



# AMID™

## AMERICAN MOTORCYCLE DEALER

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

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### Harley-Davidson Third-Quarter Retail Motorcycle Sales Rise

**H**ARLEY-DAVIDSON has announced that dealer new motorcycle sales grew worldwide and in the U.S. in the third quarter of 2014, "topping a strong prior-year quarter". Dealer new motorcycle sales grew 3.8 percent worldwide, 3.4 Percent in U.S.

"Harley-Davidson's third-quarter financial results were in line with our expectations, and we are on track for a year of growth and strong financial performance in 2014," said Harley-Davidson, Inc. Chairman, President and Chief Executive Officer Keith Wandell.

"We continue to see the success of our product, manufacturing and retail strategies, which are delivering an outstanding customer experience, driving bottom-line improvement and expanding the reach of the brand."

The company says that dealers worldwide sold 73,217 new Harley-Davidson motorcycles in the third

quarter of 2014 compared to 70,517 motorcycles in the year-ago quarter.

"With the successful launch of the 2015 motorcycles in late August, including the return of the Road Glide models, and the outstanding efforts of our dealers, third-quarter retail Harley-Davidson motorcycle

**U.S. dealers sold 50,167 new bikes in Q3, up 3.4 %**

sales topped the strong growth of the year-ago quarter. A rebound in Sportster motorcycle sales from this year's second quarter and increased availability of the Street 750 and Street 500 motorcycles also contributed to these positive results," said Wandell.

In last year's third quarter, the

Company launched its "game-changing" Project Rushmore line of touring motorcycles, which spurred year-over-year retail sales growth of 20.1 percent in the U.S. and 15.5 percent worldwide, giving the third quarter of 2013 one of the strongest single-quarter retail increases in recent years for Harley-Davidson.

This year, U.S. dealers sold 50,167 new Harley-Davidson motorcycles in the third quarter, up 3.4 percent compared to sales of 48,529 motorcycles in the year-ago period.

In international markets, dealers sold 23,050 new Harley-Davidson motorcycles in the third quarter compared to 21,988 motorcycles in the year-ago period, with sales up 12.8 percent in the Asia Pacific Region, 1.7 percent in the EMEA Region and 7.0 percent in the Latin America Region and down 5.8 percent in Canada.

Through the first nine months of 2014, dealers sold 220,850 new

Continued on page 6 >>>

### NEWS

**Polaris reports record results**



Product line sales	Three Months ended September 30,			Nine Months ended September 30,		
	2014	2013	Change	2014	2013	Change
Off-Road Vehicles	582,214	\$102,919	17%	\$1,127,520	\$1,862,508	14%
Recreational	162,652	143,550	13%	384,379	464,723	11%
Motorcycles	82,263	49,372	28%	245,758	151,041	62%
Small Vehicles	34,518	21,716	8%	104,166	76,489	32%
Parts, Garments & Accessories	219,056	175,986	24%	573,325	436,595	22%
<b>Total Sales</b>	<b>\$1,262,263</b>	<b>\$1,102,649</b>	<b>+18%</b>	<b>\$3,204,648</b>	<b>\$2,493,336</b>	<b>+19%</b>
<b>Green profit</b>	<b>\$388,274</b>	<b>\$334,765</b>	<b>+16%</b>	<b>\$951,405</b>	<b>\$813,771</b>	<b>+18%</b>

### PRODUCTS



**2014 WORLD CHAMPIONSHIP REVIEW**

**PAGES 18-27**

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**News**

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**2014 World Championship Review** ..... 18-23

Staged at the internationally respected INTERMOT expo at Cologne, Germany, observers are saying that this year's AMD World Championship of Custom Bike Building attracted the highest standard of custom builds seen for some years. With way over 100,000 riders seeing the bikes, the profile being delivered for competitors was higher than ever



**World Champion Freddie 'Krugger' Bertrand** .... 25-27

At the 2014 World Championship Freddie 'Krugger' Bertrand sealed his reputation as a master builder of the highest order when he became only the second person in the event's 11-year history to take top honors in the Freestyle class for a second time. He took the win with Nurb's, a Cafe Racer built around a BMW K1600

**PROGUIDE:** The new, the best and the must-haves ..... 30-56



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# AMD World Championship matures as a bellwether of the market's future

FOR anybody reading my comment this month, it would be a good idea to do so having read my review of this year's 11th annual AMD World Championship of Custom Bike Building elsewhere in this edition.

Following our decision to move the Championship to Europe, and subsequently to embrace the opportunity that last year's Big Bike Europe gave us to stage the event at the INTERMOT expo at Cologne, Germany, the Championship program is now in the clichéd position of having taken ten years to become an overnight success.

The ten years that got us to this point were necessary in terms of time served to earn the opportunity to embrace what has been the primary objective all along.

Namely, to allow custom bike building, and those who seek to make their livelihoods from it, to break out of their past and embrace the new future that the industry was always going to have to start facing up to.

Even before the impacts of the downturn it had started to become obvious that endless recycling of the design and build values of the past would be no more viable as the 21st century unfolded, than the values of pre-WWII design and performance was to the boomers who embraced Captain America and the Billy bike.

The recession has been the final impetus behind changes that were already in play when the custom build market peaked around May 2006, but in so dramatically accelerating these changes, as so dramatically throwing the changes in motorcycle ownership and riding expectations into such sharp contrast with the past, the impacts of the downturn have coincided with the beginnings of the emergence of a new generation of riders for whom the pre-internet world is as strange as pre-hydrocarbon-burning eras were to 20th century consumers.

The combined effect of the social, economic and regulatory changes that are at play will render the so-called "traditional" custom v-twin bike building market obsolete unless the industry finds opportunities to show its wares to the millions of buyers for whom traditional custom bike values, references and events are alien, and unless it finds ways of tuning its "offer" to meet the expectations of those buyers.

Those who have had the patience to follow my ramblings throughout the last ten years will recollect that I was among the very few to be pointing to the ultimate demise of the custom v-twin market as defined at the time, right at the point where it appeared that its then seemingly unstoppable growth couldn't possibly be reversed.

In certain circles that made me deeply unpopular. Those who wished to see the custom market campaign for "dirty law" exemptions, and who sought to impose a cookie-cutter of design and engineering conservatism on a market originally characterized by innovation and individualism, now stand starkly exposed as the future-trend nay-sayers they always were.

Quite apart from the massive audience of genuine riders that we were able to

take the custom industry to at INTERMOT, the news about the standard of design and engineering that was evident at this year's AMD World Championship in Hall 10 at the Cologne exhibition centre reverberated around the OE and parts and accessory booths of INTERMOT's other five halls like a shockwave.

The twin-fold objectives of giving builders access to an unprecedented audience in numerical terms, and of allowing the mainstream international motorcycle industry to see just how far custom design and engineering has travelled, have been achieved in spades.

Far from sneering dismissively at the custom market, the major mainstream motorcycle manufacturers are now tumbling over themselves in almost unseemly haste to get a share of that action, and to sign up custom bike builders so that their ideas and grass-roots understanding of what the riders of the future will buy can feed into their own showroom offerings in the years to come.

There are many things that those who have been involved in the AMD World Championship program down the years can be proud of, but not least among them is the already stupendous archive and record of custom bike design and engineering evolution at this critical time of change that our determination to fully photograph every bike in competition has now become - in the guise of the bike registry at the event website.

We have been exposed to many anecdotes down the years about the influence that the AMD World Championship archive is having, and indeed this year was no different, with one young custom bike shop owner becoming a first time World Championship competitor as a result of seeing the World Championship bikes online as a teenager, and dedicating his life to one day being able to come up with a project that, as he put it, "was worthy."

We have always maintained that we are merely the facilitators of a showcase, but a showcase with a mission and a purpose whose real importance would only become fully apparent when the custom motorcycle market had to face up to a world that had changed around it.

We are now in such a world, and when this year's photography has been uploaded, the 11th annual AMD World Championship will be seen as the one at which the impacts of changing demographics, the downturn and regulations will finally have passed top-dead-center, and at which an altogether new suite of rider references and expectations started to take ownership of the future of the industry.

the recession has been the final impetus

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<<< Continued from cover

Harley-Davidson motorcycles worldwide compared to 214,964 motorcycles in the year-ago period, with retail unit sales up 1.9 percent in the U.S., 11.0 percent in the Asia Pacific Region, 5.9 percent in the EMEA Region and 1.2 percent in the Latin America Region and down 11.4 percent in Canada compared to the year-ago period.

The Company's diluted earnings per share were \$0.69 for the quarter, net income was \$150.1 million and consolidated revenue was \$1.30 billion compared to diluted EPS of \$0.73, net income of \$162.7 million and revenue of \$1.34 billion in the year-ago period. Third-quarter results reflect lower motorcycle shipments, as planned, compared to last year's third quarter.

Through nine months, Harley-Davidson 2014 consolidated revenue grew 6.8 percent, net income increased 16.9 percent and diluted EPS rose 20.1 percent to \$3.52 compared to the year-ago period.

Third-Quarter Results: Operating income from motorcycles and related products was \$146.3 million compared to operating income of \$175.5 million in the year-ago period. The 16.6 percent decrease in third-quarter operating income resulted primarily from a decline in revenue driven by the planned reduction in motorcycle shipments.

Revenue from motorcycles was \$815.4 million compared to revenue of \$857.0 million in the year-ago period, a 4.9 percent decrease. The Company shipped 50,670 motorcycles to dealers and distributors worldwide during the quarter, in line with guidance and a 6.2 percent decrease compared to shipments of 54,025 motorcycles in the year-ago period.

Revenue from motorcycle parts and accessories was \$239.7 million during the quarter, down 4.2 percent, and revenue from general merchandise, which includes MotorClothes® apparel and accessories, was \$69.3 million, up 4.8 percent compared to the year-ago period.

Gross margin was 34.9 percent in the third quarter of 2014, compared to 35.3 percent in the third quarter of 2013. Third-quarter operating margin from motorcycles and related products was 12.9 percent, compared to operating margin of 14.9 percent in last year's third quarter.

Through nine months: the Company shipped 223,569 motorcycles to dealers and

## Harley-Davidson sales revenue and production data... 3rd quarter 2014

Income statements in \$1,000s (except share)	THREE MONTHS ENDED		NINE MONTHS ENDED	
	SEPT 2014	SEPT 2013	SEPT 2014	SEPT 2013
Net sales revenue	\$1,130,558	\$1,180,284	\$4,536,531	\$4,225,998
Gross profit	\$394,600	\$416,315	\$1,710,870	\$1,537,627
Total operating income	\$224,073	\$251,539	\$1,182,650	\$1,031,666
Net income	\$150,066	\$162,716	\$770,136	\$658,584
Diluted earnings per common share	\$0.70	\$0.73	\$3.54	\$2.93

### NET SALES REVENUE

Figures are shown in \$1,000s	THREE MONTHS ENDED		NINE MONTHS ENDED	
	SEPT 2014	SEPT 2013	SEPT 2014	SEPT 2013
H-D Motorcycles	\$815,375	\$857,029	\$3,601,328	\$3,285,738
Parts & Accessories	\$239,731	\$250,153	\$709,438	\$703,779
General Merchandise	\$69,282	\$66,134	\$209,782	\$219,978
Other	\$6,170	\$6,968	\$15,983	\$16,503
<b>Total</b>	<b>\$1,130,558</b>	<b>\$1,180,284</b>	<b>\$4,536,531</b>	<b>\$4,225,998</b>

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

	SEPT 2014	SEPT 2013	SEPT 2014	SEPT 2013
United States	28,106	32,061	145,440	139,814
Exports	22,564	21,964	78,129	74,039
<b>Total H-D</b>	<b>50,670</b>	<b>54,025</b>	<b>223,569</b>	<b>213,853</b>

### PRODUCT MIX

	SEPT 2014	SEPT 2013	SEPT 2014	SEPT 2013
Touring	22,844	23,011	100,117	86,727
Custom	14,722	19,111	76,102	84,728
Sportster	13,104	11,903	47,350	42,398
<b>Total</b>	<b>50,670</b>	<b>54,025</b>	<b>223,569</b>	<b>213,853</b>

### RETAIL SALES OF H-D MOTORCYCLES:

	SEPT 2014	SEPT 2013	SEPT 2014	SEPT 2013
United States	50,167	48,529	144,122	141,476
Canada	2,598	2,759	8,753	9,876
Europe	9,796	9,629	37,500	35,410
Asia Pacific Region	7,473	6,626	21,953	19,777
Latin America Region	3,183	2,974	8,522	8,425
<b>Total</b>	<b>73,217</b>	<b>70,517</b>	<b>220,850</b>	<b>214,964</b>

distributors worldwide, a 4.5 percent increase compared to the year-ago period. Nine-month revenue from motorcycles grew 9.6 percent to \$3.60 billion, revenue from parts and accessories increased 0.8 percent to \$709.4 million and revenue from general merchandise decreased 4.6 percent to \$209.8 million compared to the first nine months of 2013. Gross margin through nine months was 37.7 percent and operating margin was 21.3 percent, compared to 36.4 percent and 19.2 percent respectively in the year-ago period.

Operating income from financial services was \$77.8 million in the



third quarter of 2014, a 2.2 percent increase compared to operating income of \$76.1 million in last year's third quarter. Third-quarter financial services results reflect favorable net interest income and a higher provision for credit losses. Through

nine months, operating income from financial services was \$215.4 million, compared to operating income of \$221.8 million in the year-ago period.

Harley-Davidson says it continues to expect to ship 270,000 to 275,000 motorcycles to dealers and distributors worldwide in 2014, an approximate 3-1/2 percent to 5-1/2 percent increase from 2013. The Company continues to expect full-year 2014 operating margin of 17.5 percent to 18.5 percent in the Motorcycles segment. The Company also continues to expect capital expenditures of \$215 million to \$235 million in 2014.

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# Paul Devine appointed VP Sales at S&S

PAUL Devine has been named as the latest addition to the management team at S&S Cycle, where he is joining as Vice President of Sales. His background in the industry includes time spent in positions at Harley-Davidson Motor Company, Buell and SuckerPunch Sally's.

"I couldn't be more excited to join the S&S team," said Devine. "As a rider and powersports professional, it's a dream come true. I am blown away by the company's 56-year history of



innovation, its talented and dedicated team, and the unsurpassed quality of its products. Over the coming months, I look forward to meeting our customers, dealers and distributors.

With their help, we will work to expand the S&S brand and spread the message of Proven Performance industry-wide. We want to re-energize our markets and advance awareness for the excellent value proposition that is S&S Cycle."

