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Harley falls "short of expectations" in flat second quarter; full-year shipment growth forecast revised down

HARLEY-DAVIDSON dealers worldwide sold 90,218 new Harley-Davidson motorcycles in the second quarter of 2014 compared to 90,193 motorcycles in the year-ago quarter.

In the U.S., dealers sold 58,225 new Harley-Davidson motorcycles in the quarter, compared to sales of 58,241 motorcycles in the year-ago period. The Company believes second-quarter U.S. retail sales were adversely affected by prolonged poor weather across parts of the U.S. and soft Sportster motorcycle sales ahead of the highly anticipated arrival of Street motorcycles in dealer showrooms.

In international markets, dealers sold 31,993 new Harley-Davidson motorcycles during the second quarter, compared to 31,952 motorcycles in the year-ago period, with sales up 7.0 percent in the EMEA Region and 1.5 percent in the Asia Pacific Region, and down 10.4 percent in the Latin America Region and 18.0 percent in Canada.

Harley-Davidson, Inc. Chairman, President and Chief Executive Officer

Keith Wandell said that "U.S. retail Harley-Davidson sales fell short of our expectations in the second quarter.

"Because we are committed to managing supply in line with demand, we are reducing our full-year shipment plan and now expect shipment growth

“sales up 7 percent in Europe”

of approximately 3.5 to 5.5 percent over last year." The Company previously had forecast full-year shipment growth of approximately 7 to 9 percent.

"We believe the underlying demand fundamentals of the business remain intact," said Wandell. "We continue to see a strong response to the new Rushmore models as well as great interest in the Harley-Davidson Street 750 and 500, which began to hit dealer showrooms in late June."

Through the first six months of 2014, dealers sold 147,633 new Harley-

Davidson motorcycles worldwide, compared to 144,447 motorcycles in the year-ago period, with retail unit sales up 1.1 percent in the U.S., 10.1 percent in the Asia Pacific Region and 7.5 percent in the EMEA Region, and down 2.1 percent in the Latin America Region and 13.5 percent in Canada, compared to the year-ago period.

In financial terms net income rose 30.3 percent (\$354.2 million) for the quarter on consolidated revenue of \$2 billion (\$271.7 million on \$1.79 billion in second quarter of 2013), with diluted earnings per share growing by \$1.62 (33.9 percent) year-over-year

Through six months, Harley-Davidson 2014 net income was \$620.1 million on consolidated revenue of \$3.73 billion, compared to six-month 2013 net income of \$495.9 million on consolidated revenue of \$3.37 billion. Six-month 2014 diluted earnings per share were \$2.82, up 28.2 percent from EPS of \$2.20 in the year-ago period.

"Harley-Davidson's second-quarter results reflect the financial strength of

NEWS



SHAW HARLEY-DAVIDSON



PRODUCTS



Continued on page 6 >>>



MINIBIKE 74

When it comes to Harley-based builds in the Freestyle class at the World Championship most builders start with a Big Twin. However, Maik Morató Güell is not like other customizers and he used as little as possible around the Sportster engine he used as a starting point



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News

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Fat Baggers Inc. 13-15

When Gary Chipp started Fat Baggers Inc. 10 years ago customizing Baggers was unheard of, but he changed that with his wide tire conversions. Now he is busier than ever as more and more riders look to combine the practicality of Touring bikes with custom build ideas



World Champs: 'HD 110 LE' by Shaw Harley-Davidson 20-23

Taking the X Games as its starting point Shaw Harley-Davidson created a Modified Harley class entry that mixes traditional custom ideas with influences from extreme sports for its build HD 110 LE

PROGUIDE: The new, the best and the must-haves 27-52

 KUSTOM TECH p.27	 BLOOD Works p.31	 RIDER'S EDGE p.36
 TLD-USA p.44	 DRAG Specialties p.49	 RED PIPE p.50



World Champs: 'Minibike 74' by Alchemy Cycles 55-56

Maik Morató Güell has built many customs based on Sportsters, but for Minibike 74 he took the term less is more to its very extreme, building a bike that is as minimal as possible

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Incorporating the return of AMD's Builder Book

Headlines are a potent return on investment for Wall Street's mergers and acquisitions vultures

As this edition of AMD went to press, in advance of the unveiling of the 2015 Harleys, speculation was flying around the internet (that well known place where facts go to die) that the 2015 Harley model range will see a return for the Road Glide.

Rather surprisingly dropped for this year, spy-shots scooped by certain online media outlets appear to suggest that the brand has been given the "Rushmore" treatment and other context-sensitive upgrades - not least integrated hard bags and frame mounted fairing. Further speculation suggests that the twin-cooled Twin Cam will migrate to base model level on the 'new' Road Glide.

I am also writing this month's column just days before Harley's 2014 second quarter and first half year-to-date fiscals were unveiled. Currently stock market advisories are being kind to the Motor Company, so the expectation is of another modest, sequential step back towards pre-recession unit numbers and earnings.

However, some of the feedback I have had to my May piece ("Harley-Davidson could be vulnerable to the vultures"), also written just before Harley released numbers, their first quarter numbers, has been interesting.

They have varied from the "to all intents and purposes Harley is already owned by speculators," right through to "Harley would never let that happen."

In point of fact it may well be that Harley's race away from the bottom and the measures it embraced to get its earnings and balance sheet back in order suggest that making ready for a takeover, hostile or otherwise, may well have been part of the game-plan.

For those whose management contracts and investment advice are incentivized to benefit from a scrabble for shares, the short-term hurt for short-term gain school of management is exactly the one that is commonly deployed by corporations preparing themselves for acquisition.

We have already been seeing the sharks of mergers and acquisitions sector feasting on tasty morsels (in the scheme of things), and as the recovery deepens, the next stage of the cycle sees circling for tasty treats morph into the audacious - the kind of eat-all-you-can feeding frenzy that makes rock-stars out of the suits, the kind that makes their tribe purr in admiration, the kind that sets agendas and makes reputations.

As deals go, forcing Harley to the block would indeed be a headline grabber - just look at the mainstream reaction to the news about the 'LiveWire' going live. Sure, it was a slow news week, but nonetheless Harley coming into M&A play would indeed be news, and often that is the limit of the pay-off needed for venture-vultures to justify getting it raised up the flagpole.

Selling metal and delivering dividends aren't the only way for investors to make a

buck - ROI only depends on stock price movement, not value. One often hears so-called analysts talking about this or that stock looking like it has "value" - in their context all that means is headroom, headroom in the context of the capital concerned, regardless of the realities of the business concerned.

Stock analysts and venture capitalists analyze "value" in the context of balance sheet math and investor sentiment, not in the context of list price per BHP or handling in the turn on a wet road.

To the vultures it matters not a jot that Harley-Davidson makes motorcycles, all that concerns them is that they can make a defined turn on the cash they use to buy stock within a defined time frame.

Where investment capital is concerned time really is money, and timing is the inexact science that divides the hero from the zero. The competitive pressure on an investment in a motorcycle manufacturer is much more likely to be coming from the projected ROI timeline in alternate investments in pharmaceuticals, aerospace or construction than from the competitive pressures being exerted by a rival motorcycle manufacturer.

On the day I wrote this, Harley's stock price had been bouncing between \$66.03 and \$66.75, that's around a one percent variance on a pretty typical, average trading volume - meaning that at the time of writing it was pretty stable. For the prior 52 weeks though it had bounced between a low of \$54.83 and a high \$74.13 - that's a variance of around 25 percent - is that stable?

In mergers and acquisition terms Harley's market capitalization of \$14.55 bn puts right bang in the middle of the M&A cross-hairs at this time - right in the "Goldilocks" zone ... neither tasty morsel nor eat-all-you can.

The high point for Harley's stock in the past twelve months came around the end of April, after its steady climb from an August 2013 low had been interrupted by some first quarter turbulence.

At present their stock price is enduring a three month downside that, though leaving it closer to its high than its low, nonetheless represents that kind of graph that will have the watchers of such things starting to get twitchy about how close the company is to optimum opportunity.

Regardless of the realities of the balance sheet, the earnings history and potential, even if the time is not yet right, or the company not yet ripe for a bid, even if there isn't a fast buck to be had, Harley could just as easily fall prey to a fast headline for someone wanting to add lustre to their résumé.

time really is money for investment capital

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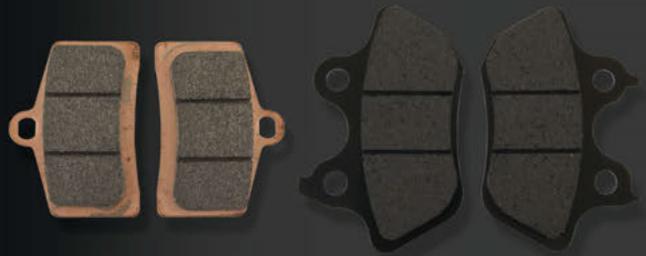
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<<< Continued from cover

Harley-Davidson sales revenue and production data... 2nd quarter 2014

the Company and brand, including the benefits of continuous improvement throughout our operation," said Wandell. "As a customer-led organization, our employees, dealers in 90 countries and suppliers are focused every day on providing outstanding products and experiences for customers around the world."

Operating income from motorcycles and related products grew 32.3 percent to \$473.3 million, compared to operating income of \$357.7 million in the year-ago period. Operating income in the quarter benefited from higher motorcycle shipments and higher gross margin compared to the prior-year period.

Revenue from motorcycles grew 16.2 percent to \$1.48 billion, compared to revenue of \$1.27 billion in the year-ago period. The Company shipped 92,217 motorcycles to dealers and distributors worldwide during the quarter, in line with guidance and a 9.0 percent increase compared to shipments of 84,606 motorcycles in the year-ago period.

Revenue from motorcycle parts and accessories was \$271.6 million during the quarter, up 0.7 percent, and revenue from general merchandise, which includes MotorClothes apparel and accessories, was \$76.4 million, down 6.5 percent, compared to the year-ago period.

Through six months the Company shipped 172,899 motorcycles to dealers and distributors worldwide, an 8.2 percent increase compared to the year-ago period. Six-month revenue from motorcycles grew 14.7 percent to \$2.79 billion, revenue from parts and accessories increased 3.5 percent to \$469.7 million and revenue from general merchandise decreased 8.7 percent to \$140.5 million, compared to the first six months of 2013. Gross margin through six months was 38.6 percent and operating margin was 24.1 percent, compared to 36.8 percent and

Income statements in \$1,000s (except share)	THREE MONTHS ENDED		SIX MONTHS ENDED	
	2014 Q2	2013 Q2	2014 Q2	2013 Q2
Net sales revenue	\$1,834,285	\$1,631,466	\$3,405,973	\$3,045,714
Gross profit	\$724,139	\$601,870	\$1,316,270	\$1,121,312
Total operating income	\$473,256	\$357,665	\$820,948	\$634,426
Net income	\$354,153	\$271,739	\$620,070	\$495,868
Diluted earnings per common share	\$1.62	\$1.21	\$2.82	\$2.20

NET SALES REVENUE

Figures are shown in \$1,000s	THREE MONTHS ENDED		SIX MONTHS ENDED	
	2014 Q2	2013 Q2	2014 Q2	2013 Q2
H-D Motorcycles	\$1,480,914	\$1,274,882	\$2,785,953	\$2,428,709
Parts & Accessories	\$271,572	\$269,588	\$469,707	\$453,626
General Merchandise	\$76,386	\$81,700	\$140,500	\$153,844
Other	\$5,413	\$5,296	\$9,813	\$9,535

MOTORCYCLE SHIPMENT DATA NOTE: H-D MOTORCYCLE SHIPMENT DATA IS NOT THE SAME AS RETAIL REGISTRATIONS

United States	63,043	57,070	117,334	107,753
Exports	29,174	27,536	55,565	52,075
Total H-D	92,217	84,606	172,899	159,828

PRODUCT MIX

	2014 Q2	2013 Q2	2014 Q2	2013 Q2
Touring	41,095	32,384	77,273	63,716
Custom	32,231	35,315	61,380	65,617
Sportster	18,891	16,907	34,246	30,495
Total	92,217	84,606	172,899	159,828

RETAIL SALES OF H-D MOTORCYCLES:

	2014 Q2	2013 Q2	2014 Q2	2013 Q2
United States	58,225	58,241	93,955	92,947
Canada	4,146	5,058	6,155	7,117
Europe	15,542	14,669	23,916	22,369
Asia Pacific Region	7,302	7,193	14,480	13,151
Latin America Region	2,781	3,103	5,339	5,451
Total	90,218	90,193	147,633	144,447

20.8 percent respectively in the year-ago period.

