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AMERICAN MOTORCYCLE DEALER

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

Growth continues for Harley-Davidson throughout fourth quarter of 2012

MAR 2013

ISSUE #164

THANKS to the outstanding efforts of our employees, dealers and suppliers, Harley-Davidson achieved its growth and restructuring goals in 2012," said Keith Wandell, Chairman, President and Chief Executive Officer, commenting on the news that the Company has reported retail sales growth of 6.2 percent worldwide for the full year.

A strong fourth quarter in 2012 for the Company, with income from continuing operations of \$70.6 million on consolidated revenue of \$1.17 billion, compared to income from continuing operations in the year-ago period of \$54.6 million on consolidated revenue of \$1.18 billion, caps a year of gains for Harley-Davidson, marked by solid growth in earnings and retail new motorcycle sales.

For the full year, Harley-Davidson income from continuing operations was \$623.9 million on consolidated revenue of \$5.58 billion, compared to full-year 2011 income from continuing operations of \$548.1 million on consolidated revenue of \$5.31 billion. Full-year 2012 earnings per share (EPS) was \$2.72, up 16.7 percent from EPS of \$2.33 in 2011.

"The ambitious restructuring of our manufacturing operations, aimed at delivering better responsiveness for

customers and greater operating efficiency, is now largely behind us," Wandell said. He continued saying: "Motorcycle sales grew in 2012, fueled by exceptional products and retail experiences. Together with our dealers, we grew sales to US outreach customers faster than to core customers, grew US market share and continued to expand internationally.

"Harley-Davidson's purpose is to fulfill the dreams of personal freedom for people around the world. Through our strategy, we believe the Company is poised to deliver on that purpose like never before."

For the full year 2012, retail unit sales of new Harley-Davidson motorcycles grew 6.2 percent worldwide, with increases of 6.6 percent in the US and 5.6 percent internationally. Compared to 2011, Dealers sold 249,849 new Harley-Davidson motorcycles worldwide in 2012, with retail unit sales up 39.2 percent in the Latin America region, 14.3 percent in the Asia Pacific region and 6.2 percent in the North America region (US and Canada) and down 3.0 percent in the Europe, Middle East and Africa (EMEA) region compared to 2011.

In the fourth quarter, retail sales of new Harley-Davidson motorcycles increased 7.5 percent worldwide, compared to the prior-year period, with

unit sales up 8.4 percent in the U.S. and up 6.3 percent in international markets. Dealers sold 43,405 new Harley-Davidson motorcycles worldwide in the quarter, with retail unit sales up 23.5 percent in the Latin America region, 14.8 percent in the Asia Pacific region and 7.3 percent in the North America region and down 3.3 percent in the EMEA region compared to last year's fourth quarter.

Industry-wide US heavyweight new motorcycle (651cc-plus) retail unit sales increased 4.0 percent in 2012 compared to 2011.

Fourth-quarter operating income from motorcycles and related products was \$53.1 million, a 49.4 percent increase compared to operating income of \$35.6 million in the year-ago period. Operating income in the quarter benefited from lower restructuring costs and higher gross margin compared to the prior-year period.

Revenue from motorcycles during the fourth quarter of 2012 of \$771.1 million was down 2.6 percent compared to the year-ago period. The Company shipped 47,067 motorcycles to dealers and distributors worldwide during the quarter. In the year-ago period, the Company shipped 50,730 motorcycles. Fourth-quarter shipments were in line with guidance and consistent with the Company's previously announced plans

NEWS



PRODUCTS



'18' Described by its builder, Kreater Custom Motorcycles, as a high-tech café racer, '18' placed fourth in the 2012 World Championship of Custom Bike Building ...see pages 55-56

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EDITOR-IN-CHIEF

ROBIN BRADLEY
robin@dealer-world.com

PUBLISHER

SONJA WALLACE
sonja@dealer-world.com

EDITOR

DUNCAN MOORE
duncan@dealer-world.com

DESIGN & PRODUCTION MANAGER

BEN OAG
ben@dealer-world.com

DESIGN & PRODUCTION EDITOR

TOM JACKSON
tom@dealer-world.com

INFORMATION MANAGER

NEIL BLABER
neil@dealer-world.com

PUBLISHING MANAGER

BEN BRADLEY
benb@dealer-world.com

PROJECT MANAGER

SARA VINEY
sara@dealer-world.com

Chapman House,
Chapman Way,
Tunbridge Wells
Kent TN2 3EF, GB
TEL: 0044 (0)1892 511516
FAX: 0044 (0)1892 511517

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Krazy Horse: New motorcycle emporium 14
European and World Championship of Custom Bike Building competitor
Krazy Horse has moved to new custom built premises as it takes on
retail sales of the S&S-powered Morgan three-wheeled car



Bradley Report: 17-18
AMD introduces a new feature, a semi-regular column by founder
Robin Bradley based on news collected from his conversations
with market contacts, show visits, and his inbox...

Products: The new, the best and the must-haves 25-51



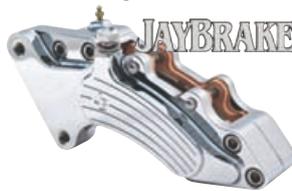
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World Champs: '18' by Kreater Custom Motorcycles 55-56
The 'Steam Punk' movement was the inspiration that Canadian
custom shop Kreater used when it built its 2012 World
Championship entry '18' and then went on to place fourth

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Reports of Cinci's demise greatly exaggerated

T HIS month's comment comes to you from T3 at Chicago's O'Hare Airport. It is Sunday evening and we are on our way back to London from the 13th annual V-Twin Expo at Cincinnati.

Our full report on the show will be in next month's AMD Magazine edition, but with my thoughts about the weekend still fresh, the report is a mixed one.

My thoughts about the show itself are positive, no mixed messages there, the mixed emotions I have, that a lot of people have, surround the market that V-Twin Expo serves.

Reduced to two days this year in response to exhibitor feedback and Drag Specialties' decision to no longer hold their Sunday night Super Bowl party and not bring all their road reps into town for the expo, Sunday became the new Monday as most dealers appeared to continue the trend of recent years to 'day-trip' the event.

Saturday was quite busy, indeed pretty much all the vendor reactions that I can recollect were positive about the attendance and the business done on the Saturday.

However, it is difficult to know whether that was because there were more dealers at the show, or whether the further reduction in show size and exhibitor numbers meant that those who were there benefitted from a first day attendance level that may have been down, but was shared among fewer vendors.

Either way, V-Twin Expo remains the best business opportunity our market has in North American terms, and one thing is for sure, if we didn't have it any longer, someone somewhere would sure as heck be trying to invent it.

Question marks do now exist about whether the conventional approach to a trade only expo formula that owes its origins to the 1960s and 1970s is valid any longer, but that is a debate that affects all trade shows, in all industries and is not one that is 'Cincinnati' specific.

T he primary show scuttlebutt at 'Cinci' swirled around the ongoing show-wars afflicting Advanstar's flawed attempts to defend its 'Indy' formula against the Orlando, Florida based new kid on the block.

While the 'mainstream' expo rivalry has revealed some of the flaws in the conventional trade expo model, if the new approach of combining trade and consumer attendance has got legs (and our own Big Bike Europe experience so far suggests it has) then fine, but having impaled themselves on their own hubris, Advanstar's now uncertain approach to its own trade show has caused enormous collateral damage to exhibitor confidence in shows in general. Having failed to rival it head-on, the fiasco that 'Indy' has become has managed to devalue the entire currency of dealer oriented trade shows in the Midwest, and as such threaten the status and future of the otherwise still viable, and valuably targeted

if reduced business opportunity that V-Twin Expo provides.

Thank goodness that in Easyriders, specifically in the shape of Joe Teresi and Jim Betlach, we have 'keepers of the flame', who have a genuine long-term commitment to the event and the market it serves, one that transcends some of the silly rumor making that was dominating the aisles these past two days.

Those rumors went all the way from major imminent exhibitor pull-outs, (mentioning no names, but ones that would indeed be most damaging) to an expo center contract that is about to expire without renewal.

As best as I can determine, those pull-out rumors are inaccurate, with the firms concerned actually more focussed on initiatives they can bring to the table to help strengthen the appeal of an expo that is simply suffering from the same cycle of market decline that has been affecting us all, and with the facility booked through 2016, the next three years of the show, at least, are assured.

The message I'd want to send to the market were I the owner of the V-Twin Expo would be simple - sure, let's all look at ways of improving what we do, that after all is the creativity that drives the capitalist model, but the very success of the show is reflected in the umbilical cord that connects its size and attendance to the size of the market.

As the level of available business in the v-twin industry has itself dropped off through the downturn, then it would be naive to think that there

is anything that an expo formula predicated on serving that business opportunity could do to drive dealer attendance in the opposite direction.

Conversely, with every single vendor I spoke to (80 or 90 of them) reporting that sales in 2012 were up on 2011 (even if in some cases we are talking low single digits) then common sense dictates that as the bellows re-inflate and sales growth starts to be also reflected in increased profits (the next stage in any recovery), then, as I said before, if we didn't have a V-Twin Expo to serve the market in North America, someone somewhere would for sure be ready to step in and create it.