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# Sabertooth prepares to launch WildCat e and m trikes

**SABERTOOTH** Motorcycles is preparing to launch its two new 2015 trike models, the WildCat e and m. These two new designs will feature the newly patented WildCat SureTrac steering and DynaGrip suspension systems. The WildCat e specification list includes a 850cc Weber parallel twin, four-stroke OHC engine, WildCat cradle frame, and six-gallon fuel tank. For the WildCat m model power is provided by a Ford Racing 302ci V8, which features Gt-40 cylinder heads, and is housed in a WildCat cradle frame with removable spine that carries a 10-gallon

fuel tank. Features that will be found on both new trikes are the SureTrac and DynaGrip technologies. SureTrac is a rear wheel steering system said to provide added stability and ease of turning, while Sabertooth's new proprietary DynaGrip active suspension system is claimed to provide a better ride and better handling than trikes with either conventional independent rear suspension or a suspension with a solid rear axle. "We can't wait for these trikes to debut," said Sabertooth Motorcycles founder Ben



Daniels, "because we believe they will revolutionize the trike market. Up until now, all conventional trikes have been based on a motorcycle conversion. WildCat trikes are the first truly purpose-built conventional trikes on the market. Engine choices, weight distribution, geometry and center of gravity have all been optimized for a three-wheel vehicle. Additionally, WildCat trikes have suspension, stability

and steering enhancements that improve both safety and performance for a truly exceptional riding experience."

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## AMENDMENT

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## INDEPENDENCE SHORTY

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## 2015 IRON & LACE CALENDAR

art. no. 999837

## MEET US

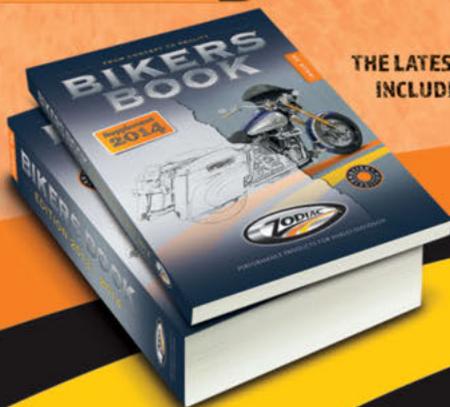
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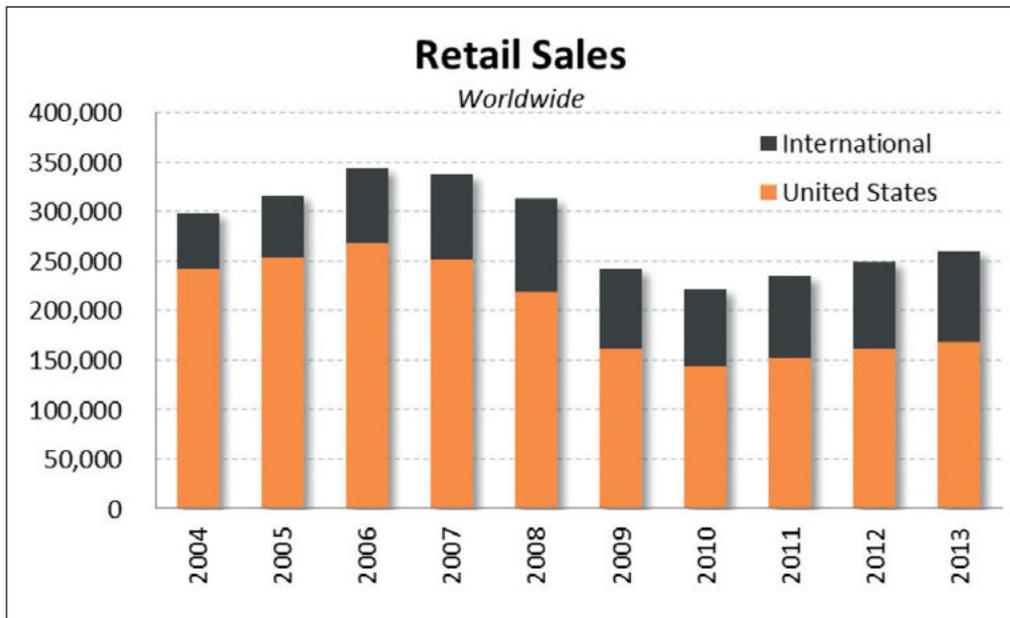
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are selling bikes below MSRP. After a slow start to the season Harley and its dealers became more promotional to clear out inventory in anticipation of the MY2015 launch, and in July management acted to help restore balance by cutting production.

"Carry-over 2014 models are causing creative pricing on left over Cruisers, but Touring family bikes are holding good margins" said one dealer; another stated that "not every dealer is discounting, and we don't, but it's amazing that some are already doing so on the 15s."

Another dealer told AMD / Baird that "dealers in this area seem to think that they have to drop their pants right away and give everything away. I say hold your ground, the customer will buy. We have the best game in town", but another dealer told us that "looking at H-D sales ranking reports in this district over the last couple of years it's real easy to see what's happening. A lot of good, honest dealers out there with negative Rushmore sales growth."

Dealers are reporting that

reflects Harley's decision to cut shipment guidance after weaker first half results - reflecting the company's commitment to protecting used bike values. Based on Harley data and Baird's tracking, the average US dealer had 63 bikes at the end of Q2 - up from 60 last year. One dealer is quoted as saying "2015 model year inventory is low and used bike inventory is lower than desired"; another

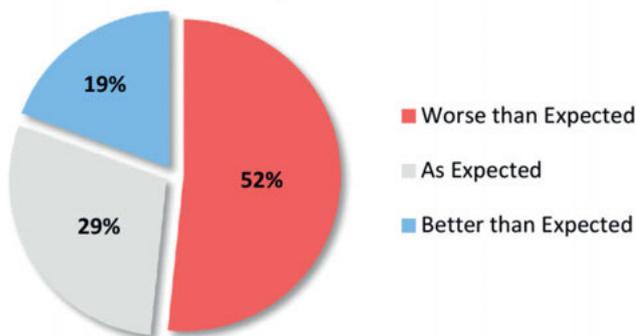
stated that "even though we are down saleswise, both district and region, our new remaining 2014 and current 2015 inventory is just about right"; however, another dealer said that "new inventory should have been slashed in April when we all saw the slowdown and promotions should have been initiated sooner"; with another saying that "Harley has dealers with too many 2014 Softails

and Dynas", with yet another stating that "new Softail, Dyna and Sportster inventory is way out of whack."

Referencing one of Harley's promotional campaigns, one dealer told the AMD / Baird survey "this .99% promo is crazy stupid. Hardly anyone qualifies, and if they do, then no one makes any money." In a sharp departure from recent conditions 82 percent of dealers

### Customer Traffic

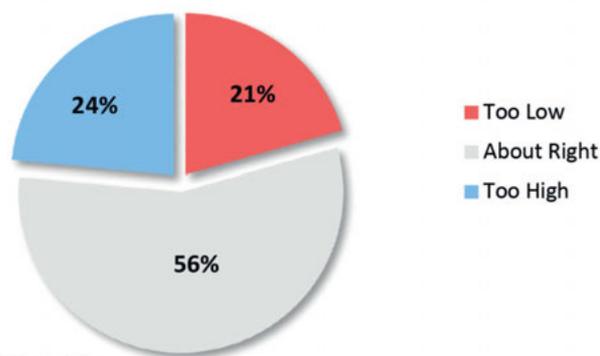
*vs. Expectations*



Source: Baird research

### Inventory Comfort

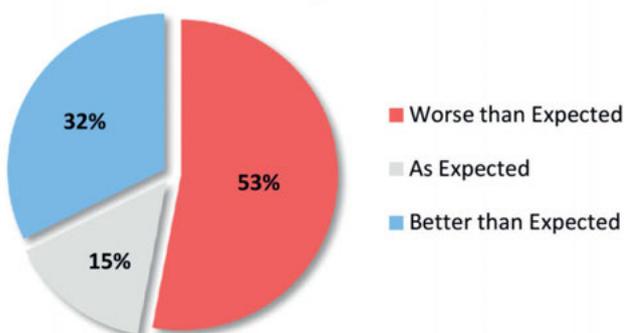
*New Bikes*



Source: Baird research

### New Bike Retail Sales

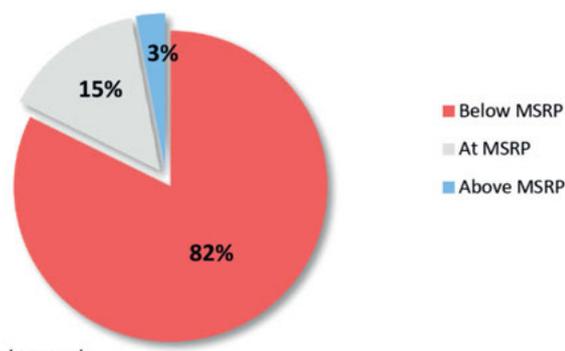
*vs. Expectations*



Source: Baird research

### New Bike Pricing

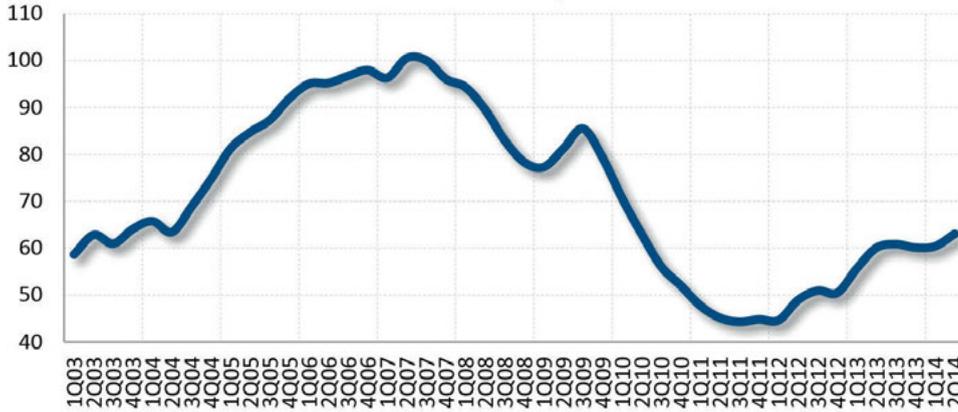
*vs. MSRP*



Source: Baird research

### Bikes per Dealer - U.S.

LTM Average



Source: Company data, Baird research

Rushmore launch last year was a "home-run" and the MY2015 Road Glide received overwhelmingly positive dealer feedback this year, their research validates that the absence of the Road Glide was a retail headwind in late 2013 and early 2014, and Baird say that they expect retail to benefit over the next year from the substantial Road Glide upgrade.

*Robert W. Baird & Co. Inc. is an employee owned wealth management, capital markets, asset management and private equity firm that was founded in 1919 and is headquartered in Milwaukee, Wisconsin. The company says that it currently has \$105 billion in client assets.*

Any AMD readers who would like to see this or future AMD/Baird quarterly Harley-Davidson dealer surveys in full, or any authorized Harley-Davidson dealers who would like to participate in future surveys, can contact AMD's Information Editor Sara Viney by email ([sara@dealer-world.com](mailto:sara@dealer-world.com)).

overall the consumer financing environment remains stable (88 percent of dealers say credit has remained stable or eased recently) and that HDFFS is responding to inventory feedback by "buying deeper and offering some really good low rate promos for Cruiser models."

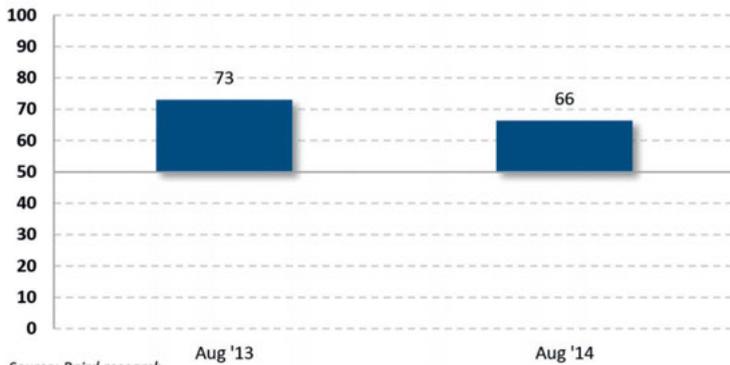
Baird recently established a Harley-Davidson Dealer Sentiment Index, capturing both

current and longer-term (3-5 year) dealer perspectives. Current dealer sentiment has tracked down on a year over year basis (67 versus 73), likely due to the excitement dealers felt after the highly successful Rushmore launch last year. However, Harley dealers still hold an optimistic 3-5 year outlook (70 versus 72 last year). Sentiment readings are calibrated from 0-100 with 50

providing a "neutral" outlook. Baird say that their Harley-Davidson Dealer Sentiment Index indicates a high level of dealer confidence, and that while dealers expect retail sales to be essentially flat in 2014, their outlook improves to low single digit increases in sales for 2015. In terms of opinion on the new models, Baird say that while the highly successful Project

### Baird Harley-Davidson Dealer Sentiment Index

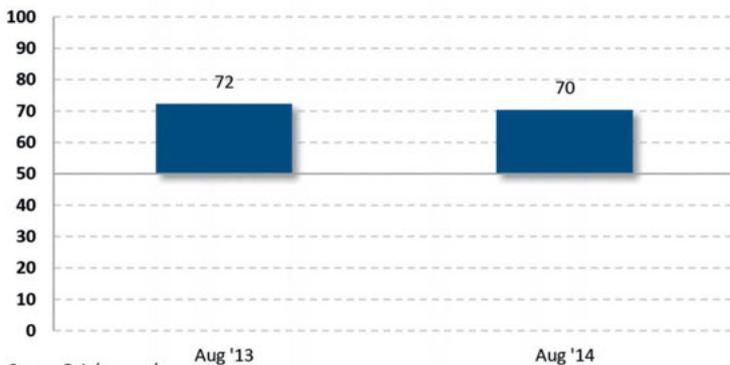
Current Conditions



Source: Baird research

### Baird Harley-Davidson Dealer Sentiment Index

3-5 Year Outlook



Source: Baird research

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**vanceandhines**  
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# Arch begins production of KRGT-1

ARCH Motorcycle Company, the production motorcycle business established by Gard Hollinger, the owner of LA County ChopRods, and actor Keanu Reeves, has started manufacturing its first model – the KRGT-1.