Operating income from financial services was \$74.4 million in the second quarter of 2014, a 0.4 percent increase

compared to operating income of \$74.2 million in last year's second quarter. Second-quarter financial services results reflect improved net interest income, partially offset by a higher provision for

credit losses. Through six months, operating income from financial services was \$137.6 million, compared to operating income of \$145.7 million through six months of 2013.

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Victory Cross Country trike from Lehman and Champion

LEHMAN Trikes has combined with Champion Trikes to introduce the CrossFire LLS for Victory Cross Country models. This new model of trike features LLS independent suspension, standard parking brake, large six-cubic foot trunk, optional accessories and full warranty.

"The CrossFire LLS was inspired from many requests by Victory riders who love the Cross Country, but are in a position where a trike would be more beneficial to their lifestyle and riding needs," says Craig Arrojo, owner of Lehman Trikes USA and Champion Trikes. "We have put a great deal of strategic design into the CrossFire to meet the desires of our Victory customers and are excited it will be offered as a full warranty, complete touring trike."

The combination of Victory's Freedom 106 engine and Lehman's LLS independent suspension provides a dependable, comfortable and powerful ride in town or touring on open roads. Thanks to Lehman's unique supply agreement with Victory



Motorcycles, owners of the CrossFire LLS will also receive a full factory warranty which includes Lehman's three-year, unlimited mileage warranty as well as the retained Victory one-year warranty on all motorcycle parts unaffected by the trike conversion.

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PSI receives support from Indian

POWERSPORT Institute (PSI), a branch campus of Ohio Technical College dedicated to providing motorcycle mechanic training, has partnered with Polaris to increase the Institute's diversity in training on a variety of models, resulting in Polaris, Victory and Indian

dealers having more opportunities to hire PSI graduates.

As a part of the partnership agreement Polaris has provided PSI with four Indian Motorcycles, access to Indian training on-line, and the newest fuel injection diagnostic software.

The PowerSport Institute provides motorcycle technician training and enables students to learn motorcycle technology service, maintenance, repair and diagnostic skills. Previously the Institute has partnered with the World Championship of Custom Bike Building,

which saw students at PSI are build and modify a 'chopper/bagger' style custom bike for entry in the 2011 World Championship.

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EBR introduces new 1190SX 'Superfighter' sportbike

FOLLOWING the successful launch of the acclaimed 1190RX superbike, Erik Buell Racing (EBR) has introduced the EBR 1190SX, described by the company as "a true naked streetfighter-style sportbike with uncompromised Superbike race-bred performance and handling".

Sharing the 1190RX's V-twin engine (rated at 185 crankshaft horsepower and more than 136 Nm of torque) the 1190SX is said to deliver "the highest performance available in the streetfighter category".

EBR founder and Chief Technical Officer Erik Buell is described as being no stranger to streetfighter-style sportbikes, having defined the category in production manufacturer terms with the introduction of the S1 Lightning in 1995.

In what may be a sideswipe at the recent unveiling of a 'Roadster' design concept by BMW, Buell says that "the streetfighter classification, which was so revolutionary when we first came to market, is now being used by marketing people for all sorts of motorcycles, including some thinly-disguised

standard bikes that have de-tuned or obsolete powertrains. So, perhaps the appropriate new name for a bike like the 1190SX is 'Superfighter'."

The company goes on to say that "with so many components carried over from the EBR 1190RX Superbike, the 1190SX is a genuine high-performance motorcycle with a racing heritage. True to its 'streetfighter' designation, however, the 1190SX is designed to be a dominating street machine.

"Featuring an athletic upright riding position and wider handlebars for nimble handling, and minimalist bodywork for lower weight, the 1190SX is equally at home carving canyons on the open road or taking on the concrete canyons of the city. As with all EBR sportbikes, the 1190SX features many Erik Buell signature innovations to optimize handling and performance, such as fuel in the frame for lower weight and centralized mass, hubless wheels and perimeter brake rotors for lower unsprung weight, and EBR's proprietary Controlled Swirl Induction (CSI), which



improves power and fuel economy, while lowering exhaust emissions".

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Polaris reports record second quarter results

POLARIS Industries Inc. has reported record second quarter sales for 2014, at \$1,014 million, an increase of 20 percent over last year's second quarter sales of \$844.8 million.

Scott Wine, Polaris' Chairman and CEO, said: "The second quarter results, our 19th consecutive quarter of record earnings performance, exemplify our commitment to delivering high quality, innovative products and a first-class purchase experience that our consumers expect. Our strong financial performance in the quarter was driven by outstanding retail sales growth, up 15 percent in North America, driven by market share gains in our side-by-side vehicle product line and continued growth of our Indian motorcycle business.

"Net income for the second quarter was up 21 percent to \$96.9 from \$80m for the year-ago quarter. Between strong demand for our existing offerings and our industry leading product innovation, we believe sales and earnings will continue to accelerate in the second half of the year, supporting our confidence and decision to again raise full year sales and earnings guidance



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for 2014."

Sales for the motorcycles division, which includes Victory Motorcycles and Indian Motorcycles, increased 107 percent to \$103.1 million in the 2014 second quarter compared to same period last year due to continued strong demand for the new model year 2014 Indian motorcycles.

Consumer retail demand for Polaris motorcycles, driven by Indian Motorcycle retail sales, was up approximately 50 percent during the 2014 second quarter, while second quarter North American industry

heavyweight cruiser and touring motorcycle retail sales were about flat versus the 2013 second quarter.

The re-launch of Indian Motorcycle continued during the 2014 second quarter as additional dealers began retailing the bikes and awareness of the brand's revival continued to gain momentum.

Victory retail sales in the 2014 second quarter were down mid-single digits percent largely due to a product recall in May. Sales of Polaris motorcycles outside of North America almost doubled in the second quarter

of 2014 as compared to the year-ago period driven by strong retail demand for Indian motorcycles.

Gross profit increased 21 percent to \$304.9 million compared to \$252.3 million in the second quarter of 2013. As a percentage of sales, gross profit margin improved 20 basis points to 30.1 percent of sales for the second quarter of 2014, compared to 29.9 percent of sales for the same period last year. The pressure to gross margins from the negative currency movements of the Canadian dollar and weaker product mix during the 2014 second quarter was more than offset by lower product costs and higher pricing.

www.polaris.com

FIRST QUARTER PERFORMANCE SUMMARY (in thousands except per share data)

Product line sales	Three Months ended June 30			Six Months ended June 30		
	2014	2013	Change	2014	2013	Change
Off-Road Vehicles	\$ 701,463	\$ 619,223	13%	\$ 1,304,306	\$ 1,160,495	12%
Snowmobiles	6,141	8,461	-27%	21,727	23,175	-6%
Motorcycles	103,128	49,872	107%	181,995	101,669	79%
Small Vehicles	43,525	33,714	29%	82,008	44,773	83%
Parts, Garments & Accessories	159,702	133,530	20%	312,269	260,597	20%
Total Sales	\$ 1,013,959	\$ 844,800	+20%	\$ 1,902,305	\$ 1,590,709	+20%

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FAT BAGGERS I N C.



THE ORIGINATORS OF FAT TIRE BAGGERS

Eleven years ago, when a customer inquired at the H-D dealership owned by Gary Chipp's father whether a fat tire could be fitted to his Bagger, he gave Gary the idea that would lead to him forming Fat Baggers Inc. the following year. Now the company is celebrating its 10th anniversary with ambitious European expansion plans



Phil Day, the former owner of Daytec, is now the Production Manager at FBI and oversees the construction of the frames used in the Razorback bikes



The Razorback Trike is one of four production models available from FBI Motor Company



Gary Chipp is the founder of Fat Baggers Inc. and runs the business with his wife Amy

AS Fat Baggers Inc. is celebrating its 10th year in business it is beginning ambitious expansion plans that will see not only its line off custom parts made more available in Europe, but also its line of new motorcycles, built under the FBI Motor Company banner sold as Fat Baggers Europe, opens a subsidiary in Växjö, Sweden.

The visionary behind the success of FBI, which began before custom Baggers became mainstream, is Gary Chipp who began his life in the motorcycle trade working out of his father's Harley dealership, where his determination to

succeed was soon evident as he made the role of service manager aged just 22. It was during his time working at his father's dealership that Gary received a request that would ultimately lead on to him establishing Fat Baggers Inc., when a customer asked Gary if it would be possible to get a 240 rear tire fitted to his Road Glide to match the tire he had in his Arlen Ness built chop. "I wasn't sure if it was possible, so I called Arlen and all the other leading builders I could think of, asking if they could do it," says Gary about that first potential fat tire Bagger conversion. "The customer had an open checkbook and wanted to be the first person to have a fat tire Bagger, but everyone told me it was

impossible." Like so many custom bike builders, Gary was unwilling to be told that something is impossible, and so he decided to see what he could do, even though his own father told him it couldn't be done. He was soon to prove everyone wrong and had the fat conversion done in time to take the bike to Daytona Bike Week in 2003. Among the interested parties who saw the Bagger that Gary had done the fat tire conversion on was Howard Kelly, who was at that time the Editor of Hot Bike magazine. He was impressed enough with what he saw to immediately arrange a photo shoot the following day. A few months later the magazine feature appeared with the bike dubbed a 'Fat



Bagger', a name which stuck when calls started coming into Gary's dad's dealership from potential customers for fat tire conversions on Baggers. It was at that point that Fat Baggers Inc. began in November 2004, with Gary taking on two employees to help him design, develop and prototype the parts needed to make a bolt-on 200 tire kit for H-D Baggers. He decided on the 200 size tire as it was the widest that could be accommodated without extensive frame modifications. It should be noted that by 2009 the Motor Company made the move to fitting a 180-section tire, five years after Gary first offered the option. Following on from that initial visit to Daytona Gary returned in 2005, this time ready to trade as Fat Baggers Inc. Unfortunately things did not go quite as planned. "We had a 45ft trailer, but people just didn't seem to want to buy from us," says Gary, talking about his first attempt at taking business on the road. "People weren't comfortable taking a box of parts away and being expected to sort out the fitment of it all by themselves." Fortunately, it is not just with bikes that Gary has an ability to think differently to others "I realized we needed to create a more professional image; let people know we meant business." For Gary that entailed buying a semi unit complete with custom corporate paint scheme and mobile fitting bays to allow same-day conversions to be done at rallies. The first event that Gary took the new FBI rig to was Sturgis in 2005 where it soon proved to be a worthy investment. "We couldn't install enough kits," he says. "We put on 16 conversions, which was everything we had brought with us, and hauled home a trailer full of motorcycles to convert in our shop, so we knew at that point there was a demand for our product." Fat Baggers, Inc. is now in the position where its fitting service at shows and rallies is usually booked up far in advance of the actual events. This situation has been helped by the additional options now offered by the company. Alongside the wide tire kits, customers can have color-matched bodywork fitted, new wheels front and rear, and brakes and fork legs changed – all done on a ride-in, ride-out, one-day service. However, it is back at the company's Chariton, Iowa facility that progress is really being made. It is there, for instance, that the FBI catalog is produced, at nearly 45 pages long, showcasing the entire line of products available. The wide range of parts Fat Baggers Inc. is

The customer had an open checkbook and wanted to be the first person to have a fat tire Bagger

able to access also provided Gary with another business opportunity – a full line of high-end custom baggers produced under the FBI Motor Company brand. Customers were approaching Fat Baggers, Inc. with requests to have larger amounts of work done on their bikes, including 240, 280, 300 and even 330 rear tire conversions, which required frame cutting and welding and the use of an RSD transmission, all of which was pushing the cost ever higher. This led Gary to realize it would be more cost effective to build bikes from the ground up, saving customers money, because stock, brand new, unused parts would not be taken off. The construction of bikes also allows Gary to take in design aspects that have often been suggested by customers, for example dropped seats and

raked out head stocks. Three models of bike – Razorback Limited, Razorback Ultra and Razorback – are now in production under the FBI Motor Company banner, along with the trike option of the Razorback Trike. All of these models are powered by a 120 inch JIMS engine and



The Razorback line of bikes are all built around 120ci JIMS engines with cycle parts sourced from the likes of RC Components, Harley-Davidson, and Hawg Halters Inc.



