



Congenial GmbH
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Newsletter No: 09/2019

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 - 2.) new business idea for Ural in Europe
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Ad 1.) motorcycles in stock

Following motorcycles are available (**with 2018 specification and price**):

Type	Colour	Qty.
EFI		
Model cT	Azur	1
Sportsman	Asphalt	1

Following motorcycles are available (**with 2019 specification and price**):

Type	Colour	Qty.
EFI		
Classic	Tundra metallic	2
Model cT	Azur	1
Model cT	Black metallic	1
Sportsman	Midnight blue metallic	1

Preview truck 4

In truck 4 (which arrives in the end of May probably) are following motorcycles still available:

Type	Colour	Qty.
EFI		
Model T TWD	Black matt	1
Sportsman	Black with white stripes	1

Preview truck 5

In truck 5 (which arrives in end of June probably) you can still order any model you want.



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Ad 2.) new business idea for Ural in Europe

Ilya Khait discovered "touring companies" as a sales market for Urals last year. There are tour operators who rent Urals and companies that offer city tours for tourists in Ural sidecars. And the become more. Ilya Khait wants to promote these companies. He wants that such companies can buy Ural cheaply and also receive financing. He sees such travel companies as "corporate customers" and would like to supply these customers b2b (business to business) themselves and directly.

Ilya Khait has entrusted Aleksei Nuraev (former Quality Director at the factory) with the project, and we have received the following e-mail from Aleksei with the request to forward it to you:

Dear Ural Europe team,

As you probably know sidecar tour companies are opening here and there all around the world. There is already a dozen of them in Europe now.

We have an interest in this business beyond motorcycle sales and would like to support such companies. So we decided to start a special project, dedicated to this business.

Cooperation with these companies is different, comparing to regular retail sales: different sales and warranty claims flow, different pricing, financing and marketing.

Sales will be done via authorized Ural dealers where possible. Conditions of cooperation will be discussed directly with dealers involved on case by case basis.

IMZ-Ural Czech, managed by Aleksei Nuraev, will take care about this project in Europe. Please, contact him if you have any questions or comments:

anuraev@imz-ural.com

Confidential background information on this: Hari has long been involved in discussions with Ilya and Aleksei. First of all, the Russian idea was that Ural distributors supply the travel companies, but under - in our opinion - business-damaging discounts for Ural dealers. Then the idea was that Russia sells directly to travel companies without involving Ural dealers. Hari has rejected any support of a sale without Ural dealers. In addition, Hari rejected discounts of any kind, itself and especially for travel entrepreneurs, also.

Ilya Khait has therefore decided to sell Ural in Europe directly. This job will be done by Aleksei Nuraev and the daughter company founded in the Czech Republic some years ago. Because Ural Austria is not involved here, Ilya spares the importer margin (the margin Ural Austria would have received). It could be that Aleksei Nuraev will contact you, if you want to sell at a reduced trading range to a travel company. We will not give you a recommendation about this. The decision is yours.

But we want to point out, however, that through this parallel import we expect the undermining of our laborious principle of a discount-free sale here in Europe.

Aleksei Nuraev has now got authorization for the exhibition of COC.

We assume that there will be not more motorcycle sells because of this parallel import in Europe.



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In any case, we will offer you our services in the usual way, selling new vehicles, spare parts, accessories and handling the warranty for vehicles that we have delivered. For other vehicles we have to refer you to Aleksei Nuraev.

We will all be watching how the new b2b model will develop.

Ad 3.) Ural manuals

We are very sorry that there are still no manuals available for the models from 2019 onwards.

We are currently working on a German transitional version. This should be available in the next 3 weeks.

Ad 4.) changes catalogue/s

As you may have noticed in recent weeks, we are revising our spare parts catalogs. In the coming weeks or months, this work will be intensified. In detail, after a software update, which we have now received, we bring the EFI catalog from the beginning to the back to the current state. We will keep you up to date and we are constantly loading the latest version on www.ural.cc/b2b (User: ural-dealer password: br0815ille) for you. Please always use the latest version.

new prices

ID 4826, 1920-1921, Fork brace
catalogue Z09.02
dealers price EUR 130,--
recommended retail price excl. VAT EUR 165,--

ID 1961, IMZ-8.1031P-30076 formerly IMZ-8.1031P-21094, Machine gun mount assembly
catalogue Z09.04
dealers price EUR 60,00
recommended retail price excl. VAT EUR 75,00

ID 3364, IMZ-8.107-05092 formerly IMZ-8.107-05092-01, Drive shaft cross assembly from 2009
catalogue E05.06 und C18.01
dealers price EUR 34,00
recommended retail price excl. VAT EUR 55,00