The formation of Arch Motorcycle Company was officially announced in October of 2012, when the first prototype model was shown. However, over the intervening years all that has been carried over from that first version is the front tire. The production version of the KRGT-1 showcases over 200 parts created at

the Arch production facility, and each bike requires 300-plus machine-hours, using state-of-the-art CNC and water-jet machinery. One example of the work that is undertaken is the unique downdraft intake system. The proprietary design eliminates the bulky breather assembly found on nearly all American V-twins, said to increase rider comfort and a more ergonomic profile. Arch worked closely with S&S Cycle and K&N Engineering to create a package that could be hidden between the billet aluminum



gas tanks while still keeping the T124 engine properly aspirated. The design includes matching air dams, machined and positioned to frame the billet aluminum headlight assembly.



**ARCH MOTORCYCLE COMPANY**  
 Hawthorne, California, USA  
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[sales@archmotorcycle.com](mailto:sales@archmotorcycle.com)  
[archmotorcycle.com](http://archmotorcycle.com)



# Carole Nash Irish Motorbike & Scooter Show 2015

RETURNING for 2015, the Carole Nash Irish Motorbike & Scooter Show will once again be taking place at the RDS in Dublin, Ireland, over the weekend of 27 Feb – 1 March, 2015.

As in previous years, one of the main attractions at the event will be a World Championship of Custom Bike Building affiliate show. Irish Motorbike & Scooter Show organizer Ruth Lemass said of the event's affiliation: "We joined the AMD program in 2006 to give Irish custom bike builders the place they deserve on the world stage and to

encourage the custom industry in Ireland. The AMD custom bike building competition held at our show has continued to go from strength to strength, and it was a proud moment for us when we sent Don Cronin to the World Finals in Essen, Germany, in 2013, where he went on to win the Freestyle class and became the first Irish winner of the World Championship. The Motorbike & Scooter Show, which is the largest of its kind in Ireland, attracted over 27,000 visitors in 2013, and is now taking bookings for display places and will be opening the custom show entry shortly. In addition to the World



Championship affiliate show and the retail and new motorcycle display opportunities, the show will also feature live action entertainment, world class stunt shows, demo races, celebrity racing stars, a lifestyle fashion show, Ireland's Got Biking Talent, Ms Motorbike Show and new for 2015 the Ace Global Freestyle Stunt Starz competition.

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[www.irishmotorbikeshow.com](http://www.irishmotorbikeshow.com)

# Hawg Wired expands into larger facility

HAWG Wired has announced expansion plans that see the company moving to larger premises. The new 14,000 sq ft office and manufacturing facility will allow greater manufacturing capabilities for the business, which focuses on the design and manufacture of performance audio equipment and electronics for the Harley-Davidson touring market.

The company states that the move will allow it to support higher demand for its products that cover a niche in the motorcycle touring market for digital amplifiers and high performance speakers. In addition there will now be increased new product development.



**HAWG-WIRED**  
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# Polaris reports record results...



POLARIS Industries Inc. (the parent company of both Victory and Indian Motorcycles) has reported record third quarter net income from continuing operations of \$140.8 million for the quarter ended September 30, 2014, an increase of 20 percent from the prior year's third quarter net income from continuing operations of \$116.9 million. Sales for the third quarter 2014 totaled a record \$1,302.3 million, an increase of 18 percent over last year's third quarter sales of \$1,102.6 million.

"Our strong third quarter results reflect the continued execution of our long-term strategy and broad strength across our industry-leading portfolio," said Scott Wine, Polaris' Chairman and CEO. "Amid heightened competition we garnered strong retail sales in all categories, even as we introduced more than 20 new off-road vehicles and motorcycles and over 300 new complementary accessories for our consumers.

"Along with industry-leading innovation, we remain focused on improving our operations as part of our evolution into a highly profitable, customer-centric global lean enterprise. We recently made significant progress toward this goal with the hiring of Ken Pucel to fill the newly formed position of Executive Vice President of Operations, Engineering and Lean. This move was preceded by the grand opening of our manufacturing facility in Poland, which will provide a timely capacity increase, enable us to deliver superior customer service, and ultimately serve as a growth catalyst in the EMEA region. These initiatives are important pieces of the infrastructure we are creating to support our continued growth toward becoming an \$8.0 billion company."

Sales for the motorcycles division

Third Quarter Performance Summary (in thousands except per share data)						
	Three Months ended September 30,			Nine Months ended September 30,		
Product line sales	2014	2013	Change	2014	2013	Change
Off-Road Vehicles	\$823,214	\$702,013	17%	\$2,127,520	\$1,862,508	14%
Snowmobiles	162,652	143,550	13%	184,379	166,725	11%
Motorcycles	63,263	49,372	28%	245,258	151,041	62%
Small Vehicles	34,158	31,716	8%	116,166	76,489	52%
Parts, Garments & Accessories	219,056	175,998	24%	531,325	436,595	22%
<b>Total Sales</b>	<b>\$1,302,343</b>	<b>\$1,102,649</b>	<b>+18%</b>	<b>\$3,204,648</b>	<b>\$2,693,358</b>	<b>+19%</b>
<b>Gross profit</b>	<b>\$388,274</b>	<b>\$334,785</b>	<b>+16%</b>	<b>\$951,605</b>	<b>803,771</b>	<b>+18%</b>

increased 28 percent to \$63.3 million in the 2014 third quarter compared to the same period last year due to continued strong demand for the new Indian motorcycles. Consumer retail demand for Polaris motorcycles, driven by Indian Motorcycle retail sales, was up nearly 30 percent during the 2014 third quarter, while third quarter North American industry heavyweight cruiser and touring motorcycle retail sales were up low-single digits percent versus the 2013 third quarter. During the quarter, the Company added two new models to the 2015 Indian Motorcycle line-up with the addition of the Roadmaster and the return of the Scout. Victory motorcycle retail sales in the 2014 third quarter were down mid-teens percent, impacted by timing delays of shipments of the 2015 Victory Magnum, a new custom bagger, and the prior year's tough comparison as Victory retail sales were up over 30 percent in the 2013 third quarter. Sales of Polaris motorcycles outside of North America were up over 80 percent in the third quarter of 2014 as compared to the year-ago period, driven by strong demand for Indian motorcycles.

Parts, Garments and Accessories (PG&A) sales increased 24 percent to \$219.1 million during the third quarter of 2014 as compared to the same period last year. ORV, motorcycles and

snowmobile related PG&A experienced sales growth during the quarter. Sales of PG&A to customers outside of North America increased eight percent during the 2014 third quarter compared to the same period last year. Innovation remains a driving factor in delivering continued growth with over 300 new model year 2015 accessories added to the PG&A product line-up. Additionally, the accessory dollars sold per unit has increased compared to this time last year driven by customer focused solutions like the PRO-FIT storage systems for snowmobiles and additional Lock and Ride accessories for ORVs and motorcycles.

International sales totaled \$151.6 million for the 2014 third quarter, a nine percent increase over the same period in 2013. The increase in third quarter sales resulted from strong sales growth in ORV and Motorcycles, offset somewhat by lower snowmobile shipments due to the poor snowfall last winter in the Scandinavian and Russian regions. Asia Pacific sales for the third quarter of 2014 were up 37 percent and Latin America sales increased 48 percent, while Europe, Middle East and Africa (EMEA) sales were about flat in spite of the weak Euro and lower snowmobile sales. Both ORV and motorcycles gained retail market share outside of North America during the

2014 third quarter.

Gross profit increased 16 percent to \$388.3 million compared to \$334.8 million in the third quarter of 2013. As a percentage of sales, gross profit margin decreased 55 basis points to 29.8 percent of sales for the third quarter of 2014, compared to 30.4 percent of sales for the same period last year. The gross margin percentage declined during the quarter, as expected, due principally to pressures from negative currency movements, offset somewhat by the benefit of lower product costs and higher pricing.

Operating expenses for the third quarter of 2014 declined 95 basis points, as a percentage of sales, to 14.0 percent compared to 15.0 percent of sales in the 2013 third quarter. Operating expenses in dollars increased 11 percent to \$182.7 million in the 2014 third quarter compared to \$165.2 million for the third quarter of 2013. Operating expenses as a percent of sales for the 2014 third quarter declined due to lower long-term incentive compensation expenses partially offset by higher marketing and advertising expenses related to the launch of various new model year 2015 products and the continued roll-out of Indian Motorcycle.

[www.polaris.com](http://www.polaris.com)

## ...and puts Slingshot into full production

FOLLOWING its introduction of the Slingshot trike earlier in the year, Polaris has now confirmed that the new machine is in full production at its Spirit Lake, Iowa manufacturing facility.

"We continue to introduce new, innovative products and technologies that create opportunities for growth here and around the world. Today we are excited to bring the

revolutionary three-wheel Polaris Slingshot into full production here in Spirit Lake," said Bennett Morgan, President and COO of Polaris. "Polaris is committed to both

understanding the desired riding experience of our customers and then working to exceed those expectations," said Brian Hines, Director of Operations at the Spirit Lake plant. "We could not be happier to produce such a high quality vehicle at our Spirit Lake manufacturing facility." With the production of the Slingshot and increased production of other vehicles, Polaris announced in August it will add 300 jobs to its Iowa manufacturing facility.

Polaris Slingshot employees celebrate start of production at Polaris' Spirit Lake, Iowa manufacturing facility



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# Matchless set for return to motorcycle manufacturing

HISTORIC British motorcycle brand Matchless Motorcycles, which was formed in 1899, is set to return to producing bikes with the launch of the Model X Reloaded.

Matchless, which ceased production in 1966 when the brand was purchased by Norton Villiers, is now owned by the Malenotti family, who resurrected the name in 2012 with the launch of the clothing line 'Matchless London', managed by Michele Malenotti.

At the forthcoming 2014 EICMA exhibition Matchless will celebrate its 115th anniversary by presenting the Model X Reloaded, a design inspired by the company's original Model X produced over 80 years ago.

This new model has been designed by Franco Malenotti along with the Matchless design team. Malenotti has previously collaborated with manufacturers such as Honda, Morini, Ducati, Bimota, KTM and Aprilia, drawing historical models such as the 1000 Laverda Jota, the 1000 Laverda

RGS and Morini 500 turbo amongst many others.

He has also designed various accessories and clothing, collaborating with Shoei, Oakley, JT Racing, Millet, Lewis Leather, Dainese and finally Belstaff, where he was creative director from the early '90s until 2011.

Malenotti has based the Model X Reloaded around an S&S X-Wedge V-twin engine with a capacity of 1,916cc. This is being housed in a frame that integrates the oil tank and has a pull system rear suspension matched to a 'Castle' type fork with hydraulic shocks.

The bike will roll on spoked wheels created in co-operation with Borrani; the front will be a 16in, and a 17in is being used at the rear.

To cater for rider comfort, the suspended seat can be height adjusted from 740mm to 800mm, the handlebars are adjustable for height and angle, and the foot controls can be set in one of two positions.

[www.matchlesslondon.com](http://www.matchlesslondon.com)



## Jeff Derge to head up sales at LeMans

THE parent company of specialist parts manufacturers and distributors Drag Specialties and Parts Unlimited, LeMans Corporation, has announced the promotion of Jeff Derge to VP of Sales. Derge, who has over 26 years of experience in the powersports

industry, has spent 16 years in the retail environment, covering both V-twin and metric motorcycles, as well as four years in manufacturing.



Commenting on Derge's promotion, LeMans' Chairman, Fred Fox, said: "Jeff has served in several important sales-related areas at LeMans and has substantially contributed to the continued growth and success of Parts Unlimited and Drag Specialties. We look



forward to continued sales increases in 2015 under Jeff's leadership."

LEMANS CORPORATION  
Janesville, Wisconsin, USA  
Tel: 608 758 1111

## Confederate Hellcat X132



CONFEDERATE Motors has launched the 2015 edition of its Hellcat X132 Speedster.

As the bike's name suggests it is powered by a 132ci V-twin motor. The 56-degree V-twin has a 4.4in stroke and 4.4in bore and is fuelled by a single-side draft intake with a 58mm throttle body to produce a claimed 121hp and 140ft lb of torque. This is matched to a five-speed transmission with the entire package

carried in a frame hand welded from 3in steel tubing.

A custom specification WIP 48mm fork with adjustable rebound and compression is used at the front of the bike, while rear suspension is taken care of by a rebound and compression adjustable Race Tech coil over.

The wheel package on the latest Hellcat Confederate makes use of Blackstone Tek carbon fiber wheels with



proprietary hubs. The 18 x 3.5in front and 18 x 8in rear wheels are shod with 120/70 ZR18 and 240/40 ZR18 Metzeler ME 880 Marathon tires. Braking comes courtesy of dual Beringer Aeronal floating rotors and four-piston monobloc Aerotec radial calipers at the front and a single four-piston monobloc Aerotec radial caliper at the rear, with a Brembo rotor.

Bodywork on the Hellcat, which is limited to 65 production models, is made

up of carbon fiber fenders and an aerospace composite carbon fiber fuel cell with finishing details including LED lighting, a digital speedo and a Motogadget analog tachometer.

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# QUALITY AND RIDEABILITY DOMINATE AS RECORD CROWDS SEE 11TH ANNUAL AMD WORLD CHAMPIONSHIP



**F**REDDIE 'Krugger' Bertrand joined the exclusive club of multiple title-winning World Champions when he took top honors at the 2014 AMD World Championship of Custom Bike Building with his BMW K1600 engined masterpiece called "Nurb's". 'Krugger', who is a regular competitor at the AMD World Championship, beat 69 other builders from 22 countries to once again lift the coveted Freestyle class trophy, and is the all-time "winningest" AMD World Championship competitor in terms of both

placings and total points scored. This is the second Championship win for Belgian 'Krugger', who took his first title at the 2010 Championship in Sturgis, USA, where he competed with the V-Rod-based "Veon". His victory makes him the only person, other than Canadian three-time World Champion Roger Goldammer, to win the AMD World Championship of Custom Bike Building more than once. After an initial approach from BMW to work on a collaborative project, 'Krugger' received a customer commission and the two projects became one in the form of the Art Deco

inspired "Nurb's" - which not only uses the BMW straight-six engine from the much admired K1600, but also retains all of the stock bike's electronics, including the fuel injection and ABS. This achievement is even more remarkable given that the stock BMW brakes have been changed out for Krugger's preferred option of French-made Beringers. While Krugger was working with state-of-the-art technology, Finland's Veikko Sikiö took a completely different approach with his second placed bike, built almost entirely from



scratch by hand. Using good old-fashioned casting techniques in his workshop, he hand-built the 800cc V-twin motor, carbs and many other parts for his build.

