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AMERICAN MOTORCYCLE DEALER

THE ONLY MAGAZINE FOR THE WORLDWIDE V-TWIN PARTS, ACCESSORY AND PERFORMANCE INDUSTRY

V-Twin Expo: "Business as usual - see you in Cincinnati," says Jim Betlach

JAN 2013

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SHOWZONE



Zodiac International Dealer Show

WITH some seven weeks to go, the 2013 V-Twin Expo looks like it will have around about the same number of exhibitors as in 2012, according to Sales Director Jim Betlach.

"Last year we had a little over 200 exhibitors," Betlach said when AMD interviewed him about prospects for the February 2013 show at the beginning of December. "At this point in time we are closing in on that number; we are approaching 200 exhibitors and are taking bookings daily," he said.

"I'm not going to try and fool anybody, it is still clearly tough out there, and we may yet end up a little down again. But we've had very few significant pull-outs, and several returning exhibitors.

"The overall impression I have been getting is that there is something stirring in the market for 2013. At the very least we are now past the bottom of the curve, and even if it is still a couple of years before there is any real growth, I think most vendors are actually going to be doing okay this year."

Asked about exhibitor reaction to the changed opening hours this year (the

show has now extended its Saturday and Sunday opening hours, and dropped the Monday), Betlach said that he'd had no real reaction either way "Because this has been a growing request for years, I think everyone is simply taking it for granted that it was the logical thing to do.

"I've had a lot of people requesting this change in recent years and we have been able to keep the same total hours but give exhibitors a saving opportunity in terms of time and collateral costs - there have been no changes to our costs but one day less does save money for exhibitors"

Betlach says that advance dealer registrations are running about level with comparative weekly figures from the past couple of years. "We have been told that accommodation bookings are down again, and I think that reflects a continuation of the trend we have seen in recent years for more dealers to make a day trip of it if they can, rather than a weekend."

"Registrations aren't setting any records; how could they in present market conditions, but neither are we seeing any kind of major drop-off."

With the current outbreak of 'Show Wars' currently keeping "rival" show

projects' eye-off-the-ball in terms of trying to rain on V-Twin Expo's parade (see Comment on page 4 of this edition), Betlach is keen to address any market cynicism there may still be about the event's future.

"I really don't encounter it any more, but a while ago there were those who thought they had some kind of insider knowledge that we were less than committed to V-Twin Expo in the long term.

"However, there is no way we would have committed ourselves to the Duke Energy Convention Center in Cincinnati through 2016, had we not been certain that the v-twin market, and the only dealer expo that fully serves it, didn't have a future. So let that be an end to that one.

"With everything that is going on, both in market evolution terms and in connection with other expo projects in the United States, we here at Easyriders are very comfortable with the position we are in. Would we like more business? Sure, who wouldn't, everyone has been through turbulent times these past five or six years. But we remain committed to the v-twin market and its need for a specialty event of its own."



Kegel Harley-Davidson celebrate 100 years of family ownership

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RICK'S
MOTORCYCLES

After visiting Sturgis, Jeremy Cupp was inspired to build a tribute bike to the Rally founders – the Jackpine Gypsies. The result was Old Black, a homage to the early hill climb racers. See pages 63-64...



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Record new catalog sales, an increased dealer attendance and a prolific new vendor and new product introduction program saw Zodiac host another successful dealer show in November



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Derk Hinsey has gone from running an auto paint and body shop to building custom Baggers and manufacturing custom parts under the name of Bad Dad. AMD takes a look at how it happened



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Building bikes as LC Fabrications, Jeremy Cupp took 6th place with his first entry in the World Championship in 2009. In 2012 he returned to the Championship and placed third with Old Black



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V-Twin Expo now out of show wars cross hairs?

As the market gears up for what is fervently hoped will be a successful V-Twin Expo at Cincinnati, it would appear that of all the pressures EasyRiders have been faced with on that show in recent years, one at least is now firmly and decisively removed from their radar.

The historic rivalry between the 'Cincinnati' and 'Indy' dealer shows needs no elaboration here, except to point to the latest incarnation of that particular "show wars" having been 2011's ill-fated attempt by the 'Indy' DealerExpo to persuade the v-twin community that its new zoned expo offer was going to be the best new thing since best new things were invented, and the death knell for 'Cincinnati'.

Of course, we all know how that game ended - abruptly and badly for the organizers of 'Indy', leaving v-twin industry confusion and uncertainty in its wake.

The past four or five months have seen dealer expos' tenuous grip on viability atrophy before our eyes. Allowing its agenda to be written for it by Larry Little's combined trade and consumer AIM Expo project at Orlando in October next year, DealerExpo has not only embraced consumer access and brought one of its Progressive International Motorcycle Show series events to the city of Indianapolis for the first time, but abandoned its traditional February date in favor of October in order to try and rain on Little's parade.

However, if all that wasn't bad enough, what must surely be a final nail in the coffin, has been the decision of the MIC (Motorcycle Industry Council) to abandon 'Indy' as the venue for its annual conference.

In its press release, the MIC was being coy about the alternate date and venue it might embrace, but under the guidance of chairman Larry Little, it doesn't take a genius to figure out what the next press release will say.

To quote the MIC's release: "The board of directors has decided not to hold the MIC Annual Meeting at DealerExpo in Indianapolis in February 2013. The BOD wants to consider alternate locations and times for the Annual Meeting that would accommodate greater member attendance and networking opportunities."

While DealerExpo and AIM Expo remain primarily focussed on eating each other, the good news for Jim Betlach and Joe Teresi is that the V-Twin Expo has now been pretty much removed from the show wars menu, leaving its only primary concern as the same one that exercises all of us - namely the size of the market that we are all feeding from.

Throughout the downturn, lots of V-Twin Expo vendors have questioned the viability of a specialty custom market trade show in the context of reduced market size. No surprise there. What has been shocking, however, is how ill-informed much

of the scuttlebutt has been, and how many people have actually failed to grasp the substance of the primary issue that V-Twin Expo has been grappling with ... namely the worst recession since the Great Depression and the resulting market consolidation.

Beyond that admittedly really rather serious issue, the concept itself, namely of a specialty air cooled v-twin trade show focus will remain proven for so long as the platform technology itself remains legally and commercially viable.

As we have found through our own experience so far in Europe with our all new Big Bike Europe expo project, even in a motorcycle industry environment where the custom v-twin industry is a much smaller percentage of the total industry and where there is, always has been, and always will be greater "crossover" between the

air cooled and liquid cooled sectors, the very opportunity for us to build a new start for the custom parts, accessory and performance industry is 100 percent based on the indisputable differences imposed on vendors, dealers and riders alike by the platform technology.

In this context, it is therefore inconceivable that the need for a specialty v-twin forum could ever go away, regardless of whether or not the expo project concerned dips below the simple and unemotional math of commercial viability.

Assuming that V-Twin Expo continues to be able to turn even so much as a modest profit, and even if that is primarily as a result of the same careful housekeeping that all of us "survivors"

have had to embrace, then don't expect any other factors to affect whether or not the V-Twin Expo continues.

Of course, like any business, it behoves all show projects to embrace opportunities to improve and evolve, and the change to two days is clearly a sign that EasyRiders are listening, even if some would argue that they have done so rather belatedly.

For my money, it is not V-Twin Expo that needs fixing, but the scale of the reduced market opportunity that we are all faced with that is broke.

Through new product development and branding and marketing initiatives that excite and enthuse all levels of the supply channels, it is the responsibility of every single individual vendor to focus on making their offer forward facing so that consumers are motivated and inspired to provide us with the capital to be able to see our market grow again.



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Headbangers in Dubai

HEADBANGER Motorcycles, the Milanese production custom bike manufacturer, has now appointed Rumble Cycles as its retailer in Dubai.

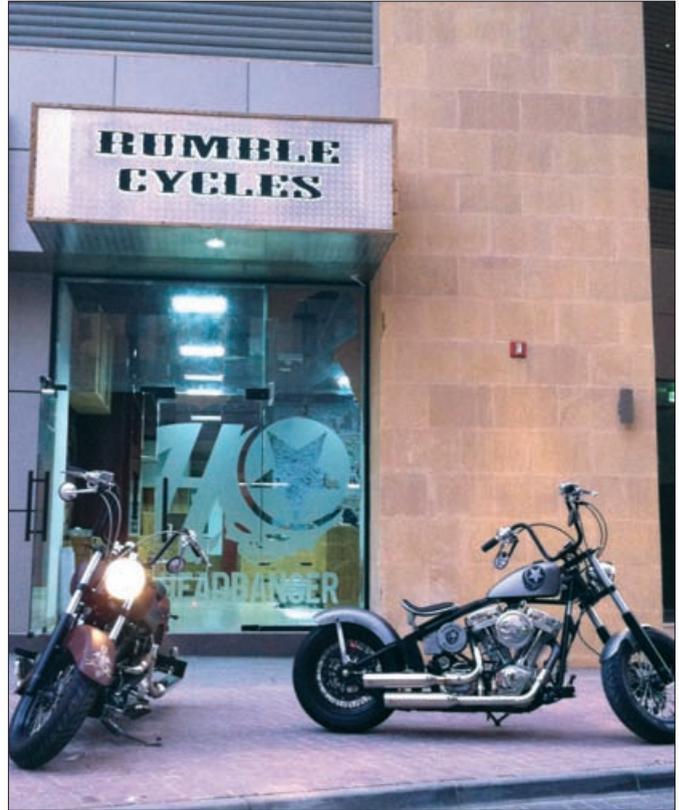
Rumble Cycles launched as a dealership in October 2012, during Gulf Bike Week, and the official store opening took place at the end of November.

Tarek Azmi, the man responsible for setting up Rumble Cycles, has ambitious plans, which include a Headbanger roll-out plan for the

Gulf region, with the next store opening in Jeddah, Saudi Arabia, before August 2013.

The Headbanger Motorcycles range of bikes includes two S&S Cycle knucklehead style motor powered bikes – the Summertime and Woodstock Boogie.

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New Marketing Director for H-D in Germany

FOLLOWING 14 years of working for the Motor Company in Germany, Bernhard Gneithing is stepping down from his marketing position in order to open his own Harley-Davidson dealership in Böblingen. As a result of his move Frank Klumpp, who joined H-D in Germany in 2009, will take on the role of Marketing Director.

In his new role, Klumpp will be responsible for the marketing of the Harley-Davidson products and services and for the concept of a market-oriented management, including the preparation of business plans and budgets for marketing and public relations, the definition of advertising and promotional objectives, the implementation of communication activities and campaigns, as well as other issues in the context of media communications and sponsorship. He will work closely with the European and global marketing and national advertising and PR teams. "I'm really looking forward to the new challenge and the exciting challenges that await me," said Klumpp. "Together with all my colleagues at Harley-Davidson, we are working hard to bring our brand even further to the front in Germany."

www.harley-davidson.de



Frank Klumpp (left), who is taking over Bernhard Gneithing's role as Marketing Director at Harley-Davidson in Germany

Roadsmith founder retires

ROADSMITH Trikes, with factory retail stores known as The Trike Shop, has announced the retirement of company founder Dick Lindholm. Following the news of Lindholm's retirement the company has consolidated its two factory store locations in the Daytona Beach, Florida area.

The closure of the Destination Daytona location, in Ormond Beach,

will allow Roadsmith to consolidate staff and services in a single location, while maintaining its original store on Beach Street as the retail showroom and full-service facility for trike conversions and service.

As a result of Dick Lindholm's retirement, his son, Doug Lindholm, along with business partner Jim McGurran, will take on the primary management responsibilities of the company.

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Company founder Dick Lindholm retires



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CR&S introduce custom options

CR&S, the Italian motorcycle manufacturer that creates bikes around a 45-degree V-twin motor, is celebrating the production of over 200 of its DUU models by establishing its 'Lavoreri' (laboratory in Milanese dialect) division.

The new operation has been established in response to customer requests for more options on the DUU models. The Lavoreri will be staffed by a team of designers and technicians who will create unique, special custom bikes.

As 2013 begins, CR&S is also looking to develop its international markets with sales in the United States, Australia, Japan, China, UAE, Malaysia and Russia. Bikes destined for these new markets will not only be the existing DUU, and its custom derivatives, but also the VUN, which is a single-cylinder engine bike that is currently in development.