Personally I/we had a great show in business terms and I am looking forward to being able to continue to do so through to the 16th annual V-Twin Expo and beyond.

if we didn't have the show, someone would be trying to invent it

Robin Bradley
Co-owner/Editor-in-Chief
robin@dealer-world.com



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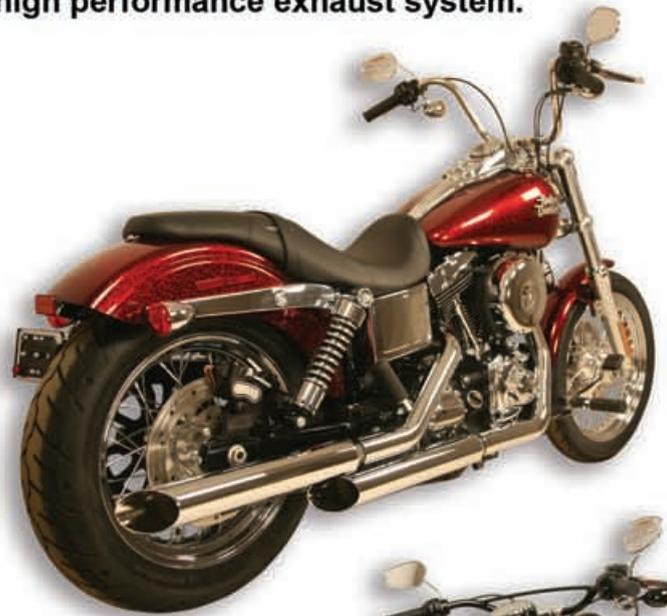


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for lower shipments in the quarter related to the implementation of seasonal surge production at York in the first half of 2013.

Revenue from motorcycle parts and accessories totaled \$161.6 million during the quarter, up 0.2 percent, and revenue from general merchandise, which includes MotorClothes apparel and accessories, was \$74.0 million, up 6.8 percent, compared to the year-ago period.

Operating income from financial services was \$63.0 million in the fourth quarter of 2012, a 10.9 percent increase compared to operating income of \$56.8 million in last year's fourth quarter. Full-year 2012 operating income from financial services was \$284.7 million, a 5.9 percent increase compared to operating income of \$268.8 million in 2011. Results for the fourth quarter and full year reflect continued improvement in credit loss performance year over year and lower interest expense.

The Company expects to ship 259,000 to 264,000 motorcycles to dealers and distributors worldwide in 2013, an approximate 4% to 6% percent increase from 2012. In the first quarter of 2013, the Company expects to ship 71,000 to 76,000 motorcycles, an approximate increase of 10 to 18 percent from the year-ago period. The Company's first-quarter shipment plan reflects the implementation of surge production at York in the first half of 2013. The Company expects full-year 2013 gross margin of 35.25 to 36.25 percent and capital expenditures of \$200 million to \$220 million in 2013.



www.harley-davidson.com

Harley-Davidson sales revenue and production data... **4th quarter 2012**

Income statements in \$1,000s (except share)	THREE MONTHS ENDED		TWELVE MONTHS ENDED	
	DEC 2012	DEC 2011	DEC 2012	DEC 2011
Net sales revenue	\$1,010,898	\$1,026,777	\$4,942,582	\$4,662,264
Gross profit	\$321,957	\$320,451	£1,720,188	\$1,555,976
Total operating income	\$116,103	\$92,380	\$1,000,176	\$829,967
Net income	\$70,639	\$105,680	\$623,925	\$599,114
Diluted earnings per common share	\$0.31	\$0.46	\$2.72	\$2.55
NET SALES REVENUE				
Figures are shown in \$1,000s	THREE MONTHS ENDED		TWELVE MONTHS ENDED	
	DEC 2012	DEC 2011	DEC 2012	DEC 2011
H-D Motorcycles	\$771,137	\$791,984	\$3,764,794	\$3,554,547
Parts & Accessories	\$161,564	\$161,182	\$859,945	\$816,569
General Merchandise	\$74,028	\$69,315	\$299,403	\$274,124
Other	\$4,269	\$4,296	\$18,440	\$17,024
MOTORCYCLE SHIPMENT DATA NOTE: H-D MOTORCYCLE SHIPMENT DATA IS NOT THE SAME AS RETAIL REGISTRATIONS				
United States	29,358	33,625	160,477	152,180
Exports	17,709	17,105	87,148	80,937
Total H-D	47,067	50,730	247,625	233,177
PRODUCT MIX				
	DEC 2012	DEC 2011	DEC 2012	DEC 2011
Touring	21,637	21,592	99,496	92,002
Custom	17,995	19,933	96,425	91,459
Sportster	7,435	9,205	51,704	49,656
Total	47,067	50,730	247,625	233,177
RETAIL SALES OF H-D MOTORCYCLES:				
	DEC 2012	DEC 2011	DEC 2012	DEC 2011
United States	25,753	23,753	161,678	151,683
Canada	1,047	1,214	10,573	10,502
Europe	5,360	5,997	37,027	39,334
Asia Pacific Region	6,707	5,844	24,481	21,416
Latin America Region	3,077	2,492	10,090	7,247
Total	43,405	40,359	249,849	235,188

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Sturgis Museum to be honored



THE National Coalition of Motorcyclists (NCOM) is set to honor the Sturgis Motorcycle Museum & Hall of Fame with a Silver Spoke Award in the "Special Recognition" category for its work in improving the image of motorcycling. The award is due to be presented at the NCOM annual convention in Reno, Nevada, in May 2013.

This is the first time in its history that

NCOM has awarded the Silver Spoke for Special Recognition to an organization rather than an individual. Previous winners of the award include a number of notable ABATE members from various states, a long-time NCOM Board member, the AIM Chief of Staff, an author and a publisher.

"We are extremely honored to be receiving this recognition from NCOM," said Christine Paige Diers,

Executive Director of the Sturgis Motorcycle Museum & Hall of Fame. "We will join a number of exceptional individuals who have received this award in the past."

The National Coalition of Motorcyclists (NCOM) is solely sponsored by the Aid to Injured Motorcyclists (A.I.M.) nationwide legal services program and serves as an umbrella organization for more

than 2,000 NCOM member clubs, organizations and associations worldwide, representing well over a quarter of a million politically active motorcyclists.

www.sturgismuseum.com

Rivera Primo 40th anniversary mini catalog

AS part of their celebrations for their 40th anniversary, Rivera Primo has released its new 2013/14 Proprietary Mini Catalog, which is now ready to go out to all its dealers.

The compact sized (5 1/4 x 7 in) has been designed to be easy to carry, even on a motorcycle, allowing dealers to offer

customers information on the Rivera Primo lines at every opportunity, or to distribute copies to customers to take away.

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15th anniversary Victory Cross Country Tour

VICTORY is celebrating 15 years as a motorcycle manufacturer with the launch of a strictly limited edition 15th anniversary Cross Country Tour.

The first Victory motorcycle, an Antares red over black V92C with gold

pinstriping, was assembled in Spirit Lake, Iowa, on the fourth of July 1998, and now 15 years later, just 150 15th Anniversary Cross Country Tour Limited Editions, featuring commemorative paint and special



anniversary badges, will be built on the same assembly line.

The 15th Anniversary Cross Country Tour Limited Edition features exclusive Antares red over gloss black paint, with gold pinstriping, 15th Anniversary saddlebag decals, 15th Anniversary numbered dash badge, 15th Anniversary fairing badge and 15th Anniversary stitched passenger backrest and custom seats.

Additional trim on the model includes chrome front fender trim, rear

fender trim, fuel cap, sprocket cover, engine covers, radio controls and cruise controls, switch cubes and saddlebag lid rails.

The bike is also supplied as standard with billet wheels, black blade windshield, Garmin GPS, XM radio, Kicker speakers and iPhone/iPod Cord.

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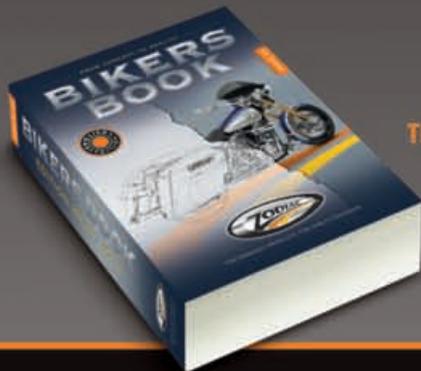
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Hot Leathers 30th anniversary catalog

HOT Leathers has released its special 30th anniversary edition 2013 catalog. New styles are available in the 265-page catalog, which is filled with more officially licensed products than ever before, including officially licensed merchandise from

Sturgis, Buffalo Chip and Arizona Bike Week. There is a selection of more than 30 brand new patch styles, a wide range of motorcycle and biker accessories from belts and bolts to zipper pulls and a large supply of motorcycle T-shirts.



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Phuket Bike Week 2013



CLAIMED to be the biggest motorcycle event in Asia, the 19th annual Phuket Bike Week 'ASEAN Ride Together' will take place over the week of Sunday 14th to Sunday 21st April 2013.

The event, which regularly attracts over 5,000 motorcycles with more than 30,000 visitors from 26 countries, has been timed to coincide with the Songkran Festival (Thai New Year) at Patong Beach, Phuket, Thailand.

During Phuket Bike Week (PBW) attendees will be able to enjoy among other things: a motorcycle exhibition and bike show, PBW custom bike contest, PBW tattoo contest, 'Ride for Peace' around Phuket Island, PBW motocross championships and an International music festival.



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S&S Cycle receives a Nifty 50 award

S&S Cycle has been received a Nifty 50 award from PowerSports Business Magazine for its new S&S T-Series long block engine. The Nifty 50 award is given to highlight the fifty best new products or services of the year. In long block form, S&S is offering the T-Series engine for '99 - '06 Big Twins without fuel or ignition systems. Options on the T-Series are T111 - 111ci,

T124 - 124ci, and T124LC - 124ci with slightly lower compression. The engines are supplied in either wrinkle black or silver powder coat finish to match stock components.

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SuperTrapp 2013 catalog

SUPERTRAPP Industries has been in the exhaust manufacturing business for 42 years, and in recent years it has expanded its product offerings with the acquisition of Jardine Performance Products, JayBrake and FPS Racing.

As a result of adding these new brands to the SuperTrapp business portfolio, the company's latest catalog now includes the parts it manufactures under these names but also brakes, hand controls, foot controls and radiators.

