

THE FREE INSTALL GAME!! (Updated)

First off I want to talk about the FREE INSTALL game. Out here on the west coast many stores advertise free installation. Well, let me tell you, it is very far from FREE. There are several games that the stores play with customers. I wish it wasn't this way, but this is how it works. Many stores will advertise something with FREE Installation, but as you know in this life, not much comes for free. The store has to make up this money somewhere. So, either they

#1 Build the installation price right into the unit they are selling.

#2 Rape (Overcharge) you on parts and accessories

#3 Tell you that it is a custom installation and that the FREE install doesn't work on your car.

Building the installation into the price is very common and very detrimental to you (The Customer), because a store may cut corners to try and get the unit into your car, to save money. I have looked at receipts from other stores that have charged for "Special" parts that were never even used. Avoid the so called "Free Installation", you are just going to get burned somehow.

Most installers expect to get paid for the work that they do, and most stereo shops charge accordingly. An average stereo installation is around \$45 to \$75 for a basic install in a 1992 Honda. So what the store will do is boost the price by that amount, and then advertise FREE INSTALLATION.

Secondly, which is the most common, is the store will not boost the price, but will charge you a super high price for the parts (Sometimes 3 to 10 times the normal rate) that are required to do the installation such as Dash Kits, Wiring harnesses, Modules, etc. And sometimes, even though you are being charged for these parts, they don't even use the parts they sold you. Let me tell you this. The average cost for a wiring harness to install your stereo is under \$20 (as long as no modules are required) and they can charge you up to \$50 or \$90. The dash kit to make your radio fit in your car usually \$24 to \$40 (unless it is a special one) and again they will charge you up to 3 times the normal rate. Antenna adapters are another part that is required to install a lot of decks, especially if you own a Nissan, VW, or GM type vehicle. These parts are usually \$9 to \$29, but I have seen these parts billed out at \$35 to \$90.

Last but not least, is the comment the store will make that you need some modification to the dash, and it will require custom labor so the FREE INSTALL will not work on your car. Well, this custom labor usually is less than 10 minutes of work. I have seen some custom labor charges of over \$150 for 10 minutes of work.

Not so free anymore is it? So a store can advertise a low price for a certain unit and make little or no profit, but you can see where that money is made up. You need to be aware of this.

When you buy a stereo from Outrageous Audio, we will install it, with all of the parts that you need, much cheaper than anywhere else when you are done. If you want to install it yourself...no problem....we will show you everything you need. At Outrageous Audio, we can install the unit, professionally, and give you a lifetime warranty on the installation. Also, if the unit fails within the warranty period, we will replace or repair it for FREE if we installed it!! (Excludes Blown Subwoofers or Blown Speakers). The kits and harnesses that are available make it very easy for you to do it yourself if you know what you are doing. If you don't want to do it yourself, then expect to pay to have it professionally done (Outrageous Audio is the least expensive in the Northwest). I am telling you this info so that you are aware of how you can get "Screwed" on parts.

Amplifiers are a little more difficult to install if you have never done one. Every amplifier needs the proper wire kit. Too small of wire can result in disaster. It is highly recommended that you just pay the small fee to have an amp installed, because it will be done right, and extend all warranties at Outrageous Audio. 1 year (Minimum) exchange on the amp if it goes bad, and lifetime protection on the installation. If you do it yourself, and something goes wrong, we can't help you. You must send the amp in to the manufacturer for repair in most situations.

Some speakers are easy to install yourself, and some are not. It is well worth the money to have us put them in. This extends your warranty again!! Also, some cars can be very difficult to put speakers in. Dealing with Power windows, power locks, or own a Lexus, Mercedes, or Audi you may be getting way over your head. It is very inexpensive to have us do it. And you are covered!

Mercedes, BMW, Lexus, Land Rover, Audi, Acura, etc can be cars that are BIG TROUBLE for the average person, or a store that does not know what they are doing. When you pull into a store in one of these troublesome cars, I call them trouble cars, because they are way more time consuming to work on. The installation price will be higher, but it is worth it. These cars are the worst to do the install on by yourself because of their complex electronics. Do a little research and think before you attack an installation yourself? The last thing you want to do is screw up a \$1000 dash on a Lexus, or cut one wrong wire that could cost you thousands. This is why it is well worth it to have us do it. We do this every hour of every day, and we know what we are doing.

Before I close out this section, I want to talk about alarm systems. DO NOT ATTEMPT to install alarms yourself if you have never done one. An experienced installer is all I would recommend on alarms. Also, never buy an alarm from anywhere except from a store that will install that alarm. If you buy an alarm and bring it to the store to put in, and there is a problem with that alarm, the store has no responsibility for warranty on the alarm you brought in. They will only cover the alarms they sell! Alarms can be a nightmare if you do it wrong. You do not want to get into a situation where you buy an alarm over the Net for \$50 and then pay \$200 to have it installed only to find out that it doesn't work. You are out of luck, when you could of bought the entire alarm with installation at the store installed for the same price with a lifetime warranty. I see it all the time. Think about it. ONLY BUY A CAR ALARM AT THE SAME PLACE IT IS INSTALLED!

