

Parts & Accessories Bulletin

March 22, 1989



PAB#415

CHOOSING THE CORRECT STEREO HELMET HEADSETS FOR YOUR CUSTOMER'S CB/INTERCOM SYSTEM

It has come to our attention that some dealers may be using Stereo Helmet Headsets P/N 77076-87 (full face style) and 77077-87 (open face style) on 1989 models equipped with the Ultra-Classic CB/Intercom System. These headsets, which incorporate 8 ohm speakers, were designed for use with ACCESSORY CB/INTERCOM SYSTEM P/N 77075-87 ONLY.

The amplifier section of Ultra-Classic CB/Intercom Systems was tuned and matched to 32 ohm speakers incorporated in our latest helmet headsets that were introduced at the August 1988 Dealer Show, P/N's 77125-88 (full face style) and 77126-88 (open face style). These headsets are the only ones recommended for use with Ultra-Classic models.

Using 8 ohm headset speakers with the Ultra-Classic system will result in poor sound quality and produce an undesirable volume level, which cannot be adjusted due to the absence of an intercom volume control.

32 ohm headset speakers can be used with our Accessory CB/Intercom System P/N 77075-87, however, they will not produce as much volume as 8 ohm speakers would (frequency response will be better but volume will be lower). This should be acceptable since our Accessory CB/Intercom System does have a separate intercom volume control that can be adjusted.

If you are using 32 ohm style headsets with the Accessory CB/Intercom System, they must not be mixed with 8 ohm headsets. In other words do not use a 8 ohm headset for the rider and a 32 ohm headset for the passenger or vice versa. Doing so will distort the sound balance of the intercom and make rider/passenger communication very poor.

SPECIAL NOTE: HELMET SPEAKERS ARE NOT LEGAL IN ALL STATES. CHECK LOCAL AND STATE LAWS BEFORE USING.



FILE IN ACCESSORY GUIDE FOR FUTURE REFERENCE

March 23, 1989

Dear Harley-Davidson Dealer:

During the week of April 3-April 7, 1989, your Parts & Accessories Phone Sales or Account Representative will be contacting your dealership regarding a SPECIAL SALE we are having on Accessory CB/Intercom System P/N 77075-87 (see page 31 of the 1989 Genuine Accessories Catalog for specs/features) and Accessory 8 Ohm Compact Style Stereo Helmet Headset P/N 77077-87.

For this SPECIAL SALE, we will be reducing the dealer net on our Accessory CB/Intercom System P/N 77075-87 from \$330.00 to \$255.00, a savings of \$75.00 and dealer net on our Accessory 8 Ohm Compact Style Stereo Helmet Headset P/N 77077-87 from \$64.97 to \$44.97, a savings of \$20.00.

To help in your promotional efforts, we are providing you with two Point-of-Purchase sale flyers to post in key areas of your dealership to generate customer interest. Once your customers notice the "special offer" and ask for further information, you are well on your way to closing the sale. Don't let the opportunity to generate incremental profit pass you by.

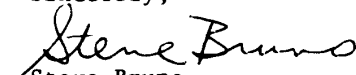
Use the Free Installation indicated on these flyers as a "drawing card" to close the sale. The \$75.00 discount you received should cover your installation costs. When selling the Accessory CB/Intercom System at full retail, you can still enjoy a \$170.00 profit plus give your customer the satisfaction they are getting a quality installation free of charge. This can easily be promoted as a \$100.00 savings.

Once you have closed the sale on the Accessory CB/Intercom System, don't forget your customers will need to purchase Stereo Helmet Headsets. Offer them a special price or free helmet installation. You'll have an additional \$20.00 a set or \$40.00 a pair to bargain with. Use it to your advantage.

If you have customers with full face helmets and are out of stock of 8 Ohm Full Face Style Stereo Helmet Headsets P/N 77076-87, you will need to offer them our latest 32 Ohm Style Full Face Style Headset P/N 77125-88 instead. See the attached bulletin before substituting 32 ohm headsets for 8 ohm style.

Don't forget when placing your orders during the week of April 3-April 7, 1989, to check stock on CB Antenna Kit 76285-87 and Radio Adapter Module 77102-88 (required to interface Accessory CB/Intercom 77075-87 with '88-'89 Harley-Davidson® Premium Sound Systems.) You will need these items to complete your Accessory CB/Intercom installations.

Sincerely,


Steve Bruno
Product Manager
Mechanical Accessories

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