

BMW EUROPEAN DELIVERY PLAN

1991 PRICE LIST (CANADA)

MODEL	* BASIC DELIVERY PRICE
R100GS	\$ 7890
R100GS Paris-Dakar	9090
R100RT	9490
K75	6990
K75S	8250
K75RT	9340
K100RS ABS	12790
K100LT ABS	13690
K1 ABS	13890

*All models are equipped to Canadian specification.
Certain options may not be available ex-factory.*

* Prices are quoted in Canadian funds FOB Munich, West Germany. Prices do not include optional equipment, shipping, Canadian Federal Duties and Taxes, Canadian Provincial Sales Tax, Registration, Insurance or German Added Value Tax. Due to fluctuation of International currency exchange rates, prices are subject to change without notice. Price prevailing on date of delivery will apply. Actual price determined by Dealer. All motorcycles purchased through the BMW European Delivery Plan include a 36 month unlimited kilometer warranty.

EFFECTIVE: March 1, 1990 *See reverse for option prices.*

BMW EUROPEAN DELIVERY PLAN

1991 DEALER PRICE LIST

MODEL	RETAIL *	DEALER NET
R100GS	\$ 7890	\$ 6943
R100GS Paris-Dakar	9090	7999
R100RT	9490	8351
K75	6990	6151
K75S	8250	7260
K75RT	9340	8219
K100RS ABS	12790	11255
K100LT ABS	13690	12047
K1 ABS	13890	12223

*All models are equipped to Canadian specification.
Certain options may not be available ex-factory.*

* Prices are quoted in Canadian funds FOB Munich, West Germany. Prices do not include optional equipment, shipping, Canadian Federal Duties and Taxes, Canadian Provincial Sales Tax, Registration, Insurance or German Added Value Tax. Due to fluctuation of International currency exchange rates, prices are subject to change without notice. Price prevailing on date of delivery will apply. All motorcycles purchased through the BMW European Delivery Plan include a 36 month unlimited kilometer warranty.

European Deliveries are zero rated for G.S.T. purposes.

EFFECTIVE: January 1, 1991

See reverse for option prices.

EUROPEAN DELIVERY PLAN: 1991 OPTION PRICE LIST

CODE	FACTORY-INSTALLED OPTIONS	PRICE		APPLICATION
		'R' SERIES	'K' SERIES	
51.9	Heated Grips	\$ 170	\$ 170	All models
52.4	ABS	—	1 060	All K75 Series Std. K1, K100RS/LT
57.1	Clock (GS)	140	—	R100GS only Std. R100GS P/D
58.4	Kickstart (GS)	140	—	R100GS only Std. R100GS P/D
61.1	Raised Handlebars	—	50	K75 only
66.5	Luggage Rack	60	60	Std. K100LT, K75RT, R100RT, R100GS/PD
67.1	Engine Guards	160	195	Std. R100GS/PD, K100LT
68.1	Touring Case Mounting Kit *	130	95	Std. R100RT, K100LT, K75RT
72.1	Temp/Fuel Gauges	—	185	(Std. K1, K100RS/RT) K75RT only

Prices and availability subject to change without notice.

** Touring Cases are available for purchase at the European Delivery Centre.*

EUROPEAN DELIVERY PLAN: 1991 OPTION PRICE LIST

CODE	FACTORY-INSTALLED OPTIONS	'R' SERIES		'K' SERIES	
		RETAIL	DEALER NET	RETAIL	DEALER NET
51.9	Heated Grips	\$ 170	\$ 127	\$ 170	\$ 127
52.4	ABS	--	--	1 060	1 010
57.1	Clock (GS)	140	105	--	--
58.4	Kickstart (GS)	140	105	--	--
61.1	Raised Handlebars	--	--	50	40
66.5	Luggage Rack	60	45	60	45
67.1	Engine Guards	160	120	195	146
68.1	Touring Case Mounting Kit *	130	97	95	71
72.1	Temp/Fuel Gauges	--	--	185	139

Prices and availability subject to change without notice.

