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AUG 2016
ISSUE #205

Polaris motorcycle sales up +23% during second quarter; overall company profits down by -11%

Polaris Industries Inc. has reported second quarter total sales of \$1,130.8 million, up one percent from last year's second quarter sales of \$1,124.3 million.

Motorcycle segment sales, including its respective PG&A sales, increased 23 percent in the 2016 second quarter to \$231.3 million. All brands grew sales during the quarter. Gross profit increased 63 percent to \$39.8 million or 17.2 percent of sales in the second quarter of 2016, compared to \$24.5 million or 13.1 percent of sales in the second quarter of 2015.

North American consumer retail demand for the Polaris motorcycle segment, including Victory, Indian Motorcycle and Slingshot, was up mid-teens percent during the 2016 second quarter, while overall 900cc and above motorcycle industry retail sales were down mid-single digits percent in the 2016 second quarter.

Product availability for all three motorcycle brands remained adequate throughout the quarter as year-over-

year paint capacity at the company's Spirit Lake, Iowa motorcycle plant has significantly improved.

Gross profit for the total company decreased 11 percent to \$284.5 million in the second quarter of 2016, compared to \$319.4 million in the second quarter of 2015. As a

motorcycle sales projected up double-digits percent for full year

percentage of sales, gross profit declined 325 basis points to 25.2 percent of sales for the second quarter of 2016, compared to 28.4 percent of sales for the same period last year. Negative currency movements, along with increased warranty and promotional costs and negative product mix, were partially offset by lower commodity costs and product

cost reduction efforts.

Operating expenses increased nine percent to \$188.0 million or 16.6 percent of sales for the second quarter of 2016, compared to \$173.1 million or 15.4 percent of sales for the second quarter of 2015. The change was driven by increased research and development expense for ongoing product innovation and higher general and administrative expense due to increased legal expenses and other costs related to the product recall notices. These costs were partially offset by ongoing operating cost control initiatives.

Income from financial services was \$20.5 million during the second quarter 2016, an increase of 16 percent compared to \$17.6 million in the second quarter of 2015. The increase is attributable to a higher penetration rate for retail financing programs in the 2016 second quarter. Net cash provided by operating activities was \$348.3 million for the six months ended June 30, 2016,

Continued on page 12 >>>



UNLEASHING THE BEAST

KHROME WERKS

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HHI Hawg Halters Inc.

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POST MASTER

AMD (ISSN 1465-7627) is published monthly by Dealer-World.com, 5, Rendlesham Mews, Rendlesham, Woodbridge, Suffolk, IP12 2SZ, United Kingdom. Subscription price \$200 per year. Postmaster: Please send address changes to: AMD, Dealer-World.com, 5, Rendlesham Mews, Rendlesham, Woodbridge, Suffolk, IP12 2SZ, United Kingdom or e-mail to ben.bradley@dealer-world.com

PRINT BY WARNERS MIDLANDS
BOURNE, LINCOLNSHIRE, GB

ISSN 1465-7627



Khrome Werks 19-22

Robin Bradley reports on the acquisition of Khrome Werks, the Minnesota accessories business built by Jim and Cheryl Preisler, by long-time Harley supplier Lincoln Industries.

PRO GUIDE: The new, the best and the must-haves 26-49



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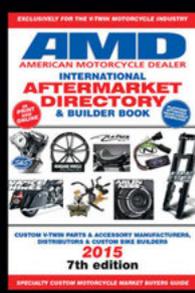
KURYAKYN

VICTORY & INDIAN PRO GUIDE 52-54

This month's Victory & Indian parts round-up includes new products from Mustang Seats, National Cycle, Lloydz Motorworkz, Namz/Badlands, Bassani Xhaust and Barnett Tool & Engineering



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The 'blip' that launched a thousand blogs

The 07/01 blip." This was the 24-hour wonder that numerous motorcycle industry, mainstream and financial blogs and financial analyst reports assumed was the start of a raid on Harley shares that signalled an imminent take-over attempt.

The context was that the Harley share price shot up by some 20 percent from its June 30 close at around \$45.00 to peak at \$54.20 on Friday July 1; only to drop back to \$48.37 when trading re-opened after the July 4 holiday weekend in the United States on Tuesday July 5.

As this edition of AMD Magazine went to press (July 15), Harley shares were trading at around \$48.10.

The time-honoured phrase "Context is King" is as true in journalism and financial analysis as it is in the study of history – from where the phrase originates. When the shares started to head north, hundreds of reports started to appear about it – some as simple investor alerts, some as full blown attempts at trying to uncover the fire beneath the smoke.

But all were way off-beam. That's not to say that a buy-out isn't on the cards, of course. I for one have been banging that drum for some three years now, ever since the initially warm response to Project Rushmore turned into radio silence where Harley model range innovation is concerned.

It is perfectly feasible that the share purchases that fuelled the spike were indeed by an investor looking to start laying down a percentage ownership share (or adding to an existing one) by way of a springboard for a future, more substantial raid.

All share transactions are a matter of public record, so if it wasn't for the fact that I am currently enjoying a classic English summer of cricket, Pimm's (Google it!) and rain, then I would have done so myself, and at this point be able to impress with the profundity and detail of my knowledge.

But the fact of the matter is that it doesn't really matter who did what to lead the forces of informed reporting astray, because it is the fact that it shows just what a hair trigger Harley's independence is regarded as being on, and it is in that market perception that the true significance of the July 1 event is to be found.

There is a widespread perception that, undervalued though it maybe, Harley's share price performance this past 24 months has left them vulnerable, wide open indeed, to raiders who are eying that low price in relation to the shareholder value that Milwaukee continues to deliver as the Motor Company tries to pimp itself.

I personally resisted the temptation to get some reporting out on the "blip", specifically because I wanted to wait and see some context. Public holiday weekends are notorious as occasions when a certain breed of opportunist investors will have a go at an under-performing, under-valued stock with a view to offloading just as quickly as they climbed in, and while the activities of someone with rather deeper aims cannot be ruled out, that is most likely exactly what happened.

However, the underlying issues remain "as was is". With Harley's second quarter fiscals due for release the week after this edition of AMD Magazine went to press,

and with the MY2017 announcements being only a matter of a few weeks away, we can expect the atmosphere surrounding Harley's share price to remain volatile until it is seen whether 2017 is just another paint-job, or is the much needed platform evolution that is overdue.

What happens then, in the context of the reasons for the ongoing volatility and response to the model year announcements, will be critical to Harley's future. The US stock markets are not sentimental. Neither do they understand the concept of "long-term" to be anything much beyond 12 months. If a stock hasn't addressed its issues in that time or shown purely fiscal reasons as to why further patience is warranted, then one can generally expect to see wholesale sell-offs, with equity investors licking their lips at the prospects for a high profile bargain.

A few months ago I wrote extensively about the malaise Harley finds itself in with regards to its platform strategy. Having allowed a vacuum to develop, a vacuum that competitors are only too happy to exploit, the company cannot expect anything other than a significant backlash from dealers, investors and consumers if there isn't convincing evidence in the MY2017 that Harley "gets it".

They must clearly and robustly signal that they understand where the market is headed, and that they realize that their existing platforms, the Big Twins especially, are not just time limited, but increasingly being regarded as obsolete.

The Tourers and the Sportsters, while not exactly "future facing", are in a better place than the Softails and Dynas, but none of the existing platforms speak to the opportunities that will characterize the market in the next two decades.

Harley must also make sure that their new platforms (please let it be plural!) are additional, not alternates, and allow their dealers greater latitude in selecting numbers.

After all, Matt Levatich (Chief Executive Magazine's "Leadership in Manufacturing" award recipient this year) has made much about Harley's need to be a more responsive, versatile and opportunity driven manufacturer, so, hopefully, he'll have been brave enough to eschew the received wisdom that product diversity can reduce focus and, initially, throw as many options onto showroom floors as possible and tune production according to dealer feedback.

Otherwise expect those motorcycle industry and financial community blogs this time to have some fire to find under the smoke as speculation gives way to fact, and independence potentially gives way to being someone's squeezed cash cow.

Harley allowed a vacuum to develop

Robin Bradley
Co-owner/Editor-in-Chief
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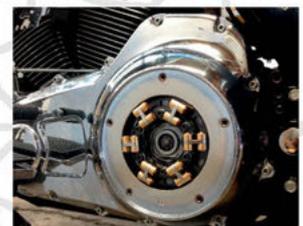
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A new frame design change in the steering head & neck bearings for Harley-Davidson® motorcycles necessitates a new installation tool. Pounding the races into place is simply not up to our standards. Compared to the OEM tool, this new JIMS® tool with smaller, tapered drivers, ensures optimal alignment and a fully installed depth. Both are essential for correct operation and service life of the steering head neck bearings. Needless to say, risks of damage to the bearing races and motorcycle frame are also avoided!



Motorcycle lifts are typically just big enough to hold the bike and raise it up to a convenient level to perform service. This powder coated & durable steel tray can easily be installed by simply drilling two 7/16" holes at the edge of your lift and can hold a wide assortment of tools and lubricants. Once the holes are drilled, the tray is conveniently removable and can be brought back and forth to your workbench.



The gear shift foot lever / pedal bushings on 5 & 6 speed Harley-Davidson® touring models often have a typical service life of 20,000 miles or less. Bushing wear results in an annoying rattle from the loose shifter and related parts. JIMS® has teamed up with Hiro Koiso and added this new time saving tool. In approximately 20 minutes, this tool easily removes both bushings and quickly installs the new bushings to the proper location without removing the inner primary!



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NEWS BRIEFS

Arlen Ness is to receive a Lifetime Achievement Award from the Sturgis Motorcycle Museum at its Polaris sponsored class of 2016 Hall of Fame inductees breakfast during this year's Sturgis Rally. Ness has been a Sturgis Hall of famer since 1992, and this is the first time that the Museum has added such an award to its annual recognition program.

The NHTSA (National Highway Traffic Safety Administration) in the United States is said to be "investigating" a potential problem with the anti-lock brakes on over 400,000 '08-'11 Harley models fitted with ABS brakes.

Swiss endurance rider Urs "Grizzly" Pedraita has succeeded in his attempt to set a new world record for circumnavigating the world on a motorcycle. Riding a Victory Cross Country Tour, "Grizzly" rode through five continents in 119 days and 21 hours – which includes the time the bike was "in transit" between continents; his riding time was a "mere" 72 days and 13 hours to cover a total of 47,390 miles (76,277 km). He beat the previous riding time record by over 47 days!

New at Motorcycle Storehouse

MOTORCYCLE STOREHOUSE

Motorcycle Storehouse launched a 500-plus page clothing and lifestyle catalog at the start of the year, and in order to showcase additions to their program have produced a magazine-style update designed to help their dealers exploit the burgeoning "skateboard meets hipster meets motorcycle scene".

This summer special also includes feature articles on people and their lifestyle – articles such as a story about a 1968 T120 Bonneville chopper, a shovel chop and Richard and Aaron of Gas Monkey fame. This Biltwell mongoose seat for Sportsters is a "direct and hassle-free install on rubber-mounted Sportsters with stock rear fenders." The deep-pocket style seat is said to offer added back support, with the vacuum-formed ABS plastic pan, molded polyurethane foam padding

and hand-sewn heavy-duty black vinyl cover in a choice of styles with polyester thread delivering durability on '04-'06 and '10-'16 Sportsters.