Having begun working solely on models from H-D before moving into creating his own line of bikes, Gary Chipp of FBI has now introduced Indian Motorcycle options to the business



were originally built on Daytec frames. However, with the closure of Daytec, production of the proprietary drop seat frames with 36 degrees of rake, designed to accommodate up to a 26in front wheel while, preserving both ride and handling, was brought in-house at the same time as former Daytec owner Phil Day was named as Production Manager at FBI in January of this year.

While the choice of a JIMS engine may be an unusual one, it was carefully selected. The reason for this is that it has common parts that can be purchased at a Harley-Davidson dealership for ease of service, something which is not necessarily the case with other OEM engines. Along with ease of service it also makes it easier to provide a good warranty and as such all FBI Motor Company bikes are supplied with a three-year warranty, which includes roadside assistance.

The ability to be able to offer such a warranty is aided by other careful parts choices, with HHI brakes and RC Components' wheels being used alongside Harley-Davidson bar controls and wiring looms. Talking about the specification of his FBI Motor Company bikes, Gary says: "I picked the best of the best components and added them to what we manufacture to start FBI Motor Company."

With the opening of Fat Baggers Europe, which will see Ola Landin from Vaxjo, Sweden, who has been a Fat Bagger Motor Company motorcycle owner for the past two years, bringing the machines to Northern Europe and establishing a dealer program, Gary is expanding on an international sales program that really took off for him in 2008. It was then that

Gary is expanding on an international sales program that really took off for him in 2008. It was then that Lebanese Prime Minister Saad Hariri ordered three bikes.

Lebanese Prime Minister Saad Hariri ordered three bikes. Hariri has now become a regular customer and has gifted FBI built bikes to the king and queen of Jordan, the prime minister of the UAE, and to the king of Saudi Arabia. Gary describes those builds, which are among the most expensive he has completed, as "museum quality, but it's still very rideable and useable, and that's what keeps our customers coming back for more."

However, Gary has not concentrated solely on developing the bike brand and he is still working to add more in-house parts to the FBI product line. One such example was the introduction of the IFairing. It is an inner fairing for use on factory Batwing fairings that allows an Apple iPad or iPad 2 to be integrated. Once the new inner fairing is installed it allows plug-and-play use of an iPad in a key-locked fitting that is also water resistant, bringing the very latest technology to the Bagger market. It is development of parts such as the IFairing alongside the production of the Razorback motorcycles that has helped FBI to continuously grow over the 10 years it has been in existence, and it has now grown to 30 employees and become recognized as one of the best skilled-trade employers in Chariton, the town where it is based. And

now Gary has even more reason to celebrate. As a proud Iowan he is celebrating his business' 10th anniversary with Iowa Farm Bureau Federation's Renew Rural Iowa Entrepreneur Award. "It's wonderful to have a successful existing business in your community," says Christopher Watkins, Lucas County Development Group president. "Economic development is more than just attracting new commercial businesses and employees; it's also about working with existing companies to help them be successful and sustainable." And there can be no denying that going from just two employees to an international business in ten years, and one that is continuing to grow, FBI is a success on a local and global level.



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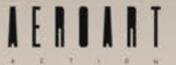


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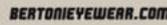
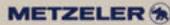
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Indian release first 2015 range details

INDIAN Motorcycles has begun to release details of its 2015 year model range with the announcement that it will be offering two-tone paint schemes on the Chief Classic, Chief Vintage and Chieftain. The new two-tone Chief Classic, Chief Vintage and Chieftain will be on-display and available for demo rides during the 74th annual Sturgis Motorcycle Rally, at which time full details of the 2015 Indian Motorcycle range will be announced. The two-tone colors that will be available in 2015 are the Indian

Chief Classic in Indian Motorcycle red/thunder black, the Indian Chief Vintage in Indian Motorcycle red/thunder black, Indian Motorcycle red/ivory cream, and willow green/ivory cream, and the Indian Chieftain in Indian Motorcycle red/thunder black, Indian Motorcycle red/ivory cream, and Springfield blue/ivory cream. "Two-tone paint schemes are among the most iconic elements of vintage Indian motorcycles dating back about 80 years, giving the bikes a look and feel



that is instantly recognizable and beloved by motorcycle fans," said Steve Menneto, VP of Indian Motorcycle. "It is exciting to reintroduce two-tone paint for our 2015 Indian Chief models. These paint schemes pay tribute to Indian bikes of the past but come coupled with the exceptional technology and power that the 2015 Chief line-up offers. They are simply

stunning, and the quality and craftsmanship of the paint jobs is exceptional. We're excited to share these beautiful bikes now, and will share more news with our fans on August 2nd." www.indianmotorcycle.com



George B. Smith steps down as S&S Chairman

GEORGE B. Smith, current Chairman of the Board and CEO of S&S Cycle, has announced his retirement from regular involvement in the company, becoming Chairman Emeritus.

John McGinnis, an S&S Board Director since 2007 and Vice-Chairman the past three years, has been elected Chairman of the Board to replace George B. Smith, following on from the two men having been working closely on many significant projects.

S&S Cycle was founded in 1958 by George J. Smith and his wife Marjorie A. Smith and moved from Chicago to Viola, Wisconsin in 1969. George B., who joined the business in 1979, is the eldest of the second generation of Smith children, and became company President following his father's death in 1980.

"The past 35 years has been quite a ride," said Smith. "I am very proud

of what the S&S team has accomplished. I was extremely fortunate and blessed to be in the right place at the right time with a great group of family members and employees dedicated to continue the legacy Dad and Mom started.

"But the time has come for me to step back a bit and enjoy some time off and let the organization we built, led by our Board of Directors, take over. As Chairman Emeritus I will continue to be involved as necessary while at the same time spending more time with my wife Connie and family. I have great confidence in our Board and after working closely with John McGinnis the past seven years, I find him well qualified to take over ongoing Chairman responsibilities."

"It is a great honor to become Chairman of S&S Cycle and relieve George of some of his responsibilities so he can enjoy some well-deserved



time off," responded McGinnis. "I look forward to coordinating the Board's efforts in further developing our management team as we continue to grow S&S in today's demanding and changing market place. I'm confident this transition will go smoothly including working with George and the other Shareholders. These are opportunistic times at S&S Cycle and I find it challenging and exciting to work with S&S President Steve Iggens and the S&S Team to develop and implement new strategic initiatives that will best serve our customers into the future."

S&S CYCLE
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George B. Smith, formerly the Chairman of the Board and CEO of S&S Cycle, is stepping down to take on the role of Chairman Emeritus

Biker's Choice to carry '100%' gear brand

TUCKER Rocky/Biker's Choice, the Texan parts and accessories distributor has announced the addition of 100% goggles, gloves, sunglasses and casual apparel to its roster of products with orders now being accepted. The 100% brand is well known

in the motocross world and following the distribution agreement is expected to make inroads into other areas of motorcycling in the US. "We're very excited to start working with 100%," said Hank Desjardins, VP of Marketing for



Tucker Rocky/Biker's Choice. "They are a quality brand that will really be a great addition to our product portfolio. We look forward to working with

the 100% team and seeing where we can help them go."

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ACROSS 110TH STREET

Shaw Harley-Davidson is no stranger to the World Championship of Custom Bike Building, having won the Modified Harley class in 2010. In 2013 the company returned to the Championship with another build from its Shaw Speed & Custom workshop – HD 110 LE

CUSTOM builders can, and do, take inspiration from many diverse places, and Steve Willis, Team Principal at Shaw Harley-Davidson, is no different. With a background in competitive cycling Steve brought some of that skill to the build of HD 110, the bike the business entered in the Modified Harley class at the World Championship of Custom Bike Building. He explains: "We

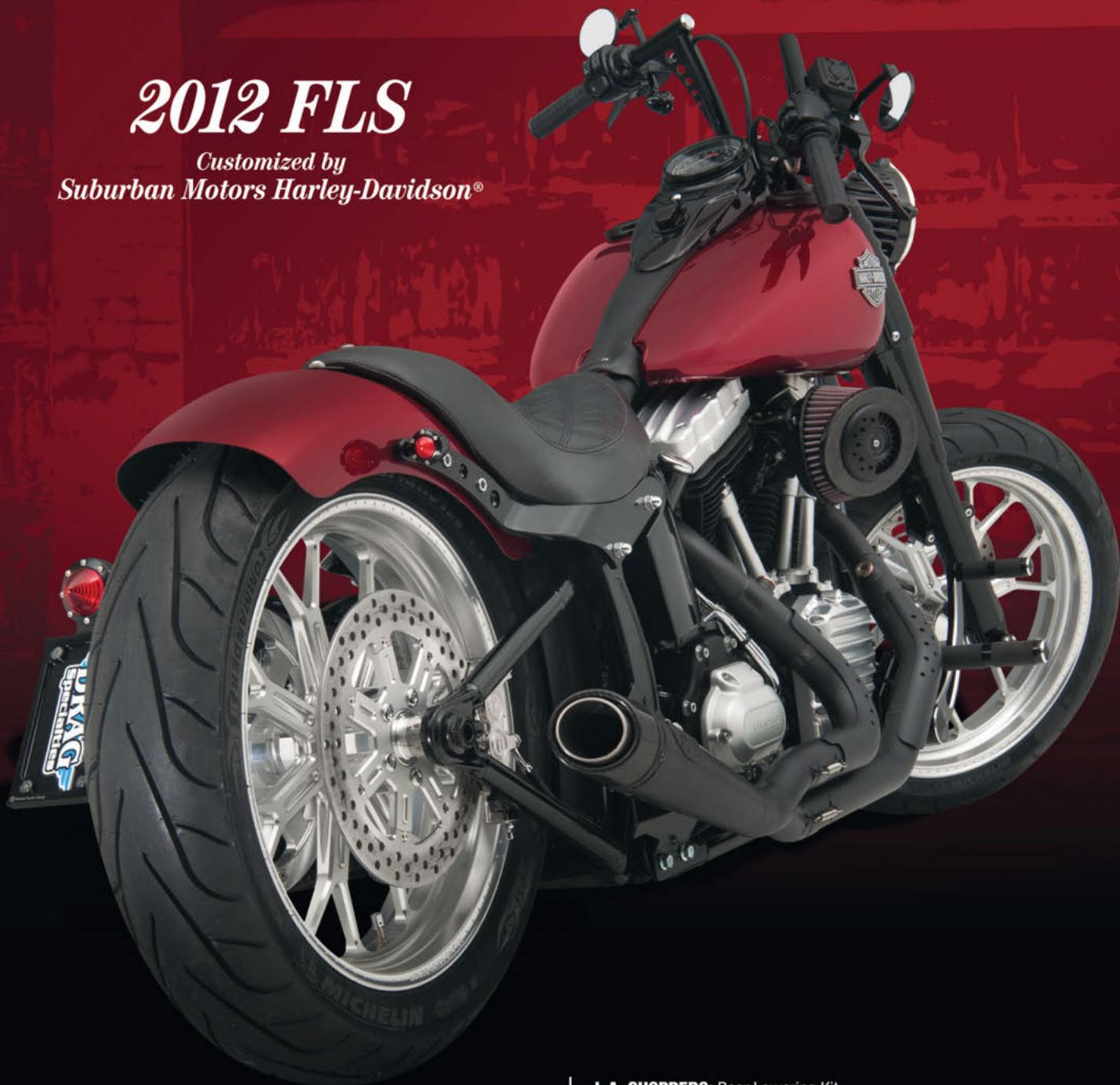
wanted to create something which would look at home in any X Games arena or in motocross, mountain bikes BMX, surfing, snowboarding or skateboarding." And HD 110 LE clearly wears those design cues with the way the front end is painted to be reminiscent of mountain bike Rock Shox and with cycling World Championship rainbow stripes strategically placed around the bike.

