

Topic: HDFS Interest-free commercial financing on HDFS units purchased at auction
Audience: U.S. Dealer Network

Interest-Free Commercial Financing Available on all HDFS Units Purchased at Auction

Read on for details related to interest-free commercial financing beginning on Dec. 1

Highlights

- Interest-free commercial financing through March 31, 2021 available for all HDFS units* purchased at auction between December 1, 2020 and February 28, 2021.
- H-D® dealers must utilize their used commercial line with Harley-Davidson Credit Corp. for these purchases.

Key Dates

- Dec. 1, 2020 – Feb. 28, 2021: Purchase period
- Dec. 1, 2020 – Mar. 31, 2021: Interest-free commercial financing period
- Dec. 29: Year-end sale simulcast by NPA
- Feb. 28, 2021: Deadline to add bikes purchased to your used commercial line with HDCC

Contact:

- HDFS Commercial Account Manager
- For Dec. 29 simulcast: Katy James, kjames@npauctions.com, (858) 726-2144, (858) 513-1566 (fax)

November 24, 2020

Dear Dealer:

Between Dec.1, 2020, and Feb. 28, 2021, Harley-Davidson Financial Services (HDFS) is offering Harley-Davidson® dealers **interest-free commercial financing through March 31, 2021** for all HDFS units* purchased at auction.

This program is one in a series from HDFS to boost the competitive position of Harley-Davidson dealers in the current dynamic marketplace. This interest-free financing program supports used motorcycle values, which is a benefit for our customers and dealers. It also secures the position of Harley-Davidson dealers as the go-to destination for high-quality used H-D® motorcycles.

The interest free period is a great opportunity for your dealership to strategically fill gaps in your inventory during the winter months at reasonable prices with no out-of-pocket interest expenses through March 31, 2021.

To qualify for the interest-free commercial financing, units purchased between Dec. 1, 2020, and Feb. 28, 2021, must be added to your Harley-Davidson Credit Corp. (HDCC) used commercial line no later than Feb. 28, 2021**. Dealerships must utilize their pre-owned commercial line with HDCC for these purchased units to qualify – no special forms or enrollment is required. If your dealership is not currently set up with a used commercial line, contact your HDFS Commercial Account Manager at 866-499-HDFS, option 5. In most instances, you can be set up with a used commercial line very quickly.

Refer to the monthly HDFS auction flyers on the [Auction Details page](#) on H-Dnet.

Contact your HDFS Commercial Account Manager if you have questions about this promotion.

Additionally, to aid the used position of Harley-Davidson dealers, HDFS will facilitate a year-end sale Dec. 29, at 9 a.m. PST via NPA Simulcast. There will be more than 125 HDFS units*** available only at the sale, and they will run from East to West out of the following NPA locations:

NPA Lakeland 1655 S. County Line Rd. Plant City, FL 33566
NPA Philadelphia 2578 Pearl Buck Rd Bristol, PA 19007
NPA Cincinnati 1680 Carillon Blvd Forest Park, OH 45240
NPA Atlanta 4800 N. Commerce Dr #200 East Point, GA 30344
NPA Madison 6474 Blanchars Crossing DeForest, WI 53598
NPA Dallas 900 Gerault Road Flower Mound, TX 75028-3417
NPA Denver 11090 E 51st Ave Denver, CO 80239
NPA San Diego 12400 Stowe Drive Poway, CA 92064
NPA Sacramento 8687 Weyand Ave, Building C Sacramento, CA 95828

To register for the simulcast, contact Katy James at kjames@npauctions.com or by phone at (858) 726-2144 to register.

*Offer subject to the terms of the Customer Financing Agreement between dealer and HDCC and must meet the HDCC Pre-Owned Commercial Program Guidelines. Dealer must be in good standing. Each unit must be purchased at an HDFS approved auction.

** Interest-free period commences on date unit is added to the line of credit, if unit is not added on date of purchase.

***No other consignor units will be offered at the event. All units purchased by an authorized H-D dealer will be eligible for the Interest-Free Commercial Financing purchase period.