As one of the largest distributors of Vance & Hines products in Europe, MCS is carrying the latest version of the FP3 tuning module. Featuring Bluetooth smartphone communication with the fuel injection system (Android or iPhone), 'Flash' technology is used to recalibrate the fuel map. Stationary manual adjustments allow adjustment of the fuel map, EITMS (Engine Idle Temperature Management System) and idle speed, and AFR (Air Fuel Ratio) ignition timing. This latest FP3 includes a rev limiter with new maps being able to be downloaded from Vance & Hines and through the on-bike sensors. The

AutoTune mode enables the bike to recalibrate the fuel map in real time to adjust to the specific conditions and



even the quality of fuel that is used. When the Android or iPhone is installed, it becomes a bike-specific on-screen provider of live sensor data, like speed, rpm, cylinder head temperature, voltage, gear selection and so forth. Available in versions for 2007 and up Softtails, Dynas, Tourers, Sportsters and Street models.

www.motorcyclestorehouse.nl



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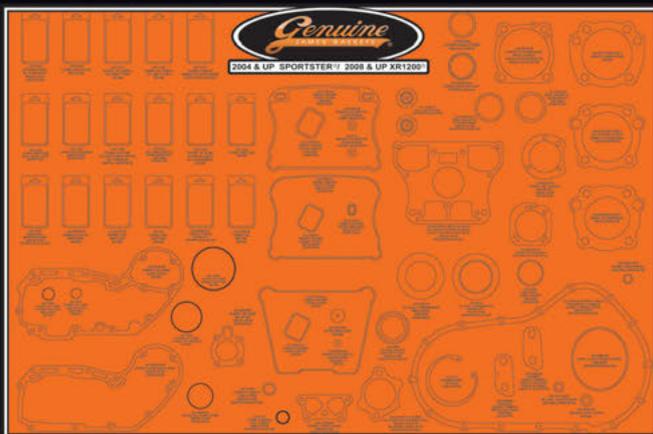
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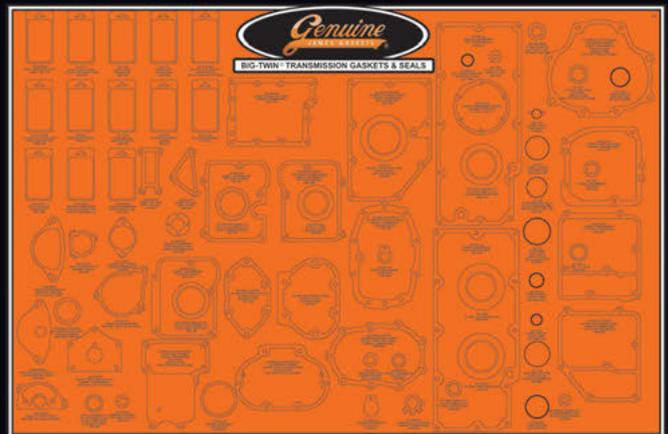
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NEWS BRIEFS

High End Products, the Californian seat manufacturer and owner of the Danny Gray and Airhawk brands, is in legal dispute with two former Airhawk employees over alleged patent infringements and other "false accusations". When Don Mahoney (owner of High End) bought the Airhawk brand from former owner Roho in 2015, Craig Johnson and Scott Parman decided to use their experience to establish Wild Ass, a rival seat brand that is distributed by TR/Biker's Choice. Wild Ass has applied to have what they say are Airhawk's "false claims" dismissed in the US Federal Court in California.

The MAG Retail Group (MRG), the "multi-channel retail division" of Motorsport Aftermarket Group (MAG – a TR/Biker's Choice 'sister' company) that runs J&P Cycles and Motorcycle Superstore, has announced the addition of Sean Laughlin, a former Harley Brand Manager, as its new VP Marketing. He reports to current MRG President Kevin Strawbridge and replaces Scott Huddleston, who has become VP Finance, Accounting & Business Intelligence for MRG, retaining his Motorcycle Superstore GM role as a part of the move.

Reports are now suggesting that despite the flurry of hype created by 2014's 'Project Livewire' Harley could still be up to five years away from having a viable e-bike model to sell, according to Sr VP Global Demand Sean Cummings. The 'Livewire' was a proof of concept demo model developed in association with the now defunct San Francisco Mission Motors operation. However, work on a viable 'Livewire' e-bike is at least now getting underway.

Lifetime warranty on show chrome



Sport Chrome, of Westminster, California, has long been a leader in high-quality chrome plating for motorcycles, and the company has now announced that it is stepping up its commitment to the quality of its work by offering customers a lifetime warranty on show chrome plating on any 2000 and up Harley-Davidson motorcycle wheels and parts.

"We proudly deliver our 'World's Finest Chrome Plating for motorcycles' to dealers around the globe," says Sport Chrome founder Jonathan Reed.

"Our superior metal finish can be found on all continents of the planet, ranging from top Harley-Davidson dealers and independent motorcycle shops to the top custom designers in the world, such as Roland Sands Design.

"As a result of our continued efforts and focus on providing the finest show chrome plating, combined with our non-stop commitment to expanding and improving our abilities that we can offer such superior quality and service, we are able to announce that orders received for show chrome plating on any 2000 and later Harley-Davidson motorcycle wheels and parts are eligible to be covered by a lifetime warranty!"

"We also cover aftermarket motorcycle products that are made using high-quality materials, and the warranty can be registered on our website by the customer."

Jonathan started his business from his Huntington Beach garage in 2001, and since then has steered the business into being one of the best known finishing shops in the industry,



adding polishing, anodizing and OE contract work, as well as his own line of products.

Dealers can send wheels and other parts to Sport Chrome for chroming, or they can take advantage of the firm's Chrome Wheel Exchange program.

www.sportchrome.com

V-twin display rack



Maxima Oils has introduced a dealer POS to showcase their fastest moving V-twin product lines. The 5-tier shelf unit comes on castors, with attractive graphic panels, and will hold up to 150 quarts of oil.

"We introduced this display to accentuate our V-twin line of products, but also due to the lack of market-specific engine oil displays for the V-twin segment and the lack of quality dealer merchandising displays in the custom market in general. Anything we can do to help dealers give their retail environment a lift has to be good for everybody," says Garrett Andrews, Maxima product support.

www.maximausa.com

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NEWS BRIEFS

BRP has reported revenues up by 3.5 percent to CAN\$929.9m for the first three months of its current financial year to April 30, 2016. Gross profit was down by -8.8 percent to CAN\$194.1m due to adverse exchange rate conditions and a 25.8 percent increase in operating expenses - largely blamed to provision for some of the several unfavorable CanAm lawsuit findings against it.

In France Paris city authorities have now followed through on their plan to ban motorcycles built before June 1st 2000 from the city's streets between the hours of 8:00am and 8:00 pm, Monday to Friday. The ban takes effect from September 1st this year and is part of a slew of measures Paris is taking in response to EU threats of fines over air pollution issues there that, apparently, mean that Paris' air pollution is even worse than that notoriously seen in Beijing!

North Dakota Harley dealers Bill and Brenda Houim are to open a second store, Black Magic Harley-Davidson, at Williston, ND., some 120 miles from their Minot based Magic City H-D facility.

<<< **Continued from cover** compared to \$89.9 million for the same period in 2015. The significant increase in net cash provided by operating activities for the 2016 period was due to decreased working capital. Total debt for the quarter, including capital lease obligations and notes payable, was \$468.1 million. The company's debt-to-total-capital ratio was 34 percent at June 30, 2016, compared to 31 percent a year ago. Cash and cash equivalents were \$146.6 million at June 30, 2016, up from \$118.8 million for the same period in 2015. During the second quarter 2016, the company repurchased and retired 652,000 shares of its common stock

"operating expenses up +9 % to \$188.0 m/16.6 % of sales"



for \$58.9 million. As of June 30, 2016, the company currently has authorization from its Board of Directors to repurchase up to an additional 8.7 million shares of Polaris stock. Polaris is lowering and narrowing its guidance range for full year 2016 earnings to \$6.00 to \$6.30 per diluted share, on total company sales in the

range of down -2% to flat for the full year 2016. Second quarter net income was \$71.2 million, or \$1.09 per diluted share, for the quarter ended June 30, 2016 compared to \$100.9 million, or \$1.49 per diluted share reported in the second quarter of 2015. For the full year 2016, the company is revising its earnings guidance range to



in thousands US \$	THREE MONTHS ENDED JUNE 30		SIX MONTHS ENDED JUNE 30	
	2016	2015	2016	2015
Sales	1,130,777	1,124,327	2,113,773	2,157,672
Cost of sales	846,274	804,913	1,581,692	1,544,527
Gross profit	284,503	319,414	532,081	613,145
Operating expenses:				
Selling and marketing	77,820	79,656	155,061	149,341
Research and development	45,579	41,431	88,688	80,294
General and administrative	64,566	51,948	134,146	101,487
Total operating expenses	187,965	173,035	377,895	331,122
Operating income	117,002	164,017	194,146	314,303
Net income	71,166	100,943	118,055	189,506



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SECOND QUARTER PERFORMANCE SUMMARY (in thousands US \$)

THREE MONTHS ENDED JUNE 30

Sales	2016	2015	Change
Off-Road Vehicles/Snowmobiles	808,494	857,146	(6%)
Motorcycles	231,324	187,541	23%
Global Adjacent Markets	90,959	79,640	14%
Total Sales	1,130,777	1,124,327	1%
Gross profit			
Off-Road Vehicles/Snowmobiles	230,554	278,938	(17%)
% of sales	28.5%	32.5%	-478 bps
Motorcycles	39,837	24,505	63%
% of sales	17.2%	13.1%	+415 bps
Global Adjacent Markets	23,952	22,639	6%
% of sales	26.3%	28.4%	-210 bps
Corporate	(9,840)	(6,668)	
Total gross profit	284,503	319,414	(11%)

\$6.00 to \$6.30 per diluted share with sales expected in the range of down 2 percent to flat compared to 2015. Sales expectations by segment for the full year 2016 are as follows: ORV/Snowmobile sales expected down mid-single digits percent; Motorcycle sales up double-digits percent; and Global Adjacent Market sales up mid-teens percent.

"Our team's diligent and methodical execution drove a modest increase in second quarter sales despite a strong year-over-year sales comparison, a weaker retail sales environment and product recalls. Our all-out assault on costs continued to make progress during the quarter, generating earnings that finished in-line with our updated guidance. As we move into the second half of the year, we are redoubling our commitment to providing our consumers with the safest and most reliable vehicles in the industry while building a platform to return to profitable growth," commented Scott Wine, Polaris' Chairman and Chief Executive Officer. "I am proud of how our employees and dealers have dedicated themselves to working through the current difficult environment, from the recall announcements to weaker industry trends. Dealer inventories are in-line with expectations. Our new Huntsville, Alabama plant began producing Rangers at the beginning of June and Slingshots in early July, and our growing lean capabilities are driving factory inventory reductions and increased cash flow, while our customer excellence initiatives are enhancing our capabilities to deliver world-class sales and service to our

consumers," continued Wine. "Commensurate with our commitment to industry-leading innovation, we have a number of model year 2017 products that will be introduced next week at our annual dealer meeting, which include vehicles that will significantly strengthen our line-up in areas where the competition has been the most intense." Off-Road Vehicle ("ORV") and Snowmobile segment sales, including its respective PG&A sales, decreased six percent from the second quarter of 2015 to \$808.5 million. Gross profit decreased 17 percent to \$230.6 million or 28.5 percent of sales in the second quarter of 2016, compared to \$278.9 million or 32.5 percent of sales in the second quarter of 2015.