The 2013 all inclusive SuperTrapp catalog is also downloadable via SuperTrapp's website.



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Krazy Horse opens new motorcycle emporium

KRAZY Horse Customs, the Suffolk-based custom specialist and European distributor of both Zero Engineering Samurai Choppers and Kiwi Indian motorcycles, has opened a new multi-million pound facility in Bury St Edmunds.

The new custom built premises, at Empire House, Lark Valley Business Park, is on the edge of Bury St Edmunds and replaces the company's existing premises on Looms Lane, and includes the Rockers Café, a collaboration with London's world famous Ace Cafe.

The new premises also bring with them an increase in the range of machinery available from the custom build specialist, as it now features the S&S Cycle X-Wedge powered Morgan three-wheeler in the showroom. The Morgan car joins the existing range of Indian Kiwi motorcycles, Zero Engineering bikes and Krazy Horse's own custom builds.

A second project being undertaken between Krazy Horse and the Ace Cafe is the introduction of the Stonebridge Motor Company (StoMoCo) Limited Edition Ace 1200CR Street Special. The new bike is a cafe racer, which celebrates the 2013 anniversary of both Harley-Davidson (established in 1903) and the Ace Cafe (established 1938), respectively 110th and 75th anniversaries.

Talking about the move to the new premises, owner and MD, Paul Beamish, said: "We are delivering a whole new concept of luxury to the East of England for those with an interest in bikes, three-wheelers, hotrods, fashion, music and culture.

"This is a showcase facility where people can come and experience some of the very best motorcycle innovations on the planet and take in the world of merchandise and the all-action events that surround them. If



you want a classic motorcycle, Chopper, Bobber or three-wheeler that will combine function and form, we can deliver it to you - or if you just want to immerse in the culture generated by stunning street-machines, there is something for everyone – from coffee to cruising to clothing, we've got it all covered.

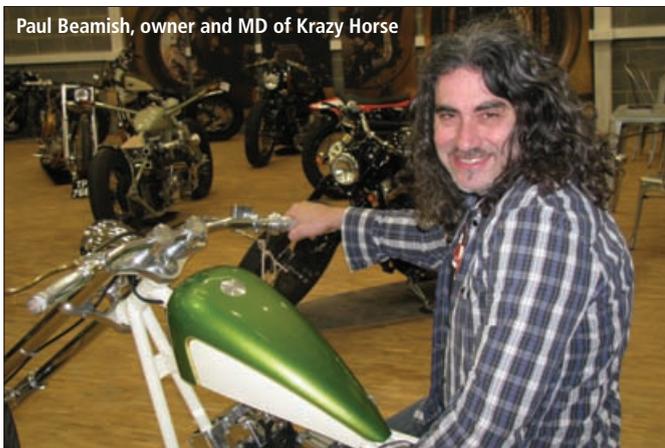
"To bring the Rockers Cafe, Zero Engineering, Morgan and other leading marques and brands to Suffolk makes this 'motor' emporium a key attraction for the East of England. We will be linking up with the best manufacturers in the industry to stage some memorable meets and events – mixing fun, fashion and creativity."

While the company's line-up of motorcycles and trikes is displayed on the ground floor, the upper level hosts the Rockers Café and the company's extended clothing range, which now includes Belstaff, Red Wing Shoes, Levi's, Levi's Vintage Clothing, Dickies, Draggin' Jeans, Roland Sands Design, Jofama, Deus Ex Machina, Davida, Premier, Roof, selected items from Ace Cafe London's StoMoCo and Rockers ranges and Krazy Horse's own motorcycle clothing range branded as Poachers.

KRAZY HORSE CUSTOMS
Bury St Edmunds, Suffolk, UK
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Paul Beamish, owner and MD of Krazy Horse





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THE BRADLEY REPORT™

By AMD founder Robin Bradley

robin@dealer-world.com

It isn't only the motorcycle show scene that is in a state of flux in the United States - the automotive industry's performance sector show scene has also seen a big shake up in recent months.

Following its acquisition of the PRI (Performance Racing Industry) Trade Show, and decision to re-locate it from Orlando, Florida, to its original home at Indianapolis, SEMA (the Specialty Equipment Market Association) has moved further to consolidate the

automotive sports industry's expo market.

In November last year they announced acquisition of the International Motorsports Industry Show (IMIS), which has been staged at Indianapolis since 2009, and that it would be merged, or at least co-staged, with PRI at Indianapolis (December 12-14, 2013).

With the motorcycle industry just as desperately in need of trade show consolidation as the automotive performance industry has been, don't

expect an outbreak of sensible thinking in our industry any time soon.

Although 'Indy' Dealer Expo owner Advanstar is said to have approached Easyriders with a bid to buy the V-Twin Expo at various times in the past decade, the absence of a parallel aftermarket trade association structure to the one that SEMA has brought to the automotive aftermarket since the early 1960's means that the motorcycle industry's pair of 'two tribes' (v-twin and 'metric', OE and aftermarket) are not likely to be

brought back together in the foreseeable future.

Indeed with the added complication of AIM Expo entering the market in October this year, and with the MIC widely expected to follow-up its "we're leaving Indy" announcement with one to re-locate its annual member meeting to MIC Chairman Larry Little's new Orlando venture, there is no apparent short or medium term prospect of our Humpty Dumpty being put back together again any time soon.

The Motorcycle Industry Council (MIC) has announced the expansion of its membership program to include dealers and retailers.

As new MIC members, powersports dealers and retailers will join approximately 300 existing member companies, which include motorcycle manufacturers and distributors, aftermarket product manufacturers, importers, distributors, and more.

"Powersports dealers are impactful businesses on Main Street throughout the United States and a direct link to consumers," said Tim Buche, President and CEO, MIC. "By bringing in the new dealer members, we are exponentially extending our collective reach and, as a result, significantly growing our industry community. We look



forward to the day when we represent businesses in every congressional district in America."

A Dealer Advisory Council will be appointed later this year to consult with the MIC board of directors on issue spotting and opportunities to improve the rider experience. "MIC's mission has always been to preserve, protect and promote motorcycling with the emphasis on riders," Buche said.

MIC membership is available to approximately 5,000 existing dealers and 6,000 independent outlets that offer traditional sales and service, service only and ancillary retail services.

More information on membership is available www.mic.org; <http://membership.mic.org>

Champion Trikes and Lehman Trikes say that they "continue to make great strides" in the few short months since Champion Investments purchased Spearfish, South Dakota based Lehman.

Lehman returned to full operations in October last year, and the company says that it has been "slammed with orders nationwide for Harley-Davidson, Honda, Kawasaki, Suzuki and Victory trike

conversions."

Terree Matson-McCoy, Vice President of Lehman Trikes, said "We have been increasing staff since the purchase of the company in June and continue to increase our dealer network with trucks continually delivering trikes and picking up motorcycles for conversion."

Originators of the 'EX Steer' and of

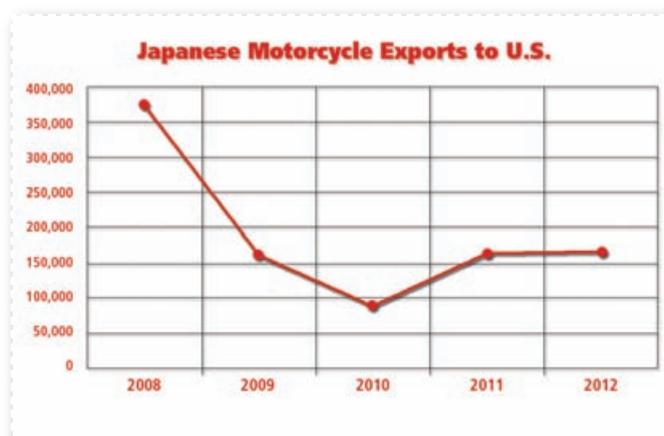


reverse gears and disc brakes for trikes, Champion say that they too are experiencing "tremendous growth."

Jim Pinto, Vice President of Champion Trikes, said that the company is "currently in the beginning stages of development for an exciting new product to enhance the comfort for many trikers."

Both Champion and Lehman say the are also making a breakthrough in the global market. Strategic alliances have been developed in key countries to give Champion a foot-hold in the lucrative international trike market. "Both companies are already in the global market, but we have a fantastic opportunity to introduce our American-made trikes into a market that is also growing in the three-wheel segment."

Despite a strong return to growth in 2011, Japanese motorcycle manufacturer exports to the United States levelled off in 2012. 2011 saw Japanese motorcycle exports rise by 87 percent after only sending the US 88,074 motorcycles in 2010. However, last year saw a notional increase of just one percent and, most worrying for US dealers, the fourth quarter saw a decrease of 9 percent over 2011. Internationally, exports to Canada were up by 22 percent to 17,564 (though fourth quarter shipments



dropped there too - by 11 percent), while exports worldwide decreased by 5 percent to 479,163 units. Total Japanese motorcycle production (Honda, Kawasaki, Suzuki and Yamaha) was 595,327 units, a decrease of seven percent over 2011, and the second consecutive year that Japanese production had decreased in total. Final quarter production by the 'Big Four' was down 21 percent compared to the final quarter of 2011 despite being up by around five percent for the six months through to June 2012.

The news that Paul Teutul Sr, founder of Orange County Choppers holdings, filed for Chapter 7 bankruptcy protection for Hudson Valley Merchandising LLC, his merchandising sales subsidiary, has been greeted by surprise and a sense of inevitability in equal measure. Listing \$1.12 million in assets and \$1.44 million in debts, the filing is limited to the merchandising business and is said to not involve other operations.

Close observers of the saga that has been the rise and fall of the Teutul empire have not been among those to be shocked by this latest turn of the wheel, but it sounds a salutary note of caution in that if the extraordinary level of wider consumer profile achieved by the likes of OCC (and WCC for that matter) cannot translate to a viable business model, then no wonder so many other wannabee enterprises spawned by the unsustainable cycle of the past decade are no longer around.

