



# AMD™

## AMERICAN MOTORCYCLE DEALER

THE LEADING BUSINESS MAGAZINE FOR THE INTERNATIONAL CUSTOM MOTORCYCLE AND PARTS INDUSTRY

### Harley-Davidson to Absorb EU Tariff Hit in the Short-Term; Seeks Overseas Manufacturing Solution in the Long-Term

JULY 2018  
ISSUE #228

**In a Form 8-K filing to the United States Securities and Exchange Commission on June 25 (as required of public corporations in possession of news that can materially affect the interests of shareholders) Harley-Davidson stated that ...**

The European Union has enacted tariffs on various U.S.-manufactured products, including Harley-Davidson motorcycles.

These tariffs, which became effective June 22, 2018, were imposed in response to the tariffs the U.S. imposed on steel and aluminum exported from the EU to the U.S. Consequently, EU tariffs on Harley-Davidson motorcycles exported from the U.S. have increased from 6% to 31%. Harley-Davidson expects these tariffs will result in an incremental cost of approximately \$2,200 per average motorcycle exported from the U.S. to the EU.

Harley-Davidson believes the tremendous cost increase, if passed onto its dealers and retail customers, would have an immediate and lasting detrimental impact to its business in

the region, reducing customer access to Harley-Davidson products and negatively impacting the sustainability of its dealers' businesses.

Therefore, Harley-Davidson will not raise its manufacturer's suggested retail prices or wholesale prices to its



**Harley CEO Matt Levatich is on record as stating that he believed that import tariffs on steel and aluminum would hurt Harley-Davidson and other U.S. manufacturers**

dealers to cover the costs of the retaliatory tariffs. In the near-term, the company will bear the significant impact resulting from these tariffs, and

the company estimates the incremental cost for the remainder of 2018 to be approximately \$30 to \$45 million.

On a full-year basis, the company estimates the aggregate annual impact due to the EU tariffs to be approximately \$90 to \$100 million. To address the substantial cost of this tariff burden long-term, Harley-Davidson will be implementing a plan to shift production of motorcycles for EU destinations from the U.S. to its international facilities to avoid the tariff burden. Harley-Davidson expects ramping up production in international plants will require incremental investment and could take at least 9 to 18 months to be fully complete.

Harley-Davidson maintains a strong commitment to U.S.-based manufacturing which is valued by riders globally. Increasing international production to alleviate the EU tariff burden is not the company's preference but represents the only sustainable option to make its

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### THE COMMUNITY GARAGE MOVEMENT



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by Yuri Shif



We like Ironhead Sportsters here at AMD Magazine, and we like the bikes that Yuri Shif brings to the AMD World Championship. Put the two together and you get 'Ducky' - 10th place in the Freestyle class in 2016; see more on pages 32/33



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**Restrictions on trade are a red rag to the bull known as Robin Bradley** - focusing on Corporate Responsibility, his response to Harley's decision to explore 'overseas' production options is surprisingly measured



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# Harley-Davidson is Meeting its Fiduciary Obligations

**C**ongratulations to Harley-Davidson for having the courage and common sense to refuse to allow the interests of its stakeholders, employees, dealers and customers to be compromised by inappropriate short-termism.

As Scott Wine said about Indian Motorcycles, Harley-Davidson is committed to seeing 50 percent of sales garnered from 'international' markets by 2027.

They have both set out that stall not because they are unpatriotic, but because not enough people in the United States want to buy their products at this time. As an alternative to simply allowing atrophy to kill their companies, Harley in particular has instead adopted the 'American Way' and decided to not be passive, but to actually do something about it and try to improve trading prospects.

Sadly, that reality is that whether air-cooled or combination cooled, normally aspirated or fuel injected, cruiser style 45/49 degree V-twin engined factory customs simply are no longer the riding lingua franca of enough domestic U.S. consumers to keep the dividends flowing, the union fees being paid and the dealerships able to meet their steeping local property taxes and regulatory overheads.

As publicly owned and traded corporations, they have a federally mandated fiduciary duty to make the best decisions they can at any given time to keep the lights on, keep meeting the payroll, and protect the investments their shareholders have made. It's called "capitalism".

At best, failing to do that is called incompetency, at its worst it is called gaol time! I was recently dissed by a reader, someone I've known for many years, for allowing my "rag" to stray into territory where it apparently had no place to be - namely politics. The occasion of his ire was when I initially first reported on the prospect of EU retaliation to U.S. steel and aluminum tariffs some months ago.

Actually, politics first and foremost, is 100 percent about trade. Trade created politics in the first place, and its own first and most important fiduciary duty is to enable and enhance the trading opportunities of its constituents - a duty mandated by the needs of voters to be able to feed their families, pay their own property taxes or rents, and prosper in secure and rewarding employed endeavor.

For good or bad (and I believe for good), society has chosen "capitalism" as the mechanism through which it will achieve these ends. Therefore, the responsibility that society has, through its governance, is to do everything it can to enable rather than disable corporations such as Harley-Davidson to meet its needs.

If the board of directors of Harley-Davidson has decided that, given the present outlook and the time it takes to enable new production operations, the best decision it can take is to add production capacity elsewhere than in the United States, then the purpose of elected and government officials becomes not to ask

what the company can do for them, but what they can do for the company.

It is simple - no profits translates to nobody going to the bank. No dividends, no payroll, no taxes being paid, no federal budgets for defence, infrastructure, healthcare or anything else.

Don't get me wrong, those who know me know that my politics comes from all over the radar. It is my firm belief that anybody who claims that they have all the answers, whether on the right or the left, patently has none of the answers. The reality of politics, as in life, is that there is no monopoly on wisdom. It is perfectly possible for all politicians to actually have some good ideas, and for all parties to do some good things.

If I have a driving force that is the default that I fall back on as my litmus to calibrate how I think of an issue, it is trade. What promotes trade, where the best interests of trade are to be found and how to further foster trade.

That's why, of all the media and publishing specialties available to me, I gravitated towards trade journal publishing.

For me trade is the first gear on the car of progress. Production of surplus, known nowadays as the profit, is what set mankind off on this journey, and I simply think that the primary responsibility of politicians, the primary defining characteristic of good governance is to do exactly that - encourage the making of profits from trade. Simple.

So why, in my own country as well as in the United States, are we led by politicians who appear to have no grasp of economics 101?

If you think I'm just a pinko liberal having a pop at President Trump, no, I'm not. I'm having a pop at all of them. I'd actually trade Trump for our Foreign Secretary Boris Johnson - did you hear about his "f%&E business" remark as he prepares to be part of the team that is soon to conclude our (in my humble opinion misguided) negotiations to leave the European Union?

As I said, nobody has a monopoly on wisdom and everybody is just as equally capable as the next man or woman of being dumb sometimes. Is it too much to simply ask to have some maturity, balance, knowledge, understanding and context in how the affairs of governance are conducted in the 21st Century?

'Society has chosen capitalism'



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**NEWS BRIEFS**

Kenny Price's Samson Exhaust is now under the ownership of OnCourse Capital of Fort Wayne and has been relocated from Sturgis, South Dakota, to Avilla, Indiana. Price founded his company in California in 1991, and at one stage Samson was one of the top selling exhaust brands in the custom parts market. OnCourse Capital has over 30 years of experience in metal fabrication and tube forming. It is the former owners of Global Tube Form (which did business under the names of National Tube Form and Southern Tube Form and operated facilities in Clinton, TN, and Fort Wayne, IN). It acquired Samson Exhaust in the fourth quarter of 2017.

**Polaris has announced it is to open a new distribution center in Fernley, Nevada, 165 miles NE of Sacramento, California. The 475,000 sq ft facility will be a multi-brand operation on a 37-acre site, supporting Polaris' growing aftermarket, parts, garments and accessories businesses. Its PG&A division achieved nearly \$2 billion in sales in 2017. Proximity to west coast consumers and Pacific Rim facing ports are cited as factors in the choice of location.**

MAG has promoted Rob Ramlose (ex of Oakley and Fox Racing) to Director of Apparel Brands (a role at one stage held by apparel industry veteran and ex Leatt man Phil Davy). His new role sees him adding to his responsibility for the RSD apparel program with control of all brands in the MAG apparel portfolio - additionally including Answer Racing, Speed and Strength, Firstgear and Black Brand - the latter formerly headed up by the now departed ex S&S and PriMedia man Howard Kelly.

<<< **Continued from cover**

motorcycles accessible to customers in the EU and maintain a viable business in Europe. Europe is a critical market for Harley-Davidson.

In 2017, nearly 40,000 riders bought new Harley-Davidson motorcycles in Europe, and the revenue generated from the EU countries is second only to the U.S.

Harley-Davidson's purpose is to fulfill dreams of personal freedom for customers who live in the European Union and across the world, and the company remains fully engaged with government officials in both the U.S. and the EU helping to find sustainable solutions to trade issues and rescind all tariffs that restrict free and fair trade. Harley-Davidson will provide more details of the financial implications and plans to mitigate the impact of retaliatory EU tariffs during the company's second quarter earnings conference call on July 24, 2018, at 8:00AM CDT.



**The EU tariffs on American-made motorcycles were only 6 percent before the U.S. imposed steel and aluminum tariffs**



**For the record...**

A lot has been said and written about EU tariff levels and the damage that multilateral trade agreements have on individual national economies. In fact, the concept of multilateralism is largely an American construct. The EU uses WTO tariff guidelines - most nations do. The 6% on imported motorcycles is based on the WTO recommended minimum and in fact is the same or even lower than the tariffs the EU charges on motorcycle imports from elsewhere, including Japan. It is

kind of the international entry-level baseline tariff. Had negotiations for TTIP continued then, as would have been the case with the TPP with Asia, the tariff levels would certainly have been reduced (if not eliminated altogether), giving US manufacturers preferential access to EU (and Asian) markets, relative to their competitors. The WTO is also, largely, an American construct. It is an intergovernmental organization which regulates international

trade. From 1995 it replaced the General Agreement on Tariffs and Trade (GATT) that came into being in 1948 as a result of the summer 1944 Eisenhower administration sponsored Bretton Woods system. Signed by all 44 of the WWII allies, the Truman administration implemented system of agreements also brought the International Monetary Fund (IMF) and, ultimately, the World Bank into existence. Bretton Woods was the first example of a fully negotiated monetary order intended to govern monetary relations among independent states.

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# AFT in England for 25th Goodwood Festival of Speed

The American Flat Track series is headed to the UK for a one-off demonstration and promotional visit at the 25th Anniversary of the internationally respected Goodwood Festival of Speed (July 12-15).

A 4-day-long "celebration of motorsports history, design and technical achievement, and perhaps the most glamorous and anticipated motoring event of the year," the Goodwood Festival of Speed is staged on a 1.16 mile Hillclimb track created by the present (11th) Duke of Richmond in the grounds of Goodwood House, a classic English Country house with late sixteenth century origins - the center piece of the 5,000 acre Goodwood Estate near the medieval cathedral and ancient Roman port city of Chichester, West Sussex, in the South Downs National Park of southern England.

Described as motorsport's ultimate summer garden party, "it is an intoxicating celebration of the world's most glamorous sport. Nowhere else will you get so close to the cars and bikes as they blast up the Hillclimb track; nowhere else will you enjoy such unrestricted access to the machines and the drivers who made them

famous." Year round the track in fact forms part of the driveway that leads up to the Stately Home.