Polaris Chairman and CEO Scott Wine: "Our team's diligent and methodical execution drove a modest increase in second quarter sales despite a strong year-over-year sales comparison...I am proud of how our employees and dealers have dedicated themselves to working through the current difficult environment"

"652,000 shares repurchased for \$58.9 million"



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'Heavy Duty' V-twin oils

Celebrating their 50th anniversary this year, Spectro Oils of America was founded in 1966 by Robert H. Wehman and has remained family owned and operated in Connecticut ever since. Spectro was one of the pioneers in the 2-stroke motorcycle oils industry and has grown substantially over the years. "All products are batch blended in-house with precise attention to detail," says company President Alexander L. Josefson. "The Spectro philosophy is simple - use the best ingredients to produce unmatched product performance." Since its start, the Spectro product line has reached far beyond the 2-stroke market, to include full-synthetic, semi-synthetic and



petroleum lubricants for a wide range of applications, offering lubricants for nearly every niche of the powersports market – they are especially well known for their 'Golden' heavy duty 4-stroke oils blended specifically for the very particular demands and characteristics of air and air-liquid cooled V-twins. Seen here, their 'Heavy Duty Platinum' full-synthetic is engineered specifically for Harley-Davidson high-performance engines and other high-output V-twin motors, using their proprietary G4 technology to "dramatically increase throttle response and horsepower." Formulated with a special additive package to combat the high heat and

stress characteristic of air-cooled V-twin engines, it exceeds all known OEM warranty requirements, including Harley-Davidson's own requirements. Developed specifically for Harley 6-speed transmissions, their 'Heavy Duty Platinum' full-synthetic transmission lubricant is said to provide smoother shifting, reduce fifth gear whine and eliminate clunks. Resistant to high loads and heat, special additives provide additional anti-wear protection, higher



film strength between the gears, and reduce drag while extending gear life. Also seen here, their 'Heavy Duty' primary chaincase oil is a sheer-stable petroleum formulation that is designed to withstand the punishment of high loads, and contains special polymers to provide "exceptional clutch engagement and temperature stability in Sportster and Big Twin applications."

www.spectro-oils.com

AirFX front and rear suspension kits for tourers



AirFX continues to "shock the V-twin touring market with their outstanding hi-performance air suspension systems," according to the Terre Haute, Indiana based manufacturer.

"Designed with one purpose in mind, to deliver an outstanding ride, with maximum travel, comfort and safety, these Air Ride suspension systems are setting new levels of performance every day with leading builders across the US."

The company offers both fully integrated front and rear systems or standalone kits "featuring the latest in design and execution of adjustable air packages." Their patented AirFX front cartridges are available for most stock applications and for all the leading aftermarket big wheel conversion kits (up to 32 inches) from suppliers like Hawg Halters Inc., describing them as "out of the box fully developed systems ready to install!" The AirFX Magnum rear shocks "set

new standards for ride control, adjustability and comfort not seen before. The Magnum AirFX shock is unique in that it contains NO air bags to burst, and is purposefully built for motorcycle applications." Touring bike applications for most manufacturers including Harley-Davidson, Victory, Indian and Can Am are now in production. Sportbike systems are also available for most popular makes and models. AirFX complete touring bike system kits include matched air tank, compressor, instant up kit, complete wiring harness and Magnum shocks.

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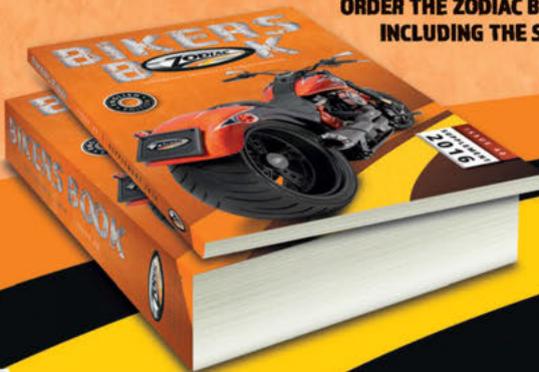


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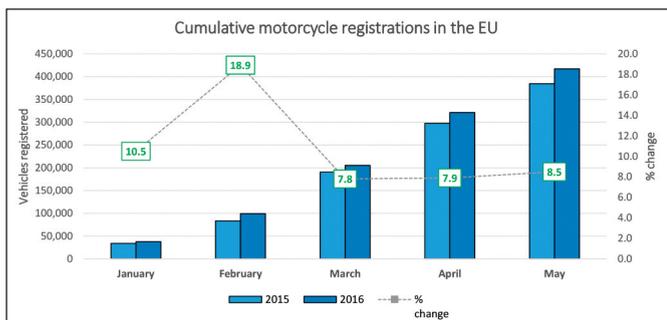
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Registrations +8.5 percent in EU markets

The latest data released by ACEM (Association des Constructeurs Européens de Motocycles), the Brussels based international motorcycle industry trade association, shows that motorcycle registrations in the EU were up by +8.5 percent for the first five months of the year. A total of 416,938 motorcycles were registered between January and May 2016, against 384,366 during the same period of 2015. Year-on-year motorcycle registrations increased in all five of the

largest European markets that between them account for over 80 percent of sales; Italy was +18.5% (93,730 units); Spain +13.1% (55,768 units); the UK +8.5% (48,571 units); Germany + 3.0% (81,206 units) and France +1.4% (69,607 units). A total of 534,744 of all displacements of PTWs (powered-two and three-wheelers) were registered during the first five months of 2016 in the EU - an increase of +5.5%.

www.acem.eu



New European rules for motorcycle gear



Until now only protective (motorcycle) gloves, boots and impact protectors were categorized by the EU as being "protective gear" and as such needing to meet certain standards.

However, the European Parliament has now decided to include all motorcycle gear in new protective personal equipment (PPE) regulations. This means that in a few years' time, all motorcycle gear sold in Europe will have to meet the same safety standards as other items categorized as "personal protective gear." They will have to provide a minimum amount of protection against abrasion and impact.

Just like with boots and gloves now, there will have to be a label inside the gear that confirms that it meets the European standards and what level of protection is provided. Also, information about maintenance, storage and use of the product must be given to the buyer. The exact standards and date by when all motorcycle gear in shops in Europe must meet the standards are not known yet - and it might take some years yet.

However, this new regulation does not mean that riders are obliged to wear only approved clothing. This regulation is about selling approved protective clothing, but not about wearing it. As far as FEMA (The Federation of European Motorcyclists' Associations) say, as of now, the Commission has no plans to make the wear of approved

motorcycle gear mandatory. FEMA's General Secretary Dolf Willigers commented: "When all motorcycle gear meets the standard, you know what amount of protection you can expect. This is consumer protection we don't have now. Of course the new standards will have to meet the needs of riders, but with the information available to us at this time, I have all confidence that this will be the case."

"As long as the European authorities will not use these standards to force riders to wear only approved motorcycle gear (and we intend to campaign that this will not happen), standardization of motorcycle gear is a good thing for riders."

Helmets and visors are outside the scope of this regulation: they are covered by UN ECE Regulation no. 22.

www.fema-online.eu



The European Parliament has now decided to include all motorcycle gear in new protective personal equipment (PPE) regulations

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Patent pending Tour Pak rack



Best known for their extensive custom wheels program, Californian manufacturer Metalsport Wheels has introduced this new patent pending billet Tour Pak rack. Machined from aircraft grade T-6061 billet aluminum, it is formed to the contours of the

Harley Tour Pak; matching saddlebag rack also available.

The company says they will add "style, form and function" to the stock Harley trunk and side bags. They are available in chrome or gloss black anodized.

www.metalsportwheels.com



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KHROME WERKS 



Written by Robin Bradley - robin@dealer-world.com

A regular fixture at the annual V-Twin Expo, Jim and Cheryl Preisler's Khrome Werks was best known for its mufflers, full exhausts, handlebars, luggage racks, engine guards, trailer hitches and a plethora of specialty parts and accessories that it manufactured at its DS Manufacturing facility at Pine Island, Minnesota.

Jim is an industry veteran, and he was one of the original "gang" at Drag Specialties when owned and operated by Tom Rudd (later of Kuryakyn fame), and once the sequence of events that followed Tom's original decision to sell Drag Specialties unfolded in the 1980s, Jim and Cheryl found themselves the proud owners of the Drag Specialties manufacturing division (hence DS Manufacturing), and had operated it as an own brand, private label and contract manufacturer of motorcycle and automotive parts ever since.

Khrome Werks made its debut at Cincinnati in February this year as an own brand division of Lincoln Industries - the Lincoln, Nebraska

Lincoln Industries acquired the Pine Island, Minnesota based Khrome Werks/DS Manufacturing operation a year and a half ago.

based manufacturer is best known in the motorcycle business as a Tier 1 supplier for Harley-Davidson. Indeed, Lincoln is one of Harley-Davidson's largest domestic US suppliers, and particularly well known for their unique finishes on Harley exhausts. The acquisition of DS Manufacturing and Khrome Werks has not only given Lincoln a foothold in the motorcycle aftermarket, but a solid foundation from which to build a, potentially, major presence. In turn, it has given the Khrome Werks brand the opportunity to see its place in the aftermarket deepened and expanded.

Founded in 1952, Lincoln's manufacturing credentials and capabilities are impressive. The company says it is the "largest and most diverse privately held metal finishing company" in the United States, with over 600 people working on a 24/7 operation. Selected seven times by Forbes magazine as one of America's best medium sized companies to work for and identified by Inc. Magazine as one of America's fastest growing private companies, Lincoln is TS 16949, ISO 9001 and ISO 14001 certified, and is one of America's leading chromers and a fast-growing parts manufacturer, with expertise in a wide range of technically advanced





Marc LeBaron, Chairman and CEO of Lincoln Industries: "Our experience with heat management and thermal technologies in trucking, automotive and powersports mean we now have great opportunities to bring new technologies that help with rider comfort and safety.

Our customer base is large OEMs, who have high standards. We have been designing and engineering products for trucking, motorsports and UTV/ATV for many years. We are able to bring these high standards and technical expertise to the Khrome Werks product line."

"best known as a Tier 1 supplier for Harley-Davidson"

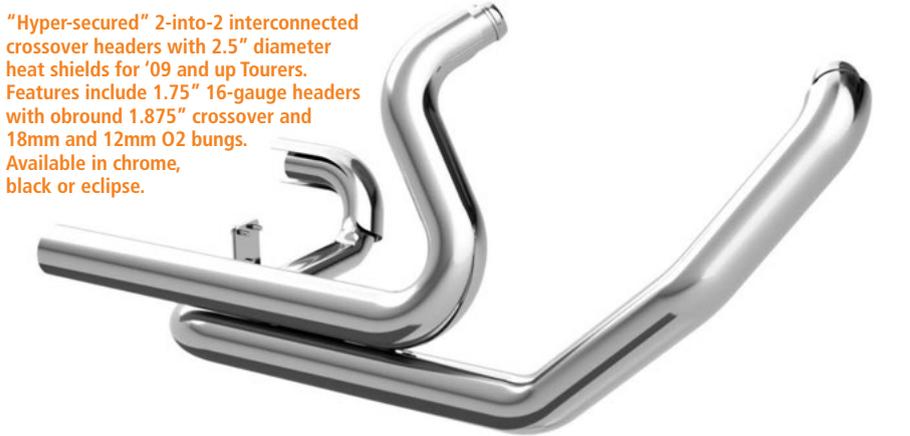
finishing processes in addition to metal forming.

Those finishing processes extend way beyond simple and traditional chroming to include anodizing, cadmium coating on steel, chromate conversion coatings, diamond-like carbon (DLC) decorative chrome, hard chroming, satin nickel finishing on steel and brass, ceramics and fluoropolymer coatings, metal polishing and high temperature coatings, as well as thermal insulating textile materials.

OE customers include Peterbilt, Kenworth, Daimler, Volvo and Polaris, in addition to Harley-Davidson, with tube bending and fabrication at the core of their manufacturing operations, including multi-axis configurations from 3/8 to 8 inches in diameter.