Continuing the AMD World Championship's proud tradition of rewarding the widest range of design and engineering, another eclectic engine was at the heart of the third placed machine in the Freestyle class, with "Fiat Abarth" from Italy's North Coast Custom, built around a Fiat 500 engine mated to a Rivera Primo transmission.

Builder Francesco Bella also incorporated a unique front end featuring adjustable rake. The Retro Modified class was won by Tomáš Turner, owner of TMT Moto in the Czech Republic. After being the runner-up in the class in 2013, Tomáš returned this year with a 1951 Nimbus straight-four motorcycle engine and drivetrain fitted into a stretch wishbone Harley frame.

It was a similar story in the Modified Harley class too, where last year's runner-up, Germany's One Way Machine, returned this year and took the win with "Brougham". Built by Julian Von Oheimb, it is a 2001 Softail given an Old School look through the use of a heavily modified Dyna front end, Firestone tires and Panhead style rocker boxes. Style-wise it was the complete opposite in

## WORLD CHAMPION



Krugger Motorcycles, Nurb's, Belgium - 2014 WORLD CHAMPION

the Street Performance class where France's Riverside Motocyclottes combined a hardtail frame with a Buell XB12 front end and an Ultima 127ci engine to create "Springster", which hints at hard riding with its use of a race car style tachometer with shift lights and slick Continental Race Attack tires.

Race inspiration also influenced the design of France's Crazy Racers' 750 CR, the bike that took the win in the new Café Racer class. In

true café racer style, the Ducati/Cagiva 750 engine machine features a Ceriani drum brake in the front wheel, low set clip-on handlebars, and a single racing hump seat. After 9 years in the United States, seven of them at the Sturgis Motorcycle Rally, the AMD World Championship moved to Europe for the first time last year when it was hosted at the 2013 Big Bike Europe Expo at Essen in Germany.



Freestyle second place - Veikko Sikiö, WSA, Finland



3rd



Freestyle third place - North Coast Custom, Fiat Abarth, Italy

4th



Freestyle fourth place - Rough Crafts, Graphite Speedster, Taiwan

5th



Freestyle fifth place - Paul Milbourn Customs, Nut Cracker, UK

## FREESTYLE

1. Krugger Motorcycles, Nurb's, Belgium - **WORLD CHAMPION**
2. Veikko Sikiö, WSA, Finland
3. North Coast Custom, Fiat Abarth, Italy
4. Rough Crafts, Graphite Speedster, Taiwan
5. Paul Milbourn Customs, Nut Cracker, UK
6. Thunderbike, Unbreakable, Germany
7. Eddie Gustafsson, Speedy, Sweden
8. Riverside Motocyclettes, Knuck Out, France
9. Valtoron, La Bestia, Spain
10. CF Costruzione Meccaniche, Sex Metal, Italy

## RETRO MOD

1. TMT moto, Nimbus 4, Czech Republic
2. The Lucky Cat Garage, Sprintbeemer, France
3. Abnormal Cycles, Chicca, Italy

## MODIFIED HARLEY

1. One Way Machine, Brougham, Germany
2. Hot Dreams Barcelona, Rocket, Spain
3. Thunderbike, TBR, Germany

## STREET PERFORMANCE

1. Riverside Motocyclettes, Springster, France
2. Sapka Muevek, Buell, Hungary
3. Lobo Motive, Lobo 3, Spain

## CAFE RACER

1. Crazy Racers, 750 CR, France
2. Inglourious Basterds Cycles, Madiba Benelli 600 Sport, Italy
3. Kingston Custom, BMW R100/7 Cafe Racer Tom Sawyer, Germany

The opportunity to stage the Championship at INTERMOT came about as a result of what was seen at Big Bike Europe, and represented an opportunity to get some of the greatest custom bike builds of the year in front of the largest possible riding audience.

Of the total audience of over 200,000 people at INTERMOT this year, there were more than 150,000 consumers in attendance, and to judge by the crowds in the aisles on the four public days, most of those people, certainly north of 100,000 of those riders, must have come through the upgraded Hall 10 where AMD Magazine, in conjunction with INTERMOT, is embarked on a long-term plan to raise the profile of custom bike building, and to do so in an expo environment that reflects the ownership expectations of the new generation of buyers that the market needs to sell to.

The first two days of INTERMOT, the Tuesday and the Wednesday, were reserved for domestic German and international press and trade visitors. Staged at the Cologne exhibition center, which this year was celebrating the 50th anniversary of its first hosting of the motorcycle industry in 1964 (Koelnmesse itself is able to trace its origins back some 90 years), the facility is one of the five largest and certainly one of the most up-to-date exhibition complexes in Europe.

The "Cologne Show" has always been staged every other year, and always enjoyed the reputation of being "the most" international of the world's major motorcycle industry shows, and the one that attracts the largest percentage of genuine high-mileage riders. This was evident in the profile of the crowds that flooded the aisles on Thursday through to

6th



Freestyle sixth place - Thunderbike, Unbreakable, Germany

7th



Freestyle seventh place - Eddie Gustafsson, Speedy, Sweden

8th



Freestyle eighth place - Riverside Motocycles, Knuck Out, France

9th



Freestyle ninth place - Valtoron, La Bestia, Spain

10th



Freestyle tenth place - CF Costruzione Meccaniche, Sex Metal, Italy

Sunday, with the crowd peaking on the Saturday with some estimates suggesting that the AMD World Championship was seen by over 35,000 people on that one day alone. If true, then the objective behind taking the AMD World Championship to INTERMOT paid off in just one day, as that would be the largest total audience to see the competition in any single year. Indeed, the total attendance in Hall 10 for the full 6 days of the show is likely to represent the largest attendance of riders and dealers to ever see any custom bike competition, anywhere.

Demographically, not only was it obvious that the crowds were mostly genuine riders, but the age profile (estimates suggest mid to late 30's on average) and the quality of engagement with the bikes seen, all suggest that the case in favor of staging the AMD World Championship at high attendance INTERMOT is proven. What is more, most observers suggested that the standard of the bikes was the highest seen for several years, with anything up to a dozen entries into the Freestyle class being AMD World Championship-winning



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# AMD CUSTOM BUILD

WINNER



TMT moto, Nimbus 4, Czech Republic



The Lucky Cat Garage,  
Sprintbeemer, France

2nd



Abnormal Cycles,  
Chicca, Italy



3rd

WINNER



One Way Machine, Brougham, Germany



Hot Dreams Barcelona,  
Rocket, Spain

2nd



Thunderbike, TBR,  
Germany



3rd

WINNER



Riverside Motocyclettes, Springster, France



Sapka Muvek,  
Buell, Hungary

2nd



Lobo Motive,  
Lobo 3, Spain



3rd

Crazy Racers, 750 CR, France

WINNER



2nd



Inglourious Basterds Cycles,  
Madiba Benelli 600 Sport, Italy

3rd



Kingston Custom, BMW R100/7 Cafe Racer  
Tom Sawyer, Germany

candidates. While the event attracted its usual selection of abstract, avant-garde and esoteric builds, the overall standard of craftsmanship on show, and above all of the fit and finish that was to be seen, reflected the changing trends in the custom motorcycle industry. While there were, of course, some big budget builds, the trend that is now firmly locked in is towards greater hand-built work, and lower cost builds with the emphasis on ownability and rideability. That overdue and necessary response to the recession and the changes in the profile of custom bike buyers that has been taking place for some time means that the v-twin and wider custom motorcycle market has earned its place at the top-table of the motorcycle industry.

While it remains important that the heritage of the custom motorcycle market is preserved and honored, for a sector that has now grown way beyond 'cult' and 'niche' it is equally as important that customizers are able to reach into the wallet books of the mainstream riding community and bring some of those miles into our cash registers. This combination-approach, whereby the custom market can speak to the 'tribe', and speak to its future, is very much the way ahead for the AMD World Championship.

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# A WINNING TRADITION

Freddie 'Krugger' Bertrand has been a regular competitor over the years at the World Championship of Custom Bike Building, and now, following his win at the 2014 Championship, he joins an exclusive club of bike builders who have taken top honors more than once. The only other World Championship competitor to achieve this feat is Roger Goldammer

Written by Duncan Moore; [duncan@dealer-world.com](mailto:duncan@dealer-world.com) - Pictures by Onno Wieringa; [onno@madnessphotography.nl](mailto:onno@madnessphotography.nl)

Freddie 'Krugger' Bertrand has joined the exclusive club of multiple World Championship winners with his win in the Freestyle class with Nurb's in 2014

**KRUGGER**  
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**F**REDDIE 'Krugger' Bertrand typically builds customs based around a V-twin drivetrain, and indeed his 2010 World Championship of Custom Bike Building entry began life as a V-Rod. However, Krugger is not afraid to take on a challenge, as witnessed by his 2013 Championship entry – a Honda CB 450 with a reversed cylinder head.

For his entry into the 2014 Championship, Krugger took on a drivetrain never seen before in the event's history. Following a meeting with BMW Motorrad he began to look at options, using a motor supplied by the company and then, when he was approached by a customer looking for a radical ground-up build, a K1600 straight-six engine was decided upon.

While an American V-twin motor is a relatively simple affair, even when fitted with electronic fuel injection, the K1600 is an altogether different beast. Among the electronics fitted to the bike, which was originally designed as a heavy-weight touring machine, are electronic fuel injection, three different engine drive settings, ABS anti-wheelie control and tunable suspension, and all of this had to be retained within Krugger's custom build. Due to the complexity of the electronic controls the drivetrain was left basically stock and a new, one-off tubular steel frame

was built to carry it. The single-sided shaft drive design on the swingarm of the original bike was retained, but reworked by Freddie in steel to match the rest of the frame.

It is a similar story at the front of the bike where a duo lever suspension system is used as per the original BMW. However, in this Krugger designed version only the stock shock is retained.

One of the few changes to the drivetrain of the K1600 has been the relocation of the engine's radiator. Normally found in front of the engine, it has been moved to the side of the bike to give cleaner lines and a clearer view of the six headers pipes for the exhaust.

Because Krugger rebuilt the suspension to his own design, he was also able to incorporate larger wheels. A set of blanks were machined to a one-off design with the front 21in wheel wearing a 120 x 21 Avon tire, and the rear 20in rim has a 200-section Avon. The change of wheels also heralded a change of brakes with the OEM discs and calipers replaced by Beringer units, a six-piston caliper at the front and a four-piston at the rear, which have been adapted to work with the bike's onboard electronics that control the ABS function.

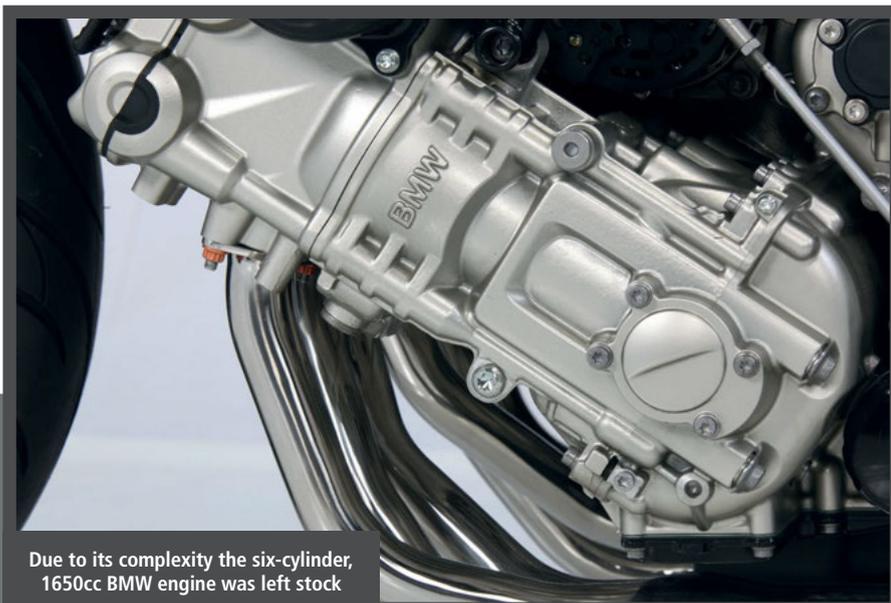
Sitting atop the frame is the integrated bodywork, the inspiration of which came from another BMW. In this case a '30s Art Deco styled R7. All hand-formed

in steel, the panels on Nurb's have been designed to carry all of the stock switches, while the gas tank has been hidden below the seat and is filled via a hidden cap in the seat hump.

The styling of the bodywork is also reflected in the bike's name, which is derived from a mathematical term meaning 'Non-Uniform Rational B-spline,' a concept first developed in the '50s when engineers were trying to replicate freeform surfaces in car and ship design.

However, as complex as the name may be, it was the complexity of the build and Krugger's ability to incorporate all of the stock electronics in a package that is purely custom, that led to his fellow competitors in the 2014 World Championship of Custom Bike Building voting him and Nurb's a clear winner in the Freestyle class.