CR&S MOTORCYCLES
Milan, ITALY
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DUU, the V-twin option model



VUN, single cylinder model

Zipper's relaunch website



ZIPPER'S Performance is preparing for the new year with a relaunch of its website - zipperperformance.com. Visitors to the site can take advantage of the company's 30 years of H-D tuning experience and browse performance options developed by the Elkridge, Maryland-based business. Information on the site covers such tuning options and parts as Red Shift performance cams, Red Shift cam chain tensioners, MaxFlow air filter kits, engine kits (Zip Kits and Muscle Kits), and ThunderMax EFI system products.

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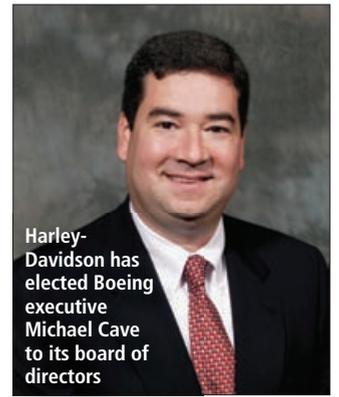


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Boeing executive elected to H-D board of directors



Harley-Davidson has elected Boeing executive Michael Cave to its board of directors

HARLEY-Davidson has announced the election of Michael Cave to its board of directors, effective December 4. Cave, a senior VP at The Boeing Company, has served as President of Boeing Capital Corp. since 2010.

"Mike brings significant expertise in finance, operations, strategic planning

and business development to our board," said Harley-Davidson, Chairman, President and CEO Keith Wandell. "As we continue to expand our reach throughout the world, we will benefit from Mike's successful work with a strong, global company."

Cave's election by board action to a

term expiring at the company's 2013 annual meeting of shareholders expands the Harley-Davidson board to 13 directors.

www.harley-davidson.com

S&S to launch own-brand v-twin oil program

AFTER many years of recommending Mobil-1 oils S&S cycle has now struck a deal with noted American blender Spectro Oils (Intercontinental Lubricants) of Connecticut, USA, to blend its own specification of v-twin oils. Benefitting from S&S' own race and street "proven" performance experience and the quality reputation of Spectro Oils, the range will offer engine, transmission and primary oils for complete drivetrain protection. Said to exceed S&S and Harley-Davidson warranty requirements, enhanced levels of zinc and phosphorus have been engineered into the blend to reduce engine wear, with 'high flash' additives that are safe for catalytic converters. Available in petroleum or full synthetic, in easy pour "long neck" bottles, the blends are specifically designed for air-cooled v-twin engines. The oil is offered in cases of 12 one-quart



bottles and in a convenient 4 quart S&S oil change kit, complete with a premium oil filter. At the top end of the engine oil range is a SAE 20w50 Premium Synthetic engine oil for "the ultimate in protection," according to S&S. The premium synthetic base stock has been combined with an exclusive S&S additive

package that is designed to deliver reduced engine wear and lower oil temperatures. Providing consistent viscosity, it is said to resist thermal breakdown and oxidation. S&S' Heavy Duty engine oil is a petroleum based oil for air cooled v-twin engines that is based on superior petroleum stocks blended with advanced anti-wear additives for extended

engine life. Anti-carbon additives are said to eliminate a primary cause of valve sticking, and this formulation is said to be a good choice for both older/vintage and modern engines under normal and touring driving conditions. This is available in 20w50 and hot climate and big inch friendly 25w60 grades. The new program also includes heavy-duty petroleum based (85w140) and premium synthetic transmission oil (75w140), and an extreme duty primary oil (85w).



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It's a true plug-in with no extra wires to connect, no cutting or splicing involved. The new black anodized billet aluminum housing is not only smaller but it is machined so that the WEGO fits neatly into the slot on



the housing. Just remove your stock ECM, install the new TCFI4 controller and WEGO, free air calibrate and install the included wide-band sensors. Install and run the included software, follow the set-up instructions, and you're ready to go for the initial ride.

Using the included software, which displays all the important tables, including spark advance, in easy-to-read 3D charts you can custom-tune that motorcycle to EFI perfection. Those wide-band sensors allow you to set the air/fuel ratio to any desired value from 10.5 to 15.0 to 1 at every RPM and throttle position. The Gen 4's updated programming eliminates tuning problems with bikes using long duration/high overlap camshafts, too. There's extended data logging and diagnostics here, as well. A new DataFLASH memory is able to store a full 60 minutes of operating data at 10 samples per second and there are lots of programmable functions for things like RPM limits and ignition retard and for other accessories like shift lights, electronic shifters and even nitrous oxide systems. The TCFI4 supports the J1850 data bus used for communication with the bike's turn signal/security module and instrument cluster. For more information on how to use TCFI Gen 4 and to download sample software go to the Daytona Twin-Tec website, www.daytona-twintec.com/TCFI.html.

Currently available for the following applications, all the 2001 through 2011 Twin Cam bikes, the 2007 through 2012 Sportsters and the 2002 through 2012 V-Rods, and even a 50 state street legal with ARB E.O. No. D-641-5, for 2001 through 2006 88 CID Twin-Cam, using the 36-pin Delphi® controller with a J1850 data bus. Special order

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ging data 30 minutes after the code is set. This allows you to examine data before and after the code was set, even days later. You have a range of capabilities for analyzing and printing out logged data that is displayed in a chart recorder format.

The new Twin Scan 3 includes two analog inputs with 0-20V or $\pm 200V$ range, plus it includes a scope meter feature that allows display of two signal waveforms and is very useful for diagnostic purposes. The optional probe kit includes two insulation piercing probes and extension wires with mating Weather-Pack connectors that plug into the analog inputs on the Twin Scan 3. Insulation piercing probes allow easy connection to any point on the motorcycle wire harness. The scope meter feature is independent of the scan tool capability and can be used on any vehicle.

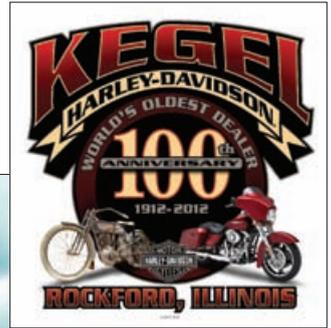
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Kegel Harley-Davidson celebrate 100 years of family ownership



KEGEL Harley-Davidson of Rockford, Illinois, is being recognized by Harley-Davidson this year for becoming the first dealership in the company's 110-year history to celebrate its 100th anniversary under continuous family ownership.

On March 30, 1912, Joe Kegel became a Harley-Davidson dealer, three years after taking ownership of a bicycle shop in Freeport, Illinois, and two years after selling his first Harley-Davidson motorcycle.

Joe continued to steer the business through two world wars, the Great Depression, a serious injury and six months in hospital, substantial debts and even more substantial hard work.

The business moved to various locations in the Freeport/Rockford area, and in 1946 the second generation of the Kegel family, Joe's sons Harold and Robert, bought into the dealership as equal partners, but Joe died the following year, aged 57.

In 1953, Robert continued alone with the motorcycle business while Harold took control of the bicycle business, and the name Kegel Motorcycle Co was born in 1954. In the mid 60s, the third generation of Kegels began working in the family business, with Karl Kegel becoming a partner in the business in 1974, and others becoming joint owners soon afterwards. In 1996 Kegel Harley-Davidson moved to its current Rockford location.

Now owned by Karl and Mark Kegel, the fourth generation of the Kegel family is also hard at work in the dealership - Kenny Kegel is Service Manager and his wife, Misty, works in the Motorclothes Department, while Tony Kegel is part of the sales team.



Kenny says: "100 years in the same business in this day and age is pretty much unheard of, let alone under the same family name, so there's a lot on my shoulders to keep it going."

Throughout 2012 Kegel Harley-Davidson have been celebrating their 100th anniversary in style. The celebrations began on 31st March with an all-day featuring a Founders Ride to the Freeport, Illinois site where the business first began, including memorabilia and vintage bikes and live music. Celebrations continued in June with a day-long official centennial celebration featuring a Biker Jam charity ride, local bands, bike show, competitions, local vendors and ending with a Country Throwdown concert.

Before the official celebrations, Karl Kegel commented: "One hundred years is an incredible milestone. Kegel Harley-Davidson welcomes our past, present and future customers to join us. We thank you for your dedication over the decades and we invite the community and our great partners to



Kegel current owners Karl (right) and Mark (left) receiving a special certificate from H-D President Matt Levatich, marking their achievement at the Milwaukee dealer meeting



Karl Kegel led a founders ride from the current dealership to the original location in Freeport, Illinois, as part of their official celebrations



Joe Kegel, founder

help us honor the traditions of our first 100 years as we enthusiastically look forward to the next 100."

In August, Kegel Harley-Davidson received a special certificate at the Harley-Davidson Summer Dealer Meeting at Milwaukee, Wisconsin. Harley-Davidson's North America Vice President Michael Kennedy said: "One of the primary reasons the Harley-Davidson brand has such tremendous customer loyalty is because of the

efforts of dealers such as Kegel Harley-Davidson. One hundred years is a remarkable achievement, and we just want to say thanks."

Celebrations continued in November with a champagne party at the dealership, when over 1,400 attendees helped the Kegel family celebrate their remarkable achievement.

www.kegelmotorcycles.com

Motorcycle Storehouse handlebar recall



MOTORCYCLE Storehouse is recalling all 901432 and 901433 Bonanza Bars.

The recall for the bars has been issued as the result of cracked welding being detected on one of the bars. Further in-house testing by the company has shown incorrect welds in some Bonanza Bars. To avoid any and all potential danger, all Bonanza Bars must be returned to Motorcycle Storehouse immediately.

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Irish motorcycle show to host World Championship affiliate event

WHEN the Carole Nash Irish Motorbike and Scooter Show returns to the RDS Dublin venue on 1- 3 March, 2013 for the 8th time it will be hosting a World Championship of Custom Bike Building affiliate show, offering two top prizes. Two winners will

be selected at the show; one from Ireland and one from UK/Europe, with both being awarded prizes of a trip to the AMD World Championship of Custom Bike Building at Big Bike Europe, Essen, Germany on 10-12, May 2013.

Irish Motorbike and Scooter Show organizer, Ruth Lemass said of the affiliate program: "We joined the AMD program in 2006 to give Irish custom bike builders the place they deserve on the world stage and to encourage the custom industry in Ireland. The AMD custom bike building competition held at our show just went from strength, to strength and it was a proud moment for us when we went international for all AMD categories and in 2011 sent both Ger Conlon from Ireland and Rene Van Tuill from Holland to the World Finals in Sturgis, USA. Following the overwhelmingly

positive feedback from our Irish, UK and European entrants, visitors and sponsors alike, we have decided to run our AMD Competition on an international basis again in 2013.

"We are well known for being a very friendly show and this year we will have a party with a free bar and rock band on the Saturday night (2nd March) for AMD bike builders, exhibitors and performers," concluded Lemass.

The entry form for Ireland's World Championship of Custom Bike Building affiliate round is now available on:

www.irishmotorbikeshow.com/amd

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Current Irish Champion Ger Conlon (right) with crew, Irish Motorbike Show organizer John Gunning (center) and winning bike 'Rattle & Hum' at the 2011 World Championship in Sturgis

www.AMDchampionship.com

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Zodiac debut new vendors and products at annual international Dealer Show

With growth in the European custom market still 'variable' at best, dealers gathered at the annual Zodiac international Dealer Show at Rosmalen in the Netherlands in November with determination and caution in equal measure...

It is fair to say that compared to many sectors of the motorcycle industry in Europe, the v-twin parts and accessory market has not suffered through the downturn as badly as the liquid-cooled parts market.

However, that is not to say that it has been plain sailing. Initially confidence-contagion from the dramatic slump seen in the US and the collapse in sales of new Harley-



Davidson models undermined consumer and dealer confidence in Europe just as it did elsewhere in the world.