Seven American Flat Track competitors and their motorcycles will be there this July to greet the anticipated 100,000-plus fans and make the run up Goodwood's wooded, hillside circuit: Indian Motorcycle factory team riders Brad Baker, Jared Mees and Bryan Smith along with their Scout FTR750s; Husqvarna-supported Shayna Texter and her FC 450; Stevie Bonsey and the Lloyd Bros. Ducati 821; Jeffrey Carver Jr. and four-time Daytona 200 winner Danny Eslick will both be aboard legendary Harley-Davidson XR750s.

Rider reaction to the invitation is understandably positive. "I'm stoked to be invited and have the opportunity to rub elbows with some of the world's top racers and racing enthusiasts," said Bryan Smith. "I'm really looking forward to the trip."

"I've never been to the U.K.," said Shayna Texter, "and I'm also a bit of a Harry Potter fan, so I'm excited about the trip and the Festival. It looks like a very cool event."

"I've heard nothing but good things and how fun the event is," said Brad Baker. "I've never seen an F1 car up



close, so I'm looking forward to checking them out along with the rest of the exotic equipment."

Gary Gray, Vice President - Racing, Service & Technology for Indian/Polaris (it is not known if GG is also a Harry

Potter fan!), is similarly excited about the opportunity. "We are honored to have Indian Motorcycle and the Wrecking Crew of Jared Mees, Bryan Smith and Brad Baker invited to such a prestigious international event like



# Mees wins AFT Round 9 - Oklahoma City

the Goodwood Festival of Speed," Gray said. "One of our goals was to help increase the global reach and appeal of the American Flat Track series. Being invited to an event that features the best of Formula 1 and MotoGP shows that we are definitely heading in the right direction under the guidance of Michael Lock and AFT."

The American Flat Track contingent will have its own paddock area at Goodwood, which means fans and media will have amazing access to the AFT motorcycles and their riders. It's just one more way Goodwood is taking the up-close-and-personal concept to a totally new level – and another reason the event is so beloved by motorsports fans worldwide.

"The Goodwood Festival of Speed is like the Oscars for racing motorcycles and cars, hosted at an amazing country estate in England and attended by motorsports royalty," said Michael Lock, CEO of American Flat Track. "We are very excited to have been invited to introduce the athletes and bikes of American Flat Track to a new European fan base, who are starting to stream our sport in rapidly increasing numbers via Fanschoice.tv. This is the start of big things for AFT!"

[www.goodwood.com](http://www.goodwood.com)  
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**Defending Grand National Champion Jared Mees (No. 1 Indian Motorcycle Rogers Racing SDI Scout FTR750) has won again - this time Round 9 of the AFT Twins presented by Vance & Hines - the OKC Mile presented by Indian Motorcycle of Oklahoma City Remington Park, Oklahoma City (June 16). Henry Wiles (No. 17 Bandit Industries/Wilco Racing/Willy Built Indian Scout FTR750), long considered a TT and Short Track specialist, was second; Bryan Smith (No. 4 Indian Motorcycle Racing backed by Allstate Scout FTR750) was third; Brad Baker (No. 6 Indian Motorcycle Racing backed by Allstate Scout FTR750) was fourth; an impressive Robert Pearson (No. 27 R/J Performance/Hite Trucking Indian Scout FTR750) completed the top five. Indian Scout FTR750-mounted privateers Davis Fisher (No. 67 Double D Performance/RMR Indian Scout FTR750) and Jake Johnson (No. 5 Estenson Racing/McCandless Truck Center**



Indian Scout FTR750) came in sixth and seventh place, respectively. Eighth place went to Chad Cose (No. 49 Indian Motorcycle of Oklahoma City Scout FTR750), who battled his way up from outside the top 10 to give his title sponsor a great deal to cheer about at its home event. Shawn Baer (No. 32 Schaeffers Motorsports KTM LC8 950) backed up last year's breakthrough OKC Mile top five with another strong ride on the KTM this year. Works Harley-Davidson pilot Brandon Robinson (No. 44 Harley-

Davidson Factory Flat Track Team XG750R) rounded out the top ten. AFT Singles title leader Dan Bromley (No. 62 KTM North America/Bromley Motorsports 450 SX-F) increased his championship points advantage with a third victory of the season in the singles. Ryan Wells, the 2016 AFT Singles champion (No. 94 RMR/Al Lamb's Dallas Honda CRF450) was second with Shayna Texter, the rider with the all-time win record in the class (No. 52 Husqvarna Motorcycles/JCS Racing FC 450) third.



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NEWS BRIEFS

According to market research published by German giant Bosch, by 2027 every other new motorcycle sold could be an E-bike. Hmmm...

In what looks like a counter-intuitive decision by the "new look" U.S. EPA, the renewable fuel requirements for 2018 are higher than the 2017 levels and higher than the 2018 levels the agency proposed in June 2017. The EPA's final 2018 Renewable Volume Obligations call for 19.29 billion gallons of renewable fuel to be blended into the nation's gasoline supplies — primarily controversial corn ethanol. That figure is higher than the 19.24 billion gallons the agency had previously proposed, and slightly higher than the 19.28 billion gallons required in 2017!

At the 'Milan Show' in November last year, Italian E-bike manufacturer Energica unveiled what it describes as "the world's first 'old school' electric motorcycle". Called the Eva EsseEsse9 (after a historic road crossing in the "Italian Motor Valley", as the Bologna area is also known), a Permanent Magnet AC, oil cooled 'naked' style machine with a trellis frame and park assist is capped at a top speed of 125 mph, delivers 133 ft lb (180 Nm) torque and 80 kW/109 hp for a range of 93 miles in four riding modes - Urban, Eco, Rain, Sport - and four regenerative maps: Low, Medium, High, Off.

Shown at the Tokyo Motorcycle Show and said to feature "advanced new technology" to get high output and torque from small, lightweight components, Yamaha's TY-E concept bike is slated to compete in the 2018 FIM Trial-E Cup rounds at Auron, France, and Comblain, Belgium, in July. Kenichi Kuroyama has been competing with it in the 1A Super Class of the All Japan Trial Championship.

Autotalks, an Israel based developer of V2X (Vehicle to Everything) communication chipsets, has joined founding members BMW, Honda, Yamaha and other motorcycle manufacturers such as KTM, Ducati, Kawasaki and Suzuki in the Connected Motorcycle Consortium (CMC) - the consortium is working towards establishing a viable common platform to enhance Cooperative-Intelligent Transportation Systems (C-ITS) for motorcycles that integrate with other vehicles. Neither Harley-Davidson nor Indian Motorcycle are members of this forward-looking initiative.

# TechnoResearch now available at Parts Europe

Parts Europe / Drag Specialties has announced a collaboration with Royal Oak, Michigan based fuel injection performance management and tuning specialist TechnoResearch.

Founded in 1992, TechnoResearch is a high-technology company broadly engaged in state-of-the-art electronic hardware and software development, consulting, and Research & Development. It is best known in the Harley aftermarket for the design and development of its award winning electronic diagnostic tools program.

One of its most recent products, the Centurion Super Pro Plus is a professional diagnostic tool that communicates with all '97-'18 Harley-Davidson and Buell models, '03-'17 Victory models and '11-'18 Indian models.

It helps with VCM data logging for diagnostics, Bluetooth or USB connections, reading and rewriting of alarm codes, connection of aftermarket speakers and amplifiers, adjusting idle speed and much more. Its easy adapter system allows a fast switching between motorcycle models for mobile dyno tuning.

It includes VCM (Vehicle Communication Module), 6 pin cable, 4 pin cable, Victory OBD cable, Indian cables, extension cable, CAN security cable, USB cable, master key, and a diagnostic USB key. Additional tuning licenses enable tuning capabilities.

The 'VCM-TR4 Performance Dealer Pack' is designed for all Harley-Davidson Delphi EFI systems. Ideal for any sized workshop or dealer, it provides the user with tools to modify the fuel-injection pulse-width, spark timing and other calibration values and then store them in ECU/ECM flash memory and adjust additional parameters by editing look-up tables.

Features include tuning and modification of ECU tables, fast data acquisitions and display, back-up and restoration of the original map and it provides power from the motorcycle for wideband O2, record/monitor wideband O2 sensors. The software also enables data monitoring and logging, auto-tuning with an optional wideband O2 controller, and with Direct Link (flash-tuner) maximizing the performance of any fuel-injected race or street bike, it is said to be much easier.

The Maximus Tuner VCM was developed for all Harley-Davidson Delphi EFI systems. It can be used on one motorcycle an unlimited number of times, but not for multiple motorcycles. Features include tuning and modifying ECU tables, back-up and restoration of the original map, auto mapping, fast data acquisitions and display, it provides power from motorcycle for wideband O2, record/monitor wideband O2 sensors. To connect the Maximus VCM with the motorcycle there are separately available 4 or 6-pin connectors.

For exhaust measuring, TechnoResearch's O2 bung installation kit and wideband O2 sensor system 'TRO2' simplifies the tuning process and brings out the best possible result of performance.

The complete O2 bung installation kit adds 18 mm x 1.5" threaded bungs for O2 sensors and O2 tuning samplers under the head shields. No welding, pump or sampling tube is required - it allows monitoring both cylinders easily at the same time. The kit includes a hydraulic insertion tool, one drill bit, two O2 sampler blocks, tubing, 25 rivnuts, 25 screws and 25 copper washers; refill kits are also available. No calibration is required with the



Wideband O2 sensors and installation kit



Wideband O2 Sensor System TRO2 with its 'soft start' technology, 2 analog outputs, 1 digital input, 1 digital output and Bosch LSU 4.2 sensor. It is compatible with multiple fuels; the sensor is hand tested. The kit includes 12v power input, 4 prong analog clip, termination jumper, serial RX plug (in), serial TX plug (out), sensor input clip.

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**NEWS BRIEFS**

It looks like the Sturgis Rally campground wars are back on again. In an effort to upstage (pun intended) the Buffalo Chip, and having secured status as the official campground of the Sturgis Motorcycle Rally and of Harley-Davidson (as its demo ride HQ for the Rally), the Pappy Hoel Campground has announced an impressive line-up of bands, on what it claims is the "largest stage in South Dakota". It has fired a salvo in the direction of its established rival, stating that it "offers 600 acres of adventure, including an Olympic size swimming pool, firing range, helicopter rides, a grocery store and restaurant".

Lucky Penny Cycles, part of the Texas based Calculated Risk dealer group (owner of six Harley dealerships) is to open five additional stores selling pre-owned motorcycles of all brands. Located out of Bedford, Texas, the new stores will be in DFW, Austin, Houston and San Antonio.

Houston based Tractor and Utility Vehicle manufacturer Mahindra & Mahindra, the Indian conglomerate that is expected to launch new BSA and Jawa brand middleweights in the next 24 to 36 months, continues to refine the management team at its North American head-office, hiring ex Ford and Coca-Cola man Jay Litsey as VP of Marketing and Strategic Planning. Mahindra claims global leadership as the number one selling tractor brand and last year penned a \$230m/400,000 sq ft manufacturing facility at Auburn Hills near Detroit Michigan where it plans to build up to 10,000 Roxor brand SxS units a year.

Polaris announced another Slingshot recall in June for some 4,342 units, citing a potential brake safety issue.