The MIC (Motorcycle Industry Council), has reported that retail sales among the 19 motorcycle manufacturers they track increased 2.6 percent in 2012.

Indeed, the MIC says that all four segments - scooter, dual-purpose, on-highway and off-highway - showed year-on-year new unit sales increases for the first time since 2002.

The most significant growth rates were among scooters (up 7.7 percent) and dual purpose

motorcycles (up 7.4 percent). Off-highway motorcycles were up by 2.1 percent with on-highway motorcycles up by 1.8 percent.

"The MIC is optimistic about this increase," said MIC President and CEO Tim Buche.

"In spite of some challenging economic times the sales of used motorcycles has also increased. Though revenue is not reported to MIC, the major aftermarket distributors have acknowledged strong demand and increased sales

as well."

Throughout the downturn I have been preaching the gospel that although new unit sales in the United States have been dramatically off for several years, in all probability the actual number of miles being ridden and the total "bike park" is likely to have continued increasing.

The MIC appears to now also be pointing to this as Buche went on to say that: "We know that Americans are still enjoying themselves a great deal on bikes as tire sales have

increased over the last three years.

"Estimated vehicle miles travelled were 29 billion in 2009, an increase of 8 billion miles since 2003. All of this signals that motorcycling is an increasingly mainstream mode of transportation and fun."

www.mic.org



Milan, Italy based Headbanger Motorcycles has left the comfort zone of its S&S engined air-cooled v-twin footprint for the first time with the launch of SATEN, a single cylinder air-cooled 600cc engined normally aspirated street bike featuring electronic ignition, kick starter, and five speed box in a single-beam split square tube frame.

Meanwhile, updates to Headbanger's 6-model core program of 45 degree air-cooled v-twins include a new high-performance flexible but shock absorber free rigid frame and narrow wheel options.

Upgrades across the range include 1 3/4" primary belt drives and additional 6-speed gearbox, back disc brake and French made Beringer brake caliper options.

www.headbangermotorcycles.com



Vance & Hines is reported to have paid a \$500,000 fine to the California Air Resource Board (CARB) as a result of selling non-approved emissions-related parts. The fine was paid by the exhaust manufacturer to avoid further action being taken against its dealers and customers.

Having to pay a penalty of \$500,000 for selling, prior to Jan. 1, 2013, emissions-related parts not approved by the board, the exhaust maker has taken actions to ensure no further enforcement related to the parts befalls dealers or customers.

In a statement issued by Vance & Hines, President Paul Langley said: "We are pleased to have resolved this matter with CARB, and to have



Paul Langley



worked out an approach that should avoid future misunderstandings about the proper use of our exhaust systems and emissions-related parts. We are committed to ensuring that our parts fully comply with applicable air quality standards in California, and that our customers and business partners understand the appropriate fitment and uses."

In a comment on the result of the action a CARB representative said: "V&H is actively working with CARB's Aftermarket Parts Section to ensure that all of its aftermarket critical emission control parts that are sold, offered for sale, or advertised in California obtain the necessary exemptions from CARB."



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The TCFI kit includes the WEGO IIID dual channel wide-band exhaust gas oxygen interface that allows auto-tuning during dyno tuning or actual on-track riding conditions. The kit includes Bosch LSU 4.2 wide-band sensors for front and rear cylinders.

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Twin Scan II and 3 aids in ABS brake bleeding and trouble code clearing!

Bleeding your ABS brakes or clearing engine trouble codes were two jobs that required the taking your motorcycle to your HD Dealer. Daytona Twin Tec has introduced two new tools that do both jobs.

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TSCAN2-ABS for 2001-2013 fuel injected models using Delphi® system with J1850 data bus (includes V-Rod®) and 2004-2006 carbureted models with 12 pin ignition module.

TSCAN3-ABS for 2011 and later H-D® fuel injected models with CAN data bus.



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Shift peg extender

PINGEL Enterprise has introduced a Shift Peg Extender for use on all Harley-Davidson models from '65 – '13. Once installed it extends the shift lever out 1-1/2in for the shorter rider or just to make it easier to reach the shift lever. The extender is made in the USA from stainless steel and polished.

PINGEL ENTERPRISE
 Adams, Wisconsin, USA
 Tel: 608 339 7999
info@pingelonline.com
www.pingelonline.com



Burly Brand Scrambler bars

BURLY Brand's Scrambler style handlebar is now available through MAG Europe.

The 'bars, which are 6in high and 33/8in wide, can be used with the stock H-D cables and brake lines. The 1in diameter Scrambler bars are drilled for internal wiring and available in black powder coat or chrome finish.

MAG EUROPE LTD
 Denton, Manchester, UK
 Tel: +44 (0)161 337 4390
sales@mageurope.eu
www.mageurope.eu



Bad Dad Summit rear fender

BAD Dad has created its all-in-one Summit fender as a bolt-on replacement that gives bikes a stretched look and works with the company's stretched saddlebags.

The Summit fender is available with a custom taillight that performs the bike's run light, brake light and turn signals. It is constructed from composite material and comes pre-drilled for easy installation and is finished in a blemish free gel coat.

The Bad Dad Summit rear fender is available for both Touring and Softail models and works with all of the stock detachable docking hardware.

BAD DAD CUSTOM FINISHES
 Fort Wayne, Indiana, USA
 Tel: 260 407 2000
sales@baddad.com
www.baddad.com



SuperTrapp S/C Elite universal exhaust

A universal muffler from the Cleveland-based manufacturer which features a satin finish T-304, stainless steel body and corrosion resistant stainless steel perforated core. The 3.5in body diameter tapers to a 4in which accommodates SuperTrapp's patented 4in, discs. S/C Elites with a 4.5in body diameter taper up to a 5in opening to house 5in discs. All

S/C Elite models include twelve 4in or 5in discs.

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sales@supertrapp.com
www.supertrapp.com



Drag Specialties continues own brand expansion

DRAG Specialties is continuing the expansion of its own brand parts line with the addition of Deuce style deep-dish bezels. Available in three lens colors: red, amber, and smoke, all color options have chrome finish and are sold in pairs.

Responding to the increased use of electronic devices now in use, Drag Specialties has introduced a dual USB port with a mount for use on bikes.

The 5V, 2A output port keeps phones, GPS, MP3 players and other gadgets charged and ready while riding. The 40in long wire fits 7/8in to 1in diameter handlebars. The port is supplied with a waterproof cover to keep out the elements.

The Razor grips from Drag Specialties are said to help hand fatigue on long rides. They use billet

The seat-nut installation tool eases installation of the rear seat nut

aluminum construction with textured rubber and can be ordered in a choice of black or chrome finishes to fit '84 - '13 models, except Dressers and FL Trikes, and the '08 - '13 FLHT, FLHR, FLTR, FLHX and Trikes.

Alongside its extensive range of parts and accessories, Drag Specialties also offers specialist tools. One such item is the company's seat-nut installation tool, which is said to allow installation of the rear seat nut without having to remove the rear wheel.



The Deuce style deep-dish bezels are available in three lens colors: red, amber, and smoke



Drag Specialties' 5V, 2A output port keeps phones, GPS, MP3 players and other gadgets charged



The Razor grips from Drag Specialties use billet aluminum and rubber in their construction



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MICHELIN: Commander II Tire

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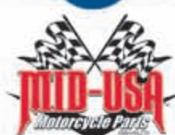
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NEW DIVISION



Cobra Center-Pro slip-on

COBRA'S newest slip-on exhaust, the Center-Pro, is a unique take on a 2-into-1 system for use on late-model Harley-Davidson Baggers.

Claimed to be an industry first, both the left and the right muffler bodies join at the rear beneath the fender for the center port location. The oval tip, formed from heavy-gauge steel, features a smooth, rolled edge finish.

The U-shaped, one-piece, slip-on clamps to the stock head pipes, or to Cobra's own Powr-Port dual head pipes and most other aftermarket headers. At the rear the muffler brackets bolt to the stock exhaust mounts beneath the bags, just like any other slip-on system. Left and right heat shields provide the finish for the system.

"We're very excited about the Center-Pro for several reasons," said Tim McCool, Cobra Engineering's President. "First it breaks new styling ground in this market, and the growling sound is unbelievable as it



rolls up and over the rider from the single rear output. And the performance is outstanding as well, giving the Center-Pro a potent punch."

Like all Cobra exhausts the Center-Pro muffler is made in the US and comes with a limited lifetime warranty that even covers discoloration.

COBRA

COBRA ENGINEERING
Yorba Linda, California, USA
Tel: 714 692 8180
service@cobrausa.com
www.cobrausa.com

New additions to Paughco parts range

PAUGHCO'S newest product introduction is its Bagger-Werx Bat Wing fairing. Created for those riders looking for a new or replacement Bat Wing fairing, the Bagger-Werx outer fairings are hand-crafted from fiberglass using the strongest resin available. Paughco states that each unit takes a minimum of eight hours to produce and is finished in hand polished vivid black. The fairings are compatible with stock H-D inner fairing modules and available for FLHT, FLHTC, FLHTCU and FLHX Street Glide models '96 - '12.

Paughco's range of Panhead rocker covers billet aluminum. The machined covers feature extra wall and lip thickness, extended Paughco socket head cap screws and counter sunk retaining holes. These features are said to provide a rigid structure and flush mounting surface. The standard finish is chrome and a high luster polish is available on special request. The covers fit '48 - '65 Panhead engines and clones with OEM mounting surface and bolt dimensions

and are supplied with Paughco's dedicated socket head cap screws. An optional chrome 24-piece 10 - 24 x 1 1/4 24 screw kit is available.