Once the worst of the downturn had passed, and some semblance of



S&S Cycle: having recently announced its all new 'Viola V-Twin' service parts program, the hot news from S&S this month (see elsewhere in this edition of AMD Magazine) is of an own-brand oil program blended in the United States for them to their own air-cooled v-twin engine specific formulations by Spectro. These two major new initiatives may well turn out to be the thin end of a pretty impressive wedge of innovation though, with company President Steve Iggens challenging his engineers to give their dealers a new product or initiative of some kind "every month in 2013 if possible". For sure that is a big ask, but as the vendor that the v-twin performance parts market looks to for leadership, it is a worthy and exciting ambition; www.sscycle.com



Zipper's Performance/ThunderMax: sales manager Bill Lam told AMD that "the ThunderMax system had already been selling well in Europe through a network of specialist national distributors as well as being available through some of the American majors. However, having Zodiac International throw their weight behind it and the other product lines that we are available to make available from the Zipper's performance program, such as our new Red Shift cams for Twin Cam applications, will enable hundreds more of Europe's dealers to get involved in what is probably the most sophisticated and powerful aftermarket engine tuner for Harley-Davidson models on the market today"; www.zipperperformance.com, www.thunder-max.com



Cycle Kraft/Ken's Factory: from lighting, grips/risers, and gas tanks, to foot controls, triple trees, intakes and forks, multi-award-winning custom bike builder Kenji Nagai's Japanese made v-twin parts and accessories program has earned admiration worldwide, and is new to the Zodiac offer for 2013. Sold internationally by Torrance, California based Jonathan Kluver's Cycle Kraft operation (Jonathan is seen here, right), recent new products include an internal breather design air cleaner for TC motors, 49mm 7 degree triple trees for 2006 and up Dyna models, a complete 3D suspension design, and the twin-seal "neo-fusion" styled 'Vanquish' gas cap, available with steel or aluminum welding bung; www.kens-factory.com, www.cycle-kraft.com



Herdin' Cats: even the legendary creativity of leading v-twin industry photographer Horst Rösler was stretched when it came to the challenge of marshaling the combined personalities of the 'Class of 2012' vendors at Zodiac's annual Dealer Expo at the Rosmalen AutoTron facility in the Netherlands in November

market stability returned, Europe became mired in its own issues - not least concerns about the long-term viability of the Euro currency zone, and ongoing fears that regulatory issues would make it even more difficult than it had already become for dealers and riders to navigate a path through some of the more extreme measures that at one stage appeared likely to be imposed on them by EU lawmakers.

The good news is that the past couple of months have seen the worst fears about the extent of new regulations eliminated - indeed the

right to customize, for riders and their dealers to modify the performance and handling of their motorcycles (large displacement bikes especially), are effectively going to be enshrined in law in Europe.

The bad news remains consumer confidence and the possible long-term implications of Eurozone currency instability - but while that might artificially suppress parts and accessories consumer demand, it certainly is not going to stop riders wanting to "put in the miles!"

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Le Pera Enterprises: recent new product designs from the respected Californian seat manufacturer include the 'Nomad II' for use primarily on "bar hoppers" and featuring side 'slashes'; www.lepera.com



Freedom Performance Exhaust: in six years, company President Martin Arteaga has seen his Freedom Performance Exhaust business grow quickly. New to the Zodiac International catalog last year, all American-made Freedom Performance slip-ons have quiet baffles available with recent new product introductions including their 'American Outlaw' true-dual system for touring models, which are said to feature the world's only 5-step 4 1/2 inch Megaphone Dresser exhaust system; www.freedomperform.com



Advanced Valve and Valvetrain: best known as a principal European distributor for the noted Kibblewhite Precision Machining valvetrain program, for 2013 Zodiac has added Canadian manufacturer AV&V to fill the gap left in their offer by the closure of Rowe USA; www.av-v.com



Daytona Twin Tec: new products from the Daytona, Florida based manufacturer include a new ABS Brake bleeding and clearing trouble code tool - available in either J1850 or CAN bus versions, features include anti-skid brake system bleeding functions, reading and clearing of ECU diagnostic codes and real time display of engine data; www.daytona-twintec.com

attendance at Europe's custom bike shows, including the Big-Twin show in the Netherlands that plays host to Zodiac's annual dealer gathering, the 'vibe' among Zodiac's dealers was one of "yes it is tough out there, yes business has slowed up again at this time of year - but no, the market has not gone away."

Throughout history it has been proven repeatedly that those businesses that are able continue investing in new products and branding are those that always

emerge best from any downturn. In Zodiac's case, the company continues to be prolific in its addition of new products from existing vendors and entirely new programs from vendors that are brand new to their catalog.

Recently the company added Californian exhaust manufacturer Freedom Performance Exhausts and the noted Diag4Bike engine diagnostic technology manufactured in the Czech Republic by Josef Horejci of ATAL spol sro.

For 2013, Zodiac has picked up the



Arlen Ness Enterprises: "prolific" is the only way to describe the Californian specialist's new product program last year - highlights included their patent-pending modular/adjustable handlebars, custom calipers for stock brake internals, and major additions to their range of lighting options including bright white running lights, multifunction indicators and headlight 'Fire Rings'. Among the products seen here are their new Inverted Billet Air Filter kits - "these generated a huge response at the Zodiac show" according to Cory Ness; www.arlenness.com



James Gaskets: the Dayton, Nevada based gaskets-to-seals manufacturer continues to offer one of the widest ranges of specialty options for most areas of the motorcycle and most older and recent/current Harley-Davidson and other v-twin models. Check out their gasket board program - which offers stocking options for the most popular gaskets and seals by Harley model family; www.jamesgaskets.com

AV&V valve train program, Airhawk seats, the ThunderMax fuel injection controller/tuner, the Ride Wright spoke wheel line, Indian style leaf spring forks by Kiwi Indian USA, the Polish-made Chopper Garage lines of handmade aluminum and brass parts and the internationally respected Cycle Kraft/Ken's Factory parts and accessory program from Japan.

Speaking with Vincent Pels, who has now been confirmed as General Manager of Zodiac International following his father's formal retirement at the beginning of November, he and the Zodiac sales team appear to be phlegmatic about business prospects.

"The dealer and vendor attendance at our show was good - better than last



Ride Wright Wheels: another new program in 2013, Zodiac are stocking Ride Wright's famous 'Fat 50' spoke wheels and new modular hub set-up which allows them to supply a wide range of wheel sizes and applications from stock, in 3 different color variations; www.ridewrightwheels.com



K&N Engineering: European R&D manager Joost Adriaans told AMD that "K&N filter sales in Europe in general, but especially through Zodiac International, have grown again this year - the race proven performance, easy-use and durability design features of our pleated cotton gauze technology continues to increase its share of the filter market"; www.knfilters.com

year in fact. Which is a good sign, given the business climate we are all having to endure - one where the politicians and the mainstream media are frightening consumers and discouraging people from spending money.

"The show as a whole had a very good vibe to it, not just our Dealer Show but the Big Twin Show in general. We have been the traditional sponsor of the Big Twin Custom Bike Show for many years now, and the competition this year was very good with some excellent quality winners.

"In addition to dealer orders, of course, one of our primary tests as to how well the show has gone and what the prospects are for the coming year is the number of catalogs that consumers buy.

"We unveiled our new issue 39 "Bikers Book", a 1,584 page new catalog edition for 2013, with thousands of new parts and accessories for the year ahead. It has been very well received by consumers

and dealers alike, but what pleased us most was the record number of catalogs that were sold at the show."

With distributor competition fiercer than ever in Europe, Zodiac International maintains an enviable status with their dealers. As the first of the large-scale custom v-twin parts and accessory distributors to emerge in Europe in the 1980s, Zodiac has invested heavily in its brand identity, its service values and the reputation it has with its dealers.

After some 25 years the consistency of that investment is graphically manifest when their dealers gather annually, and the loyalty and culture that is always evident at the Zodiac Dealer Show is testament to the values that have built the custom v-twin community in Europe and that continue to underpin the passion and enthusiasm of all concerned.

www.zodiac.nl



National Cycle: new products from the respected Maywood, Illinois, manufacturer include the 'Stinger' line of Lexan Polycarbonate screens seen here. Added to their SwitchBlade Quantum hard-coat quick release windshield program, the company offers up to a 3-year warranty against breakage on much of its product line; www.nationalcycle.com



Rivera Primo: for touring bike riders with floorboards who would like to run an open belt drive, Primo offers a narrow open belt drive for 1990 - 06 FXR and touring models. Using a high performance heavy duty 8mm drive belt and forged 6061 aluminum pulleys, the motorplate is machined from solid billet and includes a heel toe shifter shaft support which can be unscrewed for applications using forward controls. For '07 and up models the Primo Brute IV Extreme open belt drive features a 38 inch thick billet aluminum outer guard and a Rivera Pro clutch; www.riveraprimo.com



RC Components: based at Bowling Green, Kentucky, Zodiac are selling the RC Components billet wheel program, which includes forged wheel designs in most popular sizes, including 23 and 26 inches, their 'FlipSide' series and new "rat rod" aggressively styled wheels in 'Flatline' finish; www.rccomponents.com



Chopper Garage: another new line for Zodiac in 2013, Chopper Garage is a Polish manufacturer of handmade antique-look aluminum or brass accessories such as floorboards, air cleaner covers, grips/pegs, kicker pedals and covers; www.choppergarageusa.com





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Left to right: Stephen Wiggins, Eric Hinsey, Adam Robinson, Nolan Williams, Derk Hinsey, Jason Higgins, Jake Haupt, Mike Haupt, Julie Minch, Jessica Cory, Taylor Willoughby, Matt Anderson, and John Adams (Not Pictured: Jacob Hinsey)



A 'BAD DAD' MAKES A GOOD BUSINESSMAN

Words by Duncan Moore - duncan@dealer-world.com; Photos by Stephen Wiggins

Custom Baggers may be the hot trend at the moment, with lots of companies releasing parts for Touring bikes, but some businesses have been offering their wares for those bikes long before it became fashionable. Among those pioneering companies, Bad Dad has stood the test of time. Since opening in 2000, the Fort Wayne, Indiana, outfit has steadily increased its product range and built a reputation for building rideable custom Baggers too

WHEN Derk Hinsey, the founder of Bad Dad, began his working life he gave no thought to the motorcycle industry, indeed, he was much more of a car guy. As a youngster his interest in cars led him to a Tech college where he took a welding course and then he began to take an interest in body repair work. From there he worked up to opening his own shop – Hinsey's Pro Paint Body Shop in '79.

As the years passed Derk became more proficient at applying custom paint work, and by the turn of the Millennium had moved on to considering motorcycles with the purchase of a Sportster, which he practiced his paint skills on. Like so many others who have become involved in the custom bike world, Derk's friends saw the work he had done on this bike and asked for the same standard of work on their own machines.

While Derk was reluctant at first to make the

The Bad Dad extended headlamp nacelle helps like many of the company's parts being designed, the flow along the length of the bike, visually lengthening it





A custom Fat Boy is an example of the mild custom work done by Bad Dad using just a small selection of their own parts



A relatively new line at Bad Dad are the injection molded saddlebags, seen here on a 2012 Ultra Glide built by the shop team

move to painting bikes on a commercial basis, the timing was such that it became a natural fit as auto insurance companies were opening their own facilities and taking work away from independent repair shops such as Derk's. As more and more bike paint work was being done by Derk in his shop, the style and types of work he was being asked to do became more advanced.

One of the more advanced jobs Derk was asked to take on, around this time, was the installation of a set of saddlebag extensions and a matching rear fender on an Electra Glide, along with the usual full custom paint job. While Derk was more than capable of doing the work, the quality of the parts he had to work with was not so impressive. Once he had spent time cutting and reworking the bag extensions to make them fit correctly, he took a mold from them, just in case a similar job came in, in the future. That first set of molds was to become the Bad Dad parts line. From those first molds Derk began to make more sets of extended bags as people saw the fit and finish of the set he had originally modified. As word spread he began selling on eBay before taking the step of setting up his own website to gain greater control of how he marketed and retailed his growing line of Bad Dad parts.

The way the range of parts made by Bad Dad has grown has been very organic. The extended



A Screamin' Eagle equipped Road King was used by Bad Dad as the basis of the custom build King Midas



BAD DAD TM

The design input of the youthful staff at Bad Dad has resulted in a wide range of styles being applied to the bikes built at the shop



Matt Anderson, who was taught by Bad Dad founder Derk Hinsey at Ivy Tech Community College before joining the business, was responsible for the custom paint on this heavily reworked Road Glide

saddlebags led to new filler panels that worked better visually, and these in turn led to stretched tanks that again help the lines of the bike to flow better from front to back. Each new part has given rise to the next in a very organic manner.