Race Winning Brands subsidiary Wiseco has brought itself in line with what has quickly become the powersports parts and accessory market's established best practise and orthodoxy by rolling out a new MAP policy that became effective July 9.

Sales of electric motorcycles and scooters in France more than doubled in 2017 to 5,451 units, thanks in large part to the introduction of a 1,000 euro government incentive scheme. The sector is dominated by moped scooters, with BMW's C-evolution E-scooter topping the "big boys" chart and Zero leading the electric motorcycle sector.

# Harley in AIMExpo Return

The American International Motorcycle Expo presented by Nationwide (AIMExpo) has confirmed the hoped for news that Harley-Davidson will return as an exhibitor when the show heads west to Las Vegas (Mandalay Bay, October 11-14) after the company's AIMExpo debut at Columbus, Ohio in 2017. Harley will showcase its new 2019 line-up of V-twin motorcycles, with attendees having the opportunity to test ride the latest Harley and other OEM models at the AIMExpo Outdoors activity area. Catering for those consumers who may be new to riding Harley will again feature its JUMPSTART Rider Experience on the booth inside the exhibit hall.

"AIMExpo plays a valuable and much-needed role within the greater powersports marketplace of bringing the industry together as we look toward the future," said Heather Malenshek, Harley-Davidson Vice President, Marketing. "Last year, in his show keynote, our CEO Matt Levatich provided invaluable insight into the great need to build new riders as an industry. As America's leading manufacturer of motorcycles and one of the most customer-led companies in the



world, we look forward to interacting with new and current riders in Las Vegas."

Show organizer MIC Events says that as part of the new Powersports Industry Week, local dealers Las Vegas Harley-Davidson and Red Rock Harley-Davidson will have a prominent presence at both AIMExpo presented by Nationwide and Las Vegas BikeFest.

"As a show that encompasses the entire powersports industry, AIMExpo presented by Nationwide is the platform to come together and work as one industry to create the paths that will

welcome new riders for the benefit of all. It is in our collective interests to join together as dealers, media and manufacturers to showcase the great recreational and emotional experience of two, three and four wheels in new, relevant and stimulating ways," said Larry Little, Vice President and General Manager of MIC Events. "Harley-Davidson truly understands the key role the show can play to the long-term future health of the industry, and we are thrilled they will join us again, this year in Las Vegas."

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

## Indian Confirms FTR 12000 Production Plans



Indian Motorcycle used the annual Wheels & Waves festival at Biarritz, France (June 2018) to confirm what had, to that point, been somewhat of an open secret - namely that the company will put a 1200 cc race inspired street legal version of its all-conquering FTR Scout into production for the 2019 MY season.

"When we unveiled the FTR 1200 Custom at EICMA, we said we'd listen to feedback from riders around the world," said Steve Menneto, President, Indian Motorcycle. "Riders definitely have spoken and we will be putting the FTR 1200 into production." The development of a one-off FTR1200 Custom fuelled the speculation and expectation. The flat tracker style 1200 will be a new V-twin engine housed in a trellis frame and powered by a new V-twin engine. Indian Motorcycle Senior Designer Rich Christoph, who was instrumental to the design



The Scout FTR1200 Custom, unveiled at EICMA in 2017

of the FTR 1200, FTR1200 Custom, and FTR750 said that "We wanted to make sure that the FTR 1200 wasn't merely a regurgitation of the FTR1200 Custom, but something uniquely 'street,' albeit flat track inspired," said Christoph. "We're thrilled about the character this bike possesses, and its ability to take American V-twin motorcycles into new territory." "From the very beginning, our

intention was to develop Indian Motorcycle into a global brand," said Michael Dougherty, President, International. "Armed with a strong foundation, it's now time to break new ground for an American motorcycle manufacturer and the FTR 1200 is where that begins." The company is to run a sweepstakes where riders can enter to win one of the first bikes to come off the assembly line.

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# Europe's last choppers?

Legendary Swedish long-fork chopper designer and builder Hogtech says it has arrived at a dramatic crossroads. "The countdown has started. Hogtech will manufacture 10-15 new Swedish Style A-Choppers in the next few years. Then it's over. Forever. Now we are entering the final stretch," says Sam Madsen.

Hogtech has manufactured its classic choppers since 1982. Like so many businesses in our industry, Peder Johansson and Sam Madsen are driven by passion for riding and run the company with the interests of riders and desire to 'Keep The Flame Alive'. Their primary driving force is the authenticity of their designs and the ability of their bikes to "eat the miles" in most conditions and deliver years of riding enjoyment for their customers. Doing so has never been easy of course, but now, finally, Peder and Sam are having to face the realities of the 21st Century and are staring the endgame in the face.

"From 2017, all newly manufactured motorcycles had to meet the requirements of the Euro 4 environmental class" explains Peder Johansson.

"This means, among other things, that the conventional breathing carburettor equipped engine is doomed to disappear in favor of injection. Taken with the requirements for ABS brakes and other developments, it is the end for the classic slim and stylish Swedish chopper as we have always known and loved it."

But Hogtech has one last Ace up its sleeve.

As part of the transitional provisions in the EU rules, the company has the discretion to build and deliver 10-15 registered and ready-made choppers in the next few years that have still been built according to the old regulations.

"We call them 'The Last Choppers'," said Sam Madsen. "An epoch is now



Sam Madsen (left) and Peder Johansson

going to the grave. The classic and pure design Swedish-style Chopper has basically looked the same for 60 years - the last examples are now set to become collectibles, but we hope they end up being owned and ridden by active chopper enthusiasts who share our passions.

"A chopper should run; that has always been our philosophy," says Sam. "The adjustments required for Euro 4 would make the production of Hogtech choppers more difficult, but above all it would be like making a completely different motorcycle.

"Just the electronics alone that would

be required to meet the new compliance standards would make production and type approval more difficult. And putting ABS brakes on the front wheel of a chopper is a chapter by itself," says Peder Johansson.

The decision to shut down the production will see Peder and Sam waving the inevitable white flag of surrender to one of the major and most influential of motorcycling genres, a unique style and set of design and engineering values that has influenced generations of builders, customizers and riders worldwide since the 1960s. Sam says there will be a final series of individually numbered motorcycles rolling out of the Hogtech but although the word is already out in Europe, Sam and Peder have not yet decided how to manage the sales process in order to try and ensure that they do become treasured and hard-ridden machines.

If you are planning to visit INTERMOT Customized this year (October 3-7, Cologne, Germany), be sure to come by Hall 10 where Peder and Sam will have bike in the AMD World Championship of Custom Bike Building - who knows, for the last time maybe?

[www.hogtech.se](http://www.hogtech.se)



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# KTM Scores Points in Battle to be Collision Avoidance TechMeisters



KTM says it has “demonstrated its commitment to improving safety for motorcyclists and reducing accidents” as the first motorcycle manufacturer to demonstrate Adaptive Cruise Control and Blind Spot Detection systems.

Still in the development process, both of these features use sensor-based technology to help detect and prevent a collision from the front or rear. The prototype systems were unveiled on a modified KTM 1290 Super Adventure S to a select group of media before being live demonstrated at the ÖAMTC driving technique center in Marchtrenk, Austria, on May 2.

Adaptive Cruise Control (ACC) is not designed as an emergency brake system but works when the machine is in cruise control above a designated speed. The system can detect a vehicle in front, ranging from the size of a motorcycle and above, and then locks on to maintain a distance of two seconds by automatic throttle control and – if needed – gentle application of the front brake.

The finalized packaging of the system is still in development along with adding the ability for the rider to customize the operational distance and speed. When fully developed, it is expected that ACC will be able

to respond faster than any rider in such a given situation. The ‘blind spot’ on a bike is usually checked by a long, rearward look, which can be dangerous in heavy traffic situations. Blind Spot Detection (BSD) adds another set of eyes in such demanding riding conditions or during a particularly long ride. BSD uses a short distance radar to the ACC to alert the rider to the potential of an undetected rear collision – such as when changing lanes – by way of a visual warning on the TFT display, as well as with illuminating superbright LEDs integrated within the rearview mirror glass, also boosted by an audible signal.

These game-changing features will be part of new electronics packages offered on certain KTM models, beginning from Model Year 2021. This technology will also create provision for other sensor-based systems further in the future, already in development.

After personally demonstrating the effectiveness of these systems to the journalists by riding the KTM 1290 Super Adventure S without his right arm and leg on the machine’s controls, Gerald Matschl, Vice President for KTM Research & Development, said: “As a company, KTM is committed to improving rider safety and also



to reduce accidents. We have a lot more development and many thousands of kilometers to test these systems in the real world before we can implement them on series production bikes, but they are coming in the near future, and we are sure they will make a difference.”

KTM PR Manager (Street), Luke Brackenbury said: “When it comes to KTM applying electronic rider aids to its sportmotorcycles, it has always been the same approach to offer features that help riders control their bikes without losing the joy of riding. Improving safety for motorcyclists is part of our responsibility as a manufacturer, and KTM has demonstrated this in the past as the first company to offer two-channel ABS as standard on a 125 cc machine with the KTM 125 Duke in 2014 in the same year as introducing the pioneering cornering-ABS

function. With ACC and BSD, we hope to make motorcycling safer still.”

As a motorcycle technology leader, KTM currently offers a wide range of leading electronic rider aids across most of its 2018 Street range. The goal of such systems is to either help improve rider safety or add to the enjoyment of riding. Lean angle-sensitive systems can be found on the new KTM 790 Duke and all of the 1290-powered machines, which includes Motorcycle Stability Control (MSC) with the revolutionary cornering ABS function, along with Motor Slip Regulation (MSR) and multi-stage traction control. On some models, semi-active suspension is offered along with Hill Hold Control (HHC), Automatic Turn Indicator Reset (ATIR), Quickshifter+ and cornering LED headlights.

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**Coastal Moto:** Front & Rear Atlantic Wheels

**Custom Dynamics:** Pro-Ringz Turn Signals, TruBeam Headlight Assembly, Windshield Trim w/ Turn Signals, Mini-Beast Air Horn, Tri-Horizontal License Frame/LED Lights

**Drag Specialties:** Front Brake Rotors

**Drag Specialties Seats:** Caballero Seat

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**Eddie Trotta/Thunder Cycle Designs:** Comfort Dead End Grips, Cross-Cut Shift Peg

**Ken's Factory:** Vanquish Mirrors, Neo-Fusion Shift Peg & Fuel Door, Lower Tank Panel

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**MJK Performance:** Handlebar Risers w/ Gauge Mount

**S&S:** El Dorado True Dual Exhaust w/ Thruster Tips<sup>2</sup>

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**NEWS BRIEFS**

For students of vendor longevity (looking at you National Cycle, Barnett, S&S and others!) raise a glass for Central Wheel Components of Birmingham, England. Founded in 1897, the company has celebrated 120 years of continuous operation. The company stocks more than 15,000 motorcycle wheel rims and 500,000 spokes and nipples at any one time, most manufactured in-house. Its SM Pro Platinum rim is widely recognized as the world's strongest and lightest aftermarket MX/Off-Road rim. These days the company is based at Coleshill, England, near the UK's National Motorcycle Museum.

Indian manufacturer and former Eric Buell collaborator Hero Motor Corp has splashed the cash on a new \$3m Global Design Center in Manchester, England.