Written by Duncan Moore - duncan@dealer-world.com •• Photography by Frank Sander - frankthunder1@aol.com



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Featured Parts

ACCEL: Super Coil Kit

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DRAG SPECIALTIES: Black Fork Slider Covers, Round Black Horn Cover and Custom Black Covers

L.A. CHOPPERS: Rear Lowering Kit

MICHELIN: Commander 2 Tires

PERFORMANCE MACHINE: Vision Round Mirrors, 6 Piston Front Caliper, 4 Piston Rear Caliper, Grill LED Fuel Gauge and Grill Fuel Cap

PROGRESSIVE SUSPENSION: Front Lowering Kit

ROLAND SANDS DESIGN: Delmar Machine Ops Wheels, Delmar Chrome Front Rotor, Delmar Machine Ops Rear Pulley, Delmar Machine Ops Rear Rotor, Fork Brace, Rear Fender Kit, Boss Solo Seat, Slant 2-into-1 Exhaust, Machine Ops Nostalgia Cam Cover, Machine Ops Nostalgia Rocker Covers, Black Vintage Handlebars, Traction Grips, Slant Air Cleaner, Tracker Signals, Taillight Tag Bracket and Nostalgia Headlight

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The handlebar clamp on HD 110 LE is sourced from Hope Technology and was originally intended to be used on a mountain bike

The starting point, surprisingly given the X Games influence, was not as might be expected a Sportster, rather a 2011 Blackline Softail. Due to the restrictions of the Modified Harley class, in which the bike was entered at the World Championship, the frame modifications were kept to a minimum. The most notable change is along the bike's back where an extra tube has been added along the spine of the frame. This extra tube was then used to mount the stock gas tanks along each side of, 2in lower than standard. Because of the revised mounting position the right-side tank has had its base modified to fit around the Performance Machine air cleaner and gold anodized RSD rocker boxes.

At the rear of the bike similar restraint has been shown with the swingarm simply cleaned up with the removal of the stock brake caliper from the right-side of the bike. In its place, the bike now has a Performance Machine caliper on the left where it grips a Performance Machine combined rotor and pulley.

www.AMDchampionship.com

Moving back to the front of the bike, the stock forks have been replaced by a custom set-up built around a Sportster front end, which has had the fork legs titanium nitrate coated and the lowers painted white with red graphic to make them look similar to Rock Show mountain bike forks. This idea of mimicking a mountain bike is taken further with the use of a Hope Technologies mountain bike handlebar stem, used atop the upper triple tree rather than the more usual pair of risers. The handlebars held by the Hope stem carry the rainbow stripes graphic of a cycling World Championship winner, fitting given Shaw's record at the World Championship of Custom Bike Building, plus Performance Machine controls and grips and an internal throttle. The bike's forward controls were also sourced from PM.

The use of Performance Machine parts continues with the spoked wheels from the Californian parts manufacturer. A 21in Black Ops rim is used on the front with a 120/70/21 Metzeler tire, while at the rear a matching 200/50/18 tire is used on the 18in rim.

An open belt primary drive was also selected from the PM range of parts, while the engine was dressed with a set of covers from Roland Sands Design. The finishing touch was the fabrication in-house at Shaw

The carbon fiber number board was made in-house at Shaw Speed & Custom, along with the heat shields on the exhausts and the rear fender



Lifted from a Sportster, the front forks have been painted to make them look reminiscent of Rock Shox forks fitted to mountain bikes

Speed & Custom of the 2-into-2 exhaust system that features hand-made carbon fiber heat shields/number boards. The company then carried on with the carbon construction, making a rear fender and a number board for the front of the bike, all of which, along with the tanks and frame, was painted by Image Design Custom.

While HD 110 LE was well received at the World Championship of Custom Bike Building, Shaw Harley-Davidson has yet to replicate its winning achievements of the 2010 event. However, there is no doubt that Steve Willis and his team will be back again for the 2014 Championship as he looks to regain his championship title.

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Following its successful introduction to Europe at the first ever BIG BIKE EUROPE Expo in Germany in May 2013, the AMD World Championship of Custom Bike Building will continue to be staged annually in Europe.

This year sees the 11th annual World Championship being staged in front of the largest ever audience for any custom bike show ever seen, anywhere, when BIG BIKE EUROPE makes its debut at the internationally respected INTERMOT expo at Cologne, Germany, in October - over 200,000 riders and international trade professionals visit INTERMOT, making it the largest international motorcycle expo of its kind in the world.

The following year will see the 12th annual AMD World Championship being staged at BIG BIKE EUROPE (September 2015), also at the Cologne Exhibition Centre/Koelnmesse.

Thereafter it will alternate between INTERMOT (2014, 2016 etc) and BIG BIKE EUROPE (2015, 2017 etc), meaning that while each expo is staged on an alternate annual basis, there will now be a "Cologne Show" at the same venue every year.

Championship entries and information from Neil Blaber, neil@amdchampionship.com
BIG BIKE EUROPE exhibitor information from Robin Bradley, robin@dealer-world.com
For INTERMOT visitor and exhibitor information, visit www.intermot-cologne.com

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Mustang seats for 'Breakout'



MUSTANG has extended its seat range with new options designed exclusively for the '13-14 Softail Breakout model. The new seats are versions of the company's existing Tripper Fastback that have been reworked to suit the wider tire configuration of the CVO Breakout.

Both of the new seats offer a 13in front width for the



driver and a 7in wide rear. The only difference in the two designs is that one is plain finish, while the other has tuck and roll.

"Our Tripper Fastback offers a super clean, custom style, well suited for the lines of the Breakout," says Mustang's Marketing Director, Marilyn Simmons. "It is cut low for the rider and offers good back support."

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Retro style inverted hand controls

KUSTOM Tech's Retro Inverted handlebar levers are constructed from forged brass and offered in a choice of chrome with a polished brass lever, satin chrome with a satin brass lever, or all raw brass. For use on 1in handlebars with a 21.5mm internal diameter, the controls are right-side for the brake and left for the clutch.

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Kickstand for lowered FLs

PINGEL Enterprise has recognized that increasing numbers of riders are running lowered front and rear suspension of FL models for comfort due to the bikes having tall seats, and to improve the bike's handling. However, the company is also aware that this change makes the stock kickstand too long to hold the bike at a safe angle, and to resolve this issue it has in production a specific replacement kickstand.

The Pingel kickstand for lowered FLs has been designed to work on bikes that have had the front lowered 2in and the rear 1in. Manufactured from TIG welded steel and then powder coated black, the Pingel part fits the stock location and reuses the OEM spring.

Unlike the stock H-D kickstand, the Pingel part has a large surface foot pad contact area to support the bike better on the ground. The kick tab is also easily accessible for use with stock and oversized primary covers. It is designed specifically for '07-'14 FL models, and will also fit years back to '84, but lean angles may vary.

PINGEL ENTERPRISE INC.
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Throttle housing clamps

SUPERTRAPP has released a range of new throttle bodies under its JayBrake brand. The throttle housing clamps are designed to clean up a bike's handlebars when an upgrade has been made to aftermarket hand controls. The throttle housings are available for push-in or threaded style throttle cables, and with a left side spacer to fill the void when a switch housing is not being used. Machined from billet aluminum, they are designed for use on 1in handlebars.

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'Torrent' waterproof bags

UNDER its Firstgear brand, Tucker Rocky now has Torrent waterproof duffle bags available.

The bags, which are offered in 25L, 40L and 70L



capacities, are made using tough PVC tarpaulin fabrics that are precision-cut and sonically welded to ensure optimal seam integrity, strength and durability.

Designed and developed specifically for motorcycle riders, the bags feature strategically placed D-rings, handles and webbing straps for easy attachment to a motorcycle.

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Quick detach backrests

SUPERTRAPP Industries has released a line of quick detach backrests for use on various V-twin models under its Jardine brand.



Jardine's patented quick detach system is said to make installation or removal quick and easy. The universal backrests are available in Tall Billet, Short Billet, Billet Touring, Short Steel and Mini Steel versions to fit a variety of Bagger, Softail, Dyna and Sportster models.

SUPERTRAPP INDUSTRIES, INC
 Cleveland, Ohio, USA
 Tel: 216 265 8400
jardine@supertrapp.com
www.supertrapp.com



MXTS 40A charger



CTEK has launched its MXTS 40, which it describes as a powerful smart charger and battery support unit that can provide up to 40A, to meet the demand for fast charging and battery support from workshops and showrooms.

The MXTS 40 offers rapid charging with a powerful eight-stage charger providing optimum charging in the shortest possible time, and has selectable modes for all battery types including calcium, gel and AGM (including start/stop types) to ensure that a safe, fast charge is delivered meeting the needs of the individual battery type.

The MXTS 40 also provides a range of highly accurate constant voltage settings to avoid ECU damage due to voltage fluctuation during programming. It can supply up to 40A of clean and constant current, protecting against disruption to the diagnostic process with a voltage range of 13.6 – 14.8V.

The user interface provides information through the unique CTEK eight-step charge progress indicator LEDs which are complemented by an additional LED display that gives read-outs of important charge parameters including current, voltage and amps charged.

A CTEK spokesman said: "There is ever increasing demand for chargers capable of providing powerful

battery support when flash programming work is being undertaken. There is also a great need for a safe and versatile charger with the ability to deliver a rapid charge for both workshop and showroom applications. With powerful and quick charging capability and great functionality, the MXTS 40 meets these requirements perfectly, making it an essential piece of equipment for the workshop or showroom."

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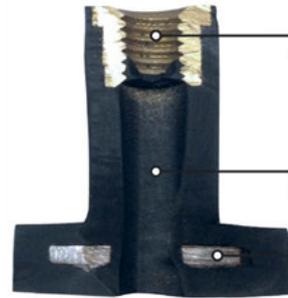
US - BIG SPOKE



ProTouring 14in 'Flare' windshield

FOLLOWING on from customer feedback and additional testing, KlockWerks has expanded its Flare windshield range with the introduction of its Pro-Touring version. The new 14in high screen has been created for use on Road Glide models. Manufactured from .177in hard-coated polycarbonate material for added protection and increased durability for the long haul, it features 'hips' that direct air to add downforce, improving stability compared to a stock screen. The flip at the top of the Flare is designed to re-route air upward, allowing it to flow back as clean, less turbulent air for rider and passenger.

To work with its Flare windshields Klock Werks is producing its own replacement wellnuts. Designed to replace the factory windshield mount wellnuts on the '98 and up FLTR models, the new wellnuts are said to be manufactured from superior material making them less prone to failure, and have a design that incorporates an impregnated mount surface flange. This design is claimed to eliminate pushing the wellnut through the windshield mounting hole into the fairing. The Klock Werks wellnuts also feature a superior brass, threaded insert.



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Softail chain drive primary features 'Competitor' clutch



BELT Drives Ltd has designed its CDCS-1-90 chain drive primary kit, which features the company's Competitor clutch, specifically for use on '90-'06 Softail models.

The Competitor clutch is said by the manufacturer to offer instantaneous and absolute transfer of power to the rear wheel.

The patented seven-plate Kevlar clutch provides at least 60 percent more clutch surface than stock, and the nine-spring pressure plate provides varying spring pressure needed for use with both stock and highly modified stroker motors.

The complete primary drive kit includes a Diamond primary chain, compensator sprocket, compensator nut, clutch springs, shoulder bolts (for chain drive only), hardware kit for chain drive, pressure plate, adjusting screw, main shaft hub nut, chain drive clutch kit, and nine-tooth starter pinion gear.



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GEL Soft For Your Hands



Avon's new new GEL grip is a very ergonomic grip, featuring the softest rubber that Avon has used in a street bike grip. The soft rubber has a unique dimple texture and tacky feel that helps reduce unwanted road and engine vibrations, and reduces hand tingle. The new style grip is complimented by stylish, billet aluminum, triple chrome plated or black anodized end caps and collars. Available for all Harley fitment and most Metric Cruisers.



