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HOW TO USE THIS GUIDE

JANUARY 2006

BMW

★ — ALL RETAIL VALUES ARE INCLUSIVE OF VAT — ★

	Check Book	NU DA	Intro/ Mod	Cost New	Glass Retail	Year	Mlge 000s	Glass Trade
R1200 Classic	60	13	16					
1170cc 2cyl 101x73mm A/C Fi								
<i>Black or red</i>			Jul 97	9750	3800	98R	18	2175
			Aug 98	8890	3975	S	17	2325
			—	9370	4150	99S	16	2500
<i>Night black or Ivory</i>			Jul 99	9370	4300	T	16	2700
			—	8890	4475	V	14	2850
<i>Re-introduced</i>			Sept 00	8835	4725	00W	13	3075

Note:

Servo ABS option £795 extra Jan 2005.
R1200C Independent c/n £9450 Jan 2004



DESCRIPTION OF MODEL

engine details, dating features and bhp.



CHECKBOOK Refers to the relevant page number in the latest edition of Glass's Motorcycle Checkbook.



INSURANCE GROUP RATINGS pertaining firstly to the Norwich Union premier bike policy and then Devitt DA in the second box.

Most recent updates:

NU - effective 01-02-05

DA - effective 01-02-05

Please note: NA = Not Applicable (insurer does not quote group rating)

RF = Refer to insurer or broker for individual quotation



DATE OF INTRODUCTION OR IMPORTANT MODIFICATION

The date is that of first imports to the U.K. or specification changes.



COST NEW prior to 1997 was inclusive of VAT but exclusive of delivery charges. The price shown was effective on August 1st of that year and are "Recommended Prices". For 1997 Delivered prices shown include delivery and VAT but are exclusive of Road Fund licence.

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GLASS RETAIL – the basic Retail or actual selling value is inclusive of VAT. Glass Retail must be adjusted for mileage and also for condition which does not conform to that listed on page 17 of the Guide.

YEAR OF REGISTRATION Prior to 1994 only one registration letter is shown and the vehicle is assumed to have been registered in March of the year. Between 1994 and 1998 two letters are shown, the first applies to a vehicle registered in March and the second letter to one registered in August. From 1999 the first registration line is for a vehicle registered in January, the second line for March and the third for September.

MILEAGE (in 000s) for which the basic values are quoted. The average annual mileage is 2000 for machines up to 50cc, 3000 for machines over 50cc, except Custom/Cruisers, Trail/Enduro and Adventure Sport, where average annual mileage is 2000. For Touring and high mileage motorcycles the average is 5000 miles, for Direct Imports 2000 kilometres and for Three Wheelers 8000 miles.

GLASS TRADE – the basic Trade or buying value is for a vehicle in average condition for the year. Trade value – Glass Trade – must be adjusted for mileage and also for condition which does not conform to that listed on page 17. Trade values are the basic values when buying a single unit for stock for retail sale. They are neither cashing out prices nor part exchange prices.

HOW THE GUIDE IS COMPILED

Glass's Information Services pioneered the analysis of used vehicle values in 1933 and has since built up unrivalled experience and expertise in this field. As the motorcycle market has become more complex, so the trade's leading price guide has continued to step up and develop its sophisticated research process.

Today's best-selling Guide still blends the old with the new; tried and trusted skills sharpened by many years in the business are added to state-of-the-art computer-assisted analysis.

Prior to compiling the Guide, price and market information is collected on a national basis and analysed:-

● PRICE INFORMATION

Advertised Prices - Taken from national and provincial press advertising by franchised and non-franchised dealers. These are gathered daily from all over the UK.

Dealer returns - Active dealers with a broad geographical spread send in regular returns of actual buying and selling prices.

But this data is not simply fed into a computer and the month's valuations printed out. It is carefully weighed against the latest market information.

● MARKET INFORMATION

Editor's Visits - Regular visits covering all areas and all sectors of the market to discuss the current and future trends in depth.