Garland, Texas based UTV/SxS vehicle assembler Sportsman Country is being acquired by Jinhua, China based electric and off-road vehicle and component manufacturer Kandi Technologies. Sportsman assembles and distributes under the Massimo, Benneche and Linhai brands.

Honda is bringing its legendary 'Monkey' back to market in Europe later this year. It first saw the light of day in 1961 as a 49 cc child's plaything for Tama Tech, an amusement park in Tokyo, with a road-going version exported to America and Europe from 1963. Its popularity was secured in 1970 when a quick-detach front suspension made it possible to fit in the trunk of a small car. The easy to ride "groovy icon" of the 1970s did much to popularize and introduce whole generations to riding, but by the 21st century sales were reduced to occasional specials. Prompted by the success of the Honda MSX125 it is to return with a 125 cc air-cooled engine, steel frame, USD forks, twin rear shocks, 12-inch diameter tires, LED lights and a wet weight of 107 kg.

The Dakar Rally has been provisionally slated for Peru (only) in January 2019, with countries such as Argentina, Bolivia, Chile and others either increasingly less enthusiastic or being over-eager about hosting the event. The Rally found its way to south America in 2009 after cancellation of the 2008 race when it required rescuing from the difficulties it faced in Africa. Speculation is rife that it may well now return to something akin to its Paris-Dakar route origins in 2020.

# Polaris Reports +12 Percent Sales for Q1

Polaris Industries reported first quarter 2018 sales of \$1,297 million, up +12 percent from \$1,154 million for the first quarter of 2017, with first quarter 2018 net income of \$56 million (\$0.85 per diluted share) compared with a net loss of \$3 million (\$0.05 per diluted share) for the 2017 first quarter.

"We delivered record first quarter Off-Road Vehicle retail sales to begin the year, driven by innovation and improved dealer engagement. This translated into strong revenue and earnings growth for the quarter," commented Scott Wine, Chairman and Chief Executive Officer of Polaris Industries.

"Through the tireless efforts of our team and the efficacy of various quality and productivity initiatives, we overcame commodity and freight inflation and product mix pressures in the first quarter to maintain our gross margin year-over-year, while leveraging operating expenses even as we continue to invest heavily in research and development."

Polaris increased its full year 2018 sales guidance to up 4% to 6% and narrowed its full year earnings expectations by raising the lower end of its earnings per share range, and now expects adjusted net income to be in the range of \$6.05 to \$6.20 per diluted share, which includes the absorption of an additional approximately \$15 million of commodity, freight and tariff costs anticipated in 2018.

"We are fully prepared to build upon this early success and deliver solid growth for the full year. Our production flow improved steadily throughout the quarter and inventory, snow notwithstanding, is in great shape. With the recent introduction of the all new RANGER XP 1000 and the 72-inch RZR XP Turbo S, and a robust innovation pipeline, we are exceptionally well positioned to bring more customers into Polaris dealers. While we must overcome significant commodity, freight and tariff headwinds throughout the remainder of the year, I am confident Polaris is taking the necessary steps towards becoming a customer-centric, highly efficient growth company," Wine concluded. North American retail sales increased 3% for the quarter; ORV N.A. retail sales were up mid-single digits %, with side-by-side vehicles up high-single digits %. Gained market share in RANGER, RZR and Sportsman ORV brands during the quarter along with



**POLARIS**  
INDUSTRIES INC.

CONSOLIDATED STATEMENTS OF INCOME (LOSS) (in thousands US \$)  
THREE MONTHS ENDED MARCH 31

	2018	2017
Sales	1,297,473	1,153,782
Cost of sales	973,992	911,291
Gross profit	323,481	242,491
Operating expenses:		
Selling and marketing	117,707	114,313
Research and development	65,230	52,005
General and administrative	78,693	75,514
Total operating expenses	261,630	241,832
Income from financial services	21,425	20,430
Operating income	83,276	21,089
Net income (loss)	55,714	(2,911)



share gains in both Indian and Slingshot motorcycle brands. Total first quarter 2018 dealer inventory was up 6% year-over-year; ORV dealer inventory was flat.

Motorcycle segment sales, including PG&A, totaled \$132 million, an increase of nine percent compared to \$120 million reported in the first quarter of 2017. Indian Motorcycles wholegood sales increased in the low-double digits percent range in the first quarter of 2018, while Slingshot sales were down low-double digits percent. Gross profit for the first quarter of 2018 was a positive \$17 million compared to a loss of \$20 million in the first quarter of 2017. Adjusted for the Victory wind-down costs recorded in both the 2018 and 2017 first quarters, motorcycle gross profit was \$17 million, or 13 percent of sales in the 2018 first quarter compared to \$19 million, or 15 percent of sales for the 2017 first quarter, down on a dollar and percent of sales basis due to higher warranty expense for Slingshot.

North American consumer retail demand for the Polaris motorcycle segment, including Indian Motorcycle and Slingshot, increased low-single digit percent during the 2018 first quarter. Indian Motorcycle retail sales increased low-single digits percent. Slingshot's retail sales were down mid-single digits percent during the quarter. Motorcycle industry retail sales, 900cc and above, were down mid-teens percent in the 2018 first quarter. Both Indian Motorcycle and Slingshot gained market share for the 2018 first quarter on a year-over-year basis, in spite of unusually cold and wet weather in March and an overall weak N.A. industry motorcycle market in the first quarter.

International sales to customers outside of North America, including PG&A, totaled \$211 million for the first quarter of 2018, up 27 percent from the same period in 2017. Foreign exchange movements represented 11 percent of the sales increase for the quarter. The remaining increase was driven by strong sales in the company's EMEA business.

Gross profit increased 33 percent to \$323 million for the first quarter of 2018 from \$242 million in the first quarter of 2017. Reported gross profit margin was 25 percent of sales for the first quarter of 2018 compared to 21 percent of sales for the first quarter of 2017.

During the quarter, Polaris recorded charges of \$20 million, including the impairment of the company's equity investment in the Eicher-Polaris joint venture in India.

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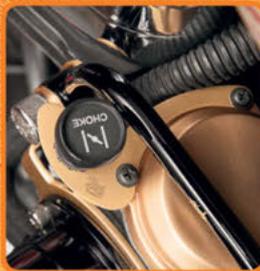
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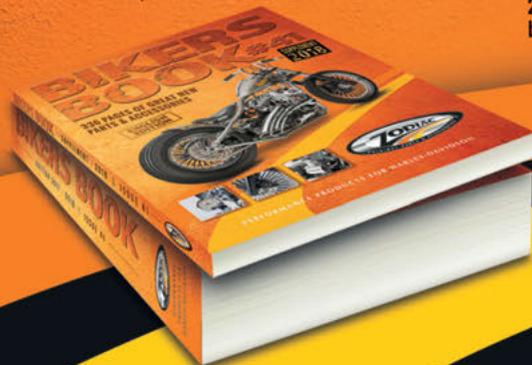


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# Mike Corbin – 50 Years in the Saddle

**Congratulations to Mike Corbin celebrating 50 years in the motorcycle saddle making business this year, and still turning out 20,000 seats a year from his 82,000 sq ft factory at Hollister (no less!), California.**

Corbin was born in 1943 in Gardner, Mass. As a young man, he was interested in all things mechanical. He worked with his uncle repairing bowling alley pinsetters and pinball machines and won first place in his high school science fair with a servomotor and memory circuit-driven robot.

After high school, Corbin joined the Navy and worked diligently while training as a ship's electrician. During his training he arranged to buy a 1959 Triumph Bonneville, which was waiting for him when he returned home on leave. Upon completing electrician school, he was assigned to the San Francisco-based aircraft carrier USS Ranger. He rode the Triumph across the country and reported for duty.

Corbin's knowledge of electricity grew as he worked aboard the Ranger, which traveled throughout the Pacific. After completing his Navy tour in 1964, he returned home to Gardner and found electrical work in a nearby paper mill, and then at Pratt & Whitney in Connecticut.

Pratt & Whitney built jet engines for the Vietnam War effort, and the demand for good electricians to service the factory allowed Corbin to start his own electrical subcontracting company, Camtron, Ltd. The company serviced heavy equipment for a variety of New England defense contractors. But as public opinion started to turn against the war in the late 1960s, Corbin realized that his electrical business would dry up when the war ended.

About this time, Corbin began customizing a 1964 Norton Atlas. He had seen custom choppers in California during his tour with the Navy and wanted one of his own. He removed and remade various parts of the bike. Unhappy with the comfort and look of the seat, he reshaped and recovered it with the help of a neighbor who had an industrial sewing machine. While attending a rally, another Norton rider offered Corbin \$40 for his custom seat. He sold it, then went home and began work on another.

Soon friends were asking Corbin to build seats for them. A Harley-Davidson dealer in nearby Hartford, Conn., saw one of the seats and contacted Corbin. The dealer ordered



Mike Corbin, seen here on the left, with receiving his "Class Ring" from the AMA's Steve Gotoski. Mike was inducted into the Hall of Fame in 2000

## 'focus solely on making seats in 1968'

five at \$25 each and sold them all in one weekend. He then ordered 10 more.

At that time, Corbin was trying to balance his electrical service business with making seats as a sideline hobby. In 1968, he decided to focus solely on making seats. He rented a small shop in East Hartford, Conn., and asked some of his electrical subcontracting employees to join him in the new

business, which he named Corbin Manufacturing.

"Corbin [Manufacturing] turned into a full-time business in 1968, the year of the Honda 750 K and the year before the Easy Rider movie came out," Corbin said. "Probably the best possible time ever to enter our beloved motorcycle industry. I wasn't market-smart enough to have planned this timely entry, but I worked hard to hold



on to the tiger's tail."

In 1970, Corbin learned that branding was an important part of his new business. He renamed the company Corbin Gentry, after Southern singer Bobbie Gentry, to give the company name a more rebellious ring and national appeal. By 1971 the company was selling a large line of seats and accessories, including handlebars and frames for virtually every American, Japanese and British motorcycle.

The company continued to grow and moved into a 1,200 square-foot building in Ellington, Conn. By 1974 the company had outgrown that facility and moved into a 225,000 square-foot former woollen mill in Somersville, Conn. It was now selling a wide range of parts, including fuel tanks and fiberglass fender kits. Corbin sold directly to dealers and consumers through catalogs and warehouse locations in Dallas and San Francisco. The energy crisis of 1974 led Corbin to return to his electrician roots. He >>



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# NEWS BRIEFS

In collaboration with the Congressional Motorcycle Caucus in Washington, DC., the MIC has briefed on "Intelligent Transportation Systems and Automated Vehicle Applications Impacts on Motorcycle Safety" - specifically on vehicle-to-vehicle technologies (V2V). The benefits of such tech to the motorcycles and riders of the future include collision mitigation and avoidance, something that speaks with a loud voice to emerging generations of consumers. Hitherto the U.S. motorcycle industry, and specifically Harley-Davidson and (less so) Indian Motorcycle/ Polaris, are notably some years behind the developments and concepts that are being actively researched and tested in Europe, Japan and elsewhere in Asia.

BRP reported a +16.4% increase in Q1 revenue (for the period ending April 30), up by CAN\$159.8m to CAN\$1,136.7m - largely attributed to increases in sales of 'year-round' products. North American powersports vehicle retail sales were +9%, largely driven by increases in SSV sales. Gross profit was up by CAN \$54.5m (28% of revenues); EBITDA was CAN \$126.6m (11.1% of revenues).

