory seat belt law could become a reality by the end of the year. A \$10 fine would be assessed to those who violate the law. Twenty-nine states and the District of Columbia have seat belt legislation in effect. Almost 80 percent of the country's population is covered by some type of seat belt legislation.

October 23, 1987

Dear Harley-Davidson Dealer:

EXCITING 1988 PLANS UNVEILED

The new year will quickly be here, and we are firming up plans now to help ensure another terrific season. As you look ahead, you will want to mark your '88 calendars for two very special occasions.

Cross-Country Ride for MDA June 13-19, 1988 A huge multi-origin motorcycle ride to Milwaukee is being planned to celebrate our 85th Anniversary. This is the latest of our ideas to give our customers lots of reasons to ride. The ride will be the first national MDA fundraiser by motorcyclists and will conclude with a huge festival here in Motorcycling Mecca on Saturday, June 18. Site to be determined. The ad on the inside cover of The Enthusiast will give riders a sneak preview of the event. As the plans develop, you will be updated so you can benefit from the enthusiasm that is sure to come of it.

Summer Dealer Meeting August 14-17, 1988 Many of you will want to start planning your trip now because the meeting is booked at the beautiful Hilton Square in San Francisco next summer! Beginning in February, Trish Haudricourt, our Corporate Travel Planner will have significantly discounted airfares to offer you to make the trip surprisingly affordable. The meeting itself will be an extra day in length to give you more time to do business, and Trish has made arrangements to have our discounted room rates available for extended stays at the hotel.

I am excited about both of these upcoming events and hope that this advance notice is helpful to you in planning your calendar of activities.

Best regards,



Kathleen A. Demitros
Director of Marketing Services

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