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FAR EAST TO THE EAST END

Gone are the days when, while considering the purchase of a new motorcycle, you wandered into a slightly shabby shop and buttonholed a passing bloke in a long brown storeman's coat. Now, buying a blke is as much a retail experience as any other, and manufacturers' outlets are fitted out with fancy furniture, blond wood, artwork on the walls and acres of merchandise.

A trendy location helps, and they don't come more achingly in vogue than East London where <u>Royal Enfield</u> has just opened its first 'Concept Store' in Poyser Street, Bethnal Green. (The only other RE 'Concept Store' in the world is in Delhi). This new venture is in conjunction with Andy Treloar, who has run TTT Motorcycles from that address for 17 years, although some £1.6 million was spent to renovate the building before the <u>Royal Enfield</u> store opened its doors in mid-May. I was hoping for a bit of subcontinent glamour and maybe an elephant or two (look, we had an elephant open the Regal Cinema in Colchester, although that was 1930), but the opening was rather more decorous, although <u>Royal Enfield</u> CEO, Siddhartha 'Sid' Lal had flown in from RE's Chennai facility to cut the ribbon.

More 'Concept Stores' are planned with the UK, while the London launch coincides with the announcement of a new 'fresher, vibrant and more contemporary' Royal Enfield logo.



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