ID 4755, IMZ-8.1236-26001-02 formerly IMZ-8.1236-26001-BL, Shock absorber Retro/Wolf rear 2008 until 2018 black
catalogue E26.01, Z09.03 und C23.01
dealers price EUR 150,00
recommended retail price excl. VAT EUR 185,00

ID 5666, IMZ-8.1040-01811, Throttle body flange w/o clamp 2016 until 2018
catalogue E15.01
dealers price EUR 17,00
recommended retail price excl. VAT EUR 24,00



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ID 2984, Aufkleber04, Sticker Ural logo 100 cm black/white rightside

This article is finally available after a long time. Unfortunately, the price has increased sharply. Backorders are delivered at the old price. New orders, however, with the current higher price.

catalogue Z13.02

dealers price EUR 20,00

recommended retail price excl. VAT EUR 25,00

ID 2985, Aufkleber04, Aufkleber Ural Logo 100 cm schwarz/weiß links

This article is finally available after a long time. Unfortunately, the price has increased sharply. Backorders are delivered at the old price. New orders, however, with the current higher price.

catalogue Z13.02

dealers price EUR 20,00

recommended retail price excl. VAT EUR 25,00

NEW!

ID 6337, IMZ-8.1040-09200, Front baseplate for 2/3 seat or seat bench from 2018

catalogue E09.02

dealers price EUR 15,00

recommended retail price excl. VAT EUR 20,00

ID 6338, IMZ-8.1040-09197, Rear baseplate for 2/3 seat or seat bench from 2018

catalogue E09.02

dealers price EUR 7,00

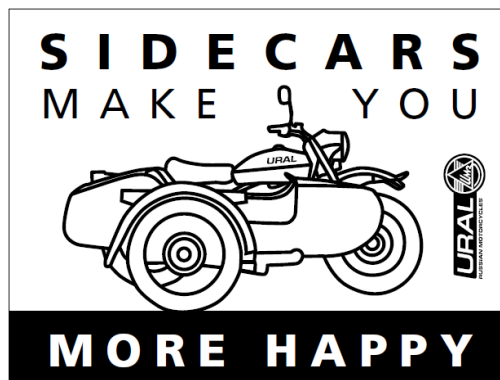
recommended retail price excl. VAT EUR 12,00

ID 6388, Aufkleber07, Sticker "Sidecars make you more happy" 10x7,5 cm

catalogue Z13.03

dealers price EUR 3,00

recommended retail price excl. VAT EUR 4,00





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available again!

ID 940, IMZ-8.101-17005-01, Flexible shaft until 2005

We have had this flexible shaft rebuilt in Austria. The new shaft is of first-class quality and we will be able to deliver in the long run.

catalogue C43.01

(unfortunately increased) dealers price EUR 20,--

recommended retail price excl. VAT EUR 31,--

status Valve cover gasket 2019

We have received 2.100 pieces of graphite valve cover gaskets from Russia. We will distribute this fairly.

In Italy, we ordered cork seals from Athena, which will be considerably cheaper than the Russian seals. Unfortunately, delivery is not expected before middle of May.

Cheaper aluminum sealing rings for the valve cover screws from Austrian production as an alternative to the Russian-American aluminum rubber sealing rings will be available next week.

Reminder!

ID 6313, SNUFFI, Cover for Intake Air Pressure Circuit

E10.03 und E15.01

dealers price EUR 4,00

recommended retail price excl. VAT EUR 5,00

We are pleased to announce that now covers for the previous generation ElectroJet Intake Air Pressure Circuit are available.

This is intended to prevent damaging of water ingress in the future.

Each dealer will receive two such Snuffis per vehicle for all motorcycles with the previous generation throttle body sensor from ElectroJet. We will pay the costs for this.

Affected are the years of construction 2014 to 2018.

Please contact your customers so that you can adjust the Snuffis as part of a service, etc.

Alternatively, you can send the Snuffis also to your customers, so that they attach the Snuffis themselves to the throttle body sensor, more specifically glued with some super glue (see photos below).





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Ad 5.) new pictures Model cT, Cherry red

You find under www.ural.cc/b2b (user: ural-dealer password: br0815ille) new pictures of Model cT, Cherry red.



Ad 6.) problems with fax

We use a free service, which basically allows us to receive faxes (under the fax number shown in the header). At the moment there are problems, because the provider changes something. Please be patient. The problems should be resolved in the next 2 weeks. Thanks for your understanding!



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Ad 7.) Happy Easter!

We wish nice Easter holidays to you!



Best regards
Ural-Team Austria
18.04.2019