**KRUGGER SPEEDSHOP**  
**Basse-Bodeux, BELGIUM**  
**Tel: +32 (0)80 684 559**  
**info@krugger.net**  
**www.krugger.net**



Due to its complexity the six-cylinder, 1650cc BMW engine was left stock



The unit construction of the engine and gearbox dictated the lines of the lower part of Nurb's custom frame



Only the shock was re-used from the original front end in Krugger's single-sided interpretation of BMW's Duo Lever suspension system

All of the stock electronics, including those connected to the transmission, were retained, and that applies to the ABS and engine management systems too



The K1600's original switch gear, like the rest of the bike's electronics, has been retained

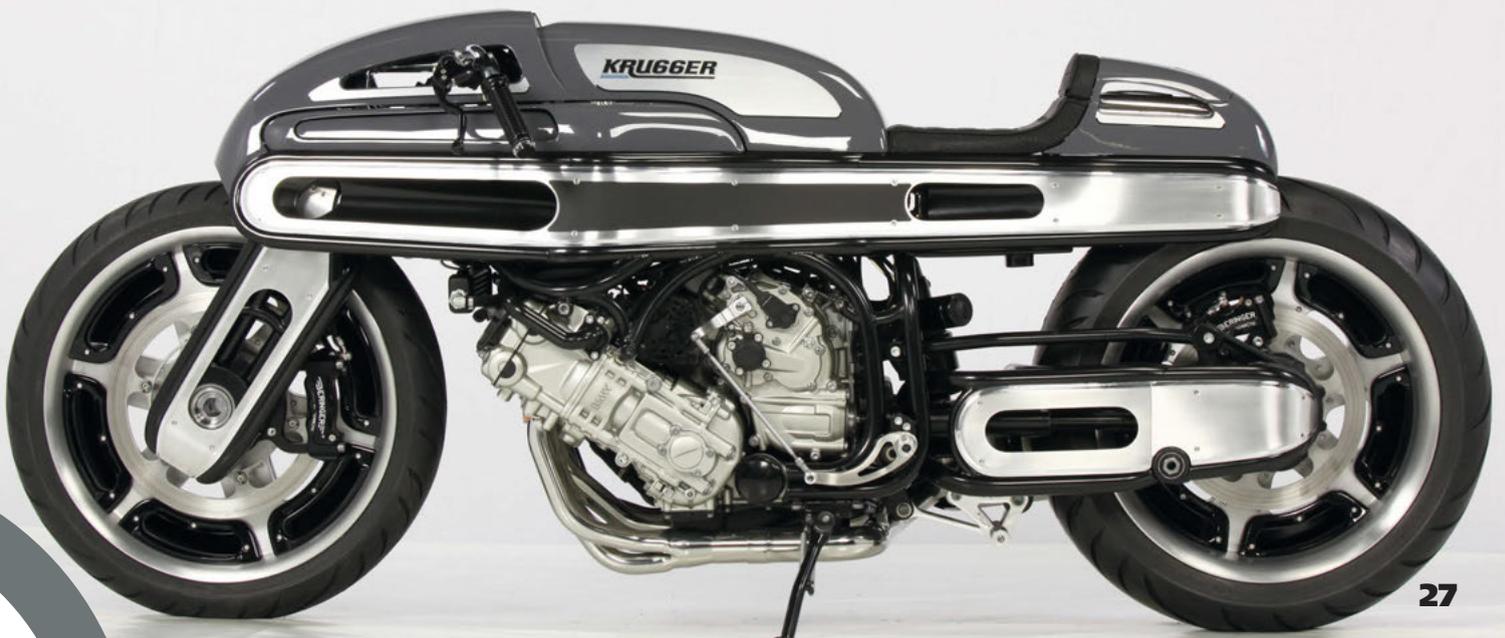
Retained from the Donor bike, the tachometer is the only instrumentation to be found on Nurb's



A 6-into-1 exhaust system was fabricated by Krugger to replace the stock 6-into-2 that hid the rear wheel



The seat hump has a removable section that when removed reveals the filler cap for the gas tank located under the seat





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## DelTran portable power pack

DELTRAN's newest Battery Tender product launch is a portable power pack, which is centered around a lithium battery, said to be extremely lightweight, yet capable of starting any motorcycle thanks to 400 cranking amps.

The DelTran power pack is equipped with an LED light for nighttime use, alligator clips, car adapter and power adapter, weighs less than 1lb and carries a one-year warranty.

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**DeLand, Florida, USA**  
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[service@batterytender.com](mailto:service@batterytender.com)  
[www.batterytender.com](http://www.batterytender.com)



## 'Cyko' wheels

COLORADO Custom Cycle Wheels' newest design is the Cyko, which joins the company's line of precision machined billet wheels. The Cyko is being offered in sizes from 16in to 30in and a choice of chrome or contrast cut finishes.



Matching cog design two-piece rotors and pulleys are also available from the company.

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## Black Duck Parts velocity stack

BLACK Duck Parts' latest new release is a velocity stack made from brass. The company makes the stack in three parts, a base, body, and a washable and re-usable steel filter element. The body has a knurled finish to give it a nostalgic look, and the stack has been designed to work on all H-D models with either CV or EFI.

The velocity stack, support and crank case breather tubes are available in a choice of black coated, 24K gold plated, satin brass or a new satin chrome finish.

The new satin chrome finish from Black Duck Parts is being offered on a range of parts from the company, and is said to evoke an older, more glamorous time.



**BLACK DUCK PARTS**  
**Barcelona, SPAIN**  
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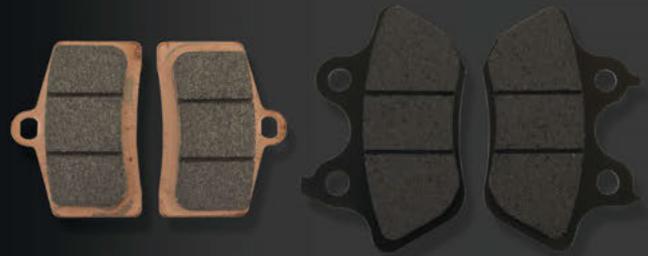
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# Icengineworks welding clamp set



VAN Sant Enterprises, Inc., under its Trick Tools banner, has introduced the Icengineworks exhaust tack welding clamp set. The clamps have been designed to make the creation of custom exhaust headers much easier. The clamps hold sections of tube together for tacking, and allow for micro-adjustments to be made.

**VAN SANT ENTERPRISES INC**  
Pella, Iowa, USA  
Tel: 877 826 7268  
sales@vansantent.com  
www.trick-tools.com



# Chubby Physco Street Fighter handlebar

WILD 1 has expanded its Chubby line of handlebars with the launch of its new Physco Street Fighter. The newest design of handlebar, which is available in a choice of chrome or satin black powdercoat, has a 4in rise in the bars and is available with 6in, 8in or 10in integrated risers. The bars fit all bikes with 3-1/2in on center riser spacing.

**WILD 1**  
Huntington Beach, California, USA  
Tel: 714 536 5869  
info@wild1inc.com  
www.wild1inc.com



www.AMDchampionship.com

# JayBrake J-6 Ultra rear caliper



## JAYBRAKE

SUPERTRAPP has created the JayBrake J-6 Ultra rear caliper for use on '08 onward H-D Touring models. It is a progressively sized six piston caliper, said to offer improved modulation and stopping power.



The JayBrake J-6 Ultra caliper, which has a six-piston differential bore design for optimal performance and pad wear plus a dual seal design utilizing a wiper seal, uses the stock brake line and can be installed without having to remove the rear tire. The billet aluminum calipers are available in clear satin anodized or black satin anodized finishes.

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

# Flare for 2014 H-D Batwing fairing

KLOCK Werks developed its original patented Flare windshield in late 2006, and now the company has created a version that complements the new vent/duct system on '14 Batwing style H-D fairings.

The key feature of the Flare design are the 'hips' at the sides of the windshield that are said to re-route air, adding downforce for improved stability compared to the stock shield. In addition the flip at the top of the Flare redirects air back as clean, less turbulent air for rider and passenger.

Made from hard-coated polycarbonate material, the Flare for Batwings is available in 6.5in tint, dark smoke and black; 8.5in tint and dark smoke, and 11.5in tint and clear.

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## Zipper's performance options



ZIPPER'S currently has a range of performance packages available that offer varying stages of tuning.

Among the products is the Zipper's Zip Kit Powered by ThunderMax, which includes intake and exhaust upgrades. Each kit comprises of a Zipper's MaxFlow air cleaner, the consumer's choice of performance exhaust, and ThunderMax fuel controller.

For those looking for a simpler performance upgrade there is the option of a Zipper's air cleaner kit. The air cleaner kits replace the stock air cleaner assembly and include a billet backing plate with internal crankcase venting and a high flow, washable and reusable cotton gauze filter element.

The kits are available with satin aluminum, black, or chrome plated breather ports.

A second intake upgrade offered by Zipper's is a black S&S E or G carb kit complete with ThunderJet. The new black finish S&S carbs feature +.100in venturi bore increase and the addition of the ThunderJet third fuel circuit. Zipper's is offering them as a carb only for use on S&S-equipped bikes, or as a complete.

To take the engine performance upgrades further Zipper's has its Red Shift Hi-Torque Series cams for Twin Cam engines that offer a bolt-in increase in power across the range, but more significantly at the lower rpm, where a six-speed bike needs it the most. Red Shift Hi-Torque cams can be used with either stock non-adjustable or performance adjustable pushrods.

Staying with the cam chest, Zipper's is also offering Red Shift dual piston cam chain tensioners for all '07-up Twin Cam applications. Red Shift Tensioners are a direct-replacement designed to improve cam timing accuracy and valve train control at two critical key areas; the drive and driven cam chains. Red Shift Tensioners are designed with shoe and hydraulic stability in mind, and are claimed to dramatically improve overall valve train control and durability.

All of the above performance upgrades are not for sale or use on pollution controlled vehicles.



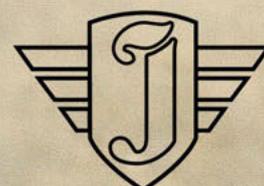
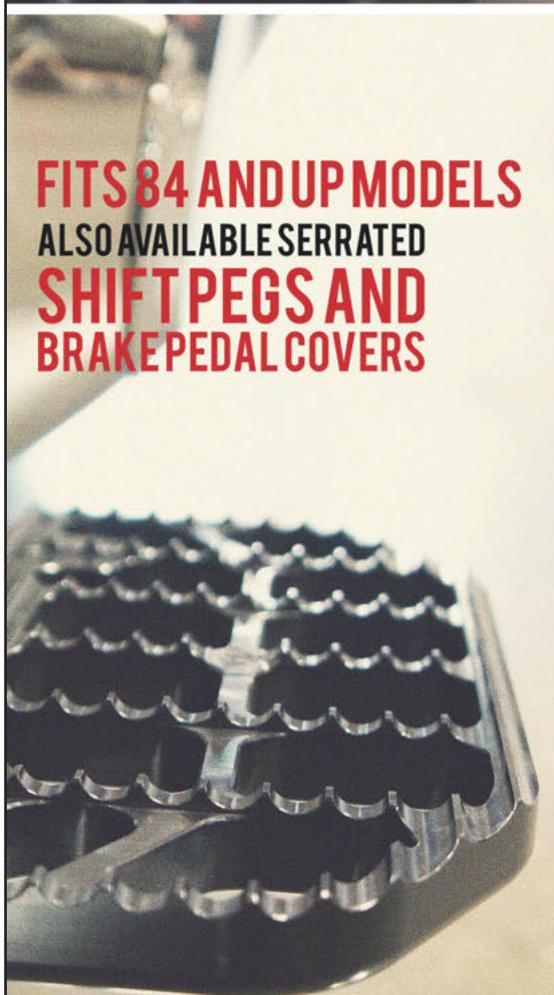
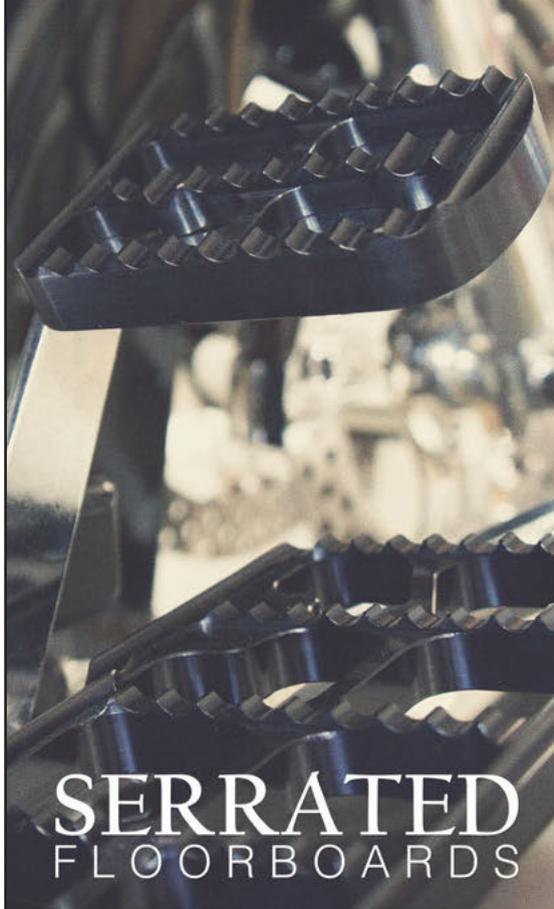
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# Rivera Primo H4 LED replacement module

RIVERA Primo is continuing to expand its line of aftermarket lighting options for Harley-Davidson applications with the introduction of a new light for Road Glides.

The company has developed an inexpensive LED module that replaces the stock H4 Halogen bulb, and is claimed to be twice as bright as the bulb it replaces while only drawing about a third of the amperage. To achieve this, the new Rivera Primo HedLED H4 LED replacement module produces 2400 Lumens, making it as bright as a 70w bulb, but drawing the same amount of energy as a 20w bulb.

Available in a twin pack or individually, the HedLED H4 LED replacement module fits most applications where a H4 Halogen bulb is used, with the exception of headlights with a Tri-Bar.



**RIVERA PRIMO**  
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[info1@riveraprimo.com](mailto:info1@riveraprimo.com)  
[www.riveraprimo.com](http://www.riveraprimo.com)

## RC Components wheel options

AMONG its wheel design options for 2014 RC Components is offering the Helo, Raider and Torsion styles.

The Helo is a five-spoke wheel that features a continuation of the spoke design onto the outer rim lip, which is available in a choice of chrome or black eclipse finish.

For the Raider wheel the design features a unique straight spoke design that also extends out onto the rim lip, which also applies to the five-spoke Torsion wheel.



All three wheel options are offered in a choice of chrome or black eclipse finish with matching Airstrike air cleaner, rotors, pulley and sprocket designs available.

**RC COMPONENTS**  
 Bowling Green, Kentucky, USA  
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[rcc@rccomponents.com](mailto:rcc@rccomponents.com)  
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## LePera Stubs seats



LEPERA has released two new seats as part of its 'Stubs' line – the Stubs Spoiler and the Stubs Café.