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Latest additions to Motorcycle Storehouse range

MOTORCYCLE Storehouse is now stocking the **MMB Gen-2 Ultra Mini speedometers**. This latest speedo from MMB is just 48mm in diameter and the housing is 33mm deep, whereas the Gen-1 was 50mm deep. The electronically driven speedo is available with black or white face in a 'Basic' or 'Target' design in kph or mph, and with a choice of white, yellow, blue or red LED illumination.

The Gen-2 Ultra Mini speedometers come with integrated LED lights in red warning, blue high beam, green neutral and green turn signal. An extra large waterproof LCD display is used to inform the rider on switchable kph/mpg distance, two trip counters, two trip time counters, date, time, ambient temperature in Celsius or Fahrenheit, battery voltage and fuel reserve as a symbol.

Originally designed for use on '94-up H-D models equipped with stock electronic transmission driven speedometers, the Gen-2 can be used in many custom applications since the speedometer can be used with inductive and Hall-effect sensors with npn output, Reed-sensors and induction sensors (VRS). Calibration can be done manually by entering a known number of sensor pulses or automatically by riding a certain distance. Connectors that fit the rear side of speedo are included along with a comprehensive installation manual.

Among the Küryakyn range of products stocked by Motorcycle Storehouse is the **ECE approved 7in LED headlamp unit**. While the unit has previously



The latest MMB Ultra Mini speedometers uses a smaller housing than previous versions

been available, it is only now being offered with ECE approval and with the option of left-side drive for use in the UK. Said to provide more light than a H4 bulb while using less power, the light fits all FLHS, FLHX, and FLHR (excluding 2014 FLHR and C, and FLHRSE), '11-'14 FLD and all trike and Softail models with 7in headlamps and standard connectors.

Motorcycle Storehouse has now also added the **Mueller internal throttle grip** to its stock list. This internal throttle uses four roller and two bearing sleeves and is machined to the tightest tolerance to create the smoothest action possible. Supplied with a universal throttle cable with PTFE inner lining that can even be run through the most extreme Z-bars, without adverse effects to control smoothness, there are two versions are available, one for use with metal throttle grips and one closed for use with rubber throttle grips to prevent the rubber contacting the moving internals of the throttle.

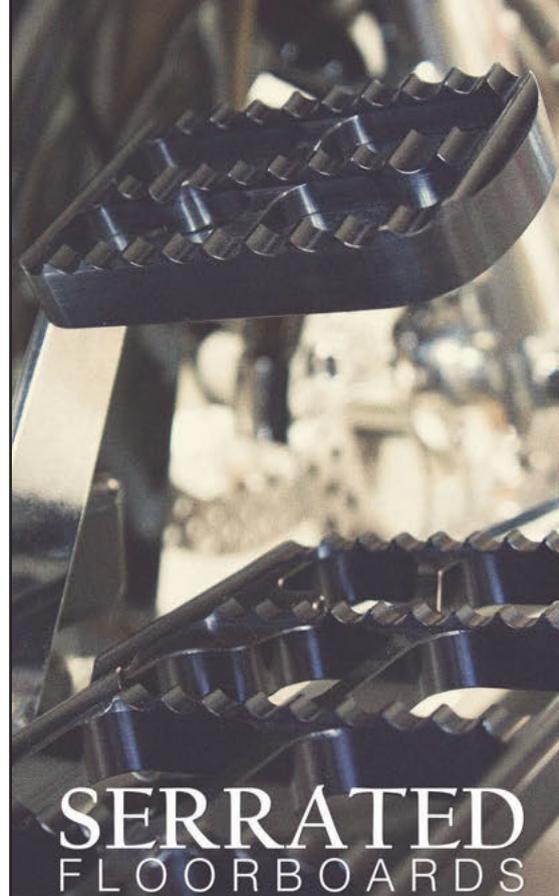
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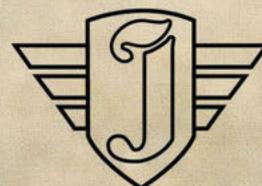
The LED headlamp unit from Küryakyn is now supplied by Motorcycle Storehouse with ECE-approval



A throttle cable with a PTFE inner lining is included with the Mueller internal throttle



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New Touring bike parts from Roaring Toyz

ROARING Toyz has introduced two new styles of fenders designed for use on the larger wheels now being used on custom Baggers. The new fenders are the Classic and Wraparound.

The American made Classic is for use on Touring models, and is direct bolt-on fit when used with a 21in wheel conversion, but is also available to suit 23in and 26in wheel conversions. The fenders are supplied pre-drilled and with chrome spacers.

The new Wraparound fender is for use on Touring models that have had a 30in wheel fitted and requires custom spacers with the correct width to bolt direct to the fork legs.

Both the Classic and Wraparound are constructed



from biaxial hand-laid fiberglass and prepped ready to paint.

RoaringToyz' new Bagger parts range continues with the introduction of a billet front brake reservoir cap, which is part of the company's Pin Stripe Series of products.

The bolt-on fitting has been made for all '08-'13 Touring models using a Brembo master cylinder. CNC machined in the USA from 6061 billet aluminum, the caps are available in a choice of black and contrast cut machined or chromed finishes. Stainless steel mounting hardware is included.

The cap has been designed to match other Pin Stripe Series parts from Roaring Toyz such as the clutch and brake levers, ignition switch cover and rider and rear passenger floorboards.



ROARING TOYZ
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robert@roaringtoyz.com
www.roaringtoyz.com



Storz Ceriani steering damper kits

STORZ Performance has worked with Ceriani to create steering damper kits specifically designed for H-D applications.

The dampers lessen oscillations in the front fork assembly when the front wheel is

deflected from its normal track by bumps, potholes, frame flex, tire reaction or other causes.

The Storz Ceriani kits include CNC machined mounting brackets and a rebuildable



damper with 16-point adjustment. Kits are available for most Dyna, FXR, V-Rod, Sportster and XR1200 models.

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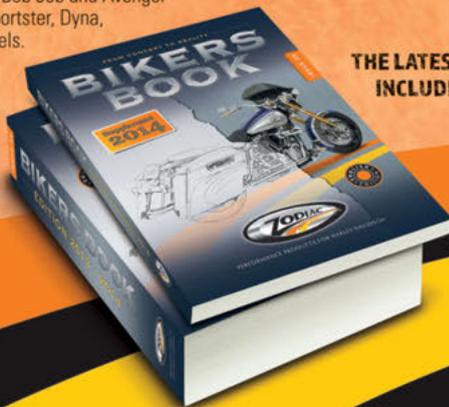


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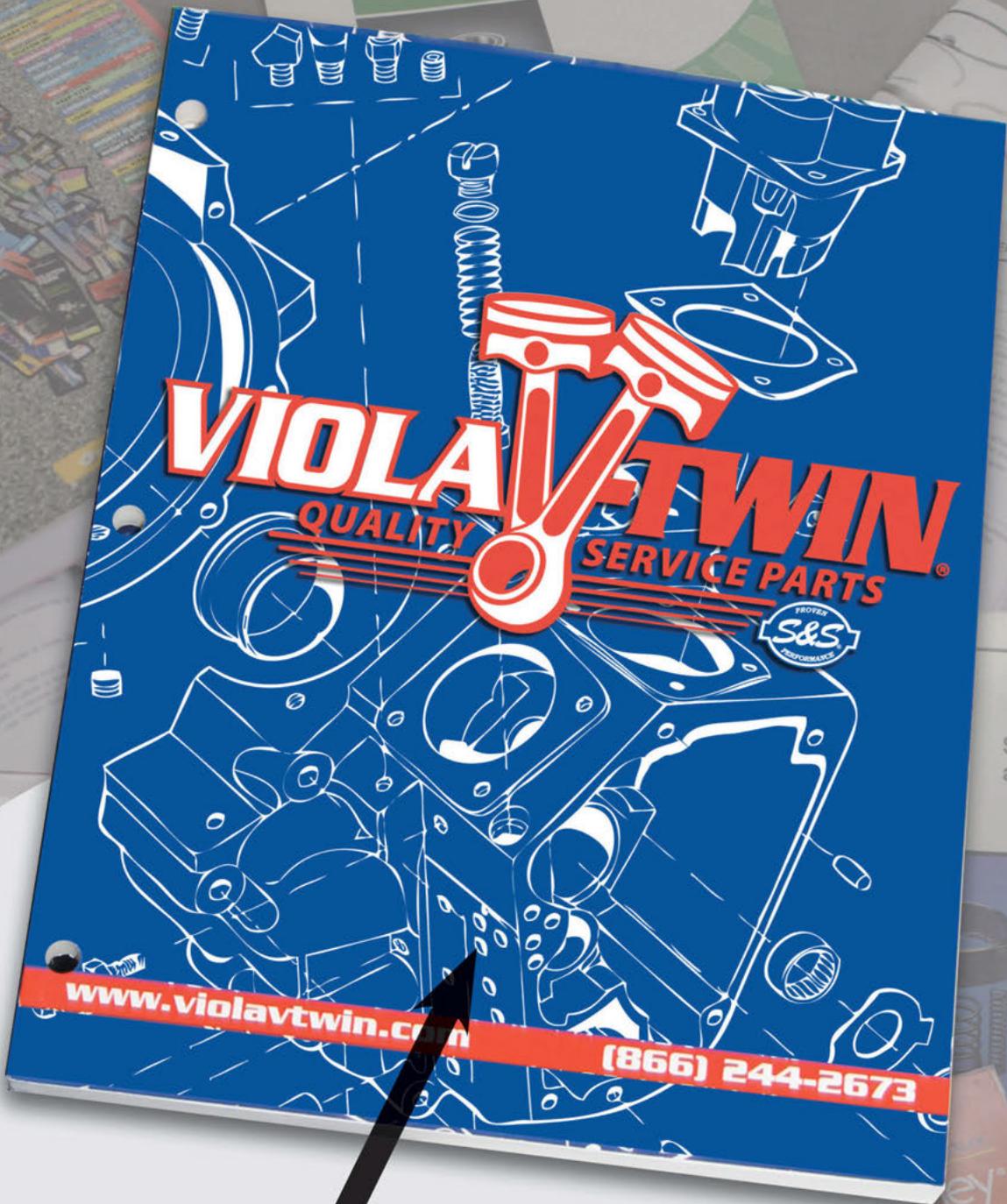
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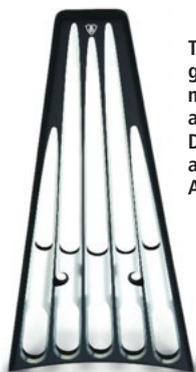
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More Touring options from Arlen Ness

ARLEN Ness is continuing with its products for Touring bikes with the introduction of Deep Cut frame grills. The USA made grills are machined from billet aluminum and match the Deep Cut range of accessories from Arlen Ness. The bolt-on piece is available in a choice of chrome or black anodized finishes, mounts to the front frame tubes and works with the stock engine guard.



The Deep Cut frame grills, which are machined from billet aluminum, match the Deep Cut range of accessories from Arlen Ness

A second part that is offered in Deep Cut style along with the choices of Slot Track and Beveled is the Arlen Ness billet aluminum ignition switch cover. It has been designed to fit '07-'13 FLT, '14 FLT, and '12-up international model FLT's.

Slot Track or Beveled are the designs in which the Arlen Ness billet aluminum ignition switch cover is offered



Bodywork-wise Arlen Ness has a choice of two replacement saddlebag designs for use on Touring models; Big Bags and Down-N-Out. Big Bags are the original Arlen Ness replacement bags. They are longer than stock for a better look and increased storage. Produced using a state-of-the-art computer controlled injection process, which produces a smooth and finished product on both



Big Bags are the original extended style replacement saddlebags from Arlen Ness



Arlen Ness Down-N-Out bags are 6in longer and 2in lower than the company's original Big Bags

inner and outer surfaces, every saddlebag goes through a 13-hour post cure cycle in computer-controlled ovens to ensure maximum strength and temperature stability over a wide heat range. Once finished the bags are jig drilled and lid tested to ensure proper fit and function with the factory lids. Big Bags are available in a ready-to-paint primer finish and sold in pairs for '93-'14 FLT applications. Lids and mounting hardware are not included. To finish off the bags, Arlen Ness has billet latches available, which will work with OEM or aftermarket saddlebags, and accept the factory locks. They are offered in a range of styles to match other parts from the company.