Drag-style headers for 883/1200cc Sportsters with 1.75" to 2.125" 16-gauge stepped interconnected headers; 2.50" 220 degree 16-gauge heat shields; 18mm and 12mm O2 bungs welded into the primaries; conical formed port caps for optimal flow and HP-plus baffles. Available in chrome, black or eclipse.



"Hyper-secured" 2-into-2 interconnected crossover headers with 2.5" diameter heat shields for '09 and up Tourers. Features include 1.75" 16-gauge headers with obround 1.875" crossover and 18mm and 12mm O2 bungs. Available in chrome, black or eclipse.



4" high-performance mufflers with high-flow baffle and billet tips. Available black, chrome or eclipse for '95 and up Tourers, 16-gauge "absorptive" mufflers with 1.75" inlets.

Jim Preisler has always been known as an enthusiastic amateur drag racer and builder of notable "beasts" with impressive performance credentials. Under Lincoln's ownership it is clear that performance will remain the beast that growls in the heart of Khrome Werks. With manufacturing remaining at the Pine Island, Minnesota facility, Bill Ellerbee, Lincoln Industries' President and former VP Operations, told AMD Magazine that "Khrome Werks has been a manufacturer of the best fitting, high-performance aftermarket accessories for Harley-Davidson motorcycles for more than 35 years." Ellerbee, who was closely involved with the



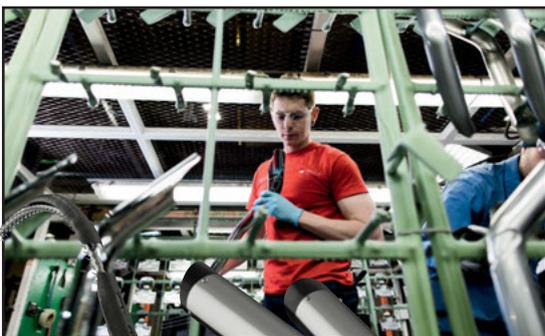
This 2-into-1 touring system with 4" muffler and two-step headers has 1.75" to 1.875" 16-gauge stepped primary headers that merge into a 2.50" collector. Available in black, chrome or eclipse, billet tipped or slash-cut.



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2-into-2 touring system with two-step enlarged interconnected crossover headers for modified large displacement '09 and up Tourers with heavy-duty, AccuSeal reaction-block header-to-muffler clamps and 2.5" 220 degree 16-gauge heat shields. Available in chrome, black or eclipse.



President and former VP of Operations Bill Ellerbee, who was intimately involved in the acquisition of Khrome Werks: "We are equipped to be a pioneer in the aftermarket industry. You will continue to see new products and technologies from Khrome Werks, at a faster pace than other aftermarket brands. We understand what the consumer wants, and with our resources we are able to drive new innovations that meet consumer demands."

"OE customers include Peterbilt, Kenworth, Daimler, Harley and Polaris"

Khrome Werks acquisition, went on to say that "from concept to production, Khrome Werks is the only fully American-made manufacturer in the aftermarket industry. Today, as part of Lincoln Industries, Khrome Werks is unleashing the most advanced technology and metal finishing to redefine style and power standards across all categories."

In exhaust terms, the product line includes 16-gauge drag style stepped, interconnected header systems for 883 and 1200cc Sportsters, 2-into-2 crossover headers for tourers with 2.5" diameter heat shields, 2-into-1 touring systems with two-step headers, 2-into-2 touring systems with two-step crossover headers, and 4" high-performance touring mufflers with billet tips. Also new is the integration of Lincoln Industries' proprietary 'StyleLinc' Eclipse

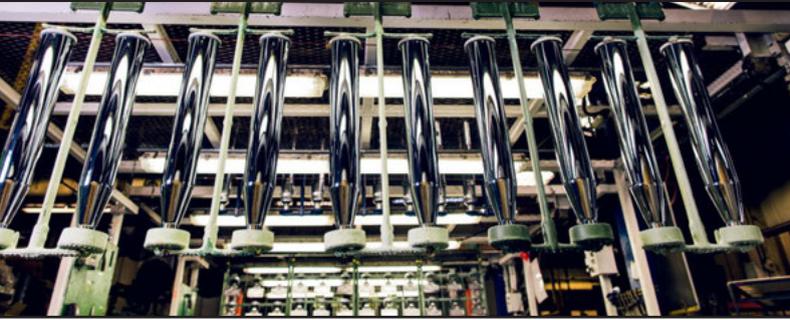
black chrome finish – a process that incorporates multi-step polishing to create a smooth surface, a multiple-pass cleaning treatment and three layers of nickel-plating for improved adhesion and corrosion resistance before application of their own in-house developed high-temperature black chrome finish. All these new Khrome Werks products are available exclusively through Drag Specialties.



KHROME WERKS

KHROME WERKS
 Pine Island, Minnesota, USA
 Tel: 952 758 9523
mailbox@khromewerks.com
www.khromewerks.com

Lincoln Industries Chairman and CEO Marc LeBaron said that "Jim and Cheryl have a rich history in the industry and a long commitment to performance engineered products. Combined with our deep history of innovative finishes, like our new Eclipse finish, Khrome Werks can produce high performing products with finishes the industry has never seen before."



Khrome Werks exhausts are now additionally available with Lincoln Industries' proprietary 'StyleLinc' Eclipse black chrome finish – a process that incorporates multi-step polishing to create a smooth surface, a multiple-pass cleaning treatment and three layers of nickel-plating for improved adhesion and corrosion resistance before application of their own in-house developed high-temperature black chrome finish.





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Modular fork braces

These new CNC-machined billet aluminum fork braces for 39mm, 41mm and 49mm models from Performance Machine are designed to be modular for easy installation. They feature integrated dust covers and the split design does not require the removal of the legs for installation.

The lightweight design allows the use of the factory front fenders; they are available in multiple styles (contrast cut, chrome and 'Black Ops') to match current PM products. All mounting hardware is included.



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Neo-Fusion Twin Cam engine covers

"Details create style" are the words that Ken's Factory say they live by. "It is this brand philosophy that ensures the most important part of any motorcycle receives proper adornment – the engine."

These new Twin Cam engine dress-up parts from Ken's Factory have been designed "with profound respect to the past and with the intent to celebrate modern design." Ken's Factory 'Neo-Fusion' rocker covers, cam covers and billet pushrod covers are made to "show that the owner of such a classy, next-level feature has a refined appreciation for American internal combustion." Available in black machine finish treatment or polished finish and sold individually.



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Adjustable XL and Dyna cartridges

Leading Italian suspension specialist Andreani Group is best known for its involvement in WSBK, MotoGP and World MX suspensions, but has also offered suspension solutions for Harley models.

The latest offering from the internationally respected R&D

department is a specific cartridge for Harley-Davidson Dyna and Sportster models that is said "to increase the safety and comfort of these timeless bikes."

The cartridge is totally serviceable and adjustable in compression, rebound and spring preload. Provided with caps, it is built with a sophisticated hydraulic system that "improves the behaviour of the bike in turns and when braking."



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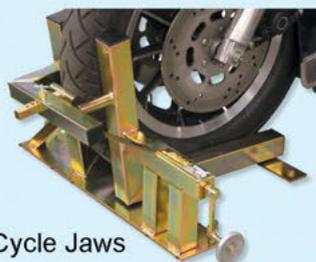


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BILLET BRAKE CALIPER HOUSING

KNOCK OUT BILLET WHEEL AND ROTOR



Rear axle trike assemblies

Long before the latest rise in popularity of trikes and trike conversions, Paughco was all over three-wheelers built around H-D power plants, frames and other OEM driveline components.

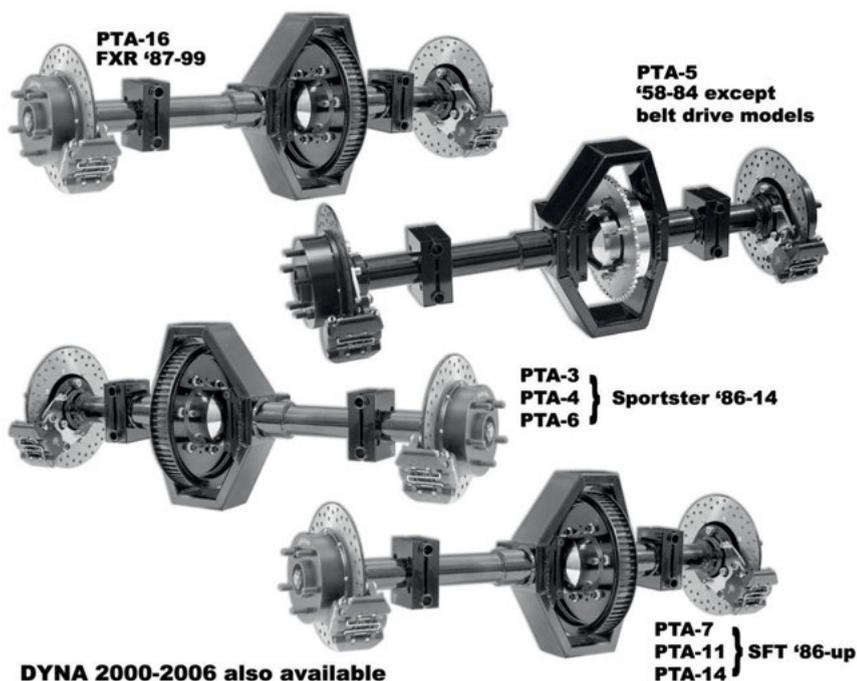
Today the company offers trike enthusiasts one of, if not the largest, selection of three-wheel conversion products. Seen here, their comprehensive collection of rear axle drive assemblies include units designed specifically for converting Sportster, Softail, FXR, Dyna and chain drive models - just about every possible configuration is covered.

Made in the USA, Paughco's rear axle assemblies "feature the finest quality components and rugged construction. Housings are constructed from precision-cut and welded 1" x 4" and 1" x 2½"

rectangular tubing. Axle tubes are precision-crafted from 2 3/8" diameter thick-wall tubing and solid steel, CNC machined carriers house US-made Dana 44 spider gears.

"Automotive-style Timken-type splined wheel hubs provide exceptional strength and are designed for severe use applications. Disc brake components include black Wilwood two-piston calipers and two-piece 11.09" diameter rotors with an offset hat."

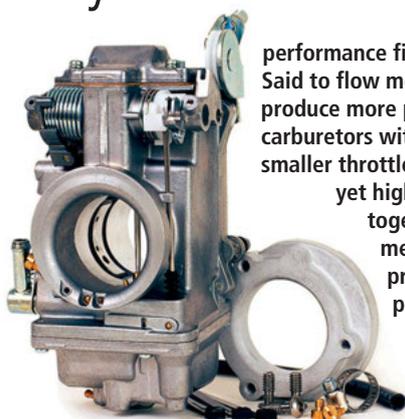
PAUGHCO
Carson City, Nevada, USA
Tel: 775 246 5738
info@paughco.com
www.paughco.com



HSR42 'Easy Kit'

Mikuni American's popular HSR42mm series Smoothbore carburetors are available in easily installed "Easy Kits" for all late model Harley-Davidson and other American V-twin applications, including kits for 1990 to present 1340cc Big Twin engines, together with 1994 to present 1200cc Sportster and Buell S2 models.

The kits come complete with a properly jetted Mikuni HSR42 carburetor, installation instructions, and they work with the stock throttle cables. Included is a special adapter that allows the stock airbox to be retained, or use the higher flowing Screamin' Eagle



performance filter kit. Said to flow more air at full throttle to produce more peak power than other carburetors with bigger venturi bores, at smaller throttle openings, Mikuni's smaller, yet higher velocity flowing venturi, together with its advance fuel metering system, is said to provide "a stronger overall powerband with improved rideability. On a stock engine without any other modifications you can expect it to provide a significant 10% increase in power and torque, and up to a 25% increase in higher flowing intake and exhaust system."

