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Harley-Davidson Purchase (A): Role of the Buyer

This is going to be your *first* Harley-Davidson! You can't wait! For the past two years, you've been riding a beat-up 1981 Honda with a 750-cubic-centimeter engine that you bought for \$450. All the while, you have been dreaming of owning your very own "hog." Now is the time. You've been riding long enough to feel comfortable on a bigger bike; Harley "big twins" have 80-cubic-inch (1,340 cubic centimeter) motors. You've bought all the paraphernalia you need: helmets, leather jacket, saddlebags, and boots. You've even bought some Harley T-shirts. And now, you've saved just enough money that you think you can buy such an expensive toy. While a new one is out of the question — they run from \$17,000 to \$22,000 and you have to wait as long as a year, depending on the model and color you want — a used one is just within your reach.

Your bank account now has \$12,000. You can't spend any more than that. You're stretching as it is. Your credit rating is not that good, and you doubt that a bank would give you a loan for a motorcycle. Assuming a five percent sales tax, you figure that you can fork over \$11,425, no more. You could wait and save more money, but it's the spring and you want the bike now. You don't want to lose any riding time since the Boston riding season can be so short. All your friends ride Harleys, and you can't bear the thought of one more summer being teased about your "wimpy" bike.

You've investigated all the different styles and have decided that you want an "evolution" motor, which was made from 1984 until 1991. You have no desire for the pre-1984 bikes — called "flatheads," "panheads," and "shovelheads." They look great, but you've heard that they handle like tanks. And the "dyna" models that came after 1991 are too expensive. With that narrowed, you've decided that you want an "FX" class bike because of their lower seat heights and greater clearance for leaning into corners. Experienced riders have told you that they are the best-handling bikes Harley ever made. That still leaves several model options. In your order of preference, they are:

Model Letters	Model Name
FXLR	<i>Low Rider Custom</i>
FXRS	<i>Low Rider</i>
FXRS-SP	<i>Low Rider Sport</i>
FXR	<i>Super Glide</i>