However, Derk has not restricted himself to just bodywork options. One example is the exhausts that now make up a part of the Bad Dad range. Once a set of extended bags have been fitted to a Bagger, the stock exhaust just doesn't look right. Firstly, the mufflers are too short to exit past the end of the bags and the body itself does not fully fill the cut-out that is in the bags for the exhaust's tip. And that is why Bad Dad now offers its Long Strokes pipes and headers, because Derk wanted the bike to look right, and the way to do this was to create the parts needed.

Because customizing is all about having options, Bad Dad knows that not everyone wants their exhausts poking out of the bottom of the bike's bags, and so offers its bags with a cut-out on one bag only or completely without cut-outs as well as the originals with cutout on both side for true dual style pipes. These options are also offered on the company's bag extensions that bond to the base of the stock factory bags and offer a budget custom option.

The choices do not stop there either, there are two types of construction methods used by Bad Dad for its extended bags. The original method of hand-laying fiberglass for the bags' construction remains, but there are also now injection molded bags. The later method offers the user a much smoother interior finish, while retaining the strength of fiberglass construction.

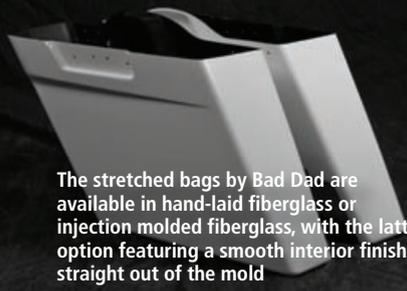
It is not just construction methods that have changed over the years at Bad Dad. Today the development process is largely computerized. Once a prototype part has been built, a coordinated measuring machine (CMM) is used to create a virtual digital model of it, which can then



The CVO Road King of Bad Dad's custom painter Matt Anderson showcases his skill as an airbrush artist



This Heritage Springer showcases the Bad Dad 'Shaved' extended bags, which have been supplied without exhaust cut-outs



The stretched bags by Bad Dad are available in hand-laid fiberglass or injection molded fiberglass, with the latter option featuring a smooth interior finish straight out of the mold



The Mo' FL takes the styling of the factory FL fender and applies it to a design suitable for use with 21in and 23in wheels



Bad Dad's Summit rear fender, which features stretched filler panels, can be ordered with or without a recessed license plate mount



The Bad Dad fender cover, for use on Yamaha Road Star models, is part of a growing line of metric specific parts



The stretched side covers continue the flowing lines of Bad Dad parts from the stretched nacelle, through the tank shroud and on to the extended bags

become a computer numeric control (CNC) model. The CNC'd part is then typically cut from high density foam, and that is used to create a series of interior and exterior molds, for use in the injection molding process.

The molding process used by Bad Dad is resin transfer molding (RTM). RTM injection uses closed molding technology that allows the company to create a part that is smooth both inside and out, while having the strength and integrity of a fully composite component.

It is not only the manufacturing techniques that have changed over the years at Bad Dad. The way the day-to-day operations are handled has developed at the same pace as the production technology. While Derk is more than capable of working with fiber glass and paint products, he is, by his own admission, less than happy when it comes to dealing with office based work. In recognition of this he has had his son Jacob join him at Bad Dad. The role that Jacob has in the business has developed over the years. Initially, Jacob took on a tech support role, helping out with getting the first Bad Dad website online, while also taking on some sales work via contacts that came

through the web. Today his role is all encompassing as he brings youthful ideas to product design and development and spearheads the young workforce at Bad Dad.

Among the key young staff at Bad Dad is Matt Anderson. He first met Derk when he attended a paint workshop class being taught by Derk at Ivy Tech Community College. The standard of work that Matt produced during his time at Ivy Tech was good enough for Derk to offer him a position at Bad Dad. It has certainly proven to be a wise decision as now Matt is not only designing new parts for his employer alongside doing creative paintwork and refinishing on bikes, he has also gone back to teach classes at Ivy Tech, just like Derk.

As Jacob's role in the company has developed and evolved, he has been working to increase worldwide sales for Bad Dad and took a journey with Derk to Italy in early 2012 for Motor Bike Expo in Verona. Thanks to their membership of the International Master Bike Builders Association (IMBBA), Derk and Jacob were able to make a connection with the Italian Customizers Federation (ICF) and awarded Bad Dad parts to the winner of a class at the ICF/IMBBA custom bike show held in Verona.

It is not just the European market that Bad Dad is expanding into, as it is also now selling its products to Asia, South America and Australia. Export sales now account for an eighth of all the company's production output. As the market looks to recover domestically Bad Dad is set to continue its success, which will no doubt be helped by the benefits offered by the international business it is now creating.

Once installed, the Bad Dad tank shroud makes a stock gas tank look as though it has been stretched



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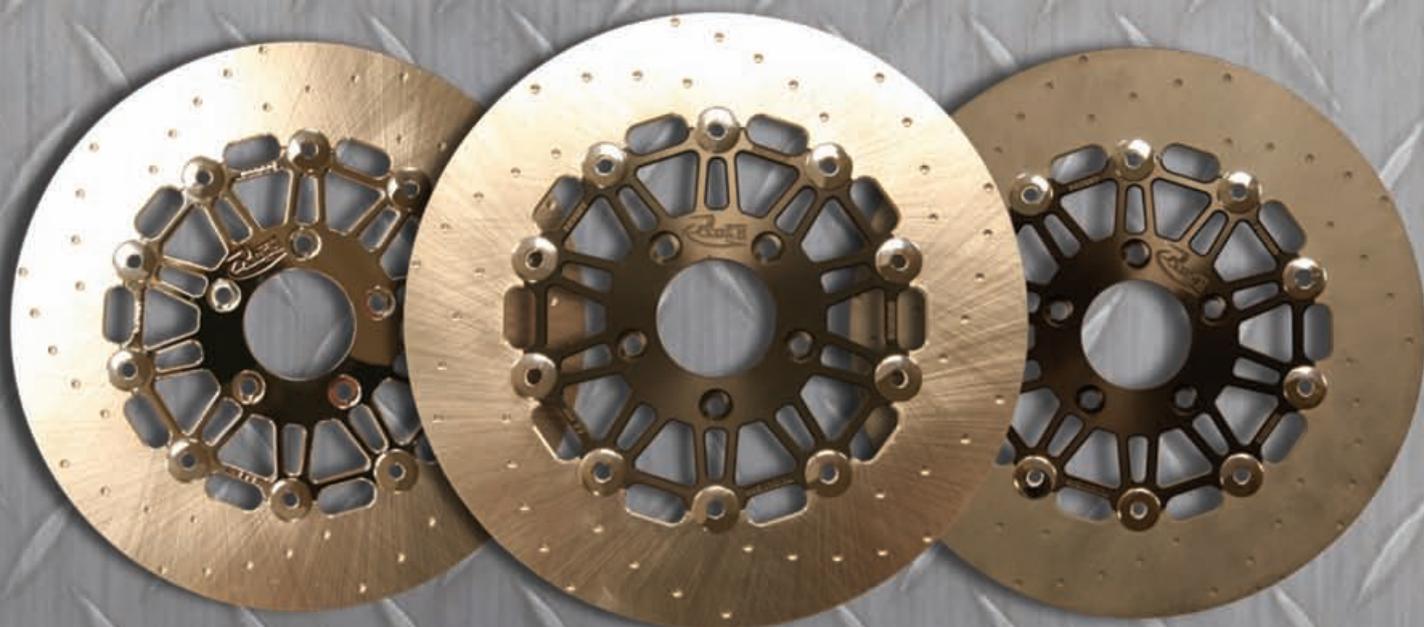


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FREEDOM Performance is now offering what it claims to be the world's only triple-stepped, curved radius header system.

The head pipes are stepped in size from 1 1/4 to 1 1/2 to 2in and have one-piece, full-length, 220-degree coverage heat shields. Standard performance baffle sections are provided, and optional quiet baffle sections are available.

Available to fit '96 - '13 Baggers, Softails '86 - '13, Dynas '91 - '13, Sportsters '04 - '13, and Victory models '06 - '13, the pipes are offered in chrome or hi-temp black finish.



FREEDOM PERFORMANCE
Gardena, California, USA
Tel: 310 324 0415
info@freedomperform.com
www.freedomperform.com



Performance Machine Apex grips and pegs

PERFORMANCE Machine's product line includes handlebar grips, and one option in the company's grip range is the Apex. Based on the design of the rubber wrapped Contour and XL Contour grips, this latest option features a series of machined cut-outs that form a ring around the end of the grip.

Available in chrome and Contrast Cut, the Apex will fit 1in bars and FL models with an electronic throttle.



To match the Apex grips, Performance Machine is also offering a line of Apex footpegs.

PERFORMANCE MACHINE
La Palma, California, USA
Tel: 714 523 3000
sales@performancemachine.com
www.performancemachine.com

More choice at Biker's Choice

AMONG the new product lines now available at Biker's Choice are our own brand Twin Power cast replacement pistons. Offered for Twin Cam and Evo applications, the OEM quality aluminum pistons have a MoS2 coating that is claimed to extend piston life, reduces friction and allows for cooler running.

Each piston kit includes two pistons, wrist pins and clips.



Biker's Choice is now also carrying the complete range of James gaskets, including the company's patented rubber covered metal base gasket with silicone beading and its multi-layered steel head gaskets. Gasket sets by James Gaskets are available for Flathead, Knucklehead, Panhead, Ironhead Sportster, Shovelhead, Evolution, Evo-Sportster and Twin Cam motors.

A further line of products from Twin Power being made available by Biker's Choice are the X-Stop sintered brake pads. Made from a select blend of metallic and compound materials which are fused together, the pads are said to offer greater heat resistance, longer pad life, and increased performance over organic versions.

BIKER'S CHOICE
Fort Worth, Texas, USA
Tel: 817 258 9000
bikerschoice@bikerschoice.com
www.bikerschoice.com



Twin Power X-Stop sintered brake pads

www.AMDchampionship.com

Battery care at Rivera Primo



RIVERA Primo, while being well known for its primary drives and induction options, also caters for a bike's electrical needs. Among the electrical options stocked are 'Smart' battery maintainers and chargers.

The SpeedCharge maintainer is an automatic battery charger that can maintain both 6 and 12v batteries, using float-mode monitoring. Features on the unit include LEDs to indicate the battery status: charging, charged and trouble, automatic switching from full charge to float-mode monitoring and reverse hook-up protection.

The maintainer can be attached to the motorcycle's battery either by the included 50-amp



clamps or permanently using the ring connectors.

The compact sized SpeedCharge charger has a 2-amp trickle charge rate for 12volt batteries and a 4-amp

trickle charge rate for 6v batteries. Like the maintainer it also offers reverse hook-up protection.

The included versatile quick disconnect harness is supplied with three connector options; 50-amp clamps for top and side post batteries, a 12v accessory plug for in-car charging and ring connectors for permanent connection.



RIVERA PRIMO
Whittier, California, USA
Tel: 562 907 2600
info1@riveraprimo.com
www.riveraprimo.com

Touring brakes from Free Spirits



FREE Spirits, which has built its reputation on creating parts for Sportsters used in race series, has widened its product line with the development of an upgraded brake kit for H-D Touring models.

The Free Spirits Touring brake kits include two CNC machined, black anodized caliper relocation brackets, and two 320mm brake rotors and fixing bolts. The brake rotors feature high-quality, heat-treated braking surface throughout the entire thickness, and the hub features full floating pawls in aluminium.

FREE SPIRITS
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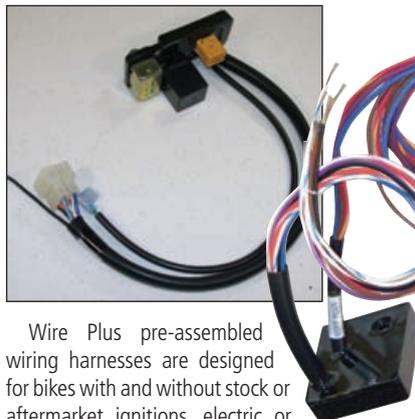
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Wire Plus control modules and harnesses

WIRE Plus has in production a wide variety of power modules and wiring harnesses for use on older production custom bikes that are now experiencing electrical issues.