The latest collection of new parts from Paughco is completed by the Easyride swingarm, which is available in a variety of styles for most chassis. Paughco also manufactures complete mounting hardware kits for installation on OEM and Paughco Easyride frames. The mounting kits are sold separately and include pivot kits, axle kits and rock guards.



Billet aluminum Panhead rocker covers



Easyride swingarm

PAUGHCO
Carson City, Nevada, USA
Tel: 775 246 5738
info@paughco.com
www.paughco.com



Bat Wing fairing

American vendors continue to sign up as deadline approaches

WITH available booths at Big Bike Europe being booked at a healthy rate since the start of the year, a further update to the show floorplan has released additional exhibitor space. However, it still looks like we only have room for another 15 or so exhibitors. Even in these uncertain times for established show projects the "space all sold" signs may be going up on the first annual Big Bike Europe before the expo opens to invited trade visitors and their VIP guest riders on Friday May 10th. We anticipate publishing a 'lock-down' final show floorplan version at the end of the month. Recent exhibitors to book their booths include Californian manufacturer DNA Specialty, well known for their wheels, front-end and trike conversion programs; Italian parts and accessory designer and manufacturer Rebuffini; California based parts designer Battistinis Custom Cycles; market leading filter manufacturer K&N Engineering and noted Canadian chassis engineer Rolling Thunder.

The vendor, dealer and rider response to the concept of a pro-grade expo dedicated solely to parts, accessories, custom, performance, tuning and workshop/service has clearly hit the motorcycle industry's 'sweet-spot' as exhibition budgets are put under ever increasing pressure to deliver results.

Show Hours

SET-UP days for the show are **Wednesday May 8th** and **Thursday May 9th**, with 'tear-down' and move-out to be complete by midnight on **Sunday May 12th**.

The Show opening hours are -

FRIDAY MAY 10TH
10:00 hrs - 17:00 hrs
SATURDAY MAY 11TH
10:00 hrs - 17:00 hrs
SUNDAY MAY 12TH
10:00 hrs - 16:00 hrs

EXPO HEADQUARTERS HOTEL

AMD has negotiated a bulk-booking room rate with the Atlantic Congress Hotel, Essen, as the exhibitor headquarters hotel. Located 400 metres from the show entrance, on the expo campus, and right by the U-Bahn station (underground train station - central Essen main station is just six stops away), rooms start from 129,00 Euro per room per night for single or double occupancy - all the rooms in the show block booking are described as Deluxe.

That rate includes many items that are usually charged as extra - such as 'American-style' breakfast buffet, sales tax (VAT), and in-room WiFi internet access ... the rate even includes a daily bottle of (still!) mineral water in the room, and, should you have time, free use of the hotel's spa and fitness facilities.

Rooms can either be booked through the AMD office by e-mailing Exhibitor Services Project Manager Sara Viney at sv@BigBikeEurope.com; alternatively Sara can provide you with a direct link to the BBE-branded hotel booking portal for the bulk-booking room rate.



Public Ticket Sales underway

MEMBERS of the general public can buy tickets for Saturday 11th and Sunday 12th May, admission costs 20,00 Euro a day at the door, but tickets can be pre-purchased for 15,00 Euro if bought online in advance (up to April 30th 2013). A two-day/Weekend ticket is available for 25,00 Euro if bought online in advance (only). A family ticket (for two adults and up to 4 children, minimum of 5 years of age) is available for 40,00 Euro on the door, or 35,00 Euro if purchased online in advance. No children under the age of 16 will be admitted unless accompanied by an adult.

World Championship passes the 100 bike mark with three months to go

THE exceptional response to the decision to host the AMD World Championship of Custom Bike Building in Europe for the first time ever continues to capture the imagination of the European custom bike industry.

With three months to go, and available competition space running out fast (having already expanded the available space once already), having over a hundred bikes registered is "an unprecedented level of participation in the history of the World Championship program," according to Championship Director Neil Blaber.

"We have 104 bikes registered from 77 competitors from 22 different countries. It is already apparent from some of the tech specs and run test videos we are seeing that we are going to be celebrating the 10th year of the World Championships with a stunning standard of custom motorcycle design and engineering."



By pure coincidence last year's World Championship winning bike was from Germany, the first German winner, and was also the first custom bike by an authorized Harley-Davidson dealer to scoop the top prize. Even spookier still, the winner, ThunderBike (Andreas Bergerforth and his team of trusty side-kicks) are based at Hamminkeln, which is practically local, being some 60km north west of Essen - making the World Championship an even greater potential draw for Essen area riders.



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The AMD World Championship of Custom Bike Building thanks the exhibitors at Big Bike Europe for helping to make the World Championship program possible.

Some 20 percent plus of the marketing budget that they are investing in their Big Bike Europe participation is going towards the costs of staging the AMD World Championship.

We are proud to acknowledge and thank them for the contribution they are making to the future of our industry. These exhibitors include...

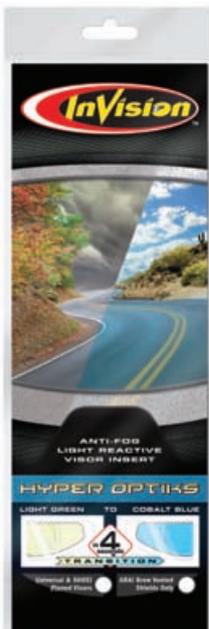


InVision visor inserts

INVISION is a new product from Richard Marlin, the man who invented the original Fog City line of anti-fog inserts.

InVision offers a complete line of vision enhancing visor inserts and patented UTOs (Under Tear Offs) in clear, dark smoke, photo chromatic (changes light to dark in sunlight) and polarized options, as well as anti-glare devices in both universal and Arai designs.

Richard Marlin established Maric Performance to develop a new brand and a new product range and he says: "We made a concerted effort to not only develop the highest performance and quality products available in the market, but to provide them to the



motorsport consumer for at least 20 percent to 30 percent less cost than previously available. We've absolutely achieved this goal. Our competitors will not be able to match the performance, quality and price of this exciting new product line."

All InVision products are available exclusively through Maric Performance. Dealers wishing to carry the new collection are eligible for a one time 20 percent discount made available via discount code NEWDEALER13 and free freight.

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Laredo Classic FLC fender

FAT Katz' new Laredo Classic FLC 106 front fender has been created to work with 26in wheels.

Constructed from 13-gauge steel, the Bagger fender comes as standard with chrome billet spacers and predrilled holes. Fat Katz also has a version of the Classic to fit 23in wheels.



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Nine-degree raked triple trees

PICKARD USA has responded to the increased use of over-sized front wheels on Baggers with the redesign of its nine-degree raked triple trees.

The company states that its re-engineered triple trees simplify the adjustment and installation process, with the new design eliminating a lot of the common problems found on the standard nine-degree trees.

Changes on the new design include the adjustment nut relocated to the bottom tree rather than the top tree. This design is said to allow for 'on the fly' adjustment of the front end without removing the fairing.

An additional change is that the bottom tree features a true pinch style clamp to secure the fork tubes.

The tree kit is supplied complete with a new bearing, dust shield, neck stem, all mounting hardware and fork tube



extensions. The trees do require frame modification for proper trail and are designed for 26in wheels.

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Brake options from JayBrake

JAYBRAKE, which is now owned and operated by SuperTrapp, manufactures forward controls, handlebar controls, foot pegs, grips, brake calipers, and other motorcycle accessories. Among the caliper options offered by the company are the JayBrake J-Six Ultra and Extreme.

Both the J-Six Ultra and Extreme calipers are CAD-designed and CNC-milled from billet aluminum, and as a result are said to offer a performance upgrade compared to the OEM calipers. They feature progressively sized bores for optimal heat distribution and pad pressure, and this feature is also said to provide optimal lever feel in addition to aggressive and consistent braking power.

The JayBrake calipers, available in black anodized, chrome or polished finishes, are designed to mount directly onto H-D front forks (except Springers), and to fit '00 and up with 11.5in, 13in and 300mm rotors dependent on the model.

The brake options from JayBrake continue with the STK hand controls, which are unique due to their compatibility with factory '96 and later style H-D

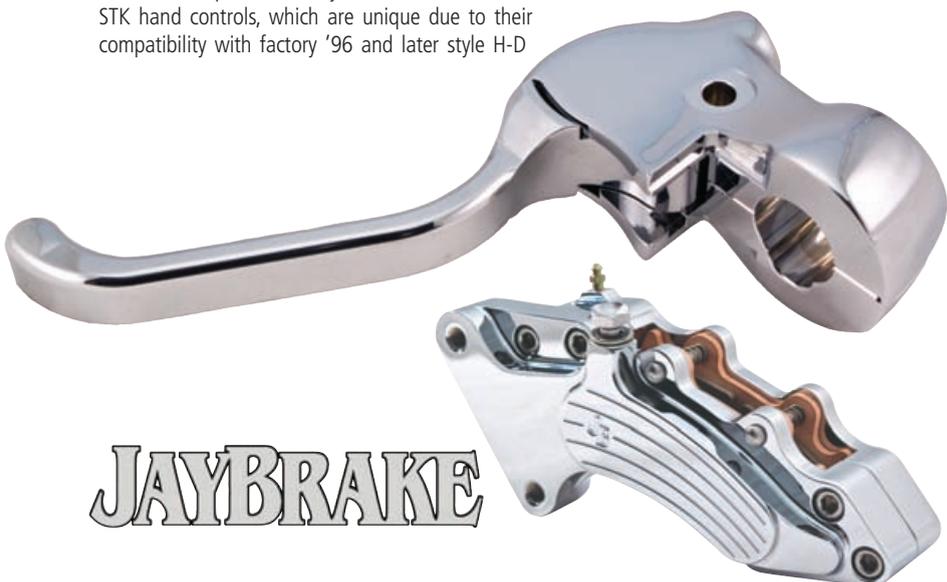
switch housings that makes installation simple. STK controls have compatibility with both factory and aftermarket mirrors, brake calipers and grips, and users can also retain the original turn signal location if desired.