** Touring Cases are available for purchase at the European Delivery Centre.*

BMW EUROPEAN DELIVERY PLAN

1991 MOTORCYCLE INSURANCE RATES*

Package	2 Weeks	4 Weeks	6 Weeks	2 Months	4 Months	6 Months	1 Year
I	\$ 328	\$ 490	\$ 655	\$ 817	\$ 1308	\$ 1962	\$ 3052
II	196	298	397	495	817	1225	1905
III	129	197	265	329	528	791	1231

Quoted rates apply to all models in the 1991 Canadian model range.

* Rates are subject to currency fluctuations.

DESCRIPTION OF INSURANCE PACKAGES:

Package I coverage:

- Legal liability insurance with a limit of DM 7,500,000.
- Comprehensive physical damage and collision insurance without deductible.
- Legal expenses insurance DM 100,000 per occurrence.
- Medical insurance for each occupant up to a maximum of DM 4,000 per person.

Package II coverage:

Same coverage as for Package I but with a deductible per occurrence of:

- DM 650 for loss or damage by collision and/or wilful or malicious acts.
- DM 300 for loss or damage by fire, explosion, theft, storm, hail, lightning, flood, collision with fur bearing animals (non-domestic), glass breakage and damage to the electrical wiring system by short circuit.

Package III coverage:

Same coverage for legal liability and legal expenses as for Package I.

- Physical damage insurance without collision and willful or malicious acts.
- Deductible DM 300 for loss or damage by fire, explosion, theft, storm, hail, lightning, flood, collision with fur bearing animals (non-domestic), glass breakage and damage to the electrical wiring system by short circuit.

REGISTRATION FEE: \$50.00 for tourist licence plates.

IMPORTANT: Insurance selection must be made at the time of order confirmation. Tourist licence plates are valid only for the term corresponding to the insurance coverage.

over

EUROPEAN LICENCING REGISTRATION/INSURANCE

A valid Canadian motorcycle operator's licence is accepted throughout most of Europe. For some countries an international driving licence is recommended. Contact the Canadian Automobile Association (C.A.A.) for details.

Insurance is mandatory throughout Europe and proof of coverage is necessary. An insurance "green card" will be supplied to you at the time of delivery.

If the insurance policy expires during your visit it is very difficult to arrange an extension. Since the tourist licence plates are also only valid for the insurance period, customers are recommended to purchase coverage for the longest anticipated length of stay.

A Canadian specification motorcycle cannot be permanently registered in Europe.

DOCUMENTATION REQUIRED AT DELIVERY

The only documents required when you take delivery of your new motorcycle at the European Delivery Centre in Munich, are:

- a valid Passport
- a valid motorcycle operators licence
- a copy of the purchase order.

REFUNDABLE EXPORT DEPOSIT:

A deposit to cover the 14% German V.A.T. (value added tax) is required at time of order. This amount is directly refunded when proof of export from Germany is received, within 12 months from date of delivery.

RETURN SHIPMENT OF MOTORCYCLE:

BMW provides an optional return shipment package which takes care of all the shipping arrangements: you return your motorcycle to the Delivery Centre and from there it is prepared, re-crated and shipped by air or sea to your dealer. Full details and costs are available separately. This option must be specified at the time of ordering.

If you prefer to make your own arrangements, BMW can suggest suitable companies to contact.

EUROPEAN DELIVERY PROGRAM

WHAT IT IS:

- The fulfilment of two dreams at one time: owning a new BMW and touring Europe on a motorcycle.
- The freedom to explore, the freedom of choice, the chance to discover and experience Europe at its best.

WHAT IT ISN'T:

An automatically cheaper method of buying a new motorcycle.

The total cost of purchasing a vehicle this way, once all the additional costs (freight, brokerage, duty, etc.) are included, may in some cases be slightly higher than a domestic purchase.