Sumax Cycle Products of Oriskany, NY, (Kirk Van Scoten) has 'passed the flame' for sales and manufacturing of its high strength, lightweight fenders and bags to well-known glass fiber manufacturer Oldy's Custom Composites of Hull, Iowa. With its origins in 1978, Oldy's has been fabricating motorcycle parts since 1995 and are best known as HD Bagger parts. Its bestselling fender, the "Bear Claw", has been in production for 20 years and the company estimates it has produced somewhere between 25,000 to 30,000 fenders since 1998, acquiring the fender product line of Classic Motor Works of South Dakota in 2010. Sumax will continue as a powder-coater and designer and master distributor of its Taylor spark plug wires and battery cables programs.

West Bend H-D is the latest store to fall within the gravitational pull of Ozzie and Jill Giglio's Milwaukee Motorcycle Company (MMC), an affiliate of Windy City Motorcycle Company, which now owns some 15 authorized Harley-Davidson dealerships in Illinois and Wisconsin.



The 'Wall' saddle for '07-'16 Sportsters

< began to experiment with electric motorcycles and built a bike that set a land speed record of 165.387 mph on the Bonneville Salt Flats. In 1975, he built a Yardney battery-powered street prototype that climbed New Hampshire's Mt. Washington, and then developed the "City Bike," an electric bike available to consumers. He also developed electric conversion kits for the VW Beetle.

In the late 1970s, Corbin Gentry was split into East and West Coast divisions, and the eastern operations were sold. Mike retained ownership of the West Coast operations, which were renamed Corbin Pacific. He turned his attention to the physical fitness market and began working with Don Schoeck to design bodybuilding machines. Soon after, they patented and produced several lifting and rowing machines.

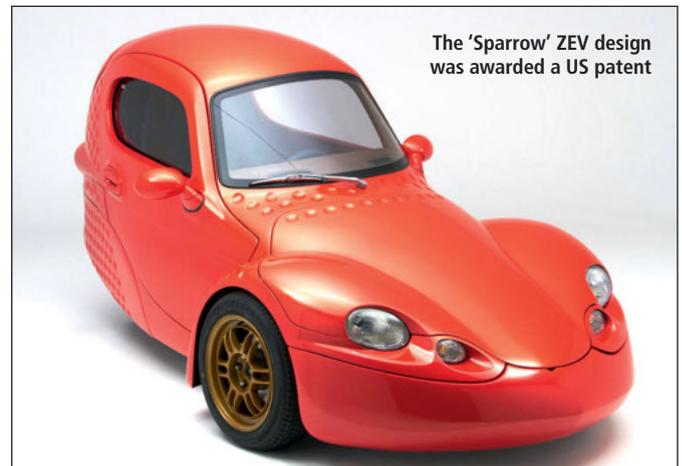
The early 1980s saw Corbin continue to develop quality bodybuilding equipment, endorsed by professionals such as Arnold Schwarzenegger. At the same time, motorcycle seat sales soared with the creation of the "Gunfighter" model, an innovative rumble seat. The company expanded again in 1989, setting up a new factory in Castroville, Calif.

During the 1990s, Corbin Pacific experienced even more growth. Distribution expanded to Europe, and

a showroom was opened in Daytona Beach, Fla.; saddlebags and boots were added to the product line-up. The company moved into an 80,000 plus

## 'electric land speed record'

square-foot facility in Hollister, Calif., and Corbin Pacific became a major sponsor and organizer of the 50th Anniversary Hollister Motorcycle Rally. In 1996, Mike and his son, Tom, began to develop the Sparrow—a single-seat, enclosed electric vehicle that



The 'Sparrow' ZEV design was awarded a US patent



The 'Widowmaker' Touring saddle

would be registered as a motorcycle. The new company, Corbin Motors, also developed a V-twin powered three-wheel vehicle named the Merlin. Unfortunately, due to large development costs and the downturn of the U.S. economy, Corbin Motors was forced to file bankruptcy in 2003. "Electric vehicles have always been central in my career," Corbin said. "Sparrow was my best product ever, but with the poorest business plan." Corbin then enrolled in the Owners and Managers course at Harvard. "Business is a word using many esses, because business keeps twisting and turning. I had a very difficult time becoming a 'business' guy, which I needed to do in order to be sustainable," he said.

Corbin and his companies have been awarded over 70 mechanical patents, trademarks and copyrights. "I guess the focus has been the sheer joy of serving motorcycle riders through product invention and development," he said. Corbin was inducted into the AMA Motorcycle Hall of Fame in 2000; fast forward to 2018 and those fifty years have flown by. Nowadays his company has seat designs either in inventory or patterns stored for some 1,200 motorcycles.

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

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# "The amazing moto

In the first of two articles about current trends and changes that are reshaping the motorcycle industry status quo, Andrew Koretz, Founder of GarageTime, a community garage space finder and consulting service, argues that dealers and manufacturers are failing to capitalize on a wave of opportunity ....

**W**e're all tired of hearing about the demise of the motorcycle industry and the usual talking points: declining new bike sales, an aging rider base, and lack of interest by the younger generation. In a misguided effort to attract first-time riders, manufacturers have rallied to create the next wave of smaller, lighter, and more affordable bikes, a stopgap for what seems like the inevitable future of electric power.

We are indeed teetering on the edge of what motorcycling will become, but the likely outcomes are far less drastic than we're led to believe. The issue at hand is less about delivering a better motorcycle, and more about connecting with the next generation of rider.

Ever the unruly child, motorcycles evoke emotion unlike any other object, and have long faced social and technological pressures threatening to strip the soul from the machine. The future of motorcycling has been challenged time and again: the jump from carbureted motors to fuel injection, helmet requirements, and emissions regulations. The innovation arms race has been successful at one

thing recently - burning good dealer and manufacturer marketing dollars. This perpetual dance has made bikes safer and more efficient, but failed to address problem-solution fit. What's currently being sold at the highest levels is the perception of lifestyle. What riders are craving is not perception.

Motorcycling is predicated on two notions: truth of self, and rebellion against convention. At its roots, motorcycling is about the ride, and not necessarily the bike. The machine is an important element, but the sport remains about feeling - freedom, camaraderie, empowerment, education, and joy. A select few have embraced that rebellious spirit, and lead a trend that will shape the next couple of decades of motorcycle ownership. Across industrial parks and vacant rail yards, a resurgence of DIY community garages is taking place. These boutique garages have quickly realized that the problem isn't a need for more or newer bikes, but a demand to

'the likely outcomes are far less drastic'



By Andrew Koretz, GarageTime



Jason Paul Michaels, founder of Standard Motorcycle, an Orlando-based community garage: "The biggest thing community garages offer is a place for people to congregate and not feel like they have to be sold something"

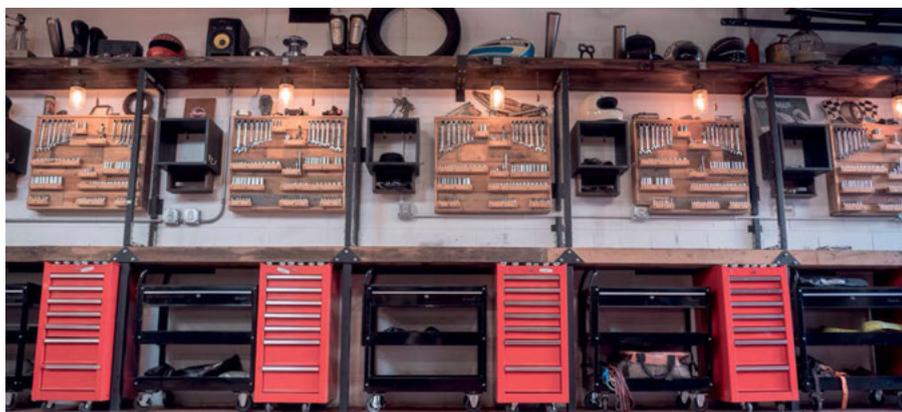


'a resurgence of DIY community garages is taking place'

deliver the motorcycle experience in an authentic and inspiring manner.

Community garages provide the space and tools to wrench, offer hands-on classes, weekly rides, movie nights, and a place to congregate with other enthusiasts. As our cities become more populous and the sharing economy mindset is applied to more aspects of daily life, millennials have shown a

# Motorcycle resurgence<sup>11</sup>



renewed interest in doing-it-yourself, including tackling their automotive needs. The next generation is tech savvy, cost conscious, and are inspired by an influx of DIY television shows, Instagram feeds, and YouTube channels. This urban-centric generation has

## 'the sharing economy mindset'

more access to information and support than ever before, and is fueled by inexpensive online parts and free two-day shipping.

Jason Paul Michaels is the founder of **Standard Motorcycle**, an Orlando-based community garage, and recognizes "the biggest thing community garages offer is a place for people to congregate and not feel like they have to be sold something. The younger demographic just don't make purchases the same way as the previous generation. People don't want to sit and hang out in a dealership. They do however want real, tangible community, and to hang out at a community center that sells motorcycles." With boomers aging and reintroducing their bikes into the general supply, these inexperienced riders have a glut of makes and models to choose from, and with individuality in mind, they have no need or desire to turn to dealerships. While community garages are a hub for all things motor related, this new wave is diversifying their services by offering a slew of complementary attractions: barber shops, custom parts, branded clothing, coffee shops, and retail pop-ups. The idea is more than the sum of its parts. Anybody can set up tools and benches in a garage, but the beauty comes from the highly curated environment - delivering a location-specific experience to its clientele. DIY motorcycling deeply connects with riders and is achieving a cult-status. For apartment dwellers and seasoned riders lacking specialty tools, these spaces fill a tremendous void. Many of the 40 active shops are membership based,

## 'urban-centric generation'

requiring monthly or annual dues to make use of the space. Users are ok with that, and are buying into the model as more communities make plans to open shop. This is the millennial's outlaw country club, a place to spend time with like-minded people, learn, get your hands dirty, and connect with motorcycles. Running the industry's only community garage consulting service offers us a unique perspective and dialogue as to what models thrive, the underlying challenges, and newest trends. Community garages are a true grassroots effort that get back to the basics, celebrates people and beautiful machines. This is a wave of opportunity that manufacturers and dealers have failed to capitalize on, and the unfortunate truth is this should be a high ROI

opportunity and a chance to re-engage with a new generation of rider, learn about market demand, leverage existing assets, and get paid for under-utilized resources.