Each kit includes a Wire Plus power module and switch control module configured to work with the ground input switches used on the factory bike. The modules are submersible, waterproof and compact sized with harnesses that are engineered to be smaller than any other on the market. The lighting control module controls the operation of the turn signals, and provides load equalization and auto cancelling. It also operates the rear turn signals as brake lights and running lights with one wire hook-up.



Wire Plus pre-assembled wiring harnesses are designed for bikes with and without stock or aftermarket ignitions, electric or

kick start and can be used with or without turn signals and a variety of other options. These mid-frame harnesses are for completely rewiring any manufacturer's bikes, including older Harleys.

WIRE PLUS

WIRE PLUS
Winfield, Kansas, USA
Tel: 620 221 2417
sales@wire-plus.com
www.wire-plus.com



New True Dual crossover from Samson

SAMSON'S newest exhaust system is a True Dual crossover Powerflow III 2-into-1 with black ceramic end caps.

The system is claimed to offer horsepower and torque increases of up to 20 percent. It is supplied complete with O2 sensor ports that accept factory or aftermarket sensors (12mm or 18mm), removable full coverage heat shields and removable baffles. Six different baffle options are available including the 'Decibel Killer'.



SAMSON MOTORCYCLE PRODUCTS
Brea, California, USA
Tel: 714 518 2480
info@samsonusa.com
www.samsonusa.com



New products from Drag Specialties

DRAG Specialties is well known for its lines of stock replacement and custom parts for Harley-Davidson motorcycles, but the company also offers workshop tools and accessories, and among these options is a **narrow center jack**. The jack features a large footprint design for stability, and has a durable rubber top pad to protect the motorcycle and prevents slipping when raising or lowering the jack. Raising and lowering is via a heat-treated hex drive that turns a worm gear for precise height adjustment.



A scissor jack is among the workshop tools offered by Drag Specialties

The lowered height is 3½in with a maximum raised height of 14½in. The narrow center jack deck measured length is 15in, and the width is 5in with a total capacity of 1,000 lb.

Part its core product range, Drag Specialties now has **LED running light/brake light assemblies** available. One version has been created to fit neatly under the rear edge of OEM chopped rear fenders on '07 - '13 XL 883N, 1200N, 1200X and 1200V models. The dual-function light assembly is available



The LED running light/brake lights are available with a red lens or a smoke lens

with a red lens or a smoke lens and includes the light, wire harness adapter and reflector.

The new **Riptide grips** from Drag Specialties are constructed from billet aluminum with a textured rubber sleeve. Matching footpegs and shifter pegs are available separately for a complete look on a bike. The grips (and pegs) are available in chrome or gloss black finish and sold in pairs for '84 - '13 models.

For riders looking for an alternative finish to chrome, Drag Specialties now has **switch cap kits** in gold available. The kits update the black OEM switch caps without replacing the entire switch. The switch cap kits come in six, eight or ten pieces to accommodate most '96 - '13 H-D models.

DRAG SPECIALTIES
Janesville, Wisconsin, USA
Tel: 608 758 1111
drag@dragspecialties.com
www.dragspecialties.com



Footpegs are available to match the Riptide grips



Gold is the new finish option on the switch gear cap kits for use with stock handlebar controls



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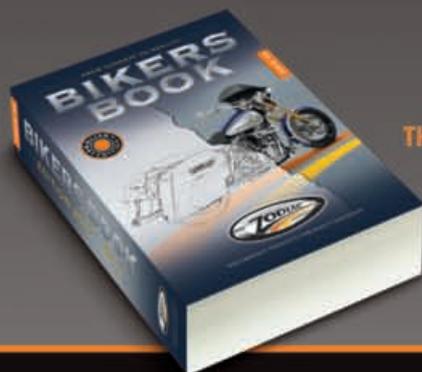
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Mr Luckys' universal mount Shorty mufflers

CREATING a universal muffler has been done by Mr Luckys by having alternative end diameters on the same body; one end fits 1 1/4in exhaust pipes, the other 1 1/2in pipes.

The 'Shorty Muffler' measures just 11 1/4in long and is available in either vintage antique copper or brass finishes, and clear powder-coated for resistance to corrosion.

The mufflers feature a removable baffle, and are supplied with a welded-on stud and flat-strap allowing universal mounting to the left or right side of just about any bike.

MR LUCKYS
Houston, Texas, USA
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info@mrluckys.biz
www.mrluckys.biz



Brass version



Copper version

Xtreme Machine Wrenched wheel

XTREME Machine's Wrenched wheel is manufactured at the Performance Machine facility to the company's exacting standards.

The wheel features a design where the spokes are twisted and then given a beveled edge.

The Wrenched is available in a choice of chrome or black anodized finishes.



XTREME MACHINE
La Palma, California, USA
Tel: 800 479 4037
info@xtrememachineusa.com
www.xtrememachineusa.com



Powertye E-Track modular tie-down system

POWERTYE'S 1ft E-Track kit mounts in truck beds and trailers to provide 12 secure tie-down anchor points that firmly secure motorcycles in transit. The eight-piece modular system consists of two 1ft sections of E-Track and a pair of snap-in fittings with integrated steel O-ring hooks, complemented by four rubber end caps that keep anything from being

trapped underneath them.

Zinc plated, 12-gauge steel is used in the construction of the 5in wide track, which has six evenly spaced 2 1/2in by 1in slotted anchoring points.

Powertye's heavy-duty, spring-loaded O-ring hooks snap quickly and securely into the E-Track anchoring slot. The tie-down rings are 1 1/4in in diameter and manufactured steel. The combination of hook snaps and rings are rated to handle loads up to 6,000lbs.

To cover more area or tie in multiple vehicles, E-Track also comes in 24, 36 and 58in sections. Powertye also has E-Track-specific tie downs and other hooks that snap into the rails.



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New range of parts at W&W

AMONG the latest additions to the W&W product line is a custom 'BBQ' headlight. The new light has a bottom swivel mount and a grill mounted on the bezel over the lens. The steel body is powder coated black and measures approximately 4in across. It is fitted with a S2/T4w, 12v, 35/3w bulb and is E1 approved.

The BBQ grill headlamp has a protective grill for the lens attached to the bezel



Originally designed for use on hot rods, the Moon oil tank has now been adapted for use on motorcycles. The Moon oil tank has a one-gallon capacity and uses three tab stays, which need to be welded to the bike's frame as brackets that are matched to pre-fabricated mounts on the tank itself. Outlet, return, vent and drain are located on the bottom on the kickstand side. All mounting hardware, a tank cap and three hose fittings are included with the tank that measures 14.5cm in diameter and 26cm long.



The Moon oil tank is supplied with mounted tabs that weld to the bike's frame



The Big Kahuna kicker pedal uses a modified standard Harley kicker shaft for serviceability

The Roland Sands Design Moto Crossbar handlebar uses the company's proprietary two-tone Black Ops finish



The design of the Mesinger No.1 Cushion Suspension seat dates back to 1915



The Lejonkulan Duke saddlebags are available in both straight and slant styles and a choice of brown or black leather

Cast aluminum is used in the construction of the Big Kahuna kicker pedal, which uses a modified standard Harley kicker shaft for serviceability. Bolt, shim and spacer are included.

The 'Mesinger No.1 Cushion Suspension' seat, now in stock at W&W Cycles dates back to 1915, when it was first used on a Harley-Davidson. The Factory stopped offering it as stock equipment around 1925, but it remained popular for the aftermarket. The saddle top has a freely suspended center section, which is adjustable by means of the front tensioning screw. Besides stock mountings it also fits all large saddle tees 1934 and onward, allowing it to be easily retro-fitted on later models.

A second new leather offering from the German distributor is the Lejonkulan Duke saddlebag range. Slightly smaller than the Bamse series of bags, the Duke bags have four straps on the lid to help attach a sleeping bag, tent, etc and a large front pocket. The interior backside is reinforced with a leather covered steel plate to improve the overall stability of the saddlebag, while the outer backside is doubled with leather to protect the bag against the chainguard, shock and axle. The range of Duke saddlebags includes straight back bags for Softtail models and rigid frame bikes, and shaped back versions for bikes with conventional shocks.

In typical Scandinavian style the bags are used as left-side single saddlebags. However, if the bike's exhaust system allows for it, the straight back versions can be used as pairs on either side.

Among the Roland Sands Design (RSD) the parts being carried in stock by W&W Cycles is Moto Crossbar handlebar. Taking its styling cues from motocross, the bar features a stylized billet crossbar with Heim joints on both ends. Sold in the 'Black Ops'



The Roland Sand Design Clarity cam cover has a window to allow the engine's moving parts to be seen



The Chop Works CV carb cover is cast in aluminum

finish, the 1in diameter bar is 101cm wide, 13.5cm high and has a 9.5cm sweep.

The RSD options continue with the availability of the company's Clarity cam covers. The direct replacement covers for Twin Cam motors have a machined billet housing and transparent polycarbonate lenses to show the cam gears, chain and support plate. A special coating on the clear windows does not allow oil and grease to adhere, and an abrasion and UV resistant film protects the surface from yellowing, marring and breakage. All mounting hardware and a gasket are included. Matching Clarity derby covers and air cleaners are also available, with all the pieces being offered in a choice of black Contrast Cut, chrome, or Black Ops finishes.

Another new product now being offered by W&W Cycles is the Chop Works CV carb cover. The cover, which is cast from aluminum, replaces the stock carb top.



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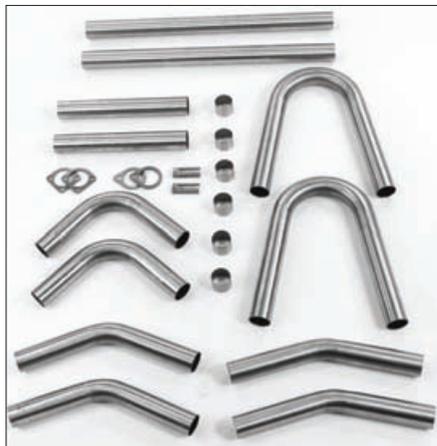
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Paughco pipes and kickers

PAUGHCO'S 'Build Your Own Pipe' kits include all the pieces needed to custom fabricate a 1 3/4in exhaust system. Each kit gathers together a combination of bends, straight pieces and flanges for most popular models. Kits are available for Iron Sportsters, Panhead, Shovelhead and STD heads, Evo Big Twin, late Sportsters and Twin Cam machines.



The kickstart pedal by Paughco is literally just that, as the design incorporates the word KICK. The pedal shaft is CNC machined from solid bar stock and comes with mounting bolt and hardware. The pedal is available in brass or black gloss finishes.



PAUGHCO
Carson City, Nevada, USA
Tel: 775 246 5738
info@paughco.com
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EVB 2SL enclosed belt drive conversion



BDL'S EVB closed primary belt drive series is one of the most popular units produced by the company.

The included EVB series clutch baskets feature 12 cylindrical, replaceable clutch dogs which allow plates to maintain constant contact. The company's exclusive Kevlar clutch plates provide maximum grip and smooth operation.

A fully polished pressure plate features nine shoulder bolts and springs which can be easily changed to adjust clutch pressure to the rider's liking.

The kit also includes a totally sealed inner primary bearing.



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Progressive Suspension 944 Series shocks

PROGRESSIVE has built upon the success of its 940 Series shocks among H-D Touring riders with the introduction of the 944 Series. The new shocks, which are now available through MAG Europe, feature new frequency sensing technology (FST).

Progressive's engineering team describes FST as like having two sets of shocks on a bike. One set to comfortably and efficiently smooth away irregular road surfaces, and a second set to handle the big hits like speed bumps, bottoming control and cornering stability.

One item that remains unchanged from previous generations of the shocks is the combination of a progressive rate main spring with a flat wire compensator spring. This arrangement is said to compress under the weight of the bike, but readily extends when needed, to allow for full droop travel. The result is a bike with a 1in lowered height that rides better than the taller factory set-up.