The controls feature a two-piece bottom clamp design making the mounting bolts virtually invisible.

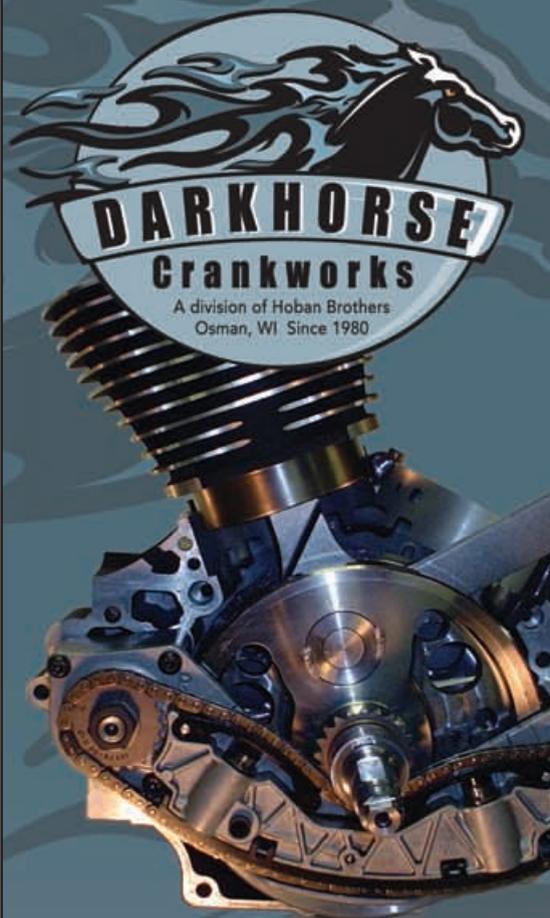
There is the option of either 7/16in or 1/2in bore right-hand master cylinder to accommodate most brake systems.

Machined from billet aluminum, the STK controls are available in black anodized, chrome or polished finishes.

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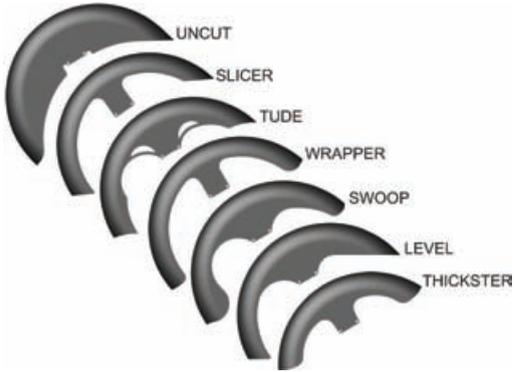
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Klock Werks' steel bodywork

KLOCK Werks' line of steel bodywork includes its 'Curvaceous Metal Dash', which replaces the stock bulky dash. Constructed from 16-gauge steel, which is stamped and laser-cut for a precision fit, the Curvaceous dash is e-coated ready for paint. The dashes are available in different lengths for several applications.



Also for the front of the bike are Klock Werks' Tire Hugger Series front fenders. Made from e-coated 14-gauge steel, the fenders replace the stock front fender, which are direct bolt-on replacement for the stock piece and require no drilling or modifications to install. Available in seven different designs, the fenders fit 16in, 17in, 18in, 19in and 21in front wheels.



For the rear of the bike, Klock Werks has its Benchmark fenders. Designed for use on Baggers or Softails, the Benchmark is a stretched fender from 14-gauge steel. Like Klock's other steel bodywork pieces, the rear fender is E-coated and a direct bolt-on replacement that requires no drilling or modifications to install. Multiple options and fitments are available.

KLOCK WERKS
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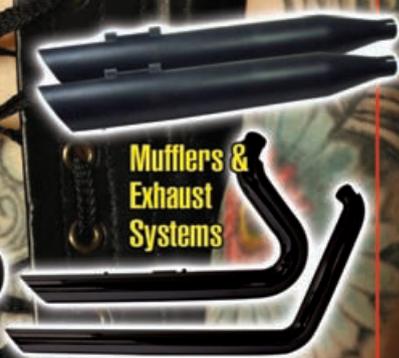
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New lines at MCS

MOTORCYCLE Storehouse has released details of some of the new lines it is now carrying in stock, and these include H3 spot lamp assemblies. The lights are equipped with 55W H3 halogen bulbs and high beam only. They are available with a clear lens or a clear blue tinted lens.

A second new line at Motorcycle Storehouse is the James Gaskets line of gasket boards. The boards have both James' and OEM part numbers printed on them, and both part numbers can be used to order the specific gasket from Storehouse. The boards are supplied without gaskets or with enough gaskets to service one bike. All come complete with mounting and display hardware, and five versions are offered: '36 - '64 Knuckle and Pan, '65 - '84 Shovel, '84 - '99 Evo Big Twin, 96ci Twin Cams and '86 - '03 XL models.

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MOTORCYCLE STOREHOUSE



New trike accessories from Lehman

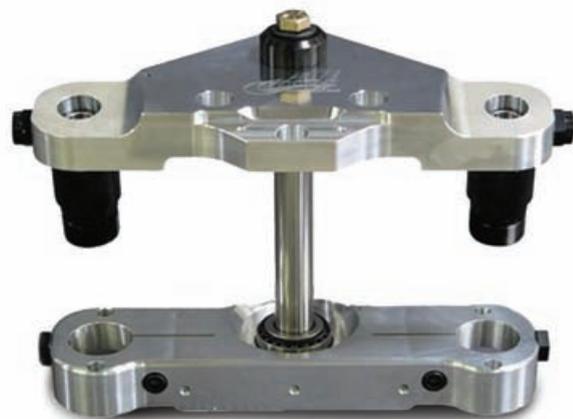
LEHMAN Trikes has announced two accessories for Harley-Davidson's Tri-Glide and Street Glide trikes. The introduction of the EZ Steer and the Reverse Gear, alongside the existing with Hawg EFX Running Boards, creates a trio of accessories Lehman now offers for the Factory trikes.

The EZ Steer (rake kit) is said to improve handling and ease of steering. The EZ Steer is a set of three-degree raked, CNC machined, aluminum triple trees engineered to provide the user with a feeling of power steering.

The Reverse Gear is a mechanical reverse engineered with aerospace materials and is clutch operated to avoid draining the trike's battery. Hawg EFX running boards are constructed from urethane and mount on a steel subframe to provide a sturdy weight-bearing step. Exact color match paint is available as an option.

All three of the accessories are available for '09 - '13 Harley-Davidson Tri Glide and Street Glide models.

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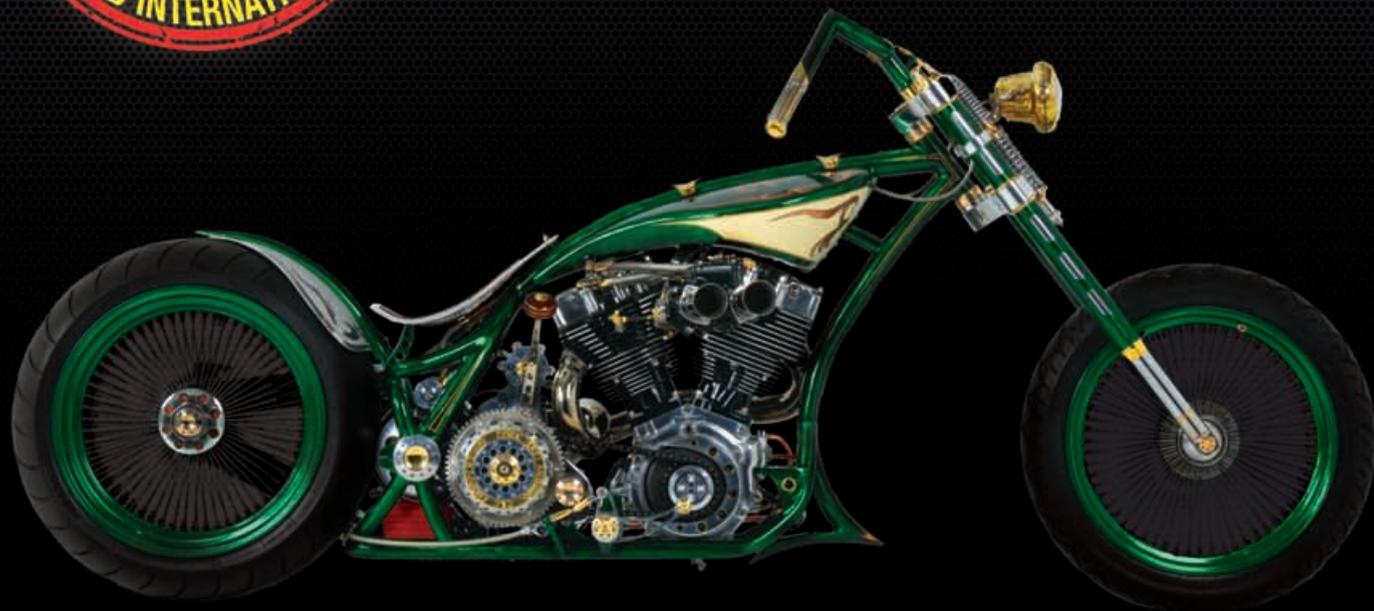
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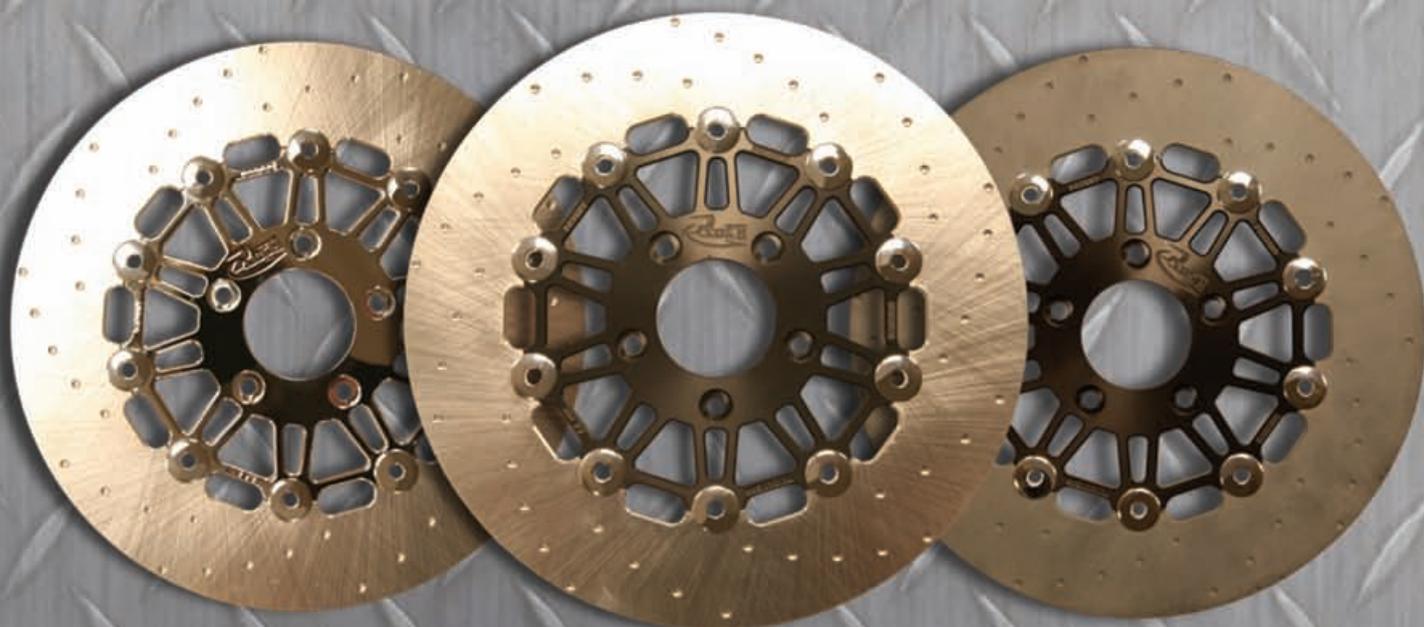