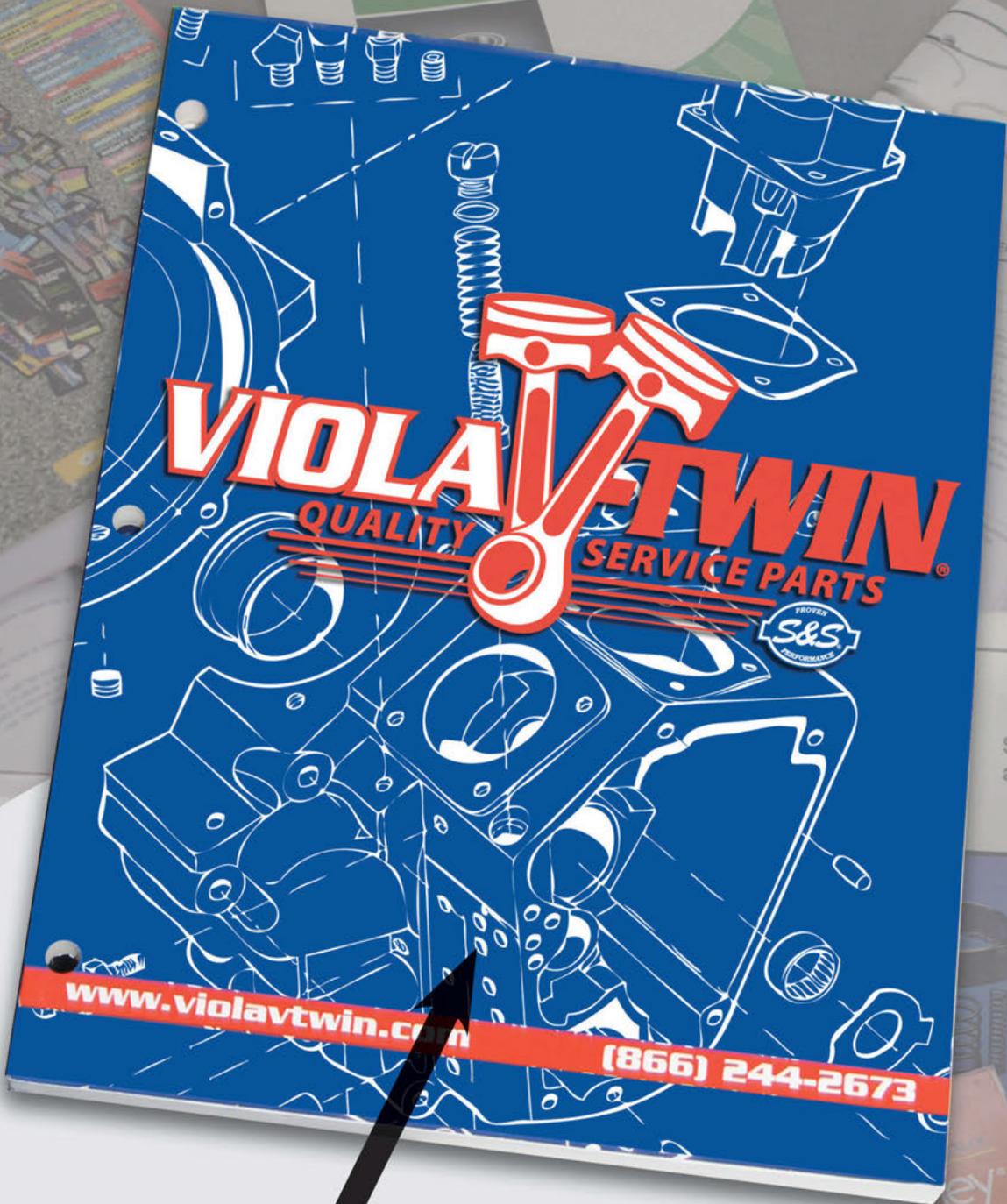
The Stubs Spoiler was introduced last year by LePera for use on XL models, and now this latest version is designed for '06 and later Dyna applications. A key feature of this particular saddle are the speed stripes and color contrasted pleats, available in a selection of colors, at the kicked-up tail section.

Versions of the Stubs Spoiler are now available to fit '06-'15 Dyna, '04-'06 and '10-'15 XL models and '10-'15 48 and 72 model Sportsters.

A second new Stubs option now available for '06 onward Dyna models is the LePera Stubs Café. This latest Stubs saddle features a tapered tail section, Old School style accent piping, and a deep angled back support. LePera is making the Stubs Cafe seat for the same model selection as its Stubs Spoiler.

**LEPERA ENTERPRISES**  
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# CV Performance velocity emulsion tube

CV Performance's latest carb performance upgrade is its velocity emulsion tube, which is said to improve throttle response and performance.

The new velocity emulsion tube is being offered as a factory replacement part for the stock main jet holder. It features a design that is claimed to improve fuel atomization entering the combustion chamber, by use of CV Performance's exclusive patterned tube design, improving the air/fuel mixture process, delivering a vortex spray pattern.

The new tube, which is a direct replacement for the stock Harley OEM CV carburetor emulsion jet holder, accepts both H-D factory and OEM replacement main jets for ease of tuning, and is available for all '89-'06 Big Twin, Twin Cam and Sportster models using Harley CV style carburetors.

**CV PERFORMANCE**  
 Glendora, California, USA  
 Tel: 800 473 1287  
[info@cv-performance.com](mailto:info@cv-performance.com)  
[www.cv-performance.com](http://www.cv-performance.com)



# Headwinds' 7in LED headlight

HEADWINDS has now launched a new 7in diameter LED headlamp, which features a 12/15W high/low beam.

The company states that its LED light is both brighter and whiter than halogen equivalents. In addition it is suggested that there will be no need to replace bulbs as the LEDs used are energy efficient, solid-state units that can also withstand shock and vibration.

The die-cast aluminum housing of the Headwinds LED light has integrated cooling fins to provide maximum protection.



**HEADWINDS, Inc.**  
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# New lines at MAG Connection

MAG Connection, the French parts distributor, has expanded the line of conversion kits it stocks from Heartland USA. The Paris-based business now has the Sport Chop and Heart Breaker conversion from Heartland available.

The Sport Chop conversion kit has been designed for use on '07 onward Sportster models, and each kit includes a drilled rear fender and mounting brackets, frame cover, adjustable seat mounting bracket and a seat in the choice of black or tan leather, ignition/coil relocation bracket, spark plug wires, and 2in tank lift brackets.

Softtail Breakout models from '13 onwards can be fitted with a Heart Breaker conversion, which includes a fender, rock guard, chrome or gloss black struts and a leather seat.

Alongside the Heartland parts MAG Connection now has exclusive distribution of Figure Machine parts and is now adding that company's points cover bar end mirror, gas cap point cover, Spinner gas cap, and Crown gas cap to its catalog. All of the parts are offered in a choice of Black Denim, Gloss Black or Blonde Silver finishes. MAG Connection will also shortly have the Twin Cam Vision cam cover, rocker box covers, transmission covers, cable clutch covers and inspection covers from Figure Machine available.



The points cover bar end mirror is among the range of Figure Machine parts being exclusively distributed by MAG Connection



The Heartland USA Heart Breaker conversion kit for the Breakout can now be ordered through MAG Connection

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The Sport Chop conversion kit from Heartland USA fits '07 onward Sportster models

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# Touring clutch upgrade

BDL describes its new BPP-500HYD as "being designed as the optimum choice for use on Touring bikes", and that it has been specifically created for late touring models with a H-D hydraulic clutch (non CVO models).

A key feature of BDL's BPP-500HYD is the use of the company's patented 'Ball Bearing' lock-up design, which works with 45 5/16" steel ball bearings.

While the BPP-500HYD is designed to work with the stock spring, retainer and bolts, each kit includes an optional .240in thick high performance diaphragm spring, which is a claimed 30 percent thicker and stronger than the stock H-D diaphragm.

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# Vance & Hines OverSized 450 slip-ons



OVERSIZED 450 slip-ons for Touring models are the latest exhausts from Vance & Hines. The newest slip-on from Vance & Hines features a 4.5in diameter muffler body, which is finished with CNC machined billet end caps styled with a slight taper and race-inspired flutes. Internally the OverSized 450 slip-ons have fiberglass wrapped 2.5-inch perforated core baffles, and there is also the option of quiet baffles.

The slip-ons, which will fit with extended saddlebag skirts, are available in chrome, black or chrome with black end caps and fit '95-'14 Harley-Davidson Touring models, with the exception of the Tri-Glide models.

**VANCE & HINES**  
Santa Fe Springs, California, USA  
Tel: 562 921 7461  
[sales@vanceandhines.com](mailto:sales@vanceandhines.com)  
[www.vanceandhines.com](http://www.vanceandhines.com)

# Supreme Legends Reaper Series floorboards

SUPREME Legends USA has released its new Reaper Series floorboards, which feature lateral adjustability combined with a sturdy grip.

The new floorboards have been designed to match the existing Supreme Reaper Series FLH and FLT controls, highway and rear pegs and bag latches.

Supreme Legends are making the floorboards available in a choice of chrome or Bright Dip black anodized finishes.



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# Legend Suspensions expands product range

LEGEND Suspensions has increased the size of its product offering with the introduction of Aero air shocks for Softails, and Revo coil shocks for Dyna, FXR and Sportster applications.

Legends Suspensions' Aero-ST models will be available in January 2015 for '89 and later Harley-Davidson Softail models. They now have been redesigned with exclusive Aramid fiber air spring technology that is said to provide spring rate adjustability and maximum ride quality.

In addition to the introduction of the Aero-ST for Softails, Legend is also adding several new models to the Revo coil suspension line. Revo and Revo-As, including standard or heavy-duty applications, will be available in January of 2015 for Harley-Davidson

FXRs, Sportsters and Dynas. The new Revo shocks will be offered in 14in, 13in and 12in lengths.

Legend states that the Revo's unique spring rate offers the ability to soften pre-load, reduce ride height and maintain a smooth ride, and that its Legend Revo-A shocks offer the same benefits plus six external knob adjustments that allow fine-tuning of rebound.

All Legend Aero and Revo models are manufactured and engineered in the USA, and supplied with a lifetime warranty.



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# Lick's Justa-Z handlebars

LICK'S Cycles' newest handlebar design is the Justa-Z, which is a narrower version of its existing 10in Ape-Z bar.

The Justa-Z option measures 24in end-to-end and has a 2in pullback. The bars, which are made in the USA from 1in diameter chromoly, can be fitted with aftermarket or OEM controls, and are at top and bottom for easy internal wiring. They are available in 8in or 10in rises and finished in black powdercoat.

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# New parts from Drag Specialties



The forged aluminum levers from Drag Specialties fit '14-'15 FLHT and FLHX models with the OEM hydraulic clutch

DRAG Specialties' Wide Blade lever sets resemble the late-style, flat design to give handlebars a classic look. Lightweight forged aluminum is used in the construction of the levers, which are available in chrome or matt black finishes and fit '14-'15 FLHT and FLHX models with the OEM hydraulic clutch.

Should the clutch line need replacing when the levers are swapped out, Drag Specialties can help with stainless steel hydraulic clutch lines with a choice of clear or black vinyl coating. The lines are supplied with chromed steel fittings and offered in both stock and oversize lengths to fit '13-'14 CVO

The Python Rayzer is a 2-into-1 system for use on '07-'15 FLHT, FLHR, FLHX and FLTR models



and '14-'15 FLHT models with OEM hydraulic clutch. The lines are made in the U.S.A and meet DOT specifications.

Made under its Python label, the Rayzer 2-into-1 exhaust system from Drag Specialties features 1-3/4in headpipes that feed into a short 4in megaphone fitted with a machined billet end cap.

The Rayzer system can be used with standard or



The stainless steel hydraulic clutch lines by Drag Specialties are offered in stock and over-sized lengths

extended saddlebags and, internally, it features flat plan 12mm/18mm oxygen sensor ports that allow for wideband tuning capabilities, and a 2in fiberglass-wrapped perforated baffle, while externally there are full-coverage 2-1/8in header heat shields. The Python Rayzer is available in chrome or matt black for '07-'15 FLHT, FLHR, FLHX and FLTR models.

**DRAG SPECIALTIES**  
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# Rough Crafts for Sportsters

ROUGH Crafts' product line includes a selection of parts created specifically for the Harley-Davidson Sportster family.

The company's range of engine covers for use on XL applications includes a clutch cover for '04 and later models and Bomber rocker box covers for the same applications. Rough Crafts also has its Fin/Split rocker covers for use on Twin Cam engines. Designed as a direct replacement for the stock valve covers, they have a 'side skirt' design, which means the look of the rocker box can be changed without the need to take out the valves. The covers fit all '99-'03 Twin Cams and include stainless steel hardware.

Rough Crafts' engine options include the Guerilla styled exhaust pipe, which is a hand-made stainless steel piece finished in a black ceramic coating.

Taking inspiration from the Rough Crafts Iron Guerilla bike is the Guerilla fender kit. Made from fiberglass, the fender is pre-drilled with mounting holes, leaving the end user the option of deciding where to mount the taillight and seat fittings. The Guerilla fender kit is designed for use on '04 and later Sportsters and requires cutting of the sub-frame.

A second rear fender option for Sportsters is Rough Crafts' Bobbed fender kit, which uses a fiberglass fender based on the design of the one used on the company's Royal Crow custom build. Once again the mounting holes are pre-drilled, but no taillight or seat mount is drilled, allowing for different custom applications, and it requires cutting the sub-frame to fit.

For those that require a seat, Rough Crafts has a solo seat designed for '04 and later Sportsters and also a matching pillion pad.