The new 944 shocks feature all aluminum body, deflective disc valving, unique FST circuits and progressive rate springs. Like previous versions, the 944 Series is preload adjustable by turning the top cap and can be easily set up for rider weight and riding style. Available in standard and heavy duty spring rates.



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1976



DHC 1100
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NOVA V-4
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XR 1000
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TWIN CAM 88
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Klock Werks' Flare windshield options



KLOCK Werks' range of Flare windshields has expanded over the years since the revolutionary design was first launched, and is now available to cover most H-D applications. The original patented design brought to the market 'hips' at the outer edge of the shield that re-route the air to add downforce to the front of the bike, which is said to aid stability. In addition, the windshields also feature a 'flip' at the top that kicks the air up so it flows back as clean, less turbulent air.

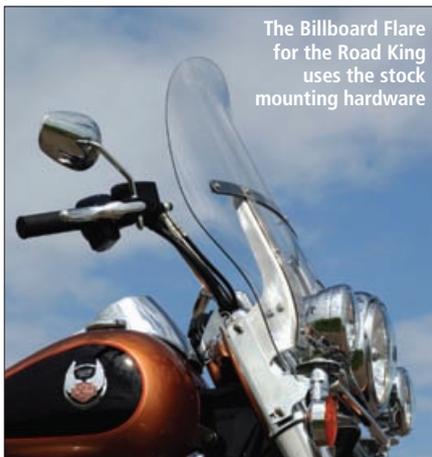
The Flare for use on '86 - '13 FLHT, FLHTC, FLHX, and H-D Trike models, and other Batwing style fairings, is available in 3.5in, 6.5in, 8.5in and 11.5in heights.

The Road Glide Flare is available in 16in, 12in and 8in heights to fit '98 - '13 FLTR, FLTRX models.

For Road King and Softail models, KlockWerks offers their Billboard FLARE Windshields which are used in conjunction with the factory mounting brackets and hardware.

Most models use the common "H-Style" bracket, but KlockWerks also has a Billboard FLARE Windshield for those models running the Nostalgic "U-Style" bracket. The patented flip and hips will also be found on the versions specifically designed to fit most Sportsters and Dyna models using quick-release brackets. Multiple sizes and colors available.

KLOCK WERKS
 Mitchell, South Dakota, USA
 Tel: 605 996 3700
info@kustomcycles.com
www.kustombikes.com



The Billboard Flare for the Road King uses the stock mounting hardware



A version of the Flare Billboard screen can be used on Sportster and Dyna models

Softail Big Shots Staggered

VANCE & Hines' range of Big Shot Staggered pipes includes a version to fit 2012 Softail models.

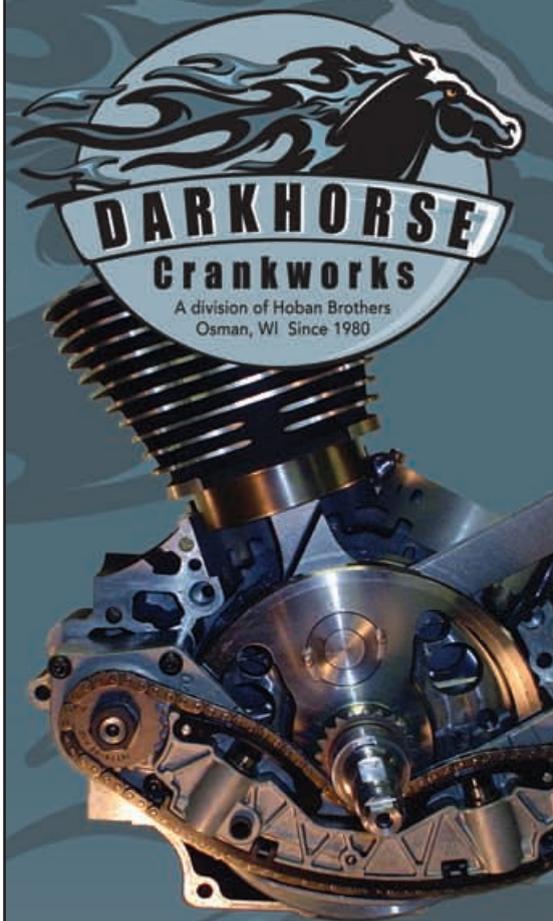
The 2-into-2 pipes are said to offer 2-into-1 like performance due to the Vance & Hines 'Power Chamber' hidden crossover. A one-piece, full-length heat shield and slash-cut CNC machined end-caps are fitted as standard to the pipes as are louvered-core baffles, with optional quiet baffles available.

As with all of its 2012 exhausts, Vance & Hines has designed a new flat plane mounting panel for the 12mm oxygen sensors, which positions the sensor deeper into the exhaust stream, providing enhanced data feedback to the ECM.

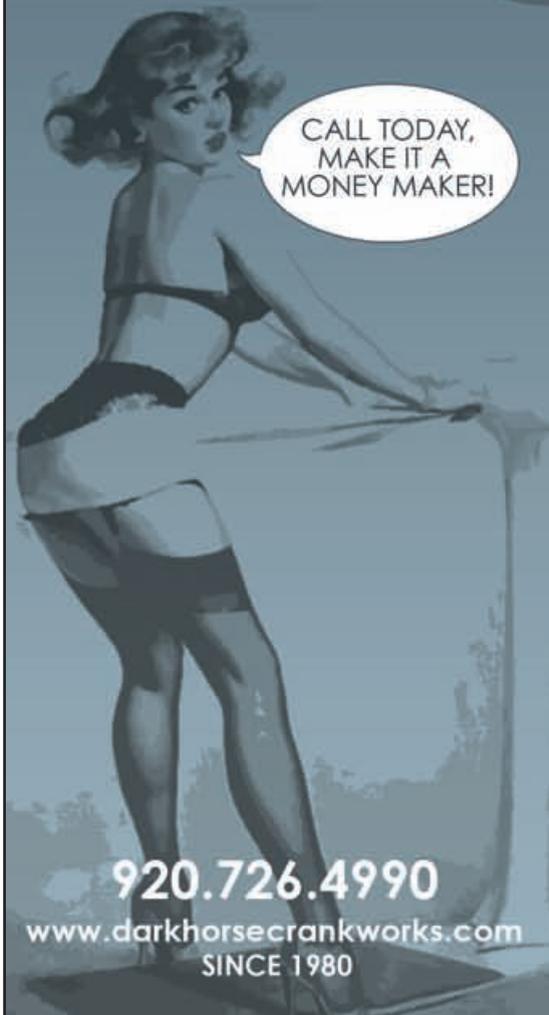
The Softail Big Shots Staggered pipes are available in a choice of chrome or matt black finishes.



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RSD Regulator levers



ROLAND Sands' Regulator levers are fully adjustable replacements for the stock control lever.

Available to fit '96 - '11 Big Twins, '96 - '03 XL, '12 XL and '12 FL models, the levers feature twist adjusters to change the lever distance from the handlebars. The 1.4in of adjustment is made up of a .47 reduction over stock and .95in of extension. The levers can be purchased singularly or in pairs and in chrome, Contrast Cut or Black Ops finishes.



ROLAND SANDS DESIGN
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www.rolandsands.com



Zipper's Red Shift cams and Cam Zip Kits

ZIPPER'S is now offering its Red Shift cams in two new grinds; the 525 and 527.

The Red Shift 525 cams have been developed for use in the 96ci and 103ci engines in '07 and onward Touring models. The cam is said to have a profile that offers gains in hp and increases in early torque, with immediate throttle response and acceleration at or below 2,000rpm without detonation. This change equates to acceleration from 50mph onward in 6th gear without the need to down shift. Zipper's claims that the Red Shift 525 cams are the industry's most powerful torque cams for engines with unmodified heads.

Zipper's second new Red Shift option, the 527 cam, is a high torque design developed especially for '07-up Twin Cam engines. Like the 525, the 527 is said to deliver immediate passing power in 6th gear. The Red Shift 527 cam offers increased torque from 2,200 to 6,000rpm, and is a bolt-in option for engines with unmodified heads and can be used with either stock or adjustable pushrods.

Alongside the new Red Shift cam grinds, Zipper's is also offering its other cam grinds in complete kits. The company's 575, 577, 525 and 527 Red Shift cams are supplied with Pro-Taper pushrods (if needed), Torrington cam bearings and a James cam change gasket set in the kit packages.



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Factory Twin Cam shortblock

HARLEY-Davidson Genuine Motor Accessories has a new crate motor option available with its Twin Cam bottom end manufactured to OEM specs.

The shortblocks, which feature pre-assembled cases, flywheels, bearings and rods, are manufactured and assembled at the H-D Pilgrim Road engine assembly line. Each kit includes current-spec OEM cam plate, oil pump and cam drive components, and the gaskets, seals and most of the hardware required to complete the engine and install it.

A choice of Screamin' Eagle Stage kits with cylinders, heads, and cams for desired displacement

can be used to finish the engine.

Shortblock assemblies are finished in black powdercoat, and can be the basis for 96ci to 103ci engines. Each is stamped with a new VIN number, and includes MSO (Manufacturers Statement of Origin).

Two crate engine shortblock kits are available; to fit '07-later Dyna and Touring models (except CVO), or to fit '07-later Softail models (except CVO).

www.harley-davidson.com



Scooped Swoop side covers

BAGGER Nation, the Touring bike parts business established by Paul Yaffe, now has an option for riders looking to clean up the area between the bike's tank and hard bags. The Bagger Nation Swoop side covers have been designed specifically to work with stretched gas tanks on either stock or stretched bags.

The 3-D molded composite stretched side covers are a direct snap on replacement for the stock covers. They are not a skin that requires trimming, shaping, gluing or screwing.



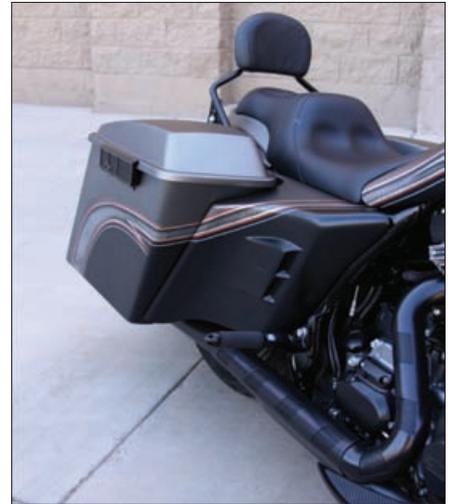
Swoop covers are available in two styles, Smooth or Scooped. Versions of the covers are available to work with Bagger Nation's Big Bags, CVO stretched bags or stock bags from '92 - '13.

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Heel shift lever eliminator



PINGEL Enterprise has released a version of its heel shift lever eliminator that is compatible with 2013 FL and Softail models.

The heel shift lever eliminator kit removes the heel shifter and is easily installed to provide increased floorboard space.

Made from billet aluminum, two fitment models are available: Dressers, Road King, Road Glide and Street Glide models '84 - '13 and Softail models '86 - '13.



PINGEL ENTERPRISE
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info@pingelonline.com
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KewlMetal gauge covers

KEWL METAL continues to expand its line of Victory accessories with the introduction of its new gauge covers, which fit over the stock gauges on the Victory Cross Country.

The covers are being offered in chrome, black, black contrast cut and chrome cut finishes and plain, gem cut, jewel cut, diamond and finn styles.



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Super Shield air cleaners from Wimmer

LEE Wimmer has extended the range of air cleaners he offers under his Wimmer Custom Cycle brand with the introduction of his latest design; the

Super Shield. Offered in a range of different finishes, the Super Shield fits all applications and has a cotton oil-less filter inside. A tailored rain sock for extended weather riding is also available.

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Kustom Tech fork brace

KUSTOM Tech has extended its product range beyond the hand controls and brakes it is well known for with the introduction of a drag bike style fork brace.

Made from billet aluminum, the brace fits 39mm and 41.2mm Showa front ends with versions available to fit X-FXR models with 21in front wheels and Narrow Glide triple trees and FXWG-FXST models with Wide Glide triple trees.

The brace can be ordered in a choice of polished, satin or black anodized finishes.