Community garages are opening, operating, and thriving on shoestring budgets. It is that passion and

## 'no need or desire to turn to dealerships'

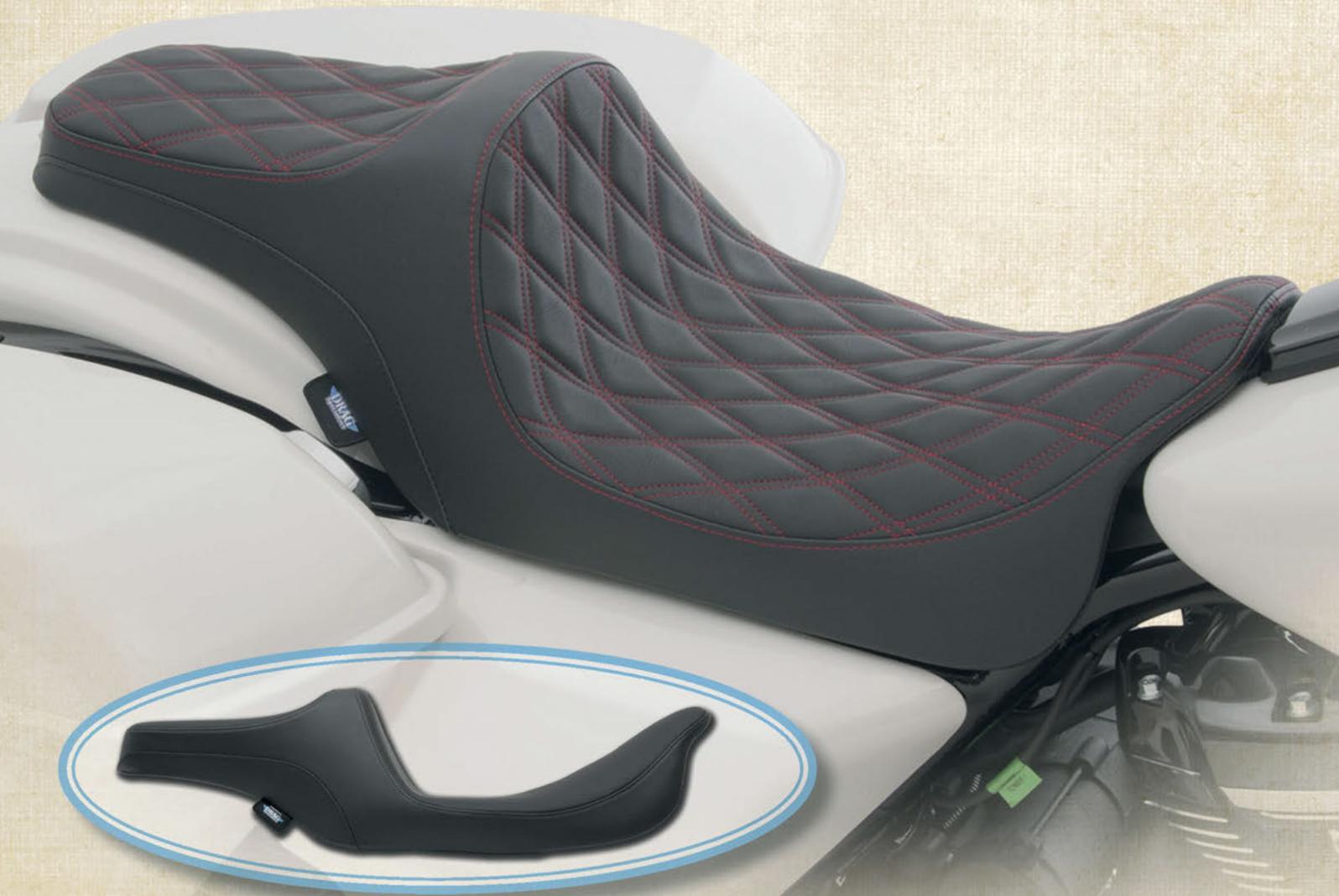
rebellious spirit that gives hope for the future. As Michaels puts it "Much like the resurgence of vintage bikes did for custom motorcycle culture, this bubble needs to be supported and if so, will help sustain and usher in a new generation of motorcyclists who will eventually become the next generation brand loyalists."

Community garages have stepped up to fill a void in the motorcycle community, providing culture, experience and value for new riders. They're being rewarded not only in membership and merchandise sales, but social engagement and enthusiastic followers. As this motorcycle resurgence gains momentum, we look forward to how the industry adapts and caters to young rider needs. Regardless of outcome, the new wave of shared workspace is an amazing resource for budding enthusiasts and keeping the DIY flame lit.



# Predator III Seat

for FL Models



The all-new Predator III seat features a 6" tall driver support with unique styling covered in automotive-grade vinyl. The molded polyurethane foam provides maximum comfort and has a narrow driver's cut for better leg clearance.

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Additional coverings, thread colors and stitch patterns are available through our custom seat program.



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# Custom World™



## OCTOBER 3-7 2018, COLOGNE GERMANY

This edition includes... • Latvia (July) - the latest member of the AMD World Championship Affiliate Network • Review of Bike Shed Show in London • 'Ducky', an Ironhead Sporster by Yuri Shif • Major change to the Modified Harley Class from 2020

## Custom Bike Show - Latvia, July 21

The newest addition to the AMD World Championship Affiliate Custom Bike Show program will be the fourth annual Custom Bike Show being staged on July 21 at the same time as the annual town festival in the historic town of Cesis in Latvia.

The show is hosted by local club MC XIII and while the event is still new and the custom scene in Latvia (as in the other Baltic states) is small, the show is expected to attract around 50 bikes from Latvia, Lithuania and Estonia with the Best in Show winning expenses to compete at the AMD World Championship at INTERMOT Customized in Cologne, Germany (October 3-7) 2018.



The markets in countries like Latvia may be small, but they are growing. With new generations of custom bike

enthusiasts who have only known the post-independence freedom starting to participate in the custom market,



and a tradition of craftsmanship and creativity, the future looks bright for the custom bike lifestyle and market throughout Eastern Europe.

Classes will feature public picks, including best paint/finish and competitor/expert panel voting classes such as Best Custom and Best Old Timer. Cesis is one of the oldest towns in Latvia, famed for its ruined medieval castle, where the Custom Bike Show will take place.

[www.mc13.lv](http://www.mc13.lv)  
[www.custombikeshow.lv](http://www.custombikeshow.lv)

# AMD World Championship 2018 will see the final Modified Harley Class

### As AMD announces a significant class change for 2020, we take a quick look at some of the outstanding Modified Harley-Davidsons that have graced the World Championship in recent years...

It is an irony that of all custom bike shows, the 'AMD' should have a Modified Harley-Davidson class with a rigorously enforced rule set.

The concept of recognizing Modified Harleys specifically was born out of two objectives. The first was to provide balance to the popularity that our Freestyle class concept had from the word get-go when it made its debut in 2004.

The Freestyle concept had an immediate impact on the long-term evolution of how custom design and engineering evolved subsequently, an effect that can be clearly seen in the custom bike archive at the event website ([www.amdchampionship.com](http://www.amdchampionship.com)) where every bike ever to enter any of the AMD World or European Championship classes is recorded for posterity with tech specs and studio grade photography - one of the most comprehensive, valuable and popular custom design archives on the internet. >>

**2016 Modified Harley-Davidson World Champion**  
'Milwaukee Mile' by Christoph Madaus, German Motorcycle Authority, Germany



<< That impact was to provide an environment in which non-traditional V-twin platforms could compete effectively against the custom industry's default 'legacy' look and concepts - a legacy that was shaping the custom market away from its primary 'raison d'etre' of showcasing the new, the bold, the innovative and the daring.

Instead, show classes were sealing custom design orthodoxy away in aspic and damning with stentorian righteous indignation anybody who dared even explore the edge of the box, never mind actually think outside it!

Which was, and remains, excellent - excepting of course that while radical and innovative custom design and engineering excites and attracts consumers, nine of every ten riders have a stock or near stock bike in their garage, not a radical custom. The mission of the Freestyle concept is to advance design and engineering and the popularity of riding (on any kind of platform) in equal measure.

That was why we teamed up with Harley-Davidson on our Lazelle Street, Sturgis lot in 2008, to provide impetus and profile to the creativity and individualism that consumers could still embrace working on a factory platform.

Sadly, Motor Company apathy and bureaucracy made that a short lived, disappointing and ultimately dispiriting experience from our point of view - one that made us feel like we were rolling a stone uphill. Ultimately Harley's "couldn't care less" attitude was one of the factors that made us decide to take the World Championship to Europe and reassert its independence.

Fast forward some more years, and we all now find ourselves in a very different world - one where that

explosion in platform diversity has now itself become the orthodoxy of a market in which the child really has eaten the parent - individuality truly is king and contemporary authenticity is as far removed from the cookie cutter customs of the factories as its possible to get.

So, with that foundation of justification well and truly laid, this year's thirteenth AMD World Championship of Custom Bike Building (AMD XIII - Cologne, Germany, October 3-7) will be the last to feature a Modified Harley-Davidson class in its purist sense, and from the ashes of what has been will be born a new Modified Production class for 2020 and beyond, that sees all custom projects where the design and



**2014 Modified Harley-Davidson World Champion**  
**'Brougham'** by Julian von Oheimb, One Way Machine, Germany



**2013 Modified Harley-Davidson World Champion**  
**'Stealth Bullet'** by Winston Yeh, Rough Crafts, Japan

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567444 BRAKE WITH HYDR. CLUTCH





**2012 Modified Harley-Davidson World Champion**  
**'Knuckle 46'**, by Lorenzo Boccin, Boccin Custom Cycles, Italy  
This was the last Championship at Sturgis, and last year of class sponsorship by Harley-Davidson



**2011 Modified Harley-Davidson World Champion**  
**'Union'** by Samuele Reali, Abnormal Cycles, Italy



**2010 Modified Harley-Davidson World Champion**  
**'Strike True II'** by Shaw Harley-Davidson, UK

engineering decisions have been governed by maintenance of the stock frame and engine geometry competing against each other on a level playing field.

We will confirm the final class definitions and guidelines after this year's event, when we will be confirming all the class details for 2020, and the new Modified Production class concept will be just one of a number of changes.

In order to lay down a marker now, another one will be the introduction of an Alternative Power Plant class, and not just E-bikes, but all alternative and combination/hybrid energy options.

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



# Bike Shed IX - London, May 25-27



**B**illed again as “Europe’s best independent annual motorcycle show”, London’s Bike Shed Show (a “new wave motorcycle emporium”) is staged at the iconic 19th century Tobacco Dock, alongside the River Thames in London’s infamous but now achingly chic East End.

A spin-off from the equally chic City of London ‘Bike Shed’ moto store and urban riding club, this was the ninth show, staged at the historic and charismatic former Victorian warehouse venue for the fourth time, at the end of May.

Last year saw some 14,000 “New Core” visitors, with numbers growing to over 16,000 this year - a mighty crowd with a selection of 239 high-class custom bikes (up from 219 last year) for them to drool over.

As custom bike shows go, it is a world in which contemporary custom styling collides with artisan catering and a limited number of “curated” exhibitor



‘2018 numbers grew to over 16,000’

opportunities. Masterminded by store and show owner Anthony ‘Dutch’ van Someren and a select investor cartel, the presentation values were as upscale as to be expected, the standard of the bikes invited was as high as ever, and with a growing number of bikes by established names and manufacturers starting to populate the displays and booths, the formula remains robust and is clearly in a safe pair of hands.

Indian Motorcycle were making a big splash again with streetable Scouts and FTR750s a-plenty; Royal Enfield’s new 650 (replete with S&S Cycle exhausts) was equally high profile, with other manufacturers in this largely Harley-free zone including Triumph, Indian, BMW, Yamaha, Ducati Scrambler and Fantic (Italian based small displacement Chinese engined off-rovers).