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Rough Crafts Split/fin rocker covers can be fitted without removing the valves, for use on Twin Cam engines



The Bobbed fender is drilled for mounting, but not for a taillight



The Bomber rocker covers have been created for use on Sportsters



The Rough Crafts product line includes a clutch cover for XL applications



The Rough Crafts pillion pad has been designed to match the company's solo seat

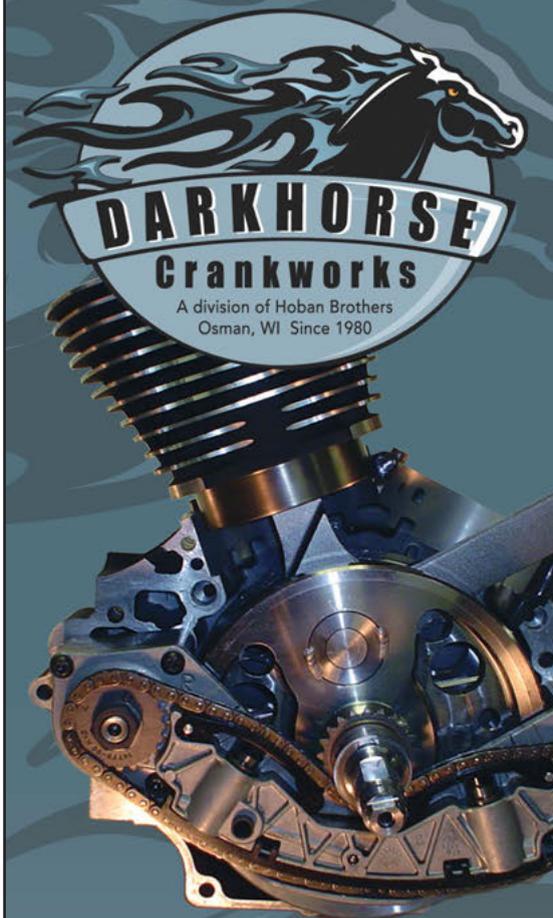


Rough Crafts has based the design of its Guerilla fender on that of the one used on its Iron Guerilla custom build

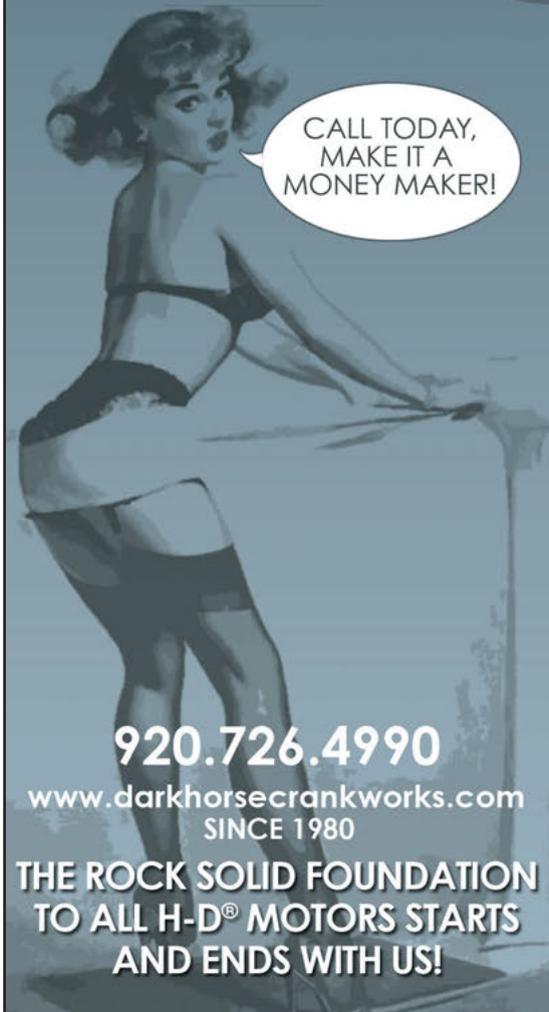


The Diamond Stitch solo seat from Rough Crafts is designed for '04 and later

Award winner - Winston Yeh's Rough Crafts Parts and Accessories program is distributed in Europe by Motorcycle Storehouse. Winston followed up his 2013 AMD World Championship of Custom Bike Building Modified Harley-Davidson Championship win with fourth place in the Freestyle class at INTERMOT this year



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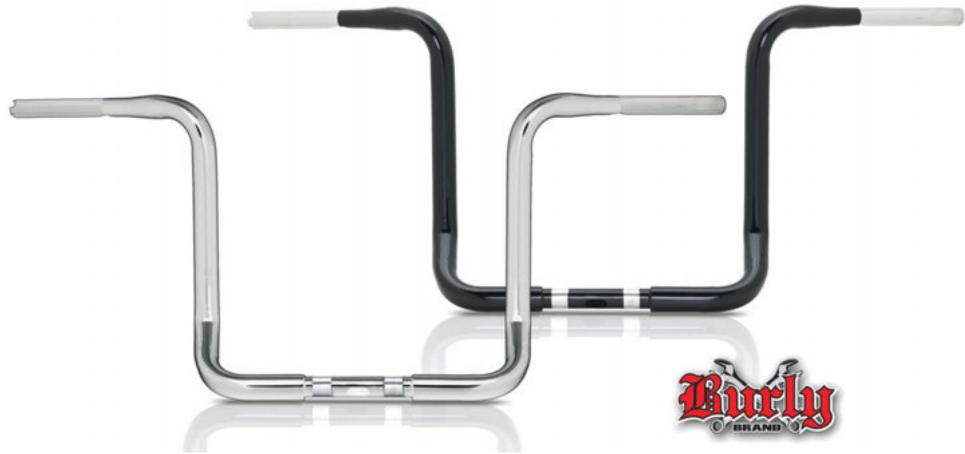
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## Burly Bagger bars for 2014 Touring Models

BURLY has introduced a line of bars specifically designed for use on 2014 Touring models. The new 1-1/4in diameter handlebars are being offered in a choice of 13in or 15in heights. The bars taper at the ends to allow the use of stock hand controls and are dimpled and drilled for internal wiring. The bends in the bars have been designed to allow them to fit around the bike's gauges while not interfering with speakers or fairing-mounted mirrors. The new handlebars, which are ride-by-wire ready, are available in a choice of chrome or black finishes.

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## Jardine quick detach backrests

JARDINE, a brand of SuperTrapp Industries, has introduced quick detach backrests for various V-twin models. The patented Jardine quick detach system is said to make for quick and easy installation or removal of the universal backrests, which are available in Tall Billet, Short Billet, Billet Touring, Short Steel and Mini Steel versions and fit a variety of Bagger, Softail, Dyna and Sportster models.

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# Billet parts for Victory models

WITCHDOCTORS Billet Specialties has extended its range of billet aluminum parts for Victory models with the introduction of its Phoenix wheel. The Phoenix is a contrast-cut design for all Victory models, which is available in sizes ranging from 18in to 30in with single or dual matching rotors, mounted tire and painted fender. The same contrast-cut finish is also used on the Witchdoctors Custom Contour footpegs for Victory bikes, which are machined from billet aluminum to match the design of Avon's handlebar grips. The pegs even use the same Kraton rubber as the Avon grips to provide a stable position for the rider's feet. Continuing the contrast cut theme are the CNC machined billet aluminum exhaust tips for Victory Cross and Vision models. Completing the new range of parts for Victory motorcycles is a line of lowering links for use on Cross and Vision bikes. The links are offered in a range of lengths to lower a bike by 1in, 1.5in or 2in. The Witchdoctors lowering links re-use stock air shock and hardware.



Witchdoctors' Victory exhaust tips are finished with contrast-cut



The lowering link for Victory bikes is offered in a choice of three lengths



The Witchdoctors Contour footpegs use the same rubber as Avon's handlebar grips



The Phoenix wheel is offered in a range of sizes and with various fitting options

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# Corbin dual touring saddle for Victory Judge

CORBIN now has in production an ergonomically-shaped dual touring saddle for the Victory Judge with enhanced comfort for two.

Both seating platforms on the touring saddle are sculpted to fit the user and seat the rider lower into the bike. The wide, dished platforms are said to create more square inches of body contact and longer lasting support without hot spots. The lower seating position also makes it easier for the rider to place both feet firmly on the ground to hold the bike steady

when stopping.

Inside the seat Corbin's exclusive 'Comfort Cell' foam provides a firm, resilient ride and is said to over time adapt to the rider's body, providing a personalized fit. The outer covering is made from leather and available decorated with a host of options in materials, colors and textures.

A heater unit is incorporated under the leather seating with a switch on the left side of the saddle. Corbin's heater comes completely pre-installed in the saddle and only needs the included pigtail to be connected to the bike's battery.

The new saddle for the Judge has been designed

**Corbin**



to work with Corbin's backrest system in both the rider and passenger seating positions, with the backrest supported by internal hardware. Backrest angle adjusts to provide a personalized fit to rider posture in both positions.

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# SuperTrapp 2-into-1 SuperMeg for Baggers

SUPERTRAPP Industries, which has been making exhausts for 43 years, has a version of its tunable disc-based exhaust available for Baggers with its 2-into-1 SuperMeg system.

The SuperTrapp 2-into-1 SuperMeg system is said to offer up to a 15 percent increase in horsepower. In addition it works with the

OEM controls, features three-piece head pipe heat shields, and a 2.5in collector for

maximum flow. Also included with the system is a rebuildable core and packing, and twenty 4in tuning discs.

SuperTrapp's 2-into-1 SuperMeg is available in chrome or black and fits '85 - '14 Baggers. A SuperTrapp Imposter pipe can be added to give the bike a True Dual look. SuperTrapp 2-into-1 SuperMegs are also available for Softail, Dyna, Sportster and custom applications.



**SUPERTRAPP INDUSTRIES, INC.**  
Cleveland, Ohio, USA  
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[sales@supertrapp.com](mailto:sales@supertrapp.com)  
[www.supertrapp.com](http://www.supertrapp.com)



## Kibblewhite wrist pin bushings for Twin Cam 88-103

DESIGNED and manufactured by KPMI to original OEM dimensions, their new wrist pin bushing is part of Kibblewhite's Engine Builders series of products, and available for 2005-2014 Twin Cam 88 to 103 inches.

Manufactured to the same quality and precision standards that his company is famous for, owner Will Kibblewhite told AMD Magazine that "wrist pin bushings need the correct combination of characteristics to perform properly in their high load environment. These bushings

have excellent anti-friction qualities, as well as good hardness and resistance to wear and deformation under high loads."



KPMI wrist pin bushings are held to tight dimensional tolerances, offer excellent machinability, so the optimum surface finish may be obtained, and have a tapered lead on each end to ease installation.

Will went on to say that "these wrist pins will meet or exceed fitment and wearability of all other replacement style bushings available."

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## Brouhard Designs' windshield trim

CARL Brouhard, the founder and owner of Brouhard Designs, has created a line of windshield trims for use on Bagger models

which is designed to coordinate with his existing product lines. The company has two styles available, Cross

Series or Elite Series, with both being offered in the choice of chrome or black anodized with offset cut.

The 6061 T-6 billet aluminum trims are supplied with chrome hardware and will fit '96-'15 FLHT, FLHTC, FLHTCU, FLHX and FL trike models.

Brouhard say that more styles will be available soon, and are available through Carl Brouhard designs as well as any Drag Specialties dealer.

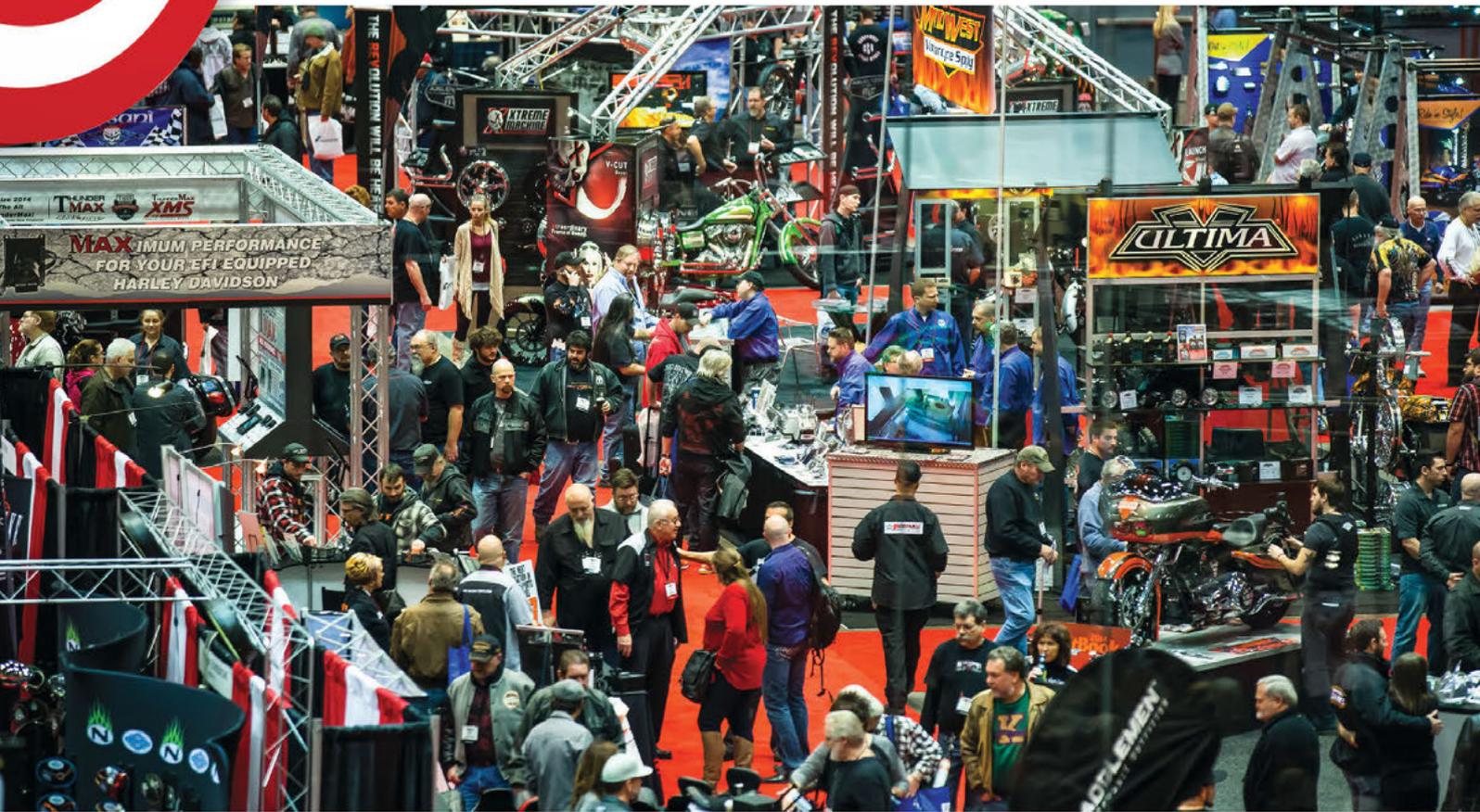


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# Barnett Scorpion Series clear derby covers

BARNETT'S new Scorpion Series clear derby covers have been designed to fit '98-'15 Harley-Davidson Big Twin OEM primary covers. The Scorpion covers feature a 1/4in thick, clear polycarbonate window to show the clutch. The window is scratch and discoloration resistant and is sealed with an O-ring gasket. The outer cover area is CNC machined from billet aluminum and finished in a choice of chrome or black anodizing. The derby cover gasket is also included.

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## Gaskets for Victory Motorcycle models by James

RECOGNIZED as the industry leader for high quality gaskets for Harley-Davidson motorcycles for 35 years, James Gaskets is producing a line of gaskets for another American v-twin, the Polaris Victory. The line includes primary covers, primary inspection covers, cam gear covers and cam chain tensioners as well as O-rings for the primary derby covers and oil seals for the shifter shaft.

