

May 12, 2017

How we sell....

Occasionally we get questions from customers about whether they should go to their local shop or order directly from us...and we also get questions from shops wondering why we sell online, so we wanted to talk about it a little bit.

Jeff started building frames and H-Bars one at a time, so each sale was necessarily one-on-one and direct. As we've grown, more and more shops have wanted to stock our H-Bars and frames, so we've set up a dealer program to make it easy to get our products. We also realize that many riders have relationships with their local shops that they want to maintain and we fully support that. Because our main goal is to help more riders have the best-possible ride, we will continue to sell through our webstore at the same time that we continue building our dealer network; this way every rider will have easier access to our products. And whether we sell directly to an end-user, or to a bike shop, we recommend that our H-Bars be installed, and our frames be built up by a qualified mechanic, which is one of the reasons that we try to make it easy for bike shops to stock our products!

It's our hope that as we move forward, there will be more and more bike shops around the world that will learn about our H-Bars and frames, and how to set them up for the best comfort and performance, so that even more riders can experience the great ride of a Jones Bike!