The event sponsors were BMW Motorrad, Indian



Motorcycle, Royal Enfield, Triumph, Yamaha Yard Built, Ducati Scrambler, and from the apparel industry, REV’IT! and Dainese ‘Settantadue’ - a sub-brand that marks the race suit manufacturer’s play for a stake in the millennial market. “Settantadue presents itself as a contemporary interpretation of iconic motorcycle clothing. The label features technical garments inspired by the extensive design legacy of Dainese and made specifically for cult followers of motorcycles,” says CEO and former Ducati executive Cristiano Silei.

“Europe’s best independent annual motorcycle show”

Dainese’s stated values for the brand encapsulate perfectly the market positioning sought by sponsors and organizers alike: “Settantadue is imbued with the gratification only exquisite craftsmanship can provide, made possible through advanced processing techniques and cutting-edge composition for maximum protection and a modern-day elegance.” The formula is to mix the bikes with a weekend of “live music, live art, live pin-striping/screen-printing/leatherwork, photography, food, coffee, bars, tattoos, barbershop and curated retail and brands,” and as such, with open-area booth style the preferred presentation, the show is a success.

Save the date: Bike Shed 2019, London, May 24,25,26.

[www.thebikeshed.cc](http://www.thebikeshed.cc)





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*Ducky*  
café tracker

by  
*Yuri Shif*



# RUSSIAN IRON

**W**e here at AMD Magazine like Ironhead Sportsters, and we like the bikes that Yuri Shif brings to the AMD World Championship from his native Belarus. Put the two together and you get 'Ducky' - 10th place in the Freestyle class in 2016 and a build worthy of the reputation Yuri has for creativity, first class engineering finish and attention to detail.

Yuri has entered one or more bikes into the 'AMD' most years, at Sturgis and since the event moved to Europe - indeed if we did the math we'd probably find he is one of the most prolific of our regular competitors.

The bike was built in 2015 but the engine is a modified 1000 cc Ironhead from the 1970s, with a modified 45 ci Flathead WLA drivetrain - during WWII Russia was the largest recipient of WLAs shipped to allies under lend-lease, with some 30,000 examples shipped via arctic convoys.

The frame and 27-degree rake front end are one-offs hand crafted by Yuri, as are the 3.00-21 Avon Speedmaster shod matching aluminum 21 inch front and rear wheels, the front and rear drum brakes, exhausts, primary drive, oil tank, gas tank, fenders, electricals and detail components.

Yuri described 'Ducky' as an homage to the bravery of the riders and the great designers of the bikes from the legendary Board Tracker era; it works as an homage to his own design and engineering skills too.

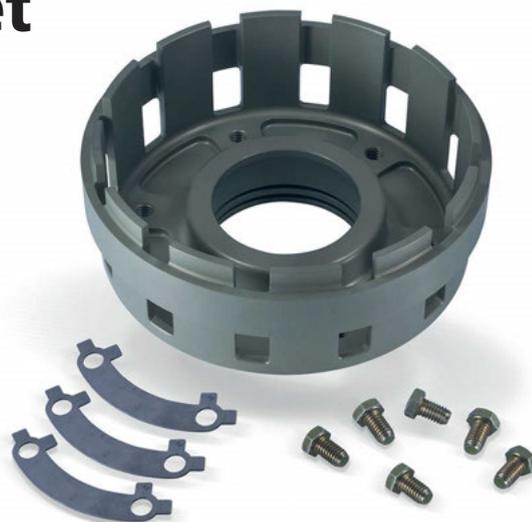


## Stock Replacement Scorpion Billet Clutch Basket

Barnett says its new Scorpion billet clutch basket is the ideal fix for broken baskets on '07- '16 Big Twins and '17-'18 FL models. "This billet basket is the highest quality and most cost-effective replacement available," says the Ventura, California based manufacturer.

Precision machined from tough 2024-T3 billet aluminum and hard anodized, "this basket is superior in quality and durability to the stock basket - to install, simply remove the stock basket from the ring gear/primary sprocket and bolt on a new Barnett Scorpion basket." Hardware and instructions included.

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## Get some lightweight color for your wheels

Dayton, Ohio based Brock's Performance are offering the new "Inked" Carbon Fiber wheel shades made by BST.

Created from crystal-effect pigments that are "designed to give a rich luster and incredible sparkle - even when mixed 20% pigment and 80% clear. What BST calls Ink, the rest of us would likely call a candy color. The idea of course is to provide a wheel that glows with a deep blue or red - especially in the sun - without hiding the weave of the Carbon Fiber."

Though the BST wheels were originally available primarily in sizes designed for sport bikes, they are now offered in sizes that fit nearly any Harley and most customs. All these new V-twin fitments can be ordered in any of five colors: Red, Green, Blue, Orange and Gold.



**BROCK'S PERFORMANCE PRODUCTS**  
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[www.brocksperformance.com](http://www.brocksperformance.com)



## V&H Pro Pipe

New from Vance & Hines, Pro Pipe is the "quintessential performance 2-1 system for the new Milwaukee-Eight powered Softail. Recognized by its sharp V-profile header and distinctive welded collector heat shield, Pro Pipe features a massive 4 1/2 inch stepped megaphone to provide the volume velocity for making power." It is said to deliver a broad torque curve, features a large merge collector and is available in chrome or black. Quiet and Competition baffles are available. Vance & Hines, USA, [www.vanceandhines.com](http://www.vanceandhines.com)



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# Ride Well with Biltwell



California based Biltwell is more than just a great helmet company, with great design and great branding - it delivers carefully thought out, well specified ergonomic, feature-rich products that genuinely enhanced the riding experience ...

## Riserless 'bars for XL



Well known for its Tyson Risers, this Tyson XL handlebar is a riserless T-bar "that takes high-tech construction and rider comfort to the next level." The innovation begins with Biltwell's exclusive butted and tapered 1-1/8-inch O.D. four-bend handlebar with 1" grip areas. This bar is TIG welded to 1-1/4-inch O.D. uprights in three sizes: 10, 12 and 14 inch rise. TIG welded 1/2 x 13 t.p.i. bungs on 3.5" centers inside both uprights let the handlebars mount to select H-D and aftermarket top trees with removable bar risers. The right-side bar end is notched to accept H-D's TBW module, and the bar is slotted on a CNC mill to accept internal wire routing. Made in 0.120" wall (3 mm) seamless 4130 chromoly material throughout they are precision mitered with TIG welded joints and bungs for strength. They are also available as non-TBW designs - with slots in the handlebar to accept internal wire routing inside the bar/underneath the lever clamps. They are available in a choice of electroplate or show chrome finishes.

## Alumicore Grips



Biltwell says its AlumiCore grip system is a radical departure from the brand's classic 'less-is-more' aesthetic and takes high-performance hand controls for Harley-Davidsons to the next level. "The technical revolution starts with a forged and CNC lathe-turned 6061 T-6 aluminum tube. After precision machining and surface detailing, a



Thermoplastic Vulcanizate (TPV) rubber sleeve is installed over the tube's knurled surface for traction and comfort. This highly UV-resistant material is soft and comfortable, yet extremely durable. "The right (throttle) side AlumiCore grip comes in two styles: 1 inch I.D. for select stock and aftermarket 2-cable H-D throttles, and another for H-D Throttle-By-Wire technology. The internal gear interface inside the AlumiCore grip for TBW is forged (not simply glued and screwed) into the grip's aluminum sleeve, so it will never break or disengage from the TBW module's gear interface. "The throttle grip's machined end cap is removable to make changing and replacing the TPV rubber sleeve fast and easy. The clutch side AlumiCore grip features an internal wedge system on the end cap that expands inside the handlebar to eliminate grip slip and end play. Both grip flanges fit inside stock and select aftermarket H-D hand control pods. They are available in black electroplate or chrome finish, with black grips sleeves. Other grip sleeve colors are also available for replacement or customizing.

## Biltwell Luggage



**EXFIL-11 Tank Bag**

**EXFIL-115 Waterproof Duffel**

**EXFIL-80 Sissy Bar bag**

Biltwell's EXFIL line of luggage and travel gear "is built tough for the open road. Designed for maximum versatility and engineered for near bulletproof durability, every EXFIL bag boasts weather-resistant or waterproof materials, smart cargo capability and

a wide range of mounting options for all two-wheeled pursuits."

The 11" long x 9" wide x 6" tall EXFIL-11 Tank Bag in black has a main compartment volume equal to eleven 12-ounce beverage cans. It is made with a UV-treated, PVC-backed 1680 denier ballistic nylon chassis with molded nylon Duraflex buckles, YKK secondary compartment zipper and external MOLLE system on the sides.

Features include a touch-sensitive clear top pocket for mobile devices, rubber grommets for audio cable routing, high-strength magnets for speedy, secure mounting on steel tanks and zipper expansion baffle to let the bag fit over tanks with speedo panels.

With a similar main compartment capacity and construction, the EXFIL-7 Multi-Purpose bag and EXFIL-80 Sissy Bar bag with shoulder straps are available in black and green.



**EXFIL-7 Multi-Purpose bag**



**EXFIL-80 Sissy Bar bag**

The universal fitment 14" wide x 12" deep x 24" tall EXFIL-115 Waterproof Duffel in black has a main compartment volume equal to 115 12-ounce beverage cans. Construction features a 100% waterproof roll-top closure with

Velcro sealing strip and Duraflex buckles, UV treated and PVC coated 500- and 1000-denier ballistic nylon chassis, 2 inch wide nylon loops with woven reflective piping provide multiple mounting points. It further features center-mounted reflective nylon carry handle and reinforced box- and bar-stitching on carry handle and critical stress points.

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# Rhombus S - Edgy and Compact with EXtranz Technology



German lighting and advanced electricals specialist Kellermann has miniaturized its popular micro Rhombus LED indicator - it is now smaller, brighter and still with the characteristic design edge that has made it so popular with customizers and builders. The Aachen based manufacturer is internationally recognized for its innovation and quality, and is offering its super compact Rhombus S as a 3-in-1 option 'Rhombus S DF Dark' - indicator, rear and break light - and as indicator only 'Rhombus S Dark', both with tinted glass. Furthermore, the Rhombus S Extreme indicator is

available ECE-R6 approved with clear glass for installation on all vehicles. Kellermann says that the edgy design Rhombus family is already one of their most successful products, popular with riders of sport, tour and many other bikes as well as cruisers and custom bikes.

The new Rhombus S is half the size (35 x 11.5 x 11.5 mm/12 g) of its big brother (79 x 23 x 21 mm/52 g) and can be used to achieve an even cleaner install without compromising safety. "We are internationally recognized for the high quality of our compact lights, and the new Rhombus S exceeds the standards required for its illumination power and brilliance," says owner and designer Guido Kellermann.

The complete electronics of the Rhombus S are in the casing itself, and it can be plugged into the 12-volt net directly. The design features Kellermann's proprietary EXtranz (Extreme Optical Transparency) technology and its standard-exceeding HighPower LED Technology.

It comes with a high-quality metal housing, M5 x 0.5 x 6.5 fastening screw, long life protection guard, a 3-year warranty and is IC operated at 330 kHz.



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## 'KickFlip' for Dynas



Basket Weave



Diamond



Pleated Gripper

North Hollywood, California seats specialist Le Pera has three stylish new designs for 2018 - the 'Streaker' for Sportsters; the new Sprocket for '08 and up Baggers, and, seen here, the new 'KickFlip' for '06-'17 Dynas. The 'Kickflip' is available in 'Diamond', 'Pleated', 'Pleated Gripper' and 'Basket Weave' stitch finishes, "This is the seat that every Freestyler would be stoked to own," says Bob Le Pera Jr.