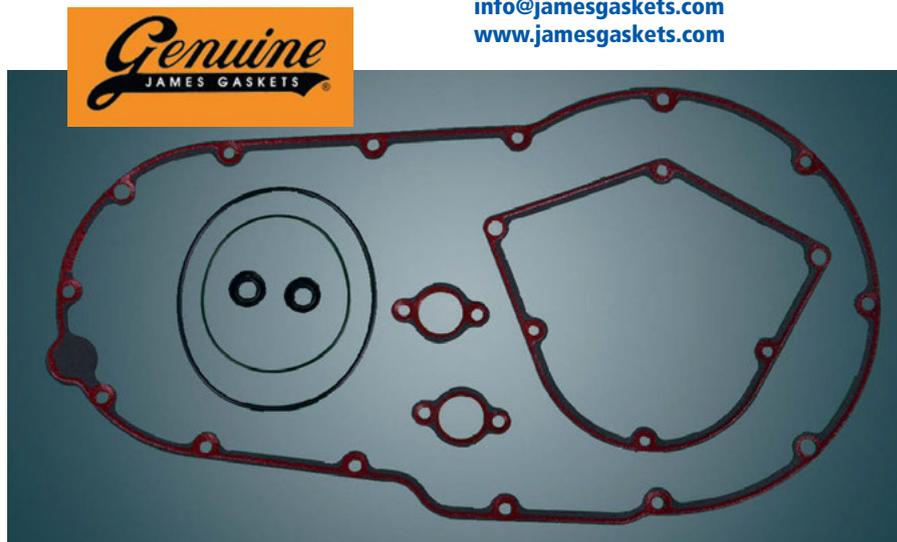
All of the gaskets and seals are available individually or assembled in a complete kit for primary cover and cam chain inspection and service.

The gaskets are made using a foam-covered aluminum material that provides excellent torque retention and a superior seal over a wide range of surface conditions. All of the gaskets have a strategically placed bead design to address potential fluid leak paths. The foam covered material is made from SAE 5052 H38, aluminum coated on both sides with high-temperature foamed rubber that conforms very well to uneven surfaces, reducing flange distortion and yielding excellent compression and recovery properties, according to the company.

Service technicians will also appreciate the easy release characteristics of this material. Unlike fiber materials, the foam-covered aluminum material will not adhere to the flanges, making disassembly easy and eliminating the need to scrape away material bonded to the castings. Made from top quality materials, and manufactured with the same high

standards that James Gaskets has been known for over the decades, all of the gaskets are manufactured in the United States at the James Gaskets factory in Dayton, Nevada.

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## Bullet 1000 indicator - "classic meets high tech"

AACHEN, Germany based parts and accessory designer Kellermann GmbH is celebrating its 25th anniversary this year, and it is already nearly 20 years since designer Guido Kellermann revolutionised custom motorcycle lighting with his hugely influential BL 1000 bar-end indicators.

First introduced in 1996 and followed by the micro version, Kellermann indicators became an often copied but never bettered industry standard lighting accessory for many years.

Recipients of several prestigious Red Dot Design Awards and multiple placings in various Best Brand/Accessories awards, Guido Kellermann has now announced the upcoming launch of the Bullet 1000 indicator - a design in which he takes a classic look and updates it with modern technology.

Available in 2015 in chrome or black finish, the Bullet 1000 features a bright lighting ring around the indicator and is available in front and rear positional, braking and running light versions.

Shown at the recent INTERMOT expo in Germany, Guido Kellermann told AMD that "we have reinterpreted the classic bullet shape in exactly the right size to create an accessory that is a real visual statement.

"It flashes or shines very strongly and can be seen from a distance with the ring effectively accentuating braking or direction changes in all conditions.

"Safety and functionality are the hallmarks of our design thinking and quality is the driving force behind our engineering. The Bullet 1000 is pure craftsmanship without any compromises, and even when not in operation people are drawn to the design, wanting to touch its form and enjoy the feeling of quality.

"Our motto for the Bullet 1000 is classic meeting high tech."



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The new patented Bullet 1000 features two lights for the price of one, with the external ring operating as a running light, a brake light or an indicator. Advanced LED technology and agenda-setting miniturization are hallmarks of Kellermann designs



First introduced in 1996, and followed a year later by the Micro version, the original Kellermann BL 1000 indicator quickly became one of the most popular custom accessories

Guido Kellermann is passionate about defence of intellectual property, having seen his BL 1000 bar-end indicator designs widely copied, but in his own words "never bettered." Describing the new Bullet 1000 design as "classic meets high tech", earlier this year Guido made a statement about product counterfeiting when he subjected 1,900 pieces that his company had assembled, and which had clearly been based on his Micro 1000 indicator design, and gave them the M48 treatment!



Kellermann is celebrating its 25th anniversary this year

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**1. HIGH PERFORMANCE SETUP:**

- \*With the OEM 2013 and up CVO A&S clutch spring, the max torque capacity will be over 135 ft-lbs torque.
- \*40% more clamping force - The sliding weight will create 120~130 lbs extra clamping pressure at 4000RPM.

**2. EASIER TO PULL SETUP:**

- \*30% lighter during low RPM. The kit will handle over to 110 ci engine with the supplied orange spring installed.

**3. SLIDER WEIGHTS DESIGN:**

- \*The first sliding lock up system released in the industry.
- \*will fit behind stock, 103, 110 derby covers.

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# Küryakyn launches all-new XKürsion luggage line



KÜRYAKYN's new XKürsion luggage line is said to "seamlessly blend the functionality and accessibility required by travel luggage" with the style demanded by contemporary riders.

The thermoformed construction is promised to ensure durability and shape retention while packed or unpacked, and the "uniquely shaped designs fit the contours of any bike, with a host of other rider-friendly features such as anti-scratch D-rings, glove-friendly zippers and multiple mounting points for each bag".

Manufactured in premium grade UV and weather resistant 1200 Denier Maxtura material, features include weatherproof zippers and rain cover, ergonomically styled carrying handle, "Reflect-a-Light" strategically placed reflective patches for added visibility and a unique rivet attachment to provide ample mounting points.

The range includes four sizes of seat/rack bag, two roll bags and three styles and sizes of roller bag.

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XW1.5 Roller Bag mounts to a sissybar, the passenger seat or luggage racks



XW1.5 Roller bag - expanded to full height



X53.0 Seat/Rock bag - 4,088 cubic inches

# S&S HI-4N, Thunderstroke air cleaner and Frankenstein engines



ALTHOUGH it is difficult to believe, it is already five years since George Smith, son of the founder, acquired the Crane Cams motorcycle product line for S&S Cycle. The company has now announced that it is to cease marketing product under the Crane Cams name at the end of this year.

However, they will carry forward a few Crane motorcycle line products under the S&S brand, and one of these will be the legendary HI-4 multi-function performance ignition for Evo models.

Ubiquitous in its time as the 'go-to' aftermarket ignition for Evo engines, the S&S HI-4N has built on that pedigree, and is still widely regarded as the leading choice for 1984 and up Big Twin performance ignitions.

Featuring an improved kick-start algorithm, which is designed to make starting as easy as points, single-fire and dual-fire functions are built into the single one-piece machined aluminum module. This



replacement for the previous line of HI-4 ignition modules ships with a single fire coil and 8.5mm double silicone premium quality spark plug wires.

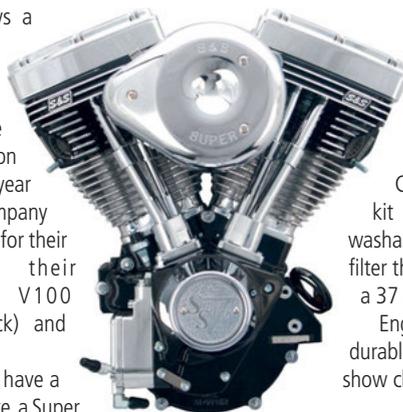
The BCD switches, with solid detent and legible marking, allow easy and repeatable adjustments of mode, advance rate and rev limit. The flexible wiring harness is said to make installation easier and initial timing marks allow precise adjustment and reinstallation.

The housing is designed to reduce vibration and improve heat dissipation and reliability, and features integrated sensor covers to provide protection during installation.

October is always a busy month at the Viola, Wisconsin S&S facility, as the new product cycle and new-build season get underway. This year has seen the company running promotions for their dealers on their 'Frankenstein' V100 (polished and black) and V117 engines.

The 100cc V100s have a 4" bore and 4" stroke, a Super Stock ignition, Super E Carb, 585 camshaft and non-roller style rocker arms.

The V117 is a 4 1/8" bore and 4 3/8" stroke Super G fitted 117 incher, finished with gloss black cases, polished diamond-cut cylinders and gloss black diamond-cut heads.



S&S continues to develop product offerings for the new generation of Indian models, among the latest being an S&S air cleaner for the Thunderstroke 111 engine.

Suitable for 2014-15 Chieftain, Classic and Vintage models, S&S say their kit delivers an increase of 5hp with a washable cotton gauze K&N high-flow air filter that has twice the stock surface area for a 37 percent increase in airflow.

Engineered to preserve leg clearance, the durable billet aluminum body is available with show chrome quality billet cover options.

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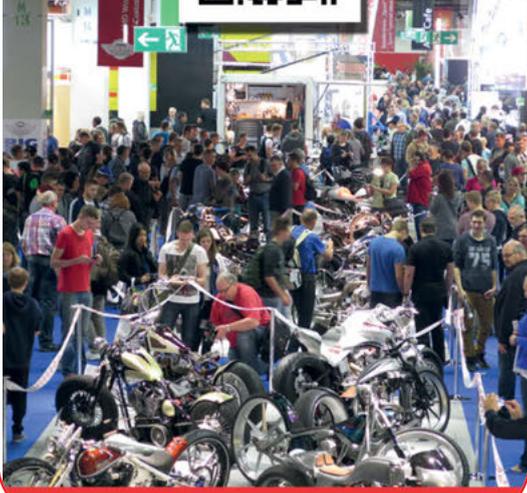
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# Dealers say inventory balanced but traffic weak

**THE quarterly AMD/Baird dealer report conducted in July and August revealed that US new bike retail is tracking up three to five percent versus last year, but was expected to weaken in the fall.**

Dealers report that traffic remains "challenged", but that inventory appears "balanced" with dealer sentiment on pricing suggesting that Harley made the right decision to cut production.

The dealer consensus outlook for 2015 new unit sales suggests that most are expecting to be up by low single digits.

The weaker than expected retail, attributable to slower traffic trends, appears to have been affected in July and August by a range of factors, including poorer than anticipated summer weather. Despite retail trends tracking positively through July and August (+3 to +5 percent), comparisons for September and beyond get tougher as Harley laps the impact of the Rushmore launch last year, which saw a +20 percent spike in fall sales. Baird are therefore saying that they are maintaining their Q3 US retail estimate of -3 percent. Internationally Canadian dealers are reporting that new bike retail declined approximately 30 percent and are citing a weaker economy and unfavorable pricing during the third quarter; however, international markets outside North America appear to be seeing new bike retail increase by between one and three percent.

During the survey period one



dealer is reported as stating that "traffic has been terrible since the second price increase"; another reported "very limited floor traffic - tons of calls and emails put out by sales, but still limited traffic overall", with another saying that "floor traffic is down considerably, but conversion rates are up."

The weather has clearly been a big factor, with one dealer saying that "it has rained almost every day at one time or other"; another that "the weather has been killing us. Rain and colder temperatures

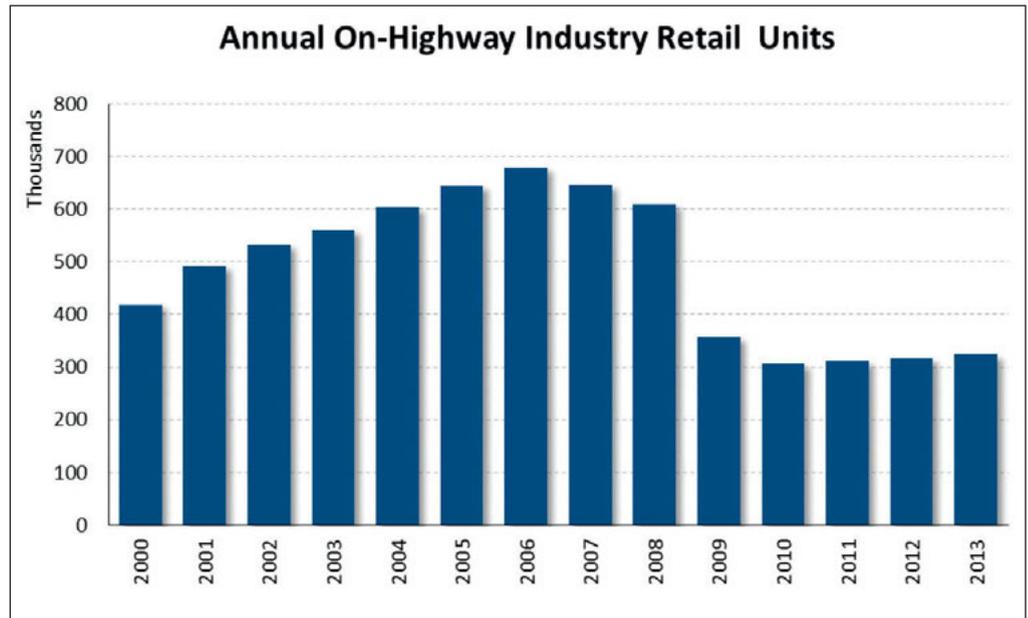
have been the norm lately - it looks more like spring than summer"; with yet another reporting that his store was "hoping for a warm fall and a late winter. We still have 14s to sell", and that in their opinion there was "no need to duplicate the FLHX and the FLTRX - just make the special model." One dealer told AMD / Baird that "our local economy is terrible. Bike sales are down 20-24 percent over last year and still down 80 percent from 2006." That said, while one dealer has reported that the "used bike market fell",

another said "used bike sales have increased over the last year and new bikes have held steady." Dealers indicated that new bike inventory is "balanced" for this time of year, with 56 percent of dealers saying that inventory is "about right".

Dealer commentary suggests that inventory is heavy in Softail and Dyna categories, but that Rushmore and MY2015 inventory remain "appropriate - if not lean."

Additionally, dealers have reported tight used inventory, and Baird say that they've seen this reflected in healthy used bike values.

Some 76 percent of survey respondents indicated that inventory is "about right" or "too low" for the time of year, and Baird say that the sequential improvement in inventory comfort levels likely



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