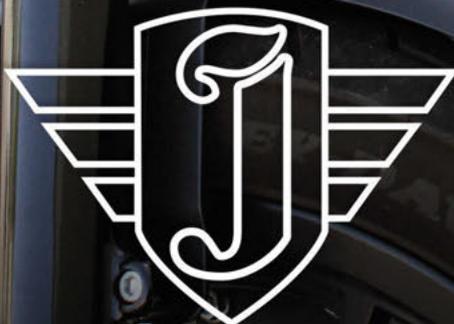
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New Retro parts from W&W Cycles

Bates "Beefy Body"



The 1970s saw the emergence of daring tank and seat combinations, mostly realized in fiberglass. This solo-riding, US made "Beefy Body" tank-seat-fender combination for 4-speed Big Twins 1958-1984 derives from a design of the period by the legendary Californian company Tracy, an industry leader in this field back then.

The gas tank, seat, side panels and rear fender form a single unit and completely transform the Big Twin. Covered with a VE Flex gelcoat, it bolts directly to the frame; the original fender struts can be omitted; supplied with a seat base plate for building a custom seat. Oil tank and battery carrier of 1965 and up models do not fit and must be replaced by a top fill horseshoe oil tank or something similar - petcock thread: 2 x 3/8" NPT, fuel tank capacity 7.5 liter, length x width: 125 x 26.5 cm with gas cap.

Kellermann Bullet 1000 DF turn signals



These German made Kellermann E13 approved classic bullet design turn signals feature state-of-the-art HPT (Homogenous Projection Technology) electronics that emit an intense ultra-quick response homogeneous, ring-shaped light combined with a smooth reaction of the internal reflector, resulting in a "harmonic turn signal pulse." The shape of the restrained design of the quality metal housing blends well into most bike designs.

Available black or chrome plated, the Bullet 1000 DF are supposed to be mounted as rear turn signals and feature an integrated stoplight and taillight function, replacing the existing stoplight, taillight and turn signals. The permanently illuminated circumferential

'red rings' will create a distinctive look, and when hitting the brake these red rings will flash up extremely bright to guarantee getting the attention of following traffic. An ideal front turn signal complement would be a set of Kellermann's award-winning 1000 Extreme Bullets.

Ignition system for OHV Big Twins 1947-1960

Accurate reproduction of the factory circuit breaker assembly as used on post-war OHV Big Twins - correct for the 1947-1960 year group, but can be fitted to all OHV Big Twins 1936-1969. Ship complete with breaker points and condenser, so it is ready to be installed; cadmium-plated / chrome-plated.



Burly Scrambler handlebars



One inch black powder-coated or chrome plated handlebars in sport classic Scrambler style, which will add that sought-after off-road touch. They provide a comfortable seating position on the highway with just enough height to fit your reach; work on most H-D's with stock cables and brake lines; W4 custom oval hole cable routing - total width: 85 cm, center width: 13.5 cm, height: 15 cm, depth: 7.5 cm

Kustom Tech master cylinder

Italian made universal use 14mm rear brake master cylinder with a very small and smooth design. A great part for all



custom rear wheel brake projects, they are CNC-machined from billet aluminum, have 30mm distance between the mounting holes (L x W x H: 82 x 31 x 68.5 mm); available polished or black anodized.

Kustom Tech handlebar rings

Designed for a smooth transition between grips and handlebars and particularly recommended



when installing custom controls without switch housings. Made in Italy, they mount easily on 1" handlebars with set screws; available in polished or black anodized aluminum, polished brass or chrome plated stainless steel.

Friction discs for steering damper



A properly working steering damper is a great device for all bikes, but especially on big full dresser bikes with 16" front wheels to stabilize high speed handling. This kit consists of three steel pressure/anchor discs and two fiber friction discs to put FL(H) 1949-1984 stock dampers back into service.

WLA front fender

Reproduction of the front springer fenders as used on WLA military models; made in Europe in bare steel by Samwel Supplies. Fits 45cui/750cc WLA models 1940-1945.



Cooper Smithing Co. rear fenders

US hand-made steel fenders with a fully circumferential 3/8" beaded edge for improved rigidity, featuring a flawless ready-to-paint finish; available for 16 and 18 inch wheels.



'Snatch' transmission side cover

Made in France by EMD, this cast aluminum finished ribbed design cable clutch actuation 'Snatch' cover will radically change the style of the right side of the transmission; installs on 2006 and up Dyna and 2007 and up Softail models with the OEM mounting hardware. It is also available black powder-coated.



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* These are a selection of the exhibitor options available for North American vendors - for further information contact Rita Dommermuth at our Chicago office. For exhibitors in Europe and elsewhere, contact Matthias...

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Seen here is our Hall 9 'metric'/mainstream/off-road USA pavilion from 2014. The plan for future years is to additionally offer a second USA Pavilion in Hall 10 for those vendors with significant business in the custom V-twin/H-D aftermarket parts industry



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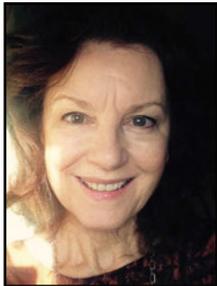
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These are a selection of the exhibitor options available. For North American vendors, further information is available from Rita Dommermuth at our Chicago office. For exhibitors in Europe and elsewhere, contact Matthias Woort at our Cologne, Germany headquarters.



FOR NORTH AMERICA*

CONTACT:

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Chicago, IL, USA

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Email: r.dommermuth@koelnmessenafra.com



FOR EUROPE

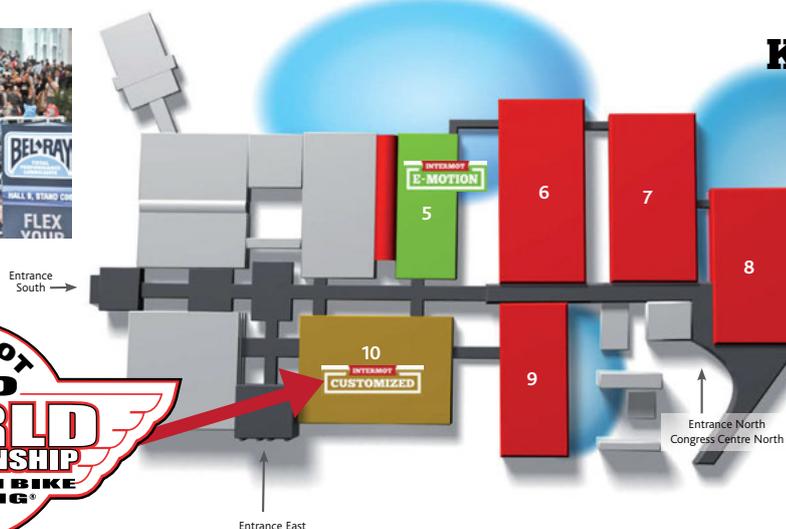
CONTACT:

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Email: m.woort@koelnmesse.de



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RSD 'Boss' and 'Traction' 2-up FXR seats

Using a standard foam in the seating area for comfort, and denser foam behind the rider for extra support, these new FXR 2-up seats have been designed by RSD for the FXR – this year's "comeback kid" of the custom market.

They bolt directly on, and the use of the stock FXR hinge is eliminated. "We took what we love about the classic designs and blending them with non-traditional styling. While the 'Traction' has the added function of gripper material, the 'Boss' has a detailed triple stitch, hand-sewn lines and raised, perforated diamond pattern, coupled with our unique distressed

vinyl." All RSD seats are made in the U.S.A. by Mustang.

Further features of the direct bolt-on design include controlled density polyurethane foam, marine-grade fiberglass seat pan, and an ergonomic seat shape keeps the rider seated firmly and comfortably.

ROLAND SANDS DESIGN
Los Alamitos, California, USA
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info@rolandsands.com
www.rolandsands.com



Revo Tri-Glide shocks



Available with or without rebound adjustment, these Revo shocks by Legend Suspension are said to provide Harley trike riders with "improved plush ride quality, control and resistance to bottoming-out." Featuring spherical bearings at the top and bottom for easy installation, their extended coil length has a larger "sweet spot" without increasing the overall shock length. The unique spring rate offers the ability to soften



pre-load, reducing ride height and maintaining a smooth ride with hand adjustments for weights and loads - these 13" shocks are rated as 'Heavy Duty' for a 500+ lb total rider/passenger weight. The optional external knob allows six rebound adjustment settings for fine-tuning to load weight, ride quality and style preferences. They are available for 2009-2016 FLHTCUTG, FLHXXX and FLRT applications.

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Sportster/Dyna skid plate

In the first of a series of new product initiatives that will see them expand from their hitherto core

business as an exhaust manufacturer, Anaheim, California based Firebrand Design has introduced a new skid plate for rigid mount Sportsters '91-'93, rubber mount Sportsters '04 - '16 and '06 - '16 Dyna models.

Laser-cut from 3/32" thick aluminum and hand-finished for precise fitment, the Firebrand skid plate is said to "provide the most engine case and frame rail coverage, while blending perfectly to the contours of your bike. Available in brushed aluminum or black powder-coat finishes, the Firebrand skid plate is hand-crafted with pride in Anaheim, California, by people who

ride motorcycles."

The TIG welded design offers engine case and wrap around frame rail coverage on Sportsters and is supplied with all necessary mounting hardware.

FIREBRAND DESIGN, LLC
Anaheim, California, USA
Tel: 714 632 1300

customerservice@firebrandmotorcycle.com
www.firebrandmotorcycle.com



Custom grips



Woodward, Oklahoma based Covingtons Customs is offering a wide selection of dimpled grips, with options for cable and fly-by-wire throttle systems for Bagger or Touring bike models. The company says that "these grips offer a comfortable custom alternative to stock." They are available in chrome or black for all bikes with 1" handlebars. COVINGTONS CUSTOMS, USA, www.covingtonscyclecity.com

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Signature II chopper seat

North Hollywood, California specialist Le Pera has spent 44 years keeping its seat designs at the cutting edge of motorcycle designs and tastes as the market evolved. But when Bob Le Pera Sr started hand-crafting his first seats in 1972, it was choppers all the way. Fast forward to the 21st century, and while the materials have stayed ahead of the game in terms of quality, durability and comfort, Le Pera's chopper seats have remained a cornerstone

of their design reputation and never left production. The seat seen here is their still popular Signature II, a true piece of Le Pera and custom motorcycle history. Available in Diamond, pleats, or pleats with buttons.

LE PERA ENTERPRISES
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Drag Specialties XG semi-metallic brake pads



Said to offer "greater stopping power and long wear," these semi-metallic brake pads by Drag Specialties are an asbestos, nickel and lead-free intermediate pad choice between full sintered metal and organic friction formulations. Available for front and rear, they are seen here for 500 and 750cc '15-'16 Harley 'Street' model applications. DRAG SPECIALTIES, USA, www.dragspecialties.com



HEADS UP!



Arnott launches new lines of "True Onboard" adjustable motorcycle air suspension



Merritt Island, Florida based Arnott Motorcycle Air Suspension, who say they are "the leader in 'True Onboard' adjustable air suspension kits for motorcycles," has announced the launch of two new, completely redesigned lines of motorcycle air suspension kits for many popular Harley-Davidson, Indian and Victory models.

Their new premium "Ultimate Ride" air suspension kit includes FOX dampers and is designed to "provide a ride far superior to any kit available in the marketplace today," according to Director of Marketing Doug Taylor.

The kits include custom-tuned FOX dampers, featuring optional rebound control. "Our kits have long been considered the gold standard in motorcycle air suspension, and the product line has now evolved into two revolutionary categories designed to give motorcycle enthusiasts a welcome choice when it comes to their passion."