Arlen Ness billet latches work with OEM or aftermarket saddlebags, and accept the factory locks

The Arlen Ness Down-N-Out bags are 6in longer and 2in lower than the company's original Big Bags and feature a patent-pending taper on the lower section of the bag for a clean new look and an extra 2in of ground clearance.

Constructed from high quality composite materials and oven cured over a wide heat range to ensure stability and durability, each bag has hand-placed fibers strategically located to provide the highest structural integrity possible and a maximum strength to weight ratio. Each bag is fit and lid tested and passes a 14-point quality control process.

Down-N-Out bags are designed to fit factory lids and hardware and are available in a primed, ready to paint finish for use on '93-up and '14 FLT applications.

To work with the bags, Arlen Ness offers its stretched Down-N-Out fender kits as a direct replacement for '98-up FLT Bagger models. Like the bags, the fenders are constructed from high quality composite materials and oven cured and supplied primed and ready to paint.

Each kit includes a billet Ness LED license/taillight assembly with turn signals that mount in the recessed area of the fender. Also included are exhaust extensions and chrome heat shields, and hidden steel fender support brackets and flexible



Down-N-Out fender kits are offered as a direct replacement for the stock rear fender on '98-up FLT Bagger models

hidden antenna for clean installation. Options on the fenders include dual, single or no exhaust cut-outs.

A second rear fender option for use on '97-onward FLT Baggers and '14 Softails is the Arlen Ness Bagger-Tail fender kit. The pre-drilled composite fender is a direct replacement for the factory part and fills the gap between the fender and the bags. The fender works with stock tires and tires up to



The Bagger-Tail fender kit has been designed to work with either Ness Big Bags or stock saddlebag with extensions fitted

200mm wide. The kit is supplied with a Ness LED license/taillight assembly with turn signals that mount in the recessed area of the fender with the whole light assembly plugging into the factory harness for simple installation.

Recommended for use with either Ness Big Bags or saddlebag extensions, the kit has hidden steel fender support brackets and flexible hidden antenna are included for a clean installation, and there is the option of cut-outs for dual exhaust, single exhaust or no exhaust cut-outs.

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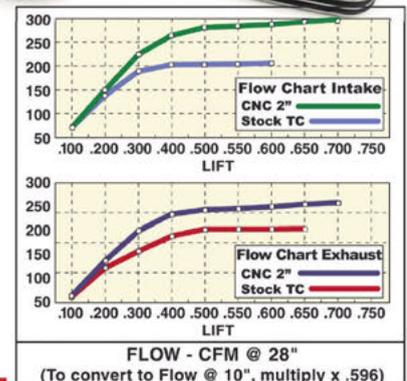


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"Failsafe design" steady-roll tappets

PERFORMANCE V-twin engines require more valve lift than stock designs, and this increases the load on the tappet roller, which can lead to failure.

Tappet roller failure can cause broken needle rollers allowing the tappet roller to deform, causing cam lobe damage. In addition, pieces of the hard rollers, as well as debris from the cam can easily contaminate other parts, such as cam plates, bearings, oil pumps, and other tappets.

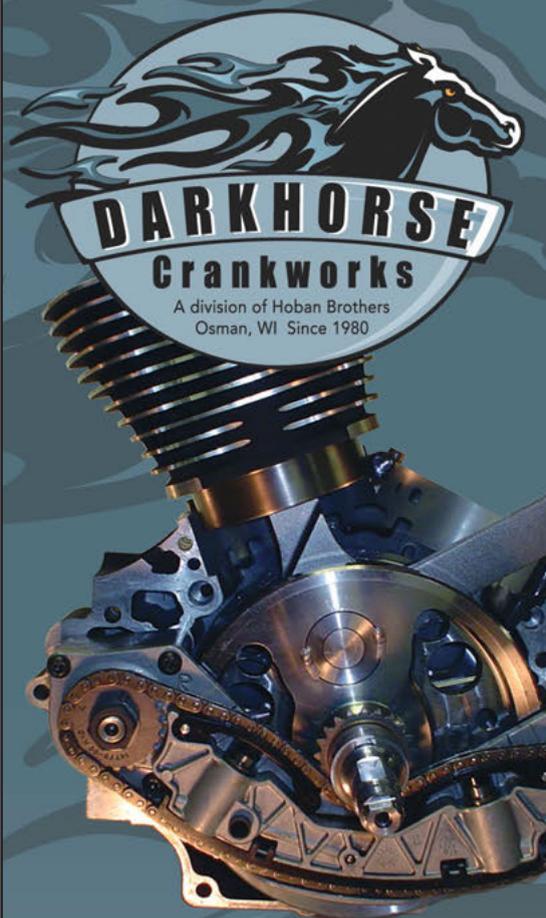
In order to prevent such catastrophic damage happening JIMS has begun manufacturing tappets where the needle rollers are replaced with a special bronze alloy bushing.

JIMS has invested in new machinery that controls the hydraulic unit fitment tolerance within .00015in. The company says that this new failsafe design means even if the bushing wears out, it will be initially retained in the tappet assembly.



The new JIMS Powerglide Steady roll tappets are available for use on all Twin Cams, Sportsters '00-onward, and Buell '00-onward (except 1125R.)

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MegaShots for Baggers

SUPERTRAPP'S MegaShots are a 2-into-1-into-2 big-bore, tunable, disc-based exhaust system. Designed specifically for 103ci – 140ci high output, big bore motors (minimum Stage 4 level builds), the system

features 1.875in to 2in to 2.125in equally-stepped head pipes flowing through a 3in collector into dual 2.5in core FatShot-style, tunable, disc-based mufflers. The SuperTrapp MegaShots fit '85-'14 Baggers with stock chassis configuration, and the pipes include both 18mm and 12mm oxygen sensor ports to accommodate both style sensors. The system is available in chrome or black ceramic finish with full coverage 2.5in heat shields, and twenty-six 4in discs per muffler are included along with all necessary mounting hardware.



SUPERTRAPP INDUSTRIES
Cleveland, Ohio, USA
Tel: 216 265 8400
sales@supertrapp.com
www.supertrapp.com

Bagger skirted rear fenders

PAUGHCO'S Bagger Werx skirted fenders have been designed for use on '09-'12 FLHX Street Glide, FLTR Road Glide, and FLHR Road King models. The fenders incorporate built-in, full length filler side panels that cover the strut and saddlebag gaps. Manufactured entirely in steel, the fenders are available in smooth or ribbed styles, and with or without cut-out and license frame. The cut-out version is supplied complete with a chromed full-function LED for signals, running and brake lights.



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RC Components' TruFlo air cleaner

RC COMPONENTS has expanded their product line with the introduction of its new TruFlo high velocity air cleaners. The TruFlo air cleaner incorporates a front flow K&N filter encased in a billet aluminum housing, which has been designed to maximize air flow. The low profile design has been done to allow the air cleaner to tuck in close to the motor without sacrificing performance, and there are hidden breather ports machined into the backing plate, eliminating the need for hoses and brackets. All hardware and gaskets are included with the TruFlo, which is available in chrome or black powder coat and various styles.

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New FL parts

JOKER Machine has new floorboards and matching brake pedals available for H-D FL models. The serrated floorboards have been designed to fit '83-'12 FL motorcycles, and are machined from 6061-T6 aluminum. A feature of the Joker Machine floorboards is the company's exclusive pitch adjustment that enables the user to change the angle of the floorboard in order to adjust it to a level riding position. Available in a choice of raw or hard



black finishes, the floorboards mount with the stock hardware.

To match the floorboards, Joker Machine has a 6061-T6 aluminum rear brake pedal cover, which has a serrated foot surface area to give a good bite onto the bottom of the rider's boot. For use on '83 onward FLs, the cover can be ordered in raw aluminum or hard black anodized.

For use on either FL or V-Rod applications, the



Joker Machine front master cylinder cover is also machined from 6061-T6 billet aluminum, and is offered in a choice of hard black anodize or chrome plated finishes. It is supplied with mounting hardware and uses the stock gasket.



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Figure Machine's Signature gas cap

FIGURE Machine's latest new product launch is its line of Signature gas caps. The vented gas cap is CNC machined from billet aluminum, including the threaded portion, and features a dished top with a scalloped outer profile and signature 'Figure Machine USA' engraving. The cap includes a Buna-N O-ring to prevent fuel leaking out around the cap once it is installed in the tank, and is offered in three colors; vivid black, black denim and blonde silver.



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Both styles are available for exterior cable type throttles, as well as fly-by-wire type throttles.

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FOLLOWING on from S&S Cycle releasing its Super E and Super G carbs in a black finish, Zipper's is now offering them as kits complete with a ThunderJet installed.

The Super E Shorty is a 1-7/8in throat, butterfly type carb with a fully adjustable idle mixture screw, changeable mid-range and high-speed jets, along with an adjustable volume accelerator pump, high-flow air cleaner and enrichment device with a variable position lever, and a tight, tucked-in profile for maximum leg room. The Zipper's ThunderJet versions offer a +.100in venturi bore increase, an external, adjustable main air bleed and modified float bowl vent machining, with additional jets for the ThunderJet and air bleed. These same changes are made to the Super G S&S carb, which has a larger 2-1/16in throat with the same design as the Super E. Zipper's has Black ThunderJet carb kits available to fit '99-'05 and '06 Twin Cams, '84-'92 and '93-'99 Evo Big Twins, '66-'78 Shovelheads with O-ring heads, and '79-'84



Shovelheads with band heads, Evo Sportsters '86-'90, '91-'03, and '04-'06, and Ironhead XL '57-'78 and '79-'85.

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Hi-Liter LED accent lighting kit

CYRON'S latest LED release is its Hi-Liter multi-color LED accent lighting kit, which uses CV6 tri-chip technology to offer 13 different light colors and patterns. The seven piece kit, which is operated by a remote three-button controller, is self-contained but can be easily expanded using locking connectors to up to 25 light units.

The kit uses Cyron's exclusive CV18 LED clusters made up of six tri-color SMT LEDs in an ultra small body size. The CV18 LEDs are hermetically sealed for protection from all elements. Esthetically pleasing looks make them easily blend in with other chrome parts, and can be placed on either the base or sides for versatile mounting.

Each Hi-Liter kit includes seven CV18C multi-color LED clusters, wireless on/off module, remote controller, and all necessary fittings and terminals.

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CV Performance CVP V-Ductor

CV Performance's latest carb tuning option is its CVP V-Ductor, which is designed to be used on carbs that have already a CV Performance tuner kit or other CV Performance accessories installed. The V-Ductor can also be used as the first step in tuning a bike's motor.

The V-Ductor is a velocity stack that fits inside the air cleaner, which works by funneling air through its venturi design, reducing turbulence while increasing velocity for optimal fuel mixture.

The bolt-in fitting is CNC machined and laser-cut from 6061 billet aluminum and designed to install behind stock or high flow aftermarket accessory air cleaners, and fits all models using CV style carburetors plus Delphi Fuel Injection, '08-'14 Touring, FL, XL and Mikuni HSR carbs with an air box adapter.



CV PERFORMANCE
Glendora, California, USA
Tel: 800 473 1287
info@cv-performance.com
www.cvperformance.com

Digital multi-language battery chargers

FORELETRONICA, the Italian manufacturer behind the BC Battery Controller brand, has introduced a new series of "smart, digital" battery chargers and testers featuring an LCD display and selectable languages. The range includes their BC BRAVO, BC 3500 EVO and BC 9000 EVO.

The backlit LCD display digital voltmeter helps the user follow every step of the charging and testing process. All the BC chargers automatically execute a microprocessor-driven 8-step charging algorithm, offering the opportunity to check the battery's state of charge and cranking power, as well as the function of the alternator.

