



## RSI MOPED SCHEME AIDS DEALER

**A**N opportunity for cycle traders to participate in the motorised cycle business without involving too much capital is afforded by the marketing arrangements announced by RSI (Cycles and Motors) Ltd., of 695-7 Wandsworth Road, London, S.W.8. B. Foster, well-known cycling official and representative, who is sales director of the company, and R. Giffin, director and secretary, point out that under the RSI agreement the dealer only has to purchase one Model S and one Model L, and all other machines are supplied free of charge—no money being due to RSI for such machines until within 30 days of the purchase being completed. This sale-or-return scheme even allows for carriage charges should a machine be returned.

A point which considerably aids the RSI concern in this enterprise, is the fact that the mopeds are individually cartoned. Under the agreement, the dealer undertakes not to open any carton unless the machine inside is actually sold, consequently the stock is always in first-class condition.

Dealers are required to display the two models purchased originally in prominent positions in their showrooms. The two mopeds, which were described in the "Trader," of March 3, 1956, on pages 386-7, are powered by a 50 c.c. Motobloc engine and the automatic clutch gives these single-speed machines the flexibility of a multi-speed model without the rider having to worry about gear changing. Model S retails at £46 2s., plus tax £11 8s. 7d., and the de luxe Model L is priced at £55 19s., plus tax £14 0s. 3d.

Dealers are only required to carry out minor repairs (including chain-tension, circuit-breaker and magnetic-coil adjustments, sparking plug and carburettor cleaning).