Both categories boast Arnott's TruAIR technology – described as "true adjustable air suspension, not just simple air cylinders, 'air-assisted' devices, or worse: shabby contraptions contrived from automotive part cast-offs and sold as cheap cycle shock knock-offs," says Taylor.

The new "Ultimate Ride" kit is their top-of-the-line premium product, and that is complemented by the "Smooth Ride" kit, which is a "step up from stock shocks for the motorcyclist about town, offering height and air spring adjustability" at a lower price-point. Both are backed by Arnott's limited lifetime warranty.

"Arnott's history as an innovator in air suspension technology is unmatched," says Arnott Chief Executive Officer Todd Nash. "Now, with the inclusion of FOX technology across many of the motorcycle product offerings, Arnott is at the head of the pack. As Arnott's marketing motto perfectly suggests: Elevate Your Ride!" Taylor went on to explain that "some competitive motorcycle suspension companies boast 'air cylinders' or promote products as 'air-assisted', or sell shocks that have been designed for cars. The difference between these pretenders and Arnott's TruAIR onboard adjustable air suspension is the core of 'The Arnott Advantage'. Our system is designed and custom-tuned for specific motorcycles, providing riders with unparalleled ride comfort, handling, height adjustability and head-turning great looks."

Their design incorporates a multi-ply Goodyear air bladder, which is attached to a high-quality, nitrogen-charged monotube damper using a patent pending process, and uses small but powerful compressors from Gast and VIAIR with application-specific compressor mounting hardware. Arnott say this results

in shocks that provide the flexibility to carry "any load, over any road, comfortably and without painful bottoming."

Commenting on the differences between Arnott's approach and that seen on many other product offerings, Taylor says that "systems using air cylinders or canisters enable the rider to raise and lower the bike, but they are not a complete suspension system. This type of device is not coupled with a damping shock, which is necessary for controlling suspension motion and chassis control, thus leading to an inferior ride and poor handling.

"Air-assisted shocks such as those found on some Harley-Davidson, Victory and Indian models include metal coil springs with limited air pressure adjustability to minimize bottoming out while carrying heavier loads. They cannot be adjusted on demand and could fail if over-inflated. In addition, the spring preload cannot be eliminated completely, thus not allowing the motorcycle to drop to the lowest possible seat height.

"Automotive air shocks used in some motorcycle kits were designed and valved for a several thousand-pound automobile application. These shocks are built with outdated twin tube damper technology, inferior air connectors and weak rubber bladders. These auto shocks were not designed to be fully compressed and have no bump-stop, causing metal-on-metal contact when bottomed. This bottoming effect can lead to failure of the product's poorly welded eyelets, causing a potentially catastrophic event.

"Arnott motorcycle air suspensions are designed specifically for the motorcycle frame being used and the model concerned. They are true motorcycle suspensions that are designed to get the job done." In addition to the FOX shock absorber and Goodyear air spring, the Arnott 6061-T6 billet aluminum construction "Ultimate Ride" kit includes a compressor with vent solenoid, mounting bracket and black compressor cover and a handlebar-mounted inflation switch. Available for Softail models, including FXSTB, FXSTC, FLSTF, FLSTN, FLSTC, FLSTSB among others.

ARNOTT AIR SUSPENSION
Merritt Island, Florida, USA
Tel: 321 868 3016

doug.taylor@arnottinc.com
www.arnottairride.com



Spin True lead-free wheel weights

California based Kibblewhite Precision Machining, Inc. (KPMI) has developed what it describes as "a true lead-free spoke wheel weight that won't come loose." Designed and machined in-house at Kibblewhite's Pacifica facility, they are made from chrome plated stainless steel, with prototypes machined and then tested on a full range of wheel sizes. "At no time during any of our testing did a wheel weight come loose. Spin True wheel weights were designed to cover ranges of nipple sizes. The two most popular nipple size ranges were developed with six variations in weight, spanning 0.25oz to 1.5oz. They fit nipple diameters from 0.250" to .350" and are "tough, corrosion resistant and attractive. The



patent pending design features symmetrical halves that bolt together and lock onto the nipple.

The United States Environmental Protection Agency (EPA) states that the reason for the ban on lead wheel weights is that they fall off of wheels, get ground up in passing traffic, and the lead then enters and contaminates ground water, lakes and streams when it rains.

At least seven US states have already instituted a ban, with more sure to follow soon. The EU banned the use of lead in wheel weights more than 10 years ago.

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Bad Boy 'Raptor' wheel

Originator of "The Bad Boy Wheel," Sinister Wheel is celebrating its 20th anniversary this year with a major new wheel design program. Designed and CNC-machined in-house at their Turlock, Northern California facility from rotary forged 6061-T6 aluminum, their 5-spoke 'Raptor' wheel with extreme

3D cuts is the second of three wheels the company has launched with their "industry first" black and brushed and brushed and black finishes. It is available in 16 thru 32" in chrome, black and machined, or any color with machined cuts or chrome two-tones. They are sold with or without matching rotors (in 11.5in, 11.8in, 13in and 18in sizes - with optional proprietary floating caliper set), pulley and performance air cleaner. ABS friendly/compatible configurations are also available for most of Sinister's wheel designs, some with a choice of cush or non-cush drive hubs. The company offers over 20 billet wheel designs (plus 3D styles) in its 'Bad Boy' line, including the 'Billet Daddy', a design that references Sinister's 'Big Daddy' steel step-lip outer and 'Big Phat Daddy' billet aluminum soft-lip outer 3/8" 304 stainless steel spoke wheels, a program that Sinister founder Ali Afzal acquired from Road Wing Design in 2002.



SINISTER WHEEL
 Turlock, California, USA
 Tel: 209 664 0207
info@sinisterwheel.com
www.sinisterwheel.com



Shifter pedal shaft bushing tool



Camarillo, California based JIMS USA say that Harley-Davidson FLH touring models with heel toe shifting on the inner primary case "are notorious for rattling due to vibration from worn shifter shaft bushings. The typical service life of the shifter shaft bushings is 20,000 miles or less. Once the bushings are worn and the shifter starts rattling, wear is increased on all shifter parts from the shift rod ends to the transmission lever and oil seal." Their shifter pedal shaft bushing tool is said to "easily remove both worn bushings and installs the new bushings to their proper depth without removing the inner primary, making shifter shaft bushing replacement a 20 minute job". For use on all 1985-present FLH touring models. **JIMS USA**, www.jimsusa.com

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Updated USB charger with built-in battery protection and monitoring

TecMate has long been known as one of the leaders in designing and offering USB chargers for powersport applications. Their original OptiMate USB O-100 model led the way in popularizing the concept of handy SAE to USB 'stick' chargers.

Indeed, TecMate took it one step further at that time, introducing the unique concept of vehicle integrated battery protection with USB charging that would shut down if the battery voltage dropped below a level corresponding with 50% charge remaining in the vehicle's starter battery.

Now, the new 2016 version of the O-100 has been completely updated. The new slick design includes a unique perimeter seal and cap at the USB end that seals around any USB charge cable, rendering it weatherproof.

When it comes to the electrics, the concept of an accessory such as a seemingly simple USB charger needing a microprocessor would have appeared far-fetched when the first designs appeared, but the additional functions made possible by the new O-100 demands smart control.

Most important is the increased power output of 2400mA that guarantees even the hungriest smartphone or tablet will be fast charged.

The on-board smart vehicle battery protection and monitor circuitry in the new design makes sure there will be enough power left in the battery to ride the next day.

If the vehicle's charging system is working right, then continuous USB power is delivered, but the instant the battery voltage drops below 12.7V (90-100% charge), USB charging is limited to 3 hours before it shuts off to protect the battery. If the battery is weak



and voltage quickly drops to 12.3V (40-50% charge

remaining), it shuts off immediately. Additionally, the O-100 becomes a battery monitor if it remains connected whilst the vehicle is in storage. A battery status LED flashes every 5 seconds, alerting the user when to recharge/maintain their battery. The evolution of the available and required technology in the time since the original OptiMate USB charger was introduced is remarkable. Just as remarkable is that TecMate are now able to sell this feature-packed update for even less than the original.

TECMATE
Tienen, BELGIUM
Tel: +32 (0)16 805440
www.tecmate.com



Softail neck rake builders kit



Hawg Halters Inc. has added to its extensive range of big wheel conversion kit options with this new custom Softail neck rake builders kit – said to make building a “full-on” custom Softail a lot easier.

“If you want to run the latest air suspension system, obtain the maximum lowered ride height or build a bagger conversion out of your Softail, then this kit does it all,” the company says.

The HHI Softail neck rake builders kit includes a unique HHI designed weld-on neck rake kit and an FL style short neck triple tree to complete the installation with. This new kit fits 2007 and later models, and the triple tree comes in machine or black finish. Hawg Halters have asked us to remind dealers and builders that if you are working on an earlier model of Softail, call HHI for further information. HHI now delivers builders kits for touring bikes, V-Rods, Softails and Dynas.



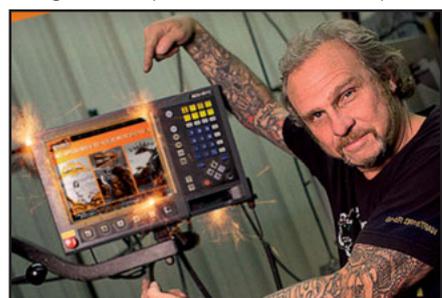
HAWG HALTERS INC.
Dahlonega, Georgia, USA
Tel: 877 442 5837
info@hawghalters.com
www.hawghalters.com

Baker Sportster 6-speed conversion

The new Baker Drivetrain XL6 is a six-speed overdrive ‘cartridge style’ gearset that converts any existing 5-speed 1991-2003 Sportster or Buell to a Baker six-speed, with 2nd through 5th gear ratios remaining effectively the same as stock, and a 6th gear that is a true overdrive for a 511 rpm drop at 75 mph.

Featuring a 6061-T6 billet aluminum trap door, the complete gearset includes shafts and gears, less the 5th (main drive) gear pair - the 5th gear pair from the existing 5-speed is re-used.

The gearset is pre-assembled to the trap door



including bearings, thrust washers and retaining rings; the shift drum and detent plate have “optimized geometry” with “no flimsy retaining clip to hold the detent plate to the drum – ours is bolted on with a machine screw.

“We use a low effort detent spring, three billet steel shift forks with roller pins and cotter pins and a steel template for accurate case modification.”

Available for stock Sportster applications (1991 – 2003) and for S&S cases with their special bearing door configuration.

BAKER DRIVETRAIN
Haslett, Michigan, USA
Tel: 517 339 3835
info@bakerdrivetrain.com
www.bakerdrivetrain.com



Baker's new XL6 is a six-speed overdrive ‘cartridge style’ gearset that converts any existing ‘91-’03 Sportster or Buell

Baker's new website is a fast loading, mobile friendly “simple to use” new tool featuring all new photography and functionality



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Larger than life sound requires larger speakers

Elkhart, Indiana based ASA Electronics has introduced an updated new plug n' play Harley-Davidson replacement audio system. After excellent reviews and sales of their HD1BT525 Harley-Davidson replacement stereo package, ASA say they have "upped their game" by adding over an inch of "booming sound" with all-new 6.5" speakers.

Their new HD1BT650 Jensen Power Sports audio kit still features "the true plug n' play design that customers loved about the old package, allowing for both the stereo and speakers to fit into the factory fairings opening with ease.