But the points to remember and stress are:

- The experience of taking delivery of a new motorcycle in Munich is unique and exciting.
- If the customer is planning anyway to tour Europe on two wheels, he or she will need to either take a motorcycle from Canada thereby paying for freight twice, or rent a motorcycle in Europe which is very difficult and expensive.
- A BMW motorcycle appreciates the opportunity to show off its special qualities on the roads on which it was developed!

BMW EUROPEAN DELIVERY PLAN

1. INFORMATION

- ORDERS:** For European Delivery should be received at least 10 weeks prior to the desired date of delivery. Period varies according to production capacity.
- PAYMENT:** Due in full a minimum of 21 days prior to the pick-up date in Munich.
- DELIVERY:** The motorcycle is delivered, fully prepared at the BMW Tourist Delivery Centre in Freimann, Munich, West Germany. Location and delivery times will be provided.
- RETURN:** The customer can either take responsibility for the return of vehicle to Canada or purchase the BMW Return Shipment package at the time of ordering.

2. ORDERING PROCEDURES

- 2.1 Customer provides dealer with basic ordering information.
- Name, address, telephone number
 - Model, colour, options
 - Desired date of delivery in Munich
 - Length of stay in Europe and required insurance package
- 2.2 Dealer forwards information by fax or phone to BMW Canada (Importer). Production request faxed to BMW Motorrad (Factory).
- 2.3 Factory agrees to delivery date or provides alternatives. Production time is allocated pending order confirmation.
- 2.4 Customer confirms purchase with deposit (minimum \$500) to dealer. Dealer advises Importer of purchase agreement. Production order sent to factory. Factory issues customer order number.

- 2.5 Customer confirms insurance coverage and period. Advises if return shipment package is required. Importer forwards required documentation (in duplicate) for customer and dealer completion:
- Purchase Order
 - Insurance request
 - Power of Attorney (to allow Factory to register and insure vehicle on customer's behalf).
- 2.6 Completed and signed **originals** are forwarded by courier to Importer. Customer and dealer keep copy of Purchase Order. Customer pays dealer in full (including Refundable Export Deposit).
- 2.7 Importer invoices dealer. Payment due on receipt. Customer receives final details regarding delivery (map, pick-up times, etc.).
- 2.8 Customer takes delivery in Munich.
- 2.9 **If optional return shipment package has been ordered:**
- Customer drops off vehicle at Freimann Delivery Centre. Motorcycle cleaned, prepared for shipment, reboxed and returned by air or sea to selling dealer. Importer arranges importation and clearance.
 - Customer pays applicable import duty (8%) and G.S.T. (7%) to Importer before release of vehicle which can then be registered and licenced in Canada.



BMW EUROPEAN DELIVERY PLAN

MOTORCYCLE PURCHASE ORDER

ORDER #

CUSTOMER INFORMATION

Name:

Address:

Postal Code:

Tel: Home:

Bus:

SELLING DEALER

Dealership:

Address:

Postal Code:

Telephone:

Fax:

ORDER SPECIFICATIONS

Model:

Colour:

Basic European Delivery Price

Can \$

Options

Code

DELIVERY DATE

DOCUMENTS ATTACHED

(in duplicate)

____ Power of Attorney

____ Insurance Request

____ Broker Power of Attorney

(Return Shipment Program only)

RETURN SHIPMENT PROGRAM

Requested: Yes ___ No ___

Method: Sea ___ Air ___

Inclusive Cost: _____

TOTAL VEHICLE DELIVERY PRICE

International Registration

Insurance: Package # _____

For period of _____ Weeks/Months

Refundable Export Deposit

Return Shipment Program Balance

(Total cost less export deposit)

Total Payments Due To Dealer

(Minimum 21 days prior to delivery date)

SPECIAL INSTRUCTIONS

Signature of Purchaser: _____

Date: _____

To be completed by Dealer:

The undersigned agrees to receive in trust and to remit deposits and other payments and to process this order.