BC chargers are 100 percent made in Italy, and Forelettronica say that their technology represents a "complete solution for car and motorcycle battery care, allowing recovery and reconditioning of deeply discharged batteries and recharge, desulfate and maintain all kinds of 12V lead-acid batteries, including gel, sealed and AGM start & stop batteries". The company says that the charger can remain connected to the battery indefinitely, with no risk and no need to



disconnect it from the vehicle. Languages can be selected from English, French, Italian, German or Spanish, and the package includes a waterproof battery cable and insulated clamps.

BC BATTERY CONTROLLER
Cislano (MI), ITALY
Tel +39 02 903 85059
export@batterycontroller.it
www.batterycontroller.it



BikeSheath covers

BIKESHEATH manufactures protective covers for motorcycles that pack down small when not in use to make them easy to carry when travelling by bike.

The BikeSheath range includes a unique seat/tank cover that was specifically designed for the H-D Ultra Classic. It completely protects the seat and tank from water, dust, pollen, dew, and any other elements to which the bike might be exposed. The seat/tank cover comes as a one-piece unit and weighs less than 1lb. The backrest option serves as the storage bag and can be stored anywhere on the bike. If there is no driver's backrest it will come in a separate bag. Both options are compact enough to even fit in the lower fairing.

BikeSheath's Ultra Classic line includes the seat/tank cover (with and without a driver's backrest), fairing sheath, passenger backrest, saddle bag lid covers and speaker pod covers. Since the products are modular there are several choices to cover the parts of the bike that are most important to the rider.

As a complement to the seat/tank cover, BikeSheath has designed a cover to fit the Harley-Davidson Bat Wing fairing. The Bat Wing has many different configurations which change with owner's preferences that BikeSheath custom-makes each FairingSheath to order. The FairingSheath specifically protects the gauges, radio and controls on the inside of the fairing from water, dust, grime, pollen and other natural elements while the bike is parked. The FairingSheath will come with its own bag and is less than 0.5lb in weight.



BIKESHEATH
 Stockbridge,
 Georgia, USA
 Tel: 888 548 5642
bikesheath@bikesheath.com
www.bikesheath.com

Heel Guards for Indian models

HEEL Guard has extended its range in response to requests from customers for a product that is compatible with Indian Motorcycles. The latest addition to the Heel Guard line has been designed for 2014 and later Indians, and can also be used on Victory motorcycles.

The heel guards, which are available in a choice of chrome or black powder coated finishes, are designed to prevent riders burning their boots or damaging the bike's exhaust. Once installed the guards help to protect the exhaust from collecting black scuff marks from the rider's boots, while still allowing full use of the footboard. Heel Guard also manufactures a "physically challenged" design that adds extra support for riders with disabilities.

HEEL GUARD



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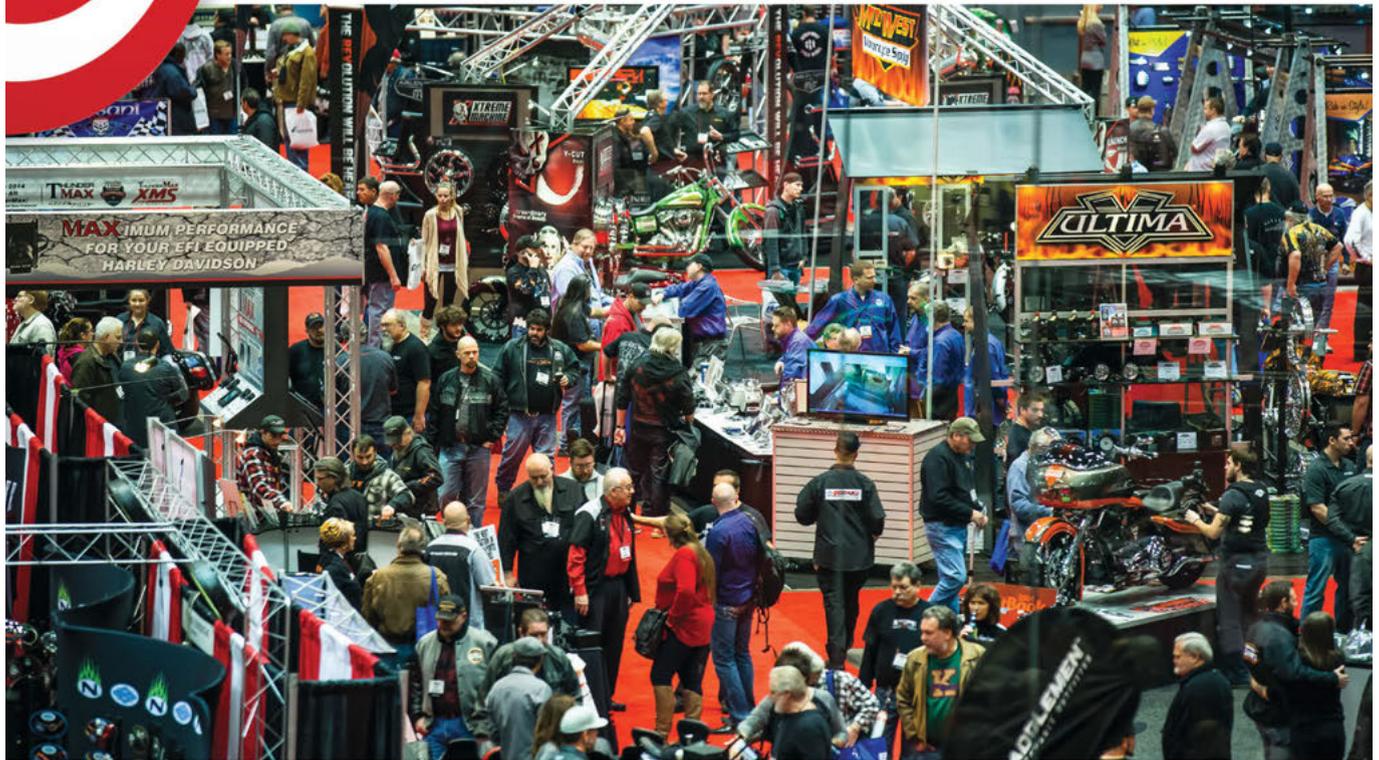


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More new Drag Spec seats options

DRAG Specialties Seats' latest collection of new product releases includes a Low Rider Solo seat for use on custom applications, which has been designed specifically for use on hardtail frames. The seat uses an aluminum base, with carpet underneath to prevent paint scratching, and black leather



The Low Rider Solo seat has been designed specifically for use on rigid custom frames



'06-'14 Victory Hammer and Ness model bikes can now be fitted with a Predator seat from Drag Specialties Seats



The Drag Specialties Seats line of solo seats also includes an application for Dresser models



Spoon-Style seats come in smooth, mild stitch, classic stitch or red flame stitch designs

with a custom scorpion stitch design. Drag Specialties Seats has pillion pads available separately to work with the Low Rider Solo. The Drag Specialties Seats line of solo seats also includes an application for Dresser models with the added option of its EZ Glide backrest system and pillion seat. The seats have been designed exclusively for '00-'07 FLSTS and C, '05-'14 FLSTN, and '07-'14 FLSTC Softtail models. They feature solar-reflective leather in the seating area to reduce surface temperature by as much as 25 degrees Fahrenheit compared to conventional leather or vinyl. Internally the seats have ultra-plush and flexible urethane foam over a 3/16in ABS thermoformed seat base that has a carpeted bottom and rubber bumpers to protect the paint.

Finish options are smooth or flame design. A second offering from Drag Specialties Seats for Dresser and Touring models are the Spoon Style seats designed to fit all H-D '08-'14 Touring models. These seats also feature solar-reflective leather and an ABS base. In addition the Spoon Style seats lower the rider 1in compared to the stock part.

Spoon-Style seats come in smooth, mild stitch, classic stitch or red flame stitch designs. Alongside the seats for Harley models, Drag Specialties Seats has a version of its Predator seat with backrest option available for '06-'14 Victory Hammer and Ness model bikes. Like other Drag Specialties seats the Predator for Victory has solar-reflective leather in the seating area, a 3/16in ABS thermoformed seat base with a carpeted bottom and rubber bumpers, and flexible urethane foam padding.

The Predator seats are offered with a choice of mild stitch, tribal flame stitch, caballero stitch or carbon fiber texture designs.



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S&S EZ Loader DIY fuel injection calibration

S&S Cycle has launched its EZ Loader to help riders easily tune the electronic fuel injection of their H-D motorcycles without the need for expensive dyno testing. With the EZ Loader users can select and load S&S Cycle developed and dyno proven tune files into the bike's ECM. The calibrations were developed exclusively for S&S Step 1 (intake and exhaust) and Step 2 (Cams) Proven Performance products. The S&S EZ Loader can be loaded with new calibrations as the user upgrades the bike's engine with the S&S 'Steps' process. Start with Step 1: for example the S&S Stealth air cleaner and Super Sidewinder 2-into1 exhaust. Use the S&S EZ Loader to select the parts, then the calibration, load it and go. When more power is required it is simply a

case of move to Step 2 and install a set of S&S MR103 cams, select the calibration that matches, load it and ride. The S&S EZ Loader comes with a USB cable and instructions, and is pre-loaded with all available S&S Step 1 and 2 calibration files (at time of production). Calibrations and firmware stored on the device can be updated anytime online when the Loader is connected to a computer. The EZ Loader, which automatically recognizes the vehicle model it is installed



on and only shows available calibration files, can be used on '11-'14 103ci Harley-Davidson EFI big twins with Delphi module. Alongside tuning it can also be used to read and clear error codes and re-calibrate the speedo. S&S Cycle is working on developing more calibrations and models, and will release details on them when they become available.

S&S CYCLE
Viola, Wisconsin, USA
Tel: 608 627 1497
sscust@sscycycle.com
www.sscycycle.com/EZloader

1200cc XL conversion cylinder and piston set



V-TWIN Manufacturing has a 1200cc conversion kit available for use on 883 XL models built between '86 and '03.

The kit requires no machining to install and includes two silver finished cylinders with milled edge fins, V-Twin Manufacturing's replica Evolution 1200 silver cylinders, which are bored to 3.4995-3.5000 for standard pistons, and reverse domed standard pistons forged from high silicone alloy with a 9.5:1 compression for a 3.498in bore. Also supplied with the kit are base and head gaskets.

The company also offers the conversion kit with black cylinders as an option.

V-TWINMFG/TEDD CYCLE, INC.
Newburgh, New York, USA
Tel: 845 565 2806
info@teddcycle.com
www.vtwinmfg.com



Sportster Twin Slash slip-ons



VANCE & HINES is now producing EC type approved slip-ons to fit '07-'14 Sportsters. The Twin Slash design exhausts are road legal in Europe as they are homologated to Directive 97/24/EC and bear the necessary engraved 'e' mark and corresponding type approval number.

The slip-on mufflers feature 3.25in heat shields, in a choice of matt black or blue-proof chrome, and are fitted with three-way catalytic converters.

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Drag Specialties continues to expand range

DRAG Specialties not only distributes custom parts, but also offers stock replacement parts and workshop consumables.

In terms of custom options, one of the latest products from the Wisconsin based distributor are its own brand fender-to-fork adapters for 21in wheels. The adaptors, in either chrome or gloss black aluminum, make it quick and easy to remount the stock front fender on 2014 FLHT, FLHX, FLHR models and FL trikes when fitting a 21in front wheel. The adaptors are 11/32in diameter, 3-1/4in on-center blind holes; 5/16in diameter, 3-1/4in on-center fork leg mount holes, and 1in thick.

Among the OEM replacement parts now being offered by Drag Specialties is its fuel filter kit. Designed to work on '01-'07 FXST and FLST, and '02-'07 FLT, FLHT, FLHR, FLHX and FLTR models with Delphi EFI, it is a replacement for OEM part #61001-01.

A second stock replacement part, this time for '04-'14 XL models, is the new black, stock length kickstand. It features high-strength steel construction with an E-coated primer and a powder-coated gloss black finish. The 8in kickstand replaces the OEM #50185-04/C, and includes the safety switch tab.