****Alarm Update.....**The newer cars are getting so complex, it is nearly impossible for somebody to do it yourself. The newer cars require many different integration modules that tie into existing computers. At our store, we have a computer database that shows every needed module for every car. Here is an example of a problem.....In the 2009 Dodge Ram Trucks, Dodge uses one wire that runs to everything. This is a digital data cable. This single wire runs through the entire truck. If you want to unlock the door, the computer inside the truck sends a specific pulse down the data cable telling the locks to unlock. The computer sends different pulses down this one cable to do many different things..... Do you see how complex this can get??? Do you want to attempt this yourself?? Sure give it a try....You will end up with a \$3000 repair bill from Dodge after 4 days of trying.

***** Major Update!!** (Repeated from Above) Boy have times changed. It used to be so easy for the average guy to at least try to put a stereo in himself, but the game has changed. With all of the new computers inside the newer cars now, it is nearly impossible to start switching stuff out in newer cars without going to the Car Stereo Shop for help. For example, General Motors thought it would be easier after the year 2000 to put some of the cars operational computers inside the factory radio to save space. So, if you take out the factory radio, your car may not run properly, and your dash can light up like a Christmas tree. Anti-lock Brake system light, and/or Airbag Lights may come on, showing these systems have been disabled. Well, we have all the right parts to fix this at Outrageous Audio. Your Big Box stores will have no clue about all of the different modules that are needed for your particular car. Be careful. This GM example is just one of hundreds of complications we are running into now with all of the newer cars. Bose, OnStar, JBL, Infinity, Factory Navigation Systems, Steering Wheel Controls, etc....all of these things make it nearly impossible for the average guy to work on his own car audio system. Don't just "Give it a TRY." If you mess up one of these computers on your car, you will be in for a bill that could run into thousands of dollars if you mess up one of these computers. Also, remember, at Outrageous Audio we will always have insurance to cover any problems that may happen....and they do happen, let me tell you! I am honest. Mistakes happen. And if we make a mistake...you are covered. If you make a mistake.....you have to pay!! How is that for honest?

NEW UPDATE!!

Our New Policy: It is impossible to quote your installation over the phone. We need to see the car, and see what your specific car requires. Please do not call our store and ask "How much?" for installation. Every car is different. Every car is a unique situation now.....

Do you have the factory Deck still in place?

Do you have an aftermarket stereo already?

If you have an aftermarket stereo, was it put in professionally installed?

Does your car still have the factory wiring harness in place?

Does your car require any special modifications?

Does your car require any special modules to keep everything working correctly?

On and On and On.....

For a 100% accurate quotation on what it will take to get the job done right, just bring your car in, and we will have one of our professional installers go out to your car and address all of your needs. It is so simple. Once you get a quote from us, that is the price....no surprises. Many stores will tell you a price over the phone just to get you into the store....and then when you get there; magically it is a lot more money than you expected. This is not right, and it is not fair. We don't do that. We will come out to your car, with an installer...and tell you the truth. No games.

Our phone rings all day with questions like....

“How much is your cheapest alarm installed?”

“How much to install a stereo?”

“How much to install an amp?”

These questions are impossible to answer over the phone without looking at your car...and having it in front of us. We just do not want you disappointed...or mislead you.

We have to see what we are dealing with!!

Can you imagine if we told you over the phone that it will cost \$55 to install a stereo into your car (Just to get you in), and then you get to our store just to find out it will cost over \$200 to put the unit in? How would you feel? Same as I would!!! That is why we need your car here for a 100% accurate quote. We will show you all the parts you need, and what it takes to get the job done right the first time...with a Lifetime warranty on the installation at the lowest price possible.

We have computer programs that show us every item needed to make your installation correct. Alarms, Amps, Head Units, whatever you want.....we will look at your car and get all of the info for you up front. This takes a little extra time....but we at Outrageous Audio never want you or us to be SURPRISED!! We will give you a 100% accurate quote when you come in. No games.

We have people come into our store all the time telling us that another store quoted the installation for a certain price, only to find out that the other store that quoted the installation..

A:Never went out to the Car to look at your situation.

B: Never looked on the computer for the correct parts or modules needed.

C: Never had an installer go out to the car and quote it accurately.

We do it right.....every time.

Many times our quote is higher than another store, because the 3 above items were not done. The customer (You) will think that the other store is less expensive, and when you go back to the other store to get the “better price”.....then you find out that the store cannot honor the original quote because it needs many more parts or something. WE DON'T DO THIS. One quote, one price, and that is it. No Games.

The only time that our quote is not accurate, is when we run into unforeseen problems that are hidden from you and us. For instance.....If you have a factory radio in your dash....and it does not work.....we have seen situations where we quote the job and as soon as we pull out your factory radio, somebody prior to our installation has ripped out all of the factory wires or for instance has cut off the antenna wire (For Example). When we first look at the car we gave you a quote....as soon as we pull the factory radio.....we see a wiring mess that somebody else has done. At this point....we will stop the installation....and show you exactly what we have found. We will show you the hidden problems that we found before we continue. There was no way for you, or us to foresee that somebody has ripped all of the factory wires out until we start. Does this make sense??

Simple.....