"A 5.25 inch speaker can only reproduce so



much bass, you need more cone area to produce more bass. The larger 6.5 inch speaker allows us to provide deeper sound, and the included adaptor rings make it possible to shoehorn in a 6.5 inch speaker into a fairing originally designed to handle a 5.25 inch speaker," Fred Roetker, ASA

Electronics' HD Industry Manager explained. He went on to say that combining those speakers with "the already incredible HD1BT stereo, which features Bluetooth, Sirius XM capabilities and a USB port, you get one awesome package of in-your-face beauty. It doesn't only sound excellent, but it is aesthetically built to look great installed in a Harley."

ASA Electronics has been designing and manufacturing mobile electronic products for the powersports industry since 1977; Jensen is one of their best known proprietary brands.

ASA ELECTRONICS
Elkhart, Indiana, USA
Tel: 574 264 3125
info@asaelectronics.com
www.asaelectronics.com

Drag Specialties floorboards



Available for selected Big Twin and Sportster applications, these steel construction floorboards from Drag Specialties are available in chrome or black powdercoat and feature rubber pads to isolate the foot from vibrations. Splined male mounts allow angle adjustment; the 3 inch boards measure approximately 2 3/4" long by 4" wide, the 4 inchers are 3 1/2" by 4" wide. DRAG SPECIALTIES, USA, www.dragspecialties.com

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Vintage brake and clutch levers



These new Joker Machine brake and clutch levers are made from top quality CNC-machined 6061 billet aluminum at their Lake Havasu City, Arizona facility and have been "constructed for optimal form and function over stock cast units - a great upgrade for vintage restoration projects." They fit 1" or 7/8" handlebars, come with a 10mm or 8mm brass cable adjuster, stainless steel pivot pins and hardware.

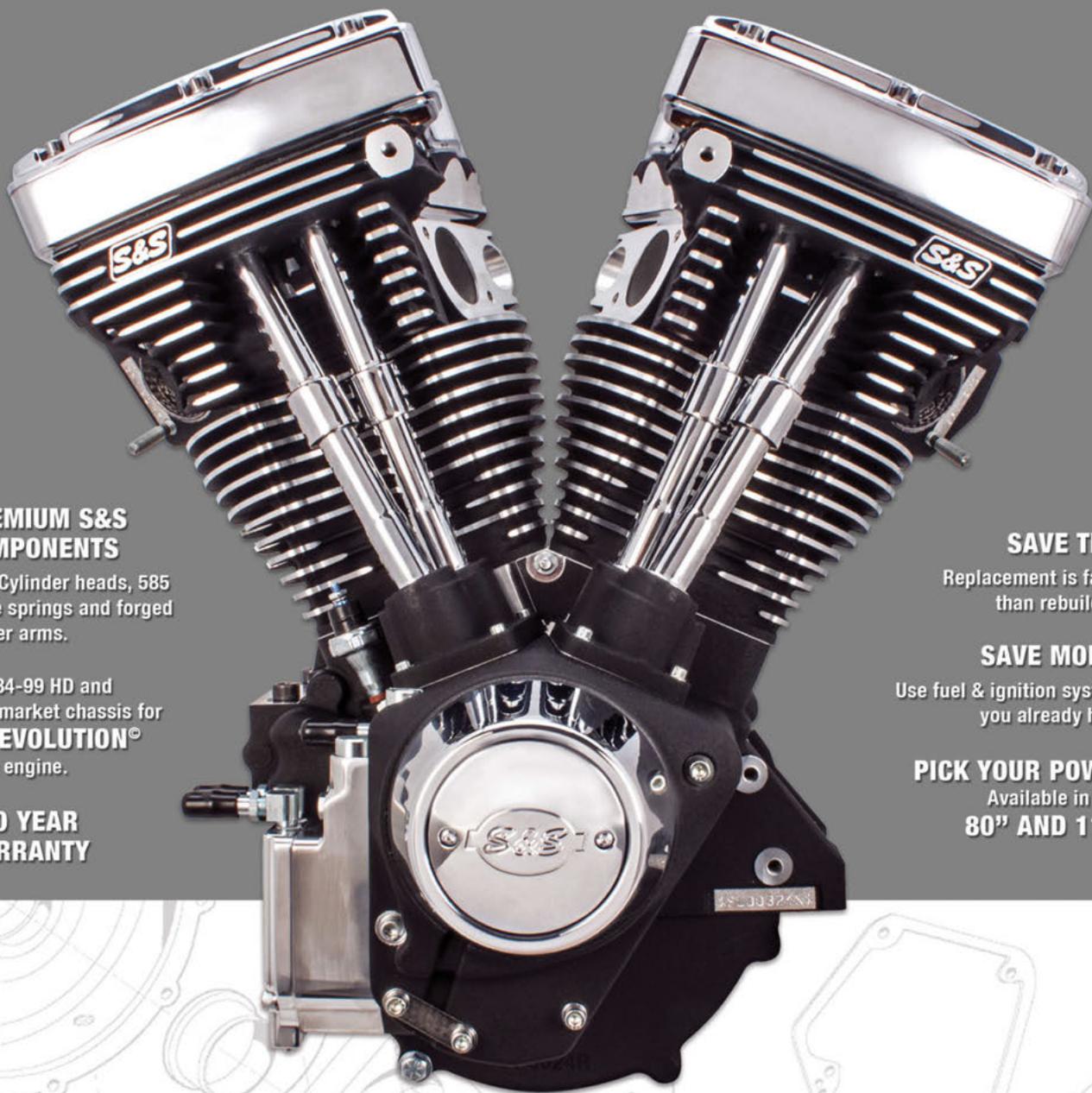
The lightweight design features ergonomic "3D" machining on the levers; a cable clutch adjustment clip

makes it easy to adjust the clutch cable. All parts are precision-machined and anodized for durability and long life. High quality "OILITE" bronze bushing on levers for super smooth action. Proven performance in road racing and off-road applications.

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Kuryakyn RoadThunder Series by MTX Audio

Kuryakyn's RoadThunder by MTX Audio is an all-new series of high-performance motorcycle audio accessories "packed with power, style and versatility. Proven mobile audio innovation meets recognized product design and styling expertise, resulting in a hard-hitting collection of audio products built to bring the noise."

All Kuryakyn RoadThunder by MTX products feature construction in accordance with IP66 rating (Ingress Protection Rating). The dust- and water-resistant speakers and enclosures are built to handle the harshest of extremes for safe operation in a multitude of riding environments.

The RoadThunder sound bar is said to produce exceptional sound quality through six total speakers and 150 watts of peak power. An internal amp powers two 2" x 3" full-range speakers and four high-frequency 1" tweeters. An internal Bluetooth receiver wirelessly connects the sound bar to any Bluetooth-enabled smartphone or music device. Available in satin black or satin silver finishes, and includes a patent-pending universal mounting clamp that fits 7/8" to 1-1/4" bars for installation on a wide range of motorcycles and recreational vehicles.

The compact RoadThunder speaker pods have 100 watts of peak power to produce incredible sound clarity with low current draw at only five amps. The versatile pair of 3" full-range speakers have built-in 3.5mm input and output auxiliary ports for connecting with additional RoadThunder speaker pods and sound bars, or select factory stereo head units. The all-weather speakers are housed in chrome or satin black high-impact housings with matching grills. An included set of universal 1" clamps and 7/8" bar adapters provides a wide range of fitment options, with 1-1/4" mounting clamps sold separately.

All RoadThunder sound bars and speaker pods include power, ground and ignition wires for plug-&-play installation and easy disconnecting.

The RoadThunder fairing speaker kit includes everything needed to replace the stock fairing speakers with powerful, distortion-free audio. The included 2-channel RoadThunder amp is IP66-rated and cranks out 400W of peak power with selectable high-pass crossover for optimum performance with the fairing kit speakers.

The kit includes two 120W 6.5" replacement fairing speakers, 2-channel 400W amp, wiring harness and speaker grills. Fitment is currently available for all '98-'13 Electra Glides, Street Glides and Trikes.

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XL brake and shift pedal kits



Italian custom parts specialist Free Spirits is offering this brake and shift pedal kit for Sportsters. A bolt-on kit, it mounts directly onto the footrests and completely replaces the original levers. CNC-machined from top quality billet aluminum, making them stiffer and stronger than the stock parts, they come in a silver or black anodized finish, are quick and easy to mount and do not require any modifications. All Free Spirits products are completely reversible installs; all hardware and full instructions provided, spare parts available. **FREE SPIRITS**, Italy, www.freespirits.it

3-way adjustable shock absorbers for tourers

Based near Milan, Italian designer Christian Cagnola's OttoDiCuori (ODC) business is well known for its custom bikes, but also has a fast growing reputation for their parts and accessories program. Their core business is front suspensions, and in prior editions of AMD Magazine we have showcased their 'Milano' and 'Roma' inverted front fork assemblies for touring models.

Seen here, their pressurized shock absorbers (offered in black) feature progressive springs for improved comfort and response. Three-way adjustments mean complete control over compression, rebound and spring pre-load.



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Buttcrack solo seat with "IST" technology

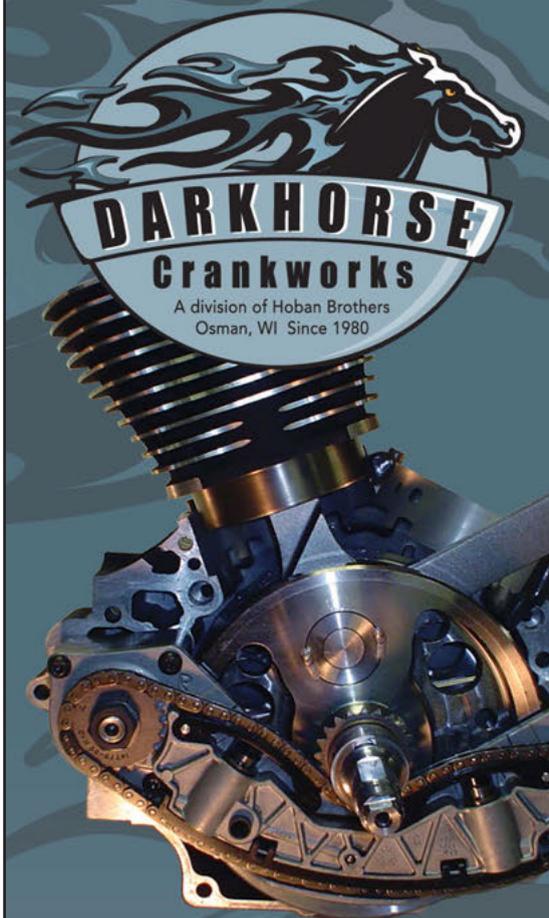
Danny Gray has updated its popular Buttcrack solo seat with its IST (Independent Suspension Technology) – a design that is said to eliminate the compression and shock the body endures from riding on a traditional solid seat pan.