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Motorcycle Storehouse increase product range

MOTORCYCLE Storehouse has extended its product range with the addition of traditional **OEM style wheel rims**. The company has the 40-spoke rims in 3.50 x 16, 4.00 x 16, 4.50 x 16 and 5.00 x 16 sizes, in chrome and a limited choice in black. The rims are available in rubber or metal side valve fitting and some with a metal center valve.



The OEM style 40-spoke rims at Motorcycle Storehouse are offered in chrome in all sizes and a limited range of sizes in black



A chrome finish is applied to black coils to brighten up the OE style fitting



The Arlen Ness Shooter slip-ons have a chromed body finished with a contrast machined, billet aluminum end cap

A second stock replacement part is an **ignition coil**. However, the option offered by Motorcycle Storehouse is given a chrome finish. The '85 – '99 stock style regular black coil has been vacuum metalized to give the appearance of chrome. It is a process that evaporates metal on to the plastic in a vacuum chamber and alleviates the need to use a separate chrome coil cover. The chrome coils are available in 3, 4 and 5ohm versions to cover all H-D models, excluding Twin Cams.

It is not only its own range of parts that has been expanded at Motorcycle Storehouse, the distributor is now also carrying the **Arlen Ness Shooter slip-on mufflers**. Supplied ready to install, they feature steel cored baffles, a 2 1/4in diameter chrome plated muffler body and billet aluminum, contrast machined, end caps. The slip-ons are a direct replacement for the stock muffler and use the stock headers and hardware on '07 – '13 FXST, FLSTN and FLSTF Softail models, '95 – '13 Dyna (excluding '08 – '13 FXDF and '10 – '13 FXDWG) and '04 – '13 Sportsters.

The exhaust options at Motorcycle Storehouse now include the **Biltwell weld-on exhaust flange set**. Flange sets are available for Panhead, Shovel, '84 – '99 Evo Big Twin, '99 – '13 Twin Cam, all '86 – '13 Evo XL and all '57 – '85 Sportsters,

Most H-D engine styles are covered by the weld-on exhaust flange kits from Biltwell that are now available through Motorcycle Storehouse



making it easier for users to create custom exhaust systems.

An innovative new piece from No School Choppers, which is now available through Motorcycle Storehouse, is a shock-mounted taillight, known as the **Shock Light**. It mounts to the lower shock bolt, on either the left or right side of the bike, and provides a taillight and a license plate mount in one piece. The license plate holder is designed to be used with US sized license plates.

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The Shock Light, from No School Choppers, combines a taillight and license plate holder in one unit that bolts to the lower shock eyelet

Bare Knuckle Strongarm risers

BARE Knuckle Choppers' new handlebar risers are the Strongarm. Due to the slim profile of the risers, users can run narrow bars with them. Bare Knuckle claim that thanks to the use of clamp bolts that tighten at opposing angles, the handlebars cannot slip or rotate. The Strongarm risers are manufactured in the USA from 304 stainless steel and use 12-point stainless steel ARP fasteners.

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Rick's enters touring market

RICK'S Motorcycles has long been known for its extensive custom billet wheel line, wide tire conversion kits and V-Rod accessories, and now Patrick Knörzer, the eponymous Rick, has turned his design talents to creating parts for H-D's Touring models. The move into parts designed specifically for Baggers follows on from Rick's design wheels, brakes and pulleys being already used on these bikes.

After becoming an authorized Harley-Davidson dealership in early 2011, Rick's has seen an increase in interest in Touring bikes, and that same year Knörzer began offering a 23in front wheel option and developing a complete line of Bagger parts.

"As with all our parts, the ease of assembly and perfect fit to the bike is of utmost importance with the Bagger parts, because we use them in our daily work, and we also want to supply other customizers and customers with the best quality parts that we can manufacture," says Rick, talking about the company's parts development program. The parts that he and his team developed were first seen in the Harley-Davidson Village at European Bike Week at Faak in Austria. This was followed by a fully-equipped Rick's Road King Bagger being displayed at Rick's Day 2012 in October. That bike was fitted with all the bolt-on parts from Rick's Bagger range, as well as having had the front end adapted to work with a new set of Rick's Rodder wheels with a 23in rim on the front.

In order to retain the correct geometry with a 23in front wheel, Rick's has created seven-degree raked Touring triple trees, complete with TÜV-approval. The new trees can be used with both 23in and 26in wheels, while retaining the stock length forks. However, Rick's does recommend the use of progressive springs in the fork legs.

The triple tree kits are available for the Road King and all Electra Glide and Street Glide models and come complete with mounting hardware and instructions.

Created to work with the raked triple trees, Rick's Touring headlight mask compensates for the additional rake in the trees. Manufactured from heavy-duty fiberglass with additional aluminum inserts at the four mounting points, it re-uses the



stock lamp insert, headlight ring, fork lock and handlebar cover. A stretch of 2in in the housing gives it an additional custom look, as well as allowing room to conceal cables and wiring.

Another change that needs to be made to the front of a touring bike when a 23in or 26in wheel is used is the fender and, of course, Rick's has this covered. Manufactured from steel, the fenders are strong enough to act as a fork stabilizer, ensuring the fork legs work in parallel.

The final front end change offered by Rick's for the front of touring bikes is a 30mm stainless steel handlebar. The TÜV-approved 'bar features integrated adjustable risers and is approximately 310mm tall. The stock Road King handlebar and riser cover can be retained, and likewise stock controls can be used as well as aftermarket units. Street Glide owners are offered a 400mm high version and Road Glide riders have a 370mm high option.

Continuing the custom look options for touring models is a stretched tank, which like the front fender is made in-house from heavy gauge steel. The version used on the display bike has been further modified in the shop with the addition of audio speakers facing forward from the front sections of each side of the tank.

Fiberglass rather than steel is used in the construction of Rick's filler panels that bridge the gaps in front of the bike's hard bags. The new side fillers work with stock and CVO bags and simply stick over the existing side covers.

More fiberglass is used for Rick's 'Touring Tail' fenders, which are a straight swap-out for the stock item. The Touring Tail ends are available in both an EC-homologated version with orange indicators and

extra taillight on the license plate, or as a custom version with black glass indicator/taillight combination. The license plate base plate integrates into the fender.

The Touring Tail has also been designed to work with Rick's stretched Touring cases. Constructed from ABS plastic material, to allow higher strength, and better surface quality for the paint job than fiberglass, the cases have been shaped for a dual muffler exhaust system, big enough for stock and multiple choices of custom aftermarket systems. The stretch on the bags offers an additional 4in of storage space on each side, and they fit to the stock mounting points. Either the stock size top covers of Harley-Davidson's cases or aftermarket lids can be used. For this build Rick's used the stock H-D CVO to integrate additional speakers for the sound system.

"We still have a lot of ideas that will be introduced in the coming months," says Patrick Knörzer, talking about his plans to introduce more parts for H-D Touring models, "but we believe in quality and will develop and test the parts thoroughly before bringing them to market."



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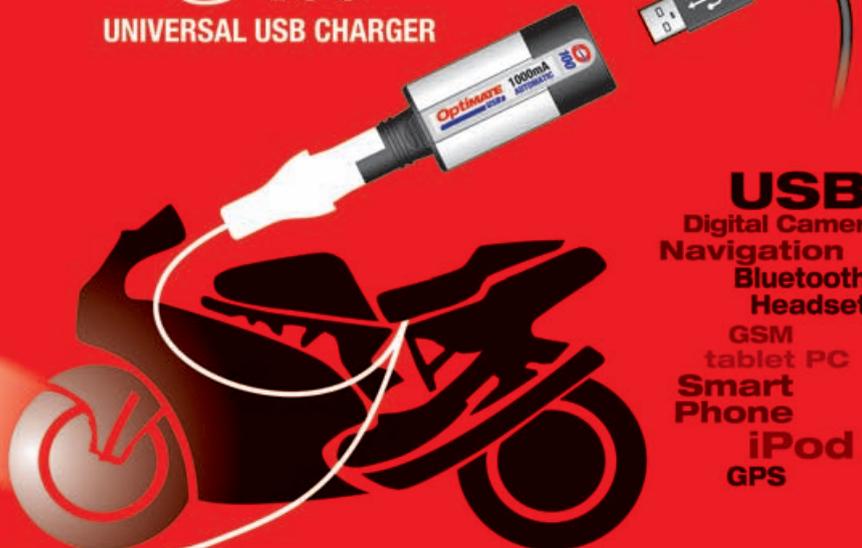


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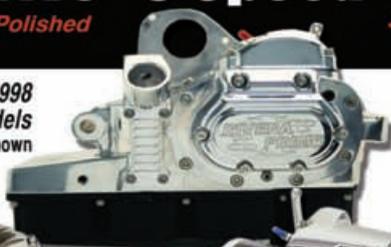
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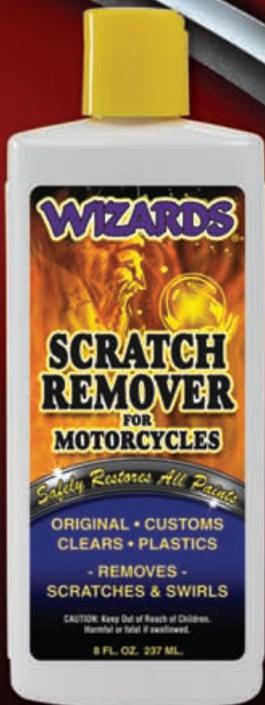
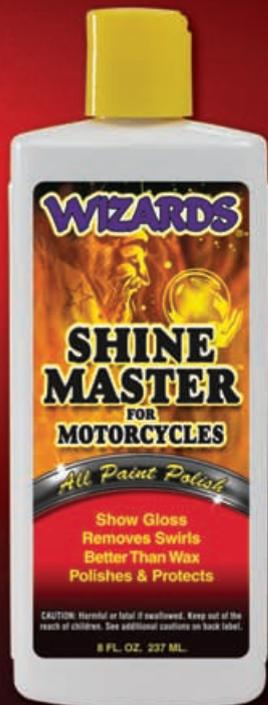
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CHAINED TO THE HILL

Like many custom bike builders, Jeremy Cupp, of LC Fabrications, often looks to older race bikes for inspiration. However, unlike other builders he has not looked at the machines campaigned on the wood of the board tracks, rather the dirt of hill climbs. The result is 'Old Black', a homage to the bikes used in '30s hill climb events. The difference being that this particular bike is collecting trophies at bike shows, not races!

THE build of Old Black, the bike from LC Fabrications which took second place in the Freestyle class at the 2012 World Championship of Custom Bike Building, began immediately after its builder Jeremy Cupp returned home from the 2010 Championship. While at the Championship that year Jeremy looked at the history behind Sturgis and in particular the part played by the Jackpine Gypsies and their ongoing hill climb races. As Jeremy himself says: "I'm into design from the '20s and '30s, and I wanted to pay tribute to the early Sturgis hill climbers and the Jackpine Gypsies."