Correspondents - The Guide has many reliable and long-established contacts within the motor trade. These key people provide detailed reports on the market.

Stock Levels - Are the number of machines in circulation sufficient to meet demand?

Stock Mix - Is there a balanced spread of used stock in the market in line with demand?

Discounting - Will changes in the level of the discount structure affect prices of late used models?

Seasonal Changes - How strong is the seasonal influence?

Economic Climate - Motorcycle buying is influenced by the level of confidence in the economy.

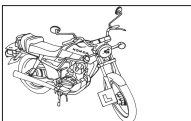
New Machines - Has the new motorcycle market changed? Model availability, launches and new pricing structures can have a major impact on used values.

Regional Factors - How is the market performing across the regions of UK? Strong local difficulties or surges can affect the national picture and must be taken into consideration.

The results of this market research are discussed by the Glass's editorial team who then gauge the prices for the weeks covered by that edition of the Guide.

MOTORCYCLE STYLE CATEGORY - GUIDE DEFINITIONS

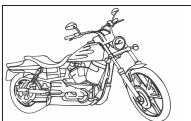
COMMUTER



Geared motorcycles built to a basic specification with no fairing and an upright riding position, Roadster/Naked style.

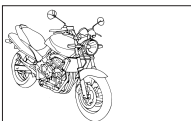
Engines are small to medium, e.g. 50cc to 350cc.

CUSTOM



Geared motorcycles also described as 'Cruisers' or occasionally 'choppers'. Machine style is long and close to ground, with wide handlebars, either flat or raised, and low seat height. Exhaust, body panels and fittings may feature extensive polished chrome, may have forward-set footrests. Engines are small to very large, e.g. 125cc to 2000cc.

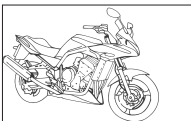
NAKED



Geared motorcycle built to a basic specification with no fairing and an upright riding position, also referred to as Retro, Roadster or Traditional.

Engines are medium to large, typically 351cc and above.

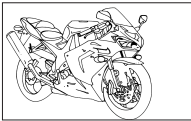
SPORT/TOURER



Geared motorcycle with features that include full or partial fairing plus practical rider and pillion seating. Handlebars will be low to medium height, mounted just below or above top fork yoke. Tend to have medium to large capacity engines. Typically 600cc and above.

Machines that fit between Supersport and Touring categories.

SUPERSPORT



High performance geared motorcycles originally introduced to mimic racing bikes (referred to as Race Replicas) but now capable of forming the basis of true racing machines.

They normally have a close-fitting, aerodynamic fairing and low, narrow handlebars (mounted below top fork yoke) and large front brake discs.

Engines are medium to large capacity, typically 600cc and above.

NEW MODEL PRICES

Total price comprises, list price, VAT and first Registration, where levied, but excludes vehicle excise duty.

Please see notes against each manufacturer regarding on-the-road charges, delivery and PDI.

APRILIA	Style	Glass	NU/			Total
	Description	Code	DA	c.c.	Bhp	L Price
Aprilia World Service (UK Branch) Unit 15, Gregroy Way South Reddish Stockport SK5 7ST 0161 4751800						

