

# The Clan –Scotland’s Cycle Stunt Team

## 2011 Print-Friendly Fact File

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### **What This Fact File Is For**

This fact file is a print-friendly summary of our website ([www.mb7.com/theclan](http://www.mb7.com/theclan)). It is intended for those wishing a comprehensive yet succinct description of our services. If you are using this to help decide whether to use us at our event, we are always available to answer any specific questions:

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### **Contents**

|  |   |
|--|---|
| Our Team .....                         | 1 |
| Our Shows & Have-A-Go Experiences..... | 1 |
| Stunt Shows .....                      | 2 |
| Have-A-Go Experiences.....             | 3 |
| Reasons To Book The Clan .....         | 3 |
| Booking Information .....              | 4 |
| Frequently Asked Questions .....       | 5 |
| Booking & Costs .....                  | 5 |
| Before The Event.....                  | 5 |
| At The Event.....                      | 6 |

### **Our Team**

The Clan was formed in 2008 by successful cycling business MB7 Ltd in conjunction with international cycling star Danny Macaskill. We have a pool of ten riders from all walks of life who come together in different combinations to pass over their infectious passion for cycling to the public through spectacular stunt cycling shows.

### **Our Shows & Have-A-Go Experiences**

Our 2011 packages have expanded yet further to suit different budgets and events. All of our prices are all-inclusive as all of our shows are self-sufficient. The only costs not shown are fuel costs charged for events over 50 miles from our base in Edinburgh.

## **Stunt Shows**

### **Schools Mini Show: 10m x 10m space | 1 trials rider & MC | 3 x 15 minute shows | £599 + VAT**

Our school show is one of the few cycling experiences that the next generation can identify with and aspire to. This 'mini show' requires minimal set-up time and so critically can be taken to up to three schools within one day, as long as they are within a short drive of each other. For example, one show can be at morning assembly, one at morning break and one at lunchtime. With up to 200 children watching each show, this budget-busting package can come in at a mere £1/head.

### **Trials Showcase: 15m x 10m space | 1 trials rider & MC | 3 x 15 minute shows | £829 + VAT**

The one rider 'Trials Showcase' is a great budget package for smaller events. Equally, if you are limited by space and want to create a draw in a relatively small area, this could be the package for you. The show consists of our expert trials rider dropping from high boxes, leaping over huge gaps and balancing on narrow beams. Our commentator will keep a high tempo and entertain the crowd. With a price drop once again for 2011, this package comes in at £995 inc VAT (at 20%).

### **Trials Battle: 15m x 10m space | 2 trials riders & MC | 3 x 20 minute shows | £1199 + VAT**

One of the most popular packages in 2010 - our two rider trials show offers an excellent, compact option. Featuring two riders of different styles battling each other in hop competitions, gap jumps and biggest tricks! Feeding off the rivalry, the show really draws in the crowd and maintains a furious pace with both riders pushing themselves to their limits. Throughout the day the riders up the ante on each other and the crowd will keep coming back for more as the rivalry intensifies!

### **Air Show: 30m x 10m space | 3 riders & MC | 3 x 25 minute shows | £1599 + VAT**

This is our big attraction - a combination of trials trickery as per the Kick-start show plus some unbelievable jumps from one of our Mountain Bikers and BMXers. The Air show adds a big kicker jump to our rig and in turn it gives our riders the chance to pull 360s, backflips and other amazing jumps. This show is great for bigger events to add to your big draws or as the biggest draw to smaller events. The Air Show will bring in visitors to your venue and send them away inspired!

### **Arena Show: Variable space | 3 riders & MC | 3 x 30 minute shows | £Price On Application**

Due to popular demand we are now able to offer Arena packages. We've decided if we can't have the crowd come to us, we'll go to the crowd! So with that in mind, get in touch and we can look at the layout of your arena and get the right rig set-up in place to ensure that all sections of the crowd (as far as is possible) can see our amazing show up-close. Tested this year at a popular tattoo and a motorcycle convention, the reaction was more than we could have hoped for!

## **Have-A-Go Experiences**

**Stunt Zone: 15m x 10m space | Runs all day long | All equipment provided | £499 + VAT**

Our stunt zone is the perfect way to have a go at stunt cycling. The public are invited in; given all the equipment they need (of course helmets provided) and get coaching from qualified cycle trainers, mentored by our stunt team. This creates a great interactive draw for community events or as part of a bigger event. Your visitors will have something exhilarating to watch and then get into the activity themselves and will leave with the ammunition to take up stunt cycling! It is truly all ability, suitable for all ages but most popular with kids from 5 - 15.

**The Air Bag: 30m x 15m space | Runs all day long | Safety equipment provided | £999 + VAT**

No, we haven't lost our minds. Yes, you can hurtle off a stunt ramp into mid air! The lovely folks from The Air Bag have been at the same events as us before and we've decided to team up and create a brand new package for wannabe stunt cyclists to go biiiig and try some of the tricks our riders can do on their own bikes. Due to the nature of this activity, is aimed at those already familiar with riding a BMX/mountain bike and confident enough to hurtle towards a kicker ramp but rest assured the Air Bag has an excellent safety record. A great experience, if you can get our riders off it first!