Signature of Dealer: _____

Date: _____

IMPORTANT: Prices do not include Canadian Import Duty and Federal Sales Tax. These will be assessed upon importation, based on the total vehicle delivery price. For customers specifying the BMW return shipment program these amounts are payable to the selling Dealer prior to the release of the vehicle.

EUROPEAN DELIVERY PROGRAM

RETURN SHIPMENT PACKAGE

This optional program allows a customer to leave all the arrangements and paperwork involved in the return of a vehicle to Canada in the hands of BMW. The details are as follows:

- At the end of the customer's travel in Europe, the motorcycle is returned to the European Delivery centre at Freimann in Munich. From there, BMW takes over and the customer can relax on the way home.
- At Freimann, BMW prepares the motorcycle for shipment including re-crating. All export documentation is prepared and the vehicle is sent by air or sea freight to Canada.
- BMW Canada arranges importation including brokerage and payment of duties and taxes on the customer's behalf.
- The motorcycle is then forwarded to the selling dealer.
- The dealer uncrates and prepares the motorcycle.
- The customer, upon payment of the import duty and G.S.T., takes delivery and registers the vehicle in Canada.

NOTE: The return shipment package must be specified at the time of ordering, including the method, ie. air or sea-freight.

Please refer to the rate schedule to determine the costs for major destinations.

Drop-off times at Freimann: Tuesday, Wednesday or Thursday between the hours of 9:00 a.m. - 11:00 a.m. and
1:00 p.m. - 2:00 p.m.

A drop-off on the weekend is not possible.

EUROPEAN DELIVERY PROGRAM

RETURN SHIPMENT PACKAGE

1991 RATE SCHEDULE

Basic Handling and Preparation Charge: \$520.00

(Includes vehicle check, preparation for shipping, re-crating, documentation insurance, brokerage, etc.)

Freight Costs

<u>City</u>	<u>By Air</u>	<u>Ttl Cost</u> (Inc Basic Charge)	<u>By Sea</u>	<u>Ttl Cost</u> (Inc Basic Charge)
Montreal	\$ 970	\$1490	\$350	\$870
Ottawa	\$ 970	\$1490	\$370	\$890
Toronto	\$ 970	\$1490	\$380	\$900
Winnipeg	\$1020	\$1540	\$450	\$970
Calgary	\$1050	\$1570	\$470	\$990
Vancouver	\$1050	\$1570	\$450	\$970

Air freight costs include local delivery to dealer premises within 50 km of airport. (sea freight 50km from city centre).

Costs for other destinations are available upon request. Prices are subject to change; rate at time of delivery will apply.

Price does NOT include Canadian Duty, G.S.T. Provincial taxes where applicable.

NOTE: For shipment by air: allow 21-28 days from date of drop off.
For shipment by sea: allow 5- 6 weeks from date of drop off.

EUROPEAN DELIVERY PROGRAM

Example of purchase using return shipment program.

Model: 1991 K100RS ABS, no options,
domestic suggested retail - \$15950.

Insurance coverage: 4 weeks, package II

Return shipment package to Toronto (by air).

Purchase:	European Delivery Purchase Price, K100RS	\$12,790
	International Registration Plates	50
	Insurance	<u>298</u>
	Total cost for delivery	\$13,138

Return Shipment:	Metro Toronto, air	\$ 1,490
-------------------------	--------------------	----------

Importation Costs

Calculated on the E/D purchase price which may be depreciated by Canada Customs up to 10%, depending on length of stay outside country.

	<u>Calculation A</u> (5% Depreciation)	<u>Calculation B</u> (No Depreciation)
E/D Purchase Price	12,790	12,790
Value for duty	12,150	12,790
Duty @ 8%	972	1,023
Duty paid value	13,122	13,813
G.S.T. @ 7%	<u>918</u>	<u>967</u>
Landed Cost	14,040	14,780
Total vehicle cost, including return shipment:	15,530	16,270
Domestic Sugg. retail	<u>15,950</u>	<u>15,950</u>
Savings	420	(320)

Note: The cost saving, if any, will depend upon model price and landed cost calculation.