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Rolling Thunder Bagger frame

ROLLING Thunder's newest frame has been created as a replacement for the stock chassis on '09 and onward Baggers. The rubber mount Touring front section accepts the stock H-D swingarm and either the stock seat tail section or any bolt on aftermarket drop seat tail section.



The Rolling Thunder frame is offered with stock rake or set-up to suit 23in, 26in or 30in front wheels. The company also offers the frame in any stretch configuration along with other options such as single down tubes, radius single down tube or dual radius down tubes.



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BDL ball bearing lock-up clutch

BELT Drives' patented ball bearing lock-up clutch features a unique mechanism that significantly lightens pull at the lever while providing slip free lock-up.

Each BDL ball bearing clutch unit incorporates a designated number of steel ball bearings set in a model-specific diaphragm assembly. Replacing the factory pressure plate, springs, stock applications use the factory diaphragm spring and associated hardware. The new ball bearing diaphragm design provides light lever control, smoother operation and more positive lock-up.

For racing applications BDL offers heavier carbide bearings that can be used to fine tune the clutch.



The new BDL ball bearing lock-up clutch is standard equipment with new 2in BDL belt drives and available for retro fit to most early BDL units, stock H-D models from '98-'07 and '90-'07 Primo Pro-Clutch belt drives.

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Performance Machine fork legs

PERFORMANCE Machine is well known for its range of brakes and wheels, and to complement those products it is now producing fork sliders to work on the front ends on '00 - '07 FLT, FLHT, FLHX, and FLTR models and '08 - '13 FLHT, FLHR, FLHX, and FLTR applications.

Machined from heat-treated aluminum billet, the fork legs feature the PM logo, pin strip detailing and a hidden axle. Each kit, available for single or dual disc use, includes axle, both fork legs with caliper mounts, and fender mounts. The fender mounts on the legs are designed to work with the stock FLH fender. Finish options are chrome or Contrast Cut.



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Zodiac launches new parts

ZODIAC is now able to offer **Springer forks** that are a copy of the design used on '97 - '04 FLSTS and FLSTSC Softail models, with a 16in front wheel and left side brake caliper, and '88 - '06 FXSTS and FXSTSB Softail models, with a 21in front wheel and right side brake caliper.

Like the stock fork, the Springer for FL Softails has an eight-degree rake, whereas the FX Softail fork has a rake of three degrees.

Forks come complete and ready to install. However, a caliper mounting bracket is not included.

The FL fork is available in a choice of black with chrome springs, black with black springs or black rear legs, chrome front legs and chrome springs, and options on the FX versions are black with chrome springs, black rear legs, chrome front legs and chrome springs, or all chrome.



The new Springer fork from Zodiac can be used as a replacement for the stock forks on '97 - '04 FLSTS and FLSTSC and '88 - '06 FXSTS and FXSTSB Softail models



The Stiffey kit from Rivera Primo is said to help prevent wheel steer on '80 - '08 rubber mount Big Twin models

Moving to the bike's rear suspension and Zodiac is now stocking the **Stiffey swingarm pivot bushings** for FXR and Touring models manufactured in the USA by Rivera Primo. The replacement bushes are said to solve the problem of instability on '80 - '08 rubber mount Big Twin models. The bushing and washers replace the stock rubber bushings on FXR and Touring swingarms and are said to help control rear wheel steering.

Zodiac is the exclusive distributor for **Freedom Performance exhaust** in Europe, and the range of options available includes slip-on mufflers. They are available as complete and ready to bolt on to the stock exhaust headers on most Sportster, Touring, Dyna and V-Rod models. The slip-ons include stainless steel hardware and brackets where required. All Freedom Performance slip-on mufflers feature removable baffles, and 'Quiet' baffles are available separately. The slip-ons are available with a chrome or ceramic black finish.



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The Freedom Performance line of slip-on mufflers includes options for use on Sportsters

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SharpEye kicker covers

RIVERA Primo is well known for its range of transmission components and the latest addition to that range of parts is its SharpEye kicker cover for five- and six-speed transmissions.

The SharpEye cover will bolt up to either a stock five-speed transmission or an after-market six-speed, such as Rivera Primo's own PowerDrive transmission. Made in the USA from a solid block of 6061 aluminum, the cover kit has a kicker shaft made from a high strength stainless steel alloy and it can also be purchased in a kit with a chrome steel arm, and as another kit with a chrome steel arm and solid brass bicycle style kicker pedal.



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Saddlemen Renegade Heels Down seats

SADDELMEN has created its Renegade Heels Down seat to provide the perfect fit for smaller riders or anyone that wants to stand flat-footed when stopped. The Heels Down positions the rider lower and forward to provide better control over the bike and increases confidence while riding and stopping. The low, wide saddle is also contoured to allow a more upright standing position when stopped.



As with other seats from Saddlemen, the Renegade Heels Down features a SaddleHyde cover, which is weather-resistant, and progressive density foam and SaddleGel technology to ease pressure and disperses weight for better circulation and comfort.

A matching driver's backrest provides extra lumbar support, and matching pillion pads are also available separately.

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MGS Custom slip-ons



MGS Custom Bikes' latest product line are high performance slip-on mufflers for all '95 - '13 Harley Touring models.

The company states that thanks to its patented baffle system, which is removable, users will see an immediate improvement in performance. The baffle used in the slip-ons is a 'rifled' design with a torque inversion cone to retain bottom end performance. MGS claims the mufflers offer an average 7ft lbs plus torque increase.

The slip-ons are constructed from 16-gauge steel, finished in chrome with a choice of three different

anodized Teflon coated tips; straight slash-cut, curved cut and curved side-cut.

The MGS Custom slip-ons are supplied with all necessary mounting hardware and designed to work with OEM headers and heat shields.



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New products at Biker's Choice

BIKER'S Choice continues to expand its product lines with the addition of the Crusher Dual exhaust headers with Power Cell from Kuryakyn. The exhaust system integrates a unique crossover for a claimed increase in horsepower and torque. The



crossover is hidden by a heat shield. Like the stock 2009 design, the left pipe is no longer routed above the left footrest, rather it runs beneath the motorcycle, away from the passenger's feet.

Crusher Duals with Power Cell include heat shields and mounting hardware and are fitted with oxygen sensor ports. Mufflers are not included in the package.

Another new addition at Biker's Choice is the Hawg Wired DCS Direct Connect amp systems. Each system is equipped with a 'Direct Connect' harness that utilizes the



bike's existing wiring. Class-D design offers efficient power with low heat; power without taxing the charging system, and standard interfaces for universal compatibility. The systems are conformal coated for corrosion and water protection, and have a one-year manufacturer's warranty.

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Free Spirits Sportster 883R

FREE Spirits has rebuilt a Sportster 883R as a showcase of the parts it has developed from racing the small Harley model.

The suspension on the company's 883R has been completely rebuilt and now features an upgrade kit for the forks, complete with new triple trees and clip-on bars, while at the rear riser blocks mounting XR1200 shocks from Bitubo are fitted. These changes move the steering head angle to 24 degrees for sportier handling.