Like all LePera seats, it has 46 years of handcraftsmanship invested into every detail and features a powder-coated 16-gauge steel base plate, a specially poured high-density "Marathon" molded foam foundation and a double-stitched handcrafted cover with bonded polyester thread for durability.

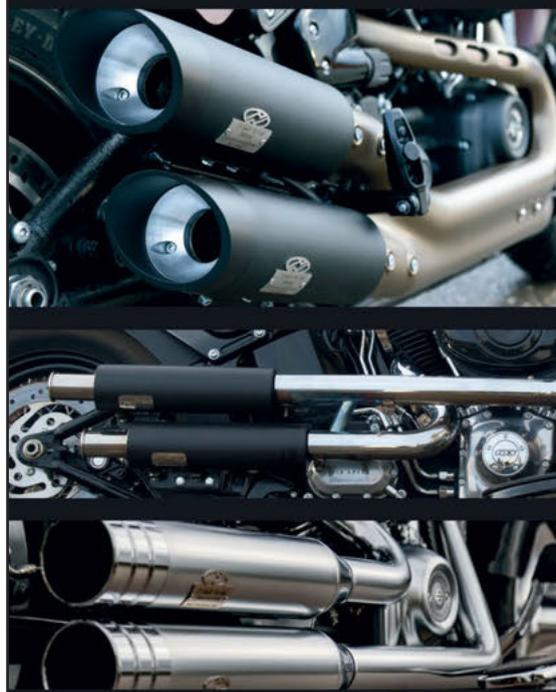
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*Dr. Jekyll & Mr. Hyde*

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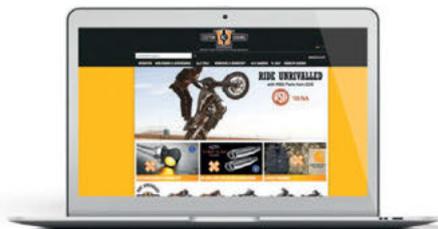
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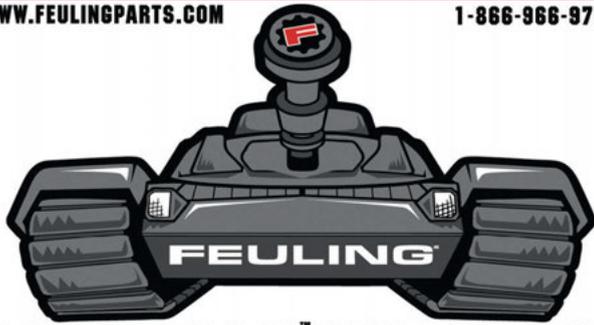
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KB660LCA	103 3.875	STD. .005 .010 .020 .030 .040	4.375	7.667	1.086	-9.8 DOME	11:1	10:1
KB714LCA	107 3.937	STD.	4.375	7.667	1.086	1.6 FLAT TOP	10:1	9:1
KB661LCA	110 4.000	STD. .005 .010 .020 .030 .040	4.375	7.667	1.086	-4.2 DOME	11:1	10:1
KB661LCA	113 4.000	STD. .060 .065 .070	4.375	7.667	1.086	-4.2 DOME	11.3:1	10.3:1
KB917LCA	117 4.125	STD. .005 .010 .020 .030	4.375	7.667	1.086	11.5 DISH	10:1	9:1
KB662LCA	117 4.125	STD. .005 .010 .020 .030	4.375	7.667	1.086	-1.5 DOME	11:1	10:1
KB715LCA*	120 4.060	STD. .005 .010	4.625	7.667	.0960	9 DISH	10.5:1	9.5:1
KB716LCA	124 4.125	STD. .005 .010	4.625	7.667	.0960	12 DISH	10.5:1	9.5:1

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# MSI - Two New 2D Wheel Sizes and New Trike Blank



For those customizers who want to see their wheel design realized in 21 or 23 x 5.5" splendor, South Gate, California based MSI says it has just the right blank application for you.

"Just like all our wheels, these blanks start from a solid bar of prime 6061 aluminum that is forged into 34 or 40 lbs of top quality soft lip, centered, off-set free custom loveliness with a .750" web thickness," says Sales Manager Lizette Hotinquer.

"We offer 28 wheel blank sizes in 2D and 3D formats, rotors, pulleys and sprockets, and stock a wide selection of tire fits, including white walls, from Vee Rubber and Shinko.

"Our new trike wheel is a direct response to customer demand for a new and improved the trike specific wheel blank. Forged in the USA, this trike wheel blank starts from 110 pounds of 6061-T6 prime aluminum and is machined down to a trim 39 pounds.

"This 18" x 7.0" trike wheel features an automotive format and has an offset of +.350 (9 mm) and will fit like an OEM wheel. This is the largest wheel size you can use on the trikes without modifications to the rear fenders - it needs no spacers and has the soft lip look to match the front wheel. There are two tire options for this wheel - 225/45R18 or 215/45R18.



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## Paint 'em Black

S&S Cycle says that "carburetors are a bit magical" and of all companies, it should know! "They drink from a tank of volatile liquid, mix some air they found laying around and create a perfectly proportioned explosive mixture - yet allow you to control the delivery with a subtle twist of your wrist. Magic, indeed."

S&S Cycle long ago sorted the wizardry of mixing air and fuel into a "joyous recipe for horsepower and happiness" and when not being all poetic



about the dark arts they are being artistically dark!

Having previously only been produced in limited quantities and sizes, these new Blacked out versions of the legendary and highly tunable Super E and Super G carbs

are now being offered as a permanent part of the armory S&S has available for dealers looking to elevate their customers' Big Twins, FXRs or Sportsters.

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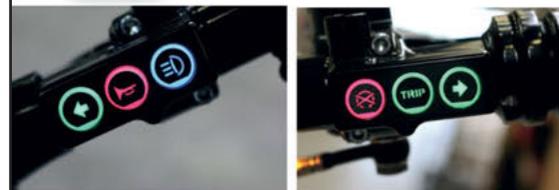
## REBUFFINI RR90 HAND CONTROL KITS FOR CAN BUS MODELS



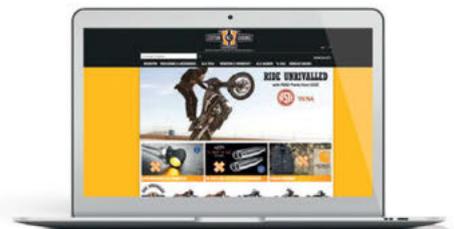
Complete Set (Brake and Clutch incl. Can Bus Switches)



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# Drag Specialties Additions

## Premium Sintered Metal Rear Brake Pads for 2018 Softails

Drag Specialties' premium sintered metal brake pads are now available for 2018 Softails. Specifically designed for H-D applications, the company says these top-of-the-line pads "are more durable than stock with a brake pad backing plate that feature a high-tech ceramic heat shield that keeps heat away from the brake caliper piston and brake fluid." They produce no brake dust, provide better braking efficiency, no annoying noise, and are less susceptible to brake fade. They are not for use with plated rotors.



## Saddlebag Guards



These 7/8" tough saddlebag guards from Drag Specialties "offer protection without taking away from the great lines of any ride. They work by protecting and guarding the saddlebags' leading edges from dings and nicks." Designed to work with OEM saddlebag supports they are available for '09-'13 FLHT/FLHR without saddlebag rails in chrome or black. All hardware is included.

## 4" Slip-Ons with Billet End Caps

"Add a classic sound to Touring Harleys with slip-on mufflers that have been dyno tuned for maximum performance," says Drag Specialties. "Perfect replacements for failing, rusted OEM pipes, these mufflers are constructed of heavy 16-gauge steel



tubing, with a choice of shining chrome or a tough black ceramic finish." They feature a black ceramic-coated end tip, and a louvered core "produces outstanding performance and an aggressive tone that riders will love." They are sold in pairs for '95-'18 models.

## Skull Ignition Switches

Drag Specialties' popular Skull ignition switches are now available for late model Road King, Softails and Dynas. "These ignition switches are an easy way to add attitude to anyone's ride without breaking the bank." They are available in chrome or a deep gloss black finish with a chrome skull on the ignition switch cover; two keys included. Available for 11-17 FLS/FLST, 14-18 FLHR, 12-17 FLD, 12-17 FXDF, FXDWG and 12-17 FXDB models.



## Tour Box Pads

Matching H-D King Tour-Paks, these U.S. made tour box pads work with all OEM and Drag Specialties seats. Constructed of an automotive-grade vinyl covering that matches the OEM seat covering. They are available in four styles - two featuring solar-reflective leather on contact areas; a patented process that reduces surface temperature by as much as 25°F for a cooler ride, higher durability and longer life compared to conventional leather or vinyl. "A standard-length armrest makes for easy on-and-off,



while a urethane-molded foam interior provides maximum comfort and support." All pads include rubber backing pads and hardware; they measure 25" W x 15 1/2" tall. Available for '14-'18 H-D King Tour-Paks in mild stitch, mild stitch solar reflective leather, double diamond solar reflective leather and pillow styles.

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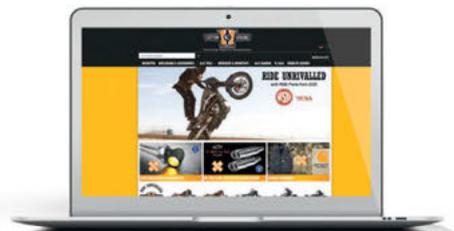
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# Bags of options at CCE

Custom Chrome Europe has a wide range of soft and hard luggage options available for most styles and years of Harley models, from Sportsters to Baggers. Available for Dyna and Softail models, these 'XXL' Single Side Leather Saddlebags in black ship with the needed spacers. Fitments include '91-'17 Dyna measuring 39 x 45 x 19 cm (in some cases they may require rear turn signal relocation) and in 45 x 52 x 20 for '84-'17 Softails.

As a contemporary alternate to classic leather saddlebags, CCE distributes these canvas side bags made by San Leandro, California based La Rosa Design. Made in tough, durable, 24 oz, waterproof military grade canvas with high quality stainless steel hardware, they are reinforced with thick leather straps and backings to keep the bag in shape for a long time. Available in black or army green for the left side on Softails, including the 2018 M-8s.



XXL single side leather saddlebags



La Rosa canvas side bags



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# Chopper Oil Tanks Made Right and (oil) Tight

"Not all oil tanks are created equal," says Lowbrow Customs' founder Tyler Malinky, and in an effort to reset the bar in terms of customer expectations he and his team have applied their craftsmanship and internationally respected attention to detail and authenticity to make the best possible custom oil tanks they can.

Available for Harley-Davidson Sportsters or Big Twins, plus Triumph or any other make of motorcycle Malinky says: "All of the components that make up these tanks, including the steel, are USA-made. Every single piece of our oil tanks are custom - from the smallest detail on up.

"We didn't use any off-the-shelf parts; every piece was designed specifically for its purpose. These designs are a complete reboot for the manufacturing integrity of the humble but incredibly important custom oil tank - even the oil tank end caps are spun steel with tooling made specifically for Lowbrow tanks.

"From the quality of the machining to the picture-perfect TIG welds, one look tells you straight away that everyone involved with the production of these oil tanks are skilled professionals executing a well-thought-out design."