The Python Throwbacks for 2014 XL models are supplied ready wrapped



For those looking for performance upgrades Drag Specialties has its own exhaust range under the Python brand, and one of those systems is the Throwbacks 2-into-2. The system features 1-3/4in dual-wall head pipes that flow into 2-1/8in muffler bodies, and the whole exhaust is completely wrapped with gray exhaust wrap and stainless steel zip ties pre-installed. A straight-cut billet end with the Python logo finishes the exhausts, which are available for '14 XL applications.

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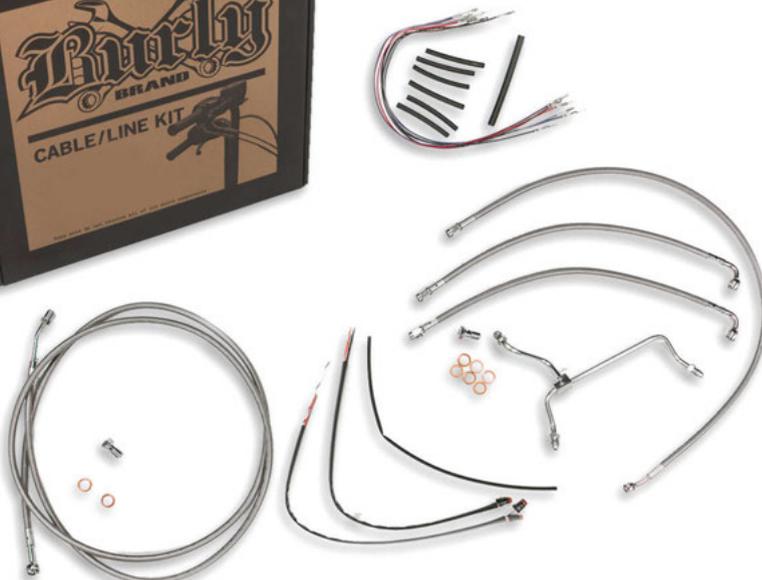
Drag's fender-to-fork adapters make it quick and easy to remount the stock front fender with a 21in wheel on Touring models

Drag Specialties' black kickstand is a direct replacement for the OEM part on '04-'14 XL models



FL models can have the stock fuel filter replaced with a Delphi specific filter from Drag Specialties

Extended cables for Touring models



BURLY Brand is now making extended cable kits available for use on 2014 Rushmore Touring models from the Motor Company. The Burly kits have been made to make it easier to change the stock handlebars out for taller designs on Street Glides and other models equipped with Batwing fairings. Versions of the kits are available to work with either 13in or 15in high ape hangers, and they feature the necessary extended brake line, extended clutch line and extended wiring needed to fit the 'bars. Burly's kits are available in black or braided stainless steel for ABS as well as non-ABS models.

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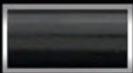
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MINIBIKE 74

The name of the motorcycle entered in the Freestyle class at the 2013 World Championship of Custom Bike Building by Maik Morató Güell describes the machine perfectly – Minibike 74. For Minibike 74 is about as minimal and small as it is possible to make a Sportster

Written by Duncan Moore - duncan@dealer-world.com >>

MAIK Morató Güell is no stranger to modifying Harley-Davidson Sportsters, but for his latest build he decided to go for a full custom build. The result was Minibike 74, which he then entered in the 2013 World Championship of Custom Bike Building.

With Minibike 74 Maik has built what must be one of the most minimal, not to mention smallest custom Sportsters ever seen. The build only includes the bare minimum needed to make the bike

rideable; there's no front suspension, no front brake, no lights and no fenders either.

The starting point for Maik's build was the acquisition of the motor from an '88 883 Sportster. This engine was chosen rather than a Big Twin because not only of its more compact size but also its unit construction with the transmission included. The motor itself was basically untouched with the only changes being basically cosmetic with the exception of an S&S Cycle Shorty card and a pair of one-off exhaust pipes. One area where there have been dramatic changes is the primary drive. The outer cover has been removed and the chain drive replaced with a custom open belt drive.

Due to the minimal design of the bike, the foot controls on the left side of the bike share a mount with the outboard bearing carrier for the clutch pulley. The controls themselves are one-offs by Maik. On the other side of the bike there is just a simple lever to activate the master cylinder for the single piston Brembo brake that grips a sprotor on the rear wheel.

The motor and transmission package are housed in a one-off frame that features a gooseneck at the head tube as the down tubes follow the engine as closely as possible with the front wheel also being tucked in close, too. Following the example of the whole build the frame is as simple as Maik could



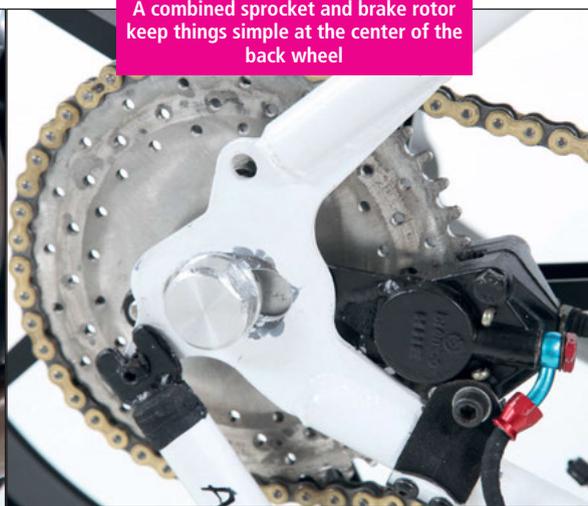
AMD CUSTOM BUILD



The minimalist theme on Minibike 74 even goes as far as the tires where race slicks are used to keep things as uncomplicated as possible



One of the few concessions to decoration on Minibike 74 is a dice on the carb's choke



A combined sprocket and brake rotor keep things simple at the center of the back wheel



The one-off foot controls share a mount with the outboard bearing carrier for the clutch pulley



A unicrown fork design reminiscent of that used on bicycle keeps the front of the bike minimal

make it. The twin down tubes run under the engine and kick up towards the axle plates, and then there is a single the back bone that splits as it goes to the axle plates. The only other aspects of the frame of note are the small spur that holds the Felt brand leather bicycle seat and the small oil tank housed between the frame rails underneath the transmission.

In order to keep the bike as simple as possible the front end features a rigid fork. The unicrown design means there is no need for triple trees either, with only a set of simple custom handlebars mounted above the upper steering bearings. To keep the 'bars free of clutter there's an internal throttle and a matching internal twist throttle. Given the complete lack of lights there is no need for any switches.

With the oil tank hidden between the frame rails the only bodywork on Minibike 74 is the small gas tank that not only carries the gas but also houses the bike's electrics in its left side.

Maik completed the build of Minibike 74 by mounting a pair of 17in Marchesini aluminum wheels that are shod with Dunlop race slicks; a 90-section at the front and a 120 at the rear.

Despite the minimalist approach to the build Minibike 74 is actually a runner and was seen being ridden outside the show hall that played host to the 2013 World Championship of Custom Bike Building and this fact doubtlessly helped with the bike being placed 15th in the Freestyle class.

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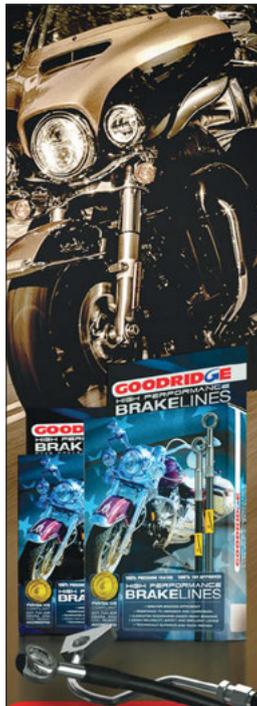
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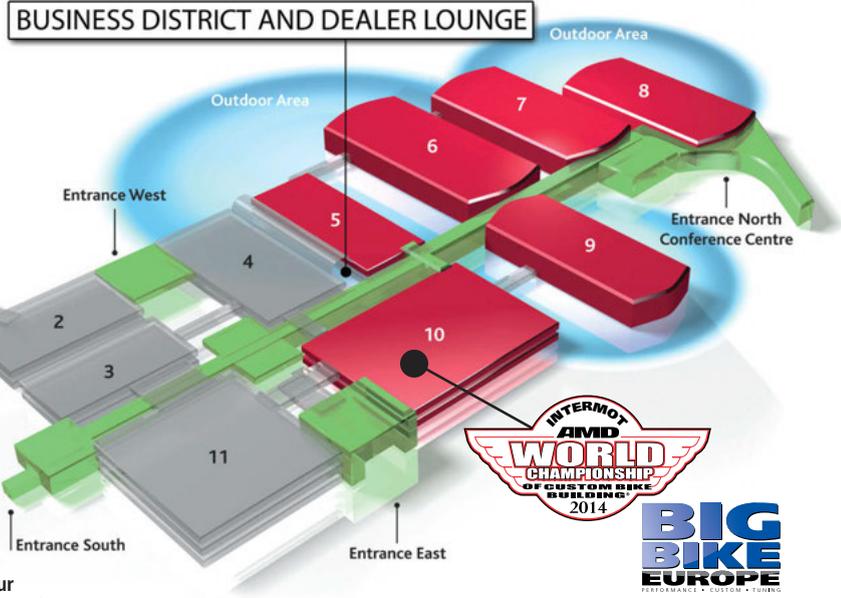
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AMD's 'International Night' to be staged on INTERMOT's Trade Visitor Day

THIS year's INTERMOT Expo will see the return of AMD's popular 'International Night', from 18:30 to 20:00 pm on Wednesday October 1st at the Dealer Lounge Business Centre of the Koelnmesse exhibition centre.

This year also sees the AMD World Championship of Custom Bike Building make its INTERMOT debut - guaranteeing the largest international trade and consumer custom bike show audience ever seen; it also marks the Cologne debut of Big Bike



To get your invitation to the free of charge AMD International Night at INTERMOT (18:30 hours Wednesday Oct 1st) just email Sara Viney (sara@dealer-world.com)

Europe in advance of the second stand-alone BBE being staged there in September 2015.

The show is open to the media on Tuesday September 30th, with Wednesday October 1st being a Trade Day, and Thursday October 2nd to Sunday October 5th open for all visitors.

Since the move to Cologne from Munich in 2006, this is the first time that INTERMOT has promoted a specific Trade Visitor Day, with consumers only able to gain access by trade invitation.

Promoted by AMD and sister publication International Dealer News, and hosted by INTERMOT and the show's sponsors, International Night is unique - the only 'meet & greet' business reception specifically for industry professionals (of all kinds) and is unique in the motorcycle industry.

The 'Cologne Show' has always been regarded as the world's primary international motorcycle industry expo, and with the backing of AMD and IDN this is your opportunity to meet colleagues from the industry in a relaxed environment as the show closes (at 18:00 hours) on the special Trade Visitor special day.

In 2012, INTERMOT underlined its position as "the most significant motorcycle industry international business platform" with the number of trade visitors increasing to 55,000 - with a record proportion of those trade visitors (43 percent) being from outside Germany, and an 8 percent increase in the number of countries represented.

That year also saw the introduction of the Business District, which was developed to bring together a number

of expo initiatives that had been developed for trade visitors in prior years. This year it is once again located between halls 4 and 5, with the Dealer Lounge as the central meeting point.

In addition to AMD and IDN, the business district is being supported by other motorcycle industry trade magazines in Europe such as World of Bike and Bike und Business in Germany, British Dealer News in the UK, L'Officiel in France, Moto Dealer News (Italy) and Moto Taller (Spain).

Additional trade initiatives operated by INTERMOT include the Dealer Card, which provides show access privileges and the online Matchmaking365

service, which is an expo visit experience optimizer - it enables trade visitors to gain an overview of the suppliers of selected product groups in the run-up to the fair, establish valuable business contacts and place targeted requests.

This year sees the international motorcycle industry celebrate the 50th anniversary of its expo involvement with the city of Cologne, and highlights and a timeline from past shows will be showcased along with an "old timer" exhibition.

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