In order to mount a wider rear wheel (a 6in rim



with a 200-section tire), a CNC machined billet aluminum swingarm has been fitted to the bike. The wheel itself is from Asso, and a matching front wheel

is also used. To finish the wheel package off, the brakes have been upgraded with dual 320mm discs at the front from Newfren, a four-piston rear brake caliper and braided steel hoses for the brake lines.

Performance changes to the engine have been limited to a Free Spirits air cleaner kit, an exhaust with a larger collector and a Free Spirits TFI unit to change the fuel injection. In addition a 27T front pulley has been added to the transmission, and the engine wears Free Spirits crash protectors.

The riding position on the bike has been changed through the use of a fiber glass single seat unit and adjustable rearset footpegs.



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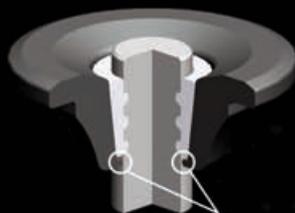
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18 is a new Kreation

Over the years, the World Championship of Custom Bike Building has seen numerous styling influences in the bikes that have been entered. Among the newest influences is 'Steam Punk', and an example of that is '18', the bike entered by Kreater Custom Motorcycles in the 2012 Championship



THE World Championship of Custom Bike Building has always had strong support from Canadian builders, with Roger Goldammer taking three Freestyle titles and one Metric class title over the years, and 2012 was no different. One of the Canadian entries in the 2012 event was George Tchor, Owner of Kreater Custom Motorcycles with a bike simply called '18'.

George says of the unusual design of 18: "I wanted to branch out a bit, to still keep café racer ideas, but go a little high-tech with them. I just wanted to do something different for the chassis and started sketching out ideas."

The sketches that George made led to him creating what he calls a Kreater Hardtail Steam Punk chassis. From the hand-sketched ideas he moved on to using computerized stress analysis before building



Brembo supplied the radial mount brakes, but George machined the caliper down to remove the branding, giving them a custom look

The sprocket is used to hide the rear brake disc and the caliper is hidden behind the frame



A V-Rod headlamp mounted on the RMD girder fork helps give 18 a futuristic look



George Tchor, of Kreater Custom Motorcycles, built 18 as he wanted to "branch out a bit, to still keep café racer ideas, but go a little high-tech with them."



the frame from hand-made, tapered oval tubing. The design of the frame is such that it uses both the engine and transmission as integral parts, and the front engine plates aid the torsional rigidity of the design. The frame is also used as the bike's oil tank.

At the front of the bike, a RMD billet girder fork has been used as its profile matches that of the frame. Suspension in the fork is courtesy of a custom valves Penske shock.

To get the chassis to a rolling stage George then added a set of his own Kreater wheels; 21in front and 20in rear. On the rear wheel the brake rotor is mounted behind the sprocket and the HHI caliper is hidden by the side of the frame. On the front wheel the twin discs are gripped by radial mounted Brembo calipers that have had all identifying marks machined off. Tires for the build are from Avon and measure 120/70 21 front and 220/50 20 rear.

Motive power for 18 comes from a 96ci Twim Cam B that has been taken out to 110ci and had the top end reworked by Zipper's. The motor has also been outfitted with an S&S carb, wearing a Kreater air cleaner, and a set of wrapped pipes built by George.

A Baker six-speed gearbox mounts up behind the

The twin gas tank mount on each side of the frame uses spigots that the two halves slide onto



engine and gets power through a Kreater modified Performance Machine primary drive and clutch.

Due to the oil being housed in the frame on 18, bodywork is kept to a minimum; just twin gas tanks and a rear fender. The gas tanks, which slide on sideways onto spigots on either side of the frame's backbone, were hand-rolled from aluminum by George. The rear fender is partly incorporated into the rear of the frame and partly made up from more hand-rolled aluminum.

George completed the build of 18 by adding a sprung solo seat, one-off 'bars carrying Brembo levers and a V-Rod Muscle headlight.

While a 'Steam Punk' influence may be a new one,

when it comes to entries in the World Championship of Custom Bike Building, given that Kreater placed fourth in the Freestyle class it could, perhaps, be the start of the next big trend.

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The rear fender is partly an extension of the frame rails with the remainder being fabricated from hand-rolled aluminum

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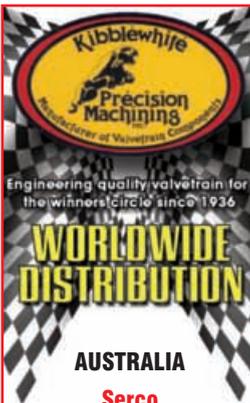
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Tel: +49 (0)211 289 0538 - Fax: +49 (0)211 289 0532
E-mail: rasi@mcseurope.nl

MCS Italian agent

Marcello Fontana
Tel: +39 0445 390437 - Fax: +39 0445 395539
E-mail: marcello@mcseurope.nl

MCS UK agent

Simon Letts
Tel: +44 (0)1892 668844 - Fax: +44 (0)1892 667722
E-mail: simon@mcseurope.nl

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Polaris continues to report record sales

VICTORY Motorcycles and Indian Motorcycles parent company Polaris Industries has reported net income of \$88.1 million for the fourth quarter of 2012, up 38 percent from the previous fourth quarter's net income of \$63.9 million. Sales for the fourth quarter 2012 totaled a record \$900.6 million, an increase of 15 percent over last year's fourth quarter sales of \$782.0 million.

For the full year ended December 31, 2012, Polaris reported net income of \$312.3 million, up 37 percent from the previous year's net income of \$227.6 million. Sales for the full year 2012 totaled a record \$3,209.8 million, an increase of 21 percent compared to sales of \$2,656.9 million for the full year 2011.

"Our outstanding fourth quarter results concluded another successful year for Polaris, from both financial and strategic perspectives. In 2012, Polaris exceeded \$3 billion in sales for the first time and operational improvements drove net income margin above 9.7 percent, even as we continued to invest in numerous diversification and growth opportunities," said Scott Wine, Polaris' CEO.

"We expect 2013 to be another year of profitable growth and margin expansion, although we remain wary of the fragility of the global economy, particularly in Europe, where we project our business will be down slightly. Our product development and investment activity will remain high, as indicated by our decision to approve the construction of a new European plant that will provide significant future cost reduction and growth opportunities. Our aggressive posture will be balanced by consistent and prudent evaluation and preparation for risks that may arise. Operational

flexibility and aggressive cost control are core strengths of Polaris, and we will leverage our excellence in executing those disciplines to overcome any obstacles to continued profitable growth.

"Our strong performance in 2012 once again afforded us the opportunity to invest in key growth initiatives. Perhaps most exciting is the progress we made in support of the much anticipated Indian Motorcycle resurgence, which justifies and requires an unprecedented level of resources and investments. From designing and developing an all new engine and bikes, to building the team, distribution network and launch plans, we are executing a plan that will ensure we give Indian the best possible introduction to the market later this year."

Polaris is reporting that its full year 2013 earnings are expected to be in the range of \$4.85 to \$5.05 per diluted share, which represents an increase of 10 to 15 percent compared to full year 2012 earnings. Net income for full year 2013 is also expected to increase in the range of 10 to 15 percent over full year 2012. Sales for full year 2013 are expected to increase seven to ten percent over full year 2012 sales, with sales increases projected in Off-Road Vehicles, On-Road Vehicles and PG&A.

Sales of the 'On-Road Vehicles' division, comprised primarily of Victory Motorcycles, but also including Indian Motorcycles and GEM and Goupil electric vehicles, increased 36 percent in the 2012 fourth quarter to \$47.4 million.

Consumer demand for Victory motorcycles was strong in each of the company's global markets, as it continued to gain market share and expand distribution in those areas. Fourth quarter and full year North American industry heavyweight cruiser and touring motorcycle retail sales were up slightly over 2011. Victory North American consumer unit retail sales increased in the fourth quarter over ten times the industry percentage growth rate for the full year 2012. Sales of On-Road Vehicles to customers outside of North America increased over 50 percent during the 2012 fourth quarter. For the full year 2012, Polaris On-Road Vehicle sales increased 64 percent compared to the prior year.

International sales totaled \$138.9 million for the 2012 fourth quarter, up six percent over the same period in 2011. The rise in fourth quarter sales resulted from a 19 percent combined

increase in sales to customers in the Asia/Pacific and Latin American regions, along with higher sales of snowmobiles and Victory motorcycles and incremental sales from the Goupil acquisition. This was largely offset by lower 'Off Road Vehicle' sales, primarily in Europe, due to sluggish economic conditions.

Gross profit for the fourth quarter of 2012 was 28.2 percent of sales, a 210 basis point increase over the fourth quarter 2011. Gross profit dollars increased 24 percent to \$253.8 million for the fourth quarter of 2012, compared to \$204.3 million for the fourth quarter of 2011. The increase in both the gross profit percentage and gross profit dollars is primarily due to cost savings from product cost reduction efforts, production efficiencies on increased volumes, higher selling prices and ongoing cost saving from the manufacturing realignment project, partially offset by higher sales promotions. For the full year 2012, gross profit as a percentage of sales increased 90 basis points to 28.8 percent.

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Fourth Quarter Performance Summary (in thousands except per share data)

Product line sales	Three Months ended December 31			Twelve Months ended December 31		
	2012	2011	Change	2012	2011	Change
On-Road Vehicles	47,383	34,879	36%	240,172	146,328	64%
Total Sales	\$900,647	\$781,969	+15%	\$3,209,782	\$2,656,949	+21%
Gross Profit	\$253,800	\$ 204,308	+24%	\$925,297	\$ 740,583	+25%
Operating Expenses	\$129,218	\$118,131	+9%	\$480,792	\$414,751	+16%
Operating Income	\$ 134,877	\$93,130	+45%	\$478,425	\$349,924	+37%
Net Income	\$88,064	\$63,899	+38%	\$ 312,310	\$ 227,575	+37%



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