## **Reasons To Book The Clan**

This is where we could write a few pages of why we are amazing 😊 but for now here are a few bullet-points:

- **Our shows are amazing:**  
consistently graded 'excellent' by previous clients, our shows always wow people
- **We will bring people to your event:**  
100,000 people have watched us live in the flesh and over 1 million on live TV, we have a large fan-base who travel to see us at events and may well come to your event
- **We make cycling look cool:**  
We are one of the few cycling attractions that can truly make cycling seem cool
- **We will get people into cycling:**  
our shows are only the beginning, our activities engage people in cycling as a fun activity
- **We are very easy to work with:**  
we pride ourselves on our professionalism and 'yes we can' mentality, plus you will never have to hassle us for information because you should never have to

## **Booking Information**

We see our job as making your job as easy as possible. We understand the pressures of events organisation having done it for 10 years ourselves. From first point of contact, we can have a booking confirmed within a week including providing you with a full method statement, risk assessment and insurance documents so you can rest assured your event will go perfectly.

### **The average booking process:**

1. **YOU** send us an enquiry or preferably a Booking/Quote request form via email (or if you prefer call us and give us the details on the form).
2. **WE** answer your queries, confirm availability, costs (we can send an official quote) and reserve provisional availability in our calendar.
3. **YOU** confirm you wish to go ahead with the booking (hopefully!) once we have answered any queries, by sending us a purchase order (or written confirmation for smaller organisations).
4. **WE** send you an invoice for a booking deposit to confirm your booking.
5. **YOU** confirm the booking by paying the deposit invoice.
6. **WE** provide you with marketing resources and all the H&S paperwork you require.

### **Communications**

From your first contact, we'll commit to providing you with a single point of contact and a mobile phone number for that contact. From there, we will commit to always respond within 48 hours of your contact and will always aim to get back to you the same day, although this may be out of office hours due to the nature of our work.

### **Paperwork**

Our booking process is designed to ensure you have the information you need, when you need it. We prefer to do paperwork electronically, sending .pdf files through the web. Once a booking is confirmed, we will provide you access to all the resources you require.

### **Payment**

To confirm a Clan booking, we require 50% of the total amount due and a purchase order for the full amount. If booking more than 2 months in advance, we can spread this cost so your budget is not stretched. We will invoice you the deposit amount once a provisional booking has been made (Government bodies and agencies may provide a purchase order for the full amount instead of providing a deposit if required to do so). Once the event is complete, we will invoice for the remaining 50% of our fee.

## **Frequently Asked Questions**

Here are some of the most frequent enquiries we receive regarding booking the Clan and how we go about working. Once we have a confirmed booking at your event, we will supply you with our 'method statement' which is a comprehensive document detailing everything to do with our services and what we need from you and your event site.

### **Booking & Costs**

**Q. Is it cheaper to book you for a half day or to do only two shows?**

**A. No.** Unfortunately our charges are per day, and we can do up to three shows in that day. Because of our travel, set-up and break-down times, we can only undertake one event per day.

**Q. Are there any other costs apart from your package fees?**

**A.** Our quoted prices include everything required to execute our activities on site - you simply need to set aside space. The only other charge we make is for events more than 50 miles away from our base in Edinburgh - £0.50/mile to cover our significant fuel costs. Certain events over 200 miles from our base in Edinburgh may incur a subsistence cost to accommodate our team.

**Q. Can we find a sponsor for your show or rebrand it with our own logos?**

**A. Yes.** We can rebrand our rig with new logos. We often do this and can provide you with the costs to do so. We would simply request that our team remain in their team kit as it is a comfortable fit and good identity for them. We are happy to investigate other ways of integrating a sponsor into our show. Please note it is your responsibility to find a sponsor and secure the necessary funds, any event booking agreement and payment terms must remain between ourselves and you/your event.

### **Before The Event**

**Q. Can you provide adequate health & safety paperwork?**

**A. Yes** of course. We realise how important water-tight H&S is. We have £5m public liability insurance which covers bike displays and activities including the public. In addition to this, we ensure our staff to £10m. On confirmation of your booking, we will provide you with our detailed health & safety guidelines which also includes the risk assessments for our activities

**Q. Can you provide us with marketing materials?**

**A. Yes.** Once your booking is confirmed, you will be given log-in details to our 'client zone' which contains high resolution photos, videos, descriptive text, a sample press release and more.

## **At The Event**

### **Q. What if the weather is poor?**

**A.** Our show is WEATHERPROOF - come rain or shine our show can go on. Our stunt rig is fitted with grip surfacing so the riders can still pull their tricks in slippery conditions. The riders also alter their equipment in harsh weather conditions to be able to continue. Some stunts may become restricted in high winds or heavy rain/snow etc but such is the nature of the British climate!

### **Q. Our event site is limited in space, are you flexible in your space requirements?**

**A. Yes.** We have undertaken small trials shows in 5m x 5m spaces and can squeeze our dimensions to a certain extent to work around your site. Simply send us a site plan or discuss some of the areas you have to work with and we can make something work.

### **Q. Will you damage our site?**

**A. No.** We understand that some event sites are sensitive to erosion and we can make arrangements to prevent damage. We have done our full air show and have-a-go activities in such circumstances and come away without causing significant damage to grass. It is inevitable that repeated bicycle tracks will leave a mark on grass, but no significant damage will be caused.

### **Q. Which riders will be at our event?**

**A.** When booking The Clan, you book the show not specific riders. We have a pool of riders who can come together in any combination to make our show as amazing as always. Often we need to change which riders attend particular events as our diary fills up, and indeed sometimes their diaries fill up. You are of course welcome to feature the riders on your website, however it is not possible to state which specific riders will be at your event in case of any late changes.

### **Q. Can we use your PA system and maybe even your area for other features?**

**A. Yes.** We are happy to be the centre-point of your event site and for you to use our powerful PA system to make announcements or to present other features at your event. Often our cordoned-off area is used to feature other acts, such as break-dancers, musical acts etc. We simply need to ensure that our space is suitable and safe for them to do so.