Said to reduce vibration, compression and shock by eliminating conventional parts of the seat pan and replacing them with anatomically engineered cut-outs, the Buttcrack solo's enhanced, sculpted tailbone relief insures the most comfortable ride possible on a sleek design saddle. Every seat is handmade and sculpted to maximize anatomical support, and the narrow leg pass assures a flat foot position when stopped. The surface is covered in

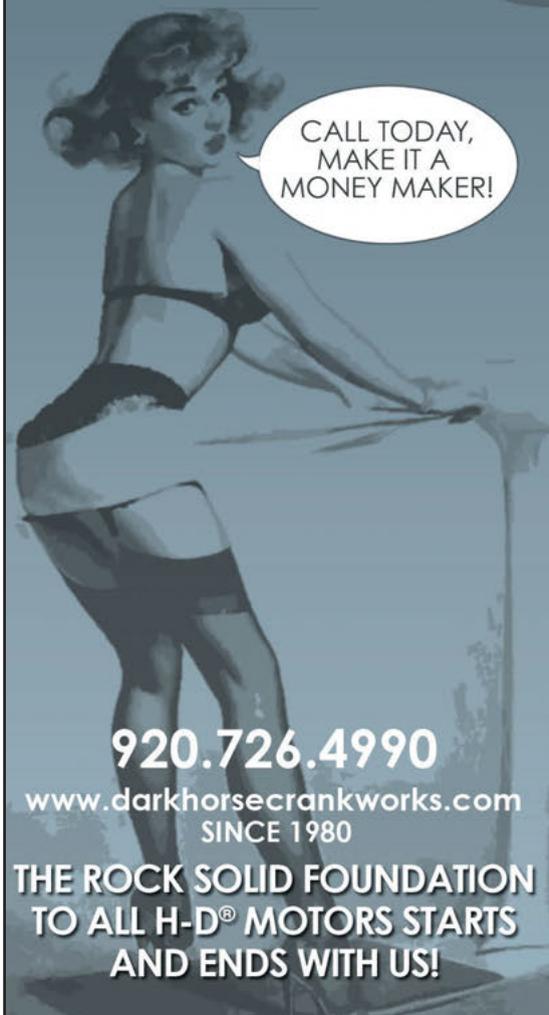


black top-grain leather with a soft, subtle texture. The side panels are matching black vinyl that will keep their shape across the high-stress points of the seat.

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VICTORY & INDIAN PRO GUIDE

Street Shield/Deflector Screen for Scout

Maywood, Illinois-based manufacturer National Cycle has released details about an all-new Quantum hardcoated polycarbonate Street Shield and Deflector Screen as certified fitments for the Indian Scout.

The Street Shield and Deflector Screen "are the world's most popular small windshield designs. Originally introduced in 1980, riders favor their small size and innovative, flexible mounting hardware, which allows for a wide range of fitments and adjustability on the motorcycle," according to the company.

National Cycle's expertise in polycarbonate windshield forming led to the development of the new windshields with Quantum hardcoated polycarbonate - "the ultimate material for motorcycle windshields.

"State-of-the-art manufacturing techniques combined with this high quality material give these windscreens outstanding clarity and strength characteristics unmatched by any windshield maker worldwide. They are 30 times more scratch resistant and have 20 times greater crack and impact resistance than other aftermarket windshields on the market made from commonly used acrylic."

"At National Cycle, the best just got better," says Paul Gomez, National Cycle's Aftermarket Sales Rep. "The Deflector Screen and Street Shield, the world's most copied windshields since their introduction 36 years

ago, have been redesigned and re-engineered in unbeatable Quantum hardcoated polycarbonate for the next generation of Indian Scout riders. Their compact, streamlined size and the innovative, adaptable mounting hardware allow a wide range of options and adjustability on the Scout.

National Cycle offers a 3-year warranty against breakage. Ensuring simplicity and ease of use, the mounting hardware included with the new Street

Shield and Deflector Screen uses as few moving parts as possible, while still offering adjustability and a 15-minute install time.

NATIONAL CYCLE
Maywood, Illinois, USA
Tel: 708 343 0400
info@nationalcycle.com
www.nationalcycle.com



 **national cycle**

Wide touring seat for Victory Vision

Mustang's "Vision of Comfort" one-piece touring seat for 2008 - '16 Victory Vision models is said to offer "significant improvements over the stock seat on Victory's luxury touring model," according to the Three Rivers, Massachusetts based manufacturer.

Featuring a widened and slightly lowered bucket radius for rider and passenger (17.5" for the rider, 15.5" for the passenger), the front nose area has been designed slightly lower to eliminate that "crowded" feeling.

Mustang use marine-grade fiberglass baseplates, proprietary comfort foam, individually sewn covers

with detailed stitching accents, incorporated heating components for high/low dual control by driver and passenger, plus optional removable/adjustable driver backrest that folds for storage, with seat cover material that matches the stock passenger backrest on the trunk.

MUSTANG MOTORCYCLE PRODUCTS
Three Rivers, Massachusetts, USA
Tel: 413 668 1100
sales@mustangseats.com
www.mustangseats.com



'Arrowhead' filter adds hp to Indian 111

Pine Bush, New York based Lloydz Motorworkz continues to expand its range of performance parts for Indian models with this new 'Arrowhead' high-flow filter for Indian 111 models. The complete assembly includes a black contrast cover and choice of black, neutral or red filter; also available in chrome billet.

Said to flow 120 percent more air over stock, Lloydz say the filter alone delivers an extra 5 - 6 hp, or by adding their slip-on exhaust they see an impressive 8 - 10 hp gain using a Power Commander V with Dyno tune.



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Clutch cable for '14-'16 Chief/Chieftain/Scout



Noted Californian clutch and cable specialist Barnett has introduced new clutch cables for the '14-'16 Indian Chief, Chieftain and Scout. These cables feature their "High Efficiency" inner wire - a concept that Barnett was the first to introduce to the motorcycle industry. The "HE" wire is nylon coated and lubed with a super slick silicone lube, and combined with the Teflon inner lining provides longer life, ultra smooth cable action and reduced lever effort. On the outside, all fittings are chrome plated where applicable and three casing types are available: traditional black vinyl, classic stainless braid w/clear coat and Platinum Series bright

silver plated braid w/clear coat. As with all Barnett cables, the clear coat is guaranteed not to discolor from sun exposure. Available in stock and custom lengths.

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'Road Rage' 2-into-1 for Octane

California based manufacturer Bassani Xhaust has released an updated version of its popular 'Road Rage' 2-into-1 full exhaust system tuned specifically for Victory's new 'Octane'.

Featuring 2-into-1 equal length headers with stepped 1 3/4" to 17/8" head pipes, Bassani say they "use an advanced inner collector for maximum performance and a short or long megaphone muffler.

"Owners will find the stock exhaust on the 'Octane' to be mediocre in performance terms and less than satisfactory where sound is concerned - they'll be able to feel and hear the difference with our new 'Road Rage' 2-into-1 system."

The system has full coverage heat shields, a removable baffle, black billet end cap and 18mm O2 sensor bungs with 12mm adapters.



BASSANI XHAUST
 Anaheim, California, USA
 Tel: 714 630 1821
motorcycle@bassani.com
www.bassanipipes.com



Cross Country illuminator module



New from Badlands, this illuminator module converts rear turn signals into running lights, brake lights and turn signals for added visibility and safety.

Also available for Magnum models, simply swap out the stock rear amber turn signals with red versions by using their black or chrome finish plug-n-play turn signals. The Badlands program is manufactured at their Oreland, Pennsylvania facility by NAMZ Custom Cycle Products. The company is celebrating its 17th year in business, providing "world class" electrical components, fluid transfer lines, custom installation supplies and Badlands lighting modules.

NAMZ/Badlands products are available through Drag Specialties, Parts Unlimited, Tucker Rocky, Mid- USA, J&P Cycles, V-Twin, Parts Canada, Motovan, Les Importations Thibault, Parts Europe, Custom Chrome Europe, Motorcycle Storehouse, W&W, Zodiac, Rollies Speed Shop and Wildrider International Pty Ltd.

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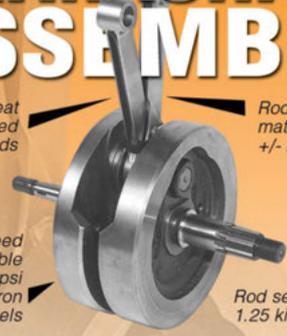


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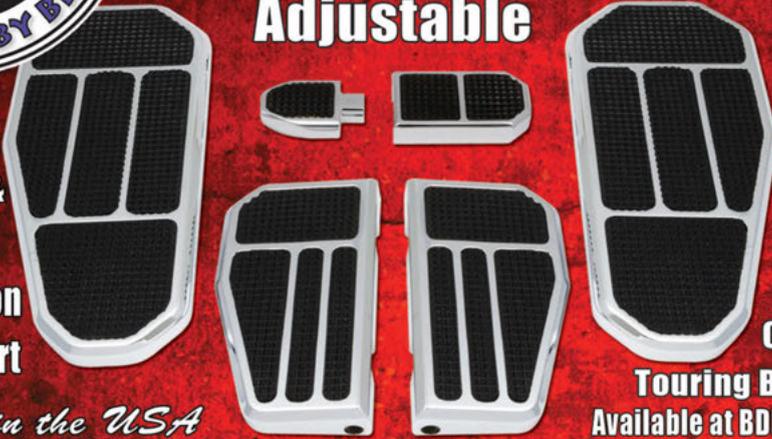
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NEWS BRIEFS

Harley-Davidson Athena of Athens, Greece, (owned by Paschalis Tsalamagkas) has won this year's Harley EMEA region "Battle of the Kings" authorized dealer customizing competition, based on a Sportster Iron 883. Over 200 dealers entered from more than 10 countries, with consumers voting online to choose 12 finalists that were then jury-judged at this year's Wheels & Waves rally at Biarritz, France.

Cliff Vaughs, 79, has died in California. Vaughs, along with his friend Ben Hardy, was co-designer of the 'Captain America' and the 'Billy Bob' bikes for the 1969 Easy Rider movie.

The excitement caused by the upward 'blip' in Harley's share price just before the 4th July holiday weekend in the United States most likely turned out to be some share price boosting by profit raiders and not, after all, the first shots in a take-over battle. The price shot up by some 20 percent from around \$45.00 at its close on June 30 to peak at \$54.20 on Friday July 1; only to drop back to \$48.37 when trading re-opened after the holiday weekend on Tuesday July 5. As this edition of AMD Magazine went to press (July 15), Harley shares were trading at around \$48.10.

Vance & Hines has announced the introduction of an updated design of quiet baffle for its Pro Pipe Chrome and Pro Pipe Black applications.

Indian to go Flat Tracking again

Indian Motorcycle has announced that it is to re-enter Flat Track racing with a 2017 factory effort in the AMA Pro Flat Track series, its first since the 1950s. The team will compete using the all-new proprietary Scout FTR 750 liquid-cooled 750cc four-valve V-twin competition engine, specifically designed for flat track and engineered into a specially built chassis. Indian has a significant history in flat track, at one time dominating the sport with legendary riders and motorcycles, with the Indian Motorcycle Wrecking Crew, consisting of Bill Tuman, Bobby Hill and Ernie Beckman, perhaps best known.

Multi-time AMA Grand National Champion Jared Mees will join the Indian Motorcycle racing team as a test rider this year, racing the new motorcycle at a circuit to be determined in preparation for a full season of

competition in 2017. Mees, 30, won the AMA Grand National Twins Championship in 2009, AMA Grand National Singles Championship in 2012, the unified AMA Grand National Championship (GNC1) title in 2012, 2014 and 2015, and is current X Games gold medalist.

"I can't express how excited I am to be the guy to bring Indian Motorcycle back into the forefront of AMA Pro competition," says Mees. "We will have a lot of work to do to develop a 100 percent new race platform, but I'm committed and excited at what I have seen on the drawing boards and what the plans are for Indian Motorcycle racing. This is history for the brand, and being a part of it is truly exciting for me and this sport."

"We are very excited to return to the AMA circuit," said Steve Menneto, President of Motorcycles for Polaris

Industries. "We have established the new Indian Chief and Scout model series as the cornerstones of our production line-up, and now is the time for us to return to racing in a big way."



Indian's all-new liquid-cooled Scout FTR 750cc four-valve V-twin competition engine will be mated to a newly engineered racing chassis



Jared Mees will join the Indian Motorcycle racing team as a test rider in 2016. Mees, 30, won the AMA Grand National Twins Championship in 2009, AMA Grand National Singles Championship in 2012, the unified AMA Grand National Championship (GNC1) title in 2012, 2014 and 2015, and is current X Games gold medalist

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