He then went on to explain why he based the build around an XL motor, saying: "I like to mix modern technology in there too. That's why I used the Ironhead Sportster motor." However, it is only on

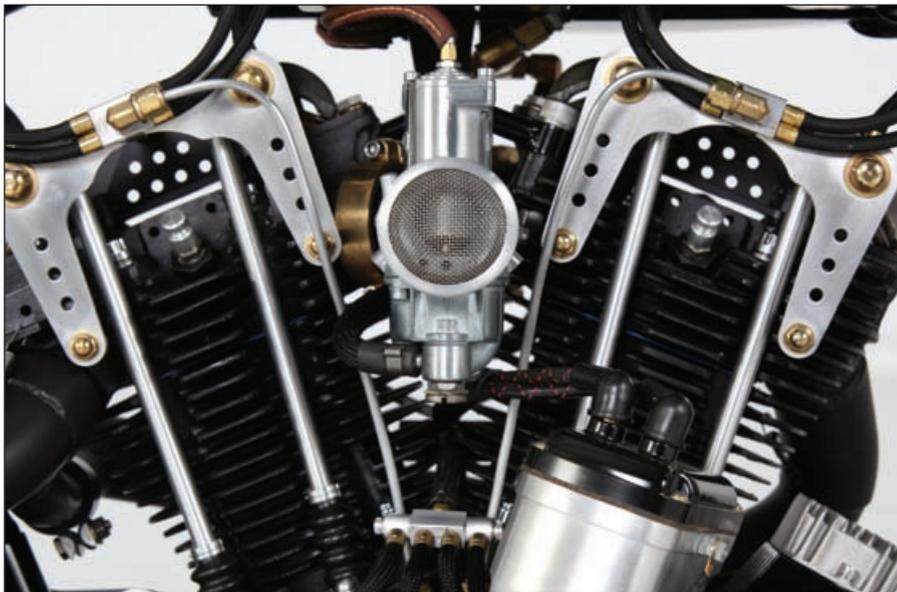


Jeremy Cupp, the man behind LC Fabrications, built 'Old Black' after being inspired by the racers and hill climbers who helped start the Sturgis Rally

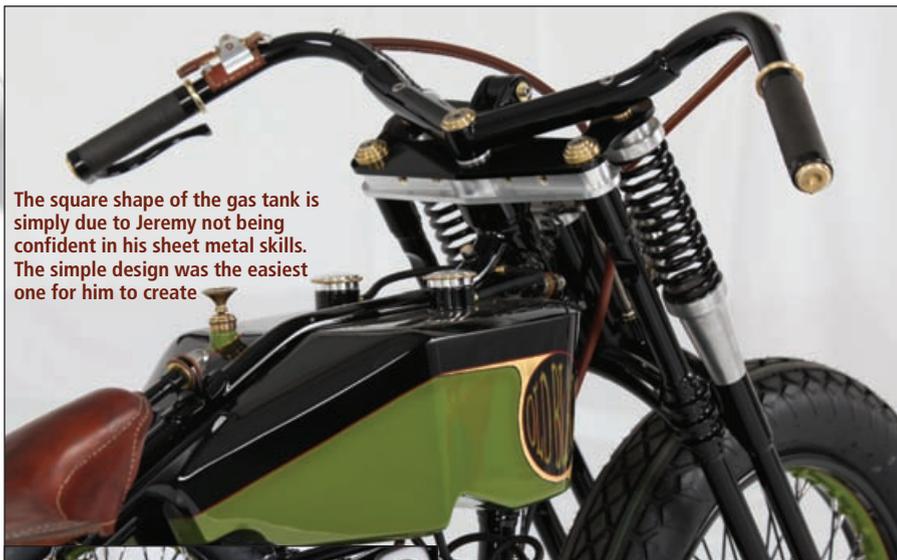
close examination that it becomes apparent what the motor started life as. The rocker boxes have been removed and the rockers re-engineered to include internal oil feeds. The inspiration for the look came, Jeremy says, from seeing a Shovelhead engine with the rocker boxes removed. The changes to the engine are not limited to the rocker design, as the front cylinder head is actually a rear head that has been spun through 180 degrees to allow twin Amal carbs to be fitted.

Jeremy completed his work on the Ironhead by cutting away the transmission, which was then replaced by a gearbox from a 1964 BSA A10 coupled with a clutch from a 1973 unit construction Triumph. The unusual drivetrain choices continue with the final drive; from the gearbox a short chain connects to a jack shaft that allows a final drive chain to run to each side of the rear wheel. The reason for the dual drive set-up is that Jeremy felt it would be the sort of arrangement a '30s hill climb bike would run, even





Jeremy modified the Sportster heads so that the rockers were exposed, but had internal oiling



The square shape of the gas tank is simply due to Jeremy not being confident in his sheet metal skills. The simple design was the easiest one for him to create



A jack shaft from the transmission allows twin final drive chains to run on either side of the rear wheel

though he has never seen it done.

Having done all the drivetrain work, Jeremy then turned his attention to crafting a frame to hold it all. The single-downtube frame features an extended bolt-on rear section to give the longer wheelbase that characterizes a competition hill climb bike. He then turned his attention to building a Springer fork. The design for the fork was based on that used by Excelsior and uses an early British motorcycle rear shock for its damping.

To get Old Black rolling Jeremy then rebuilt a 19in BSA front wheel and a 19in Triumph wheel. The



The chains wrapped around the rear tire provide a visual clue to the hill climb racers who inspired Jeremy's World Championship bike build



Due to Jeremy's lack of sheet metal fabrication skills he used a H-D WLA rear fender for Old Black

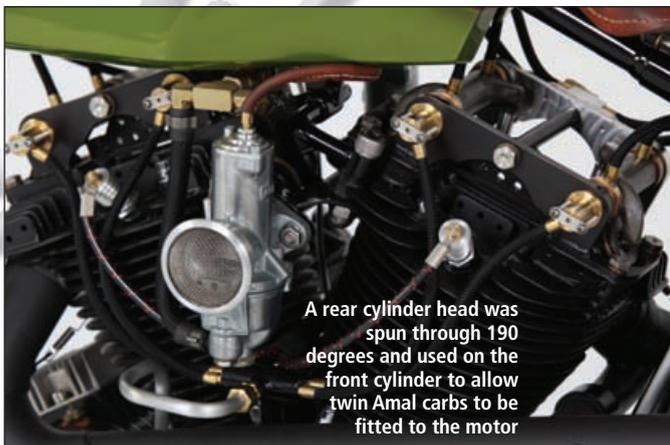
rear features BSA drum brakes on both sides to visually balance the twin drive sprockets.

While flat sided tanks are a familiar sight on '30s style bikes, that is not the only reason such a design is used on this bike. By his own admission Jeremy does not have the best sheet metal fabrication skills, and so the simple tank was the easiest style for him to make. Acknowledging, once again, his lack of metal beating skills, he then used a rear fender from a H-D WLA, rather than try and make his own.

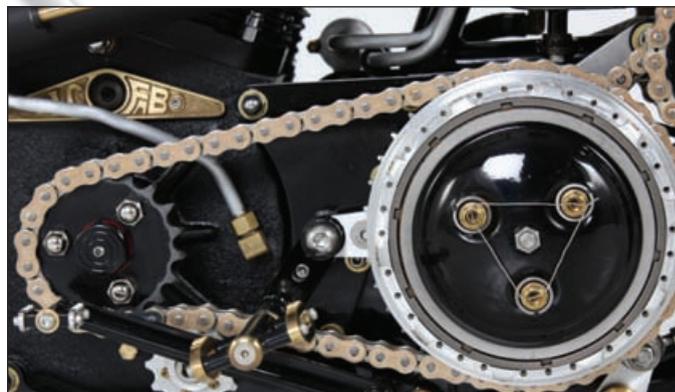
Despite Jeremy's admission about his sheet metal working skills, his obvious talent for bike building has been recognized by his fellow Championship competitors who placed Old Black second in the Freestyle Class at the Sturgis event.

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A rear cylinder head was spun through 190 degrees and used on the front cylinder to allow twin Amal carbs to be fitted to the motor



After cutting off the stock Sportster transmission, Jeremy adapted a BSA gearbox and Triumph clutch to fit

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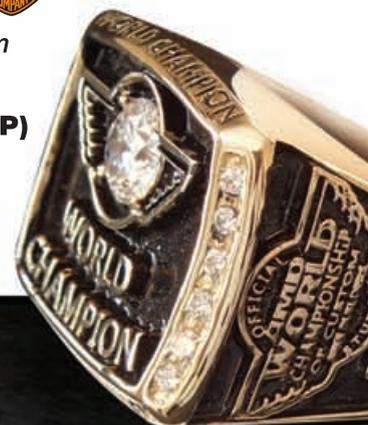
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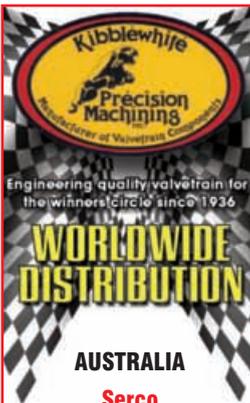
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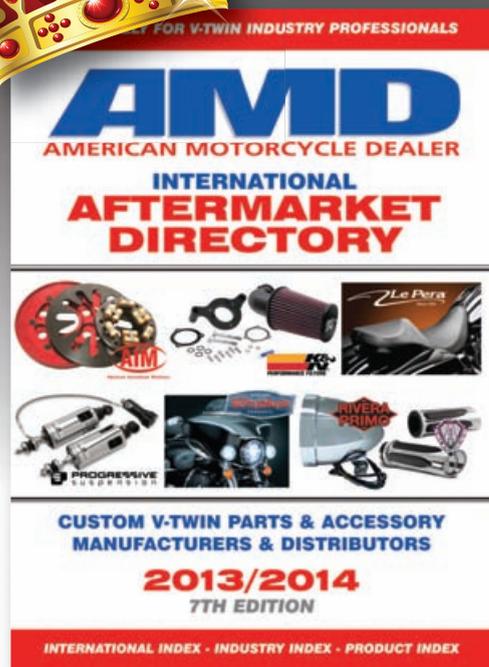
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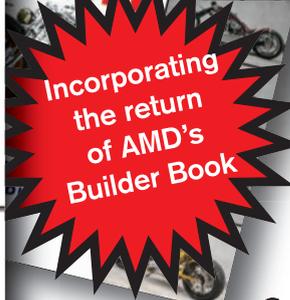
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Like the Beaulieu event, which will be taking place again in 2013, the London show - CUSTOM:ExCeL - will be an affiliate event to the World Championship of Custom Bike Building. The overall 'Best in Show' winning bike and builder will receive prize money to cover bike shipping and personal travel costs to Essen in

Germany, to compete in the World Championship.

Prizes to the value of £2,800 have been donated by Zodiac for the winning and placed show bike builders at CUSTOM:ExCeL in the Freestyle class, while for the Modified Harley-Davidson, Old School Chopper and Streetfighter Performance Custom classes trophies have been sponsored and supplied by custom bike magazine 100% Biker.

There will also be a collection of custom exhibitors participating in the show weekend including Harley-Davidson UK, Zodiac, Crazy Horse

Custom Cycles, Harrison Billet, Altamura/BLD, Fat Skeleton and MAG Europe, plus many other exhibitors in the main show.

In addition, during each day of the show, there will be industry champions and celebrities talking about interesting stories and anecdotes relating to their experience of custom bike building and riding.

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Lorne Cheetham (right) of Ocean Events congratulating Frenke, of Abnormal Cycles, on his win in the Freestyle Class at the 2012 Beaulieu Custom Show

PARTS EUROPE to be a 'Founder' exhibitor at the all new BIG BIKE EUROPE expo in May 2013

PARTS EUROPE, the Germany based European headquarters for the Parts Unlimited and Drag Specialties distribution businesses (that are a part of the American LeMans Corporation), will be a 'Founder' exhibitor at BIG BIKE EUROPE in May 2013. The market leading distributor in the United States had been working on European expansion plans for several years, and their 16,500 sq m (150,000 sq ft) state-of-the-art Parts Europe warehouse was opened at Konz/Trier in Germany in 2010. BIG BIKE EUROPE is an all-new 'Pro-Grade' expo concept for the motorcycle industry in Europe, with the primary focus being on parts, accessories, custom, performance, service, workshop and tuning. A 'non-retail' expo, BIG BIKE

PARTS EUROPE

EUROPE is the new, permanent host event for the acclaimed AMD World Championship of Custom Bike Building (2013 will see the World Championship mark its 10th anniversary and first ever appearance in Europe), and will stage the first annual International Motorcycle/Custom Industry Conference. BIG BIKE EUROPE will be a three-day expo offering exhibitors an all-new Invitational/Open-admittance attendance strategy. The first day (Friday May 10th, 2013) is an "Invitation Only" day set aside for motorcycle

dealers, custom shops, custom motorcycle builders and customizers and their invited 'VIP Riders'.

The weekend (Saturday 11th and Sunday 12th) is open to general public, rider and enthusiast attendance.

It is estimated that some two thirds of the value of the European motorcycle market resides with the owners of Europe's 'Big Bikes' - the one third of motorcycles of over 250cc (source: ACEM). In addition to a population of some 18 million "high percentage motorcycle ownership" consumers within a

100km radius, Essen, Germany, (where BIG BIKE EUROPE is being staged) is said to be within a 400km radius of over 60 percent of Europe's franchised motorcycle dealers and custom shops, and some 65 percent plus of Europe's large displacement road registered motorcycles of all kinds (sources: International Motorcycle Industry Index, Moto Big Book, AMD Magazine, International Dealer News).

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