Road Motorcycles

11/02/2005

Total:- On-The-Road

Sonic A/C	Moped	PBPG		49	-		1334
SR 50 Factory	Moped	LBK9	rf/rf	49	-		1984
SR 50 R Carb	Moped	6373	rf/rf	49	-		1684
Mojito Custom 50	Moped	393Q	rf/5	49	-		1584
MX 50	Moped	LVL T	2/5	50	-		2284
RX 50 Racing	Trail (Enduro)	QT4D	2/5	50	-		2384
RX 50	Trail (Enduro)	WMJ4	2/5	50	-		2207
RS 50	Moped	4769	rf/rf	50	7.3	L	2514
RS Tuono 50	Moped	V793	2/11	50	-		2233
MX 125	Adventure Sport	CYLP	8/9	124	-		3434
Mojito Custom 125	Scooter	99BM	5/8	124	34.8		2384
Atlantic 125	Scooter	PF7K	5/9	124	15.0		2784
Sport City	Scooter	FV6K		124	15.0		2284
RS 125	Supersport	YJC9	7/11	125	34.8		3784
RS 125 (11kw)	Supersport	YPPL		125	14.8		3584
RS Tuono 125	Supersport	3WM4	7/16	125	-		3483
Leonardo ST 125	Scooter	68RT	5/7	125	-		2588
Leonardo ST 300	Scooter	4XYN	7/11	265	-		3213
Atlantic 500	Scooter	KB9J	9/12	460	39.0		4720
Atlantic 500 Sprint	Scooter	WQK7	rf/rf	460	37.4		4304
Pegaso Strada	Adventure Sport	WQDD	9/13	659	50.0		4939
Caponord ABS	Adventure Sport	FXVN	14/rf	997	98.0		6839
SL1000 Falco	Supersport	KYPJ	15/20	997	118.0		6289
Tuono Fighter	Supersport	PHCV	rf/20	997	130.0		7588
Tuono Factory	Supersport	RGTR	17/rf	997	130.0		9968
RSV1000 R	Supersport	RPHR	16/20	998	130.0		8512
RSV1000 R Factory	Supersport	WQ69	17/20	998	130.0		11139

BASHAN

The Workshop C/O
 13 Chapel Gardens
 Blinthorpe, Nr Newark
 Notts
 NG22 8RZ
 07973 118819

Road Motorcycles

01/03/2005

Total:- On-The-Road

BS 125 GY	Trail (Enduro)	K4HN	rf/rf	125	10.2	L	1184
BS 200 GY	Trail (Enduro)	YC9G	rf/rf	198	14.0		1269

Competition Motorcycles & ATVs

01/03/2005

Total:- Excludes both Delivery and PDI

BS 125 GY MX	(Trail) Enduro	HBT T	rf/rf	125	10.2		999
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APRILIA

RRP:- On-The-Road

Check Book	NU DA	Intro/ Mod	Cost New	Glass Retail	Year	Mlge 000s	Glass Trade
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Area 51

23 1 7

49.3cc 1cyl 40x39.2mm (TS) L/C

	Jun 98	2034	670	98R	24	160
	—	2034	700	S	23	170
	—	2059	745	99S	22	190
	—	1984	775	T	21	200
	—	2059	805	V	20	225
	—	2059	850	00V	19	265
	—	2009	895	W	18	305
	—	2009	930	X	17	340
<i>Grey/ Yellow/ Replica SBK</i>	Jan 01	2009	950	01X	16	360
	—	2009	980	Y	15	390
	—	2009	1010	51	14	420
	—	2009	1030	0251	12	440
	—	2009	1070	02	11	480
	—	2009	1120	52	10	530
	—	2009	1155	0352	9	565
	—	2009	1195	03	8	605

Gulliver

21 1 7

49cc 1cyl 40x39.2mm (TS) A/C

	Mar 97	1784	550	98R	24	65
	—	1784	580	S	23	75
	—	1809	610	99S	22	85

Habana Retro 50

21 1 6

49cc 1cyl 41.0x37.4mm (TS) A/C

	Feb 99	1784	610	99S	22	160
	Mar 99	1784	650	T	21	180
	—	1859	680	V	20	205
	—	1859	725	00V	19	235
	—	1609	765	W	18	265
	—	1634	800	X	17	295
	—	1634	820	01X	16	315
	—	1684	840	Y	15	325
	—	1684	870	51	14	350
<i>Blue, apricot or red</i>	Jan 02	1684	885	0251	12	370
	—	1684	925	02	11	410
	—	1684	970	52	10	460
	—	1684	1000	0352	9	495
	—	1684	1035	03	8	530

Mojito Retro 50

rf 1

49cc 1cyl 41x37.4mm (TS) A/C

	Jan 04	1710	1060	0353	7	560
	—	1710	1105	0453	6	605
	—	1710	1140	04	5	640
	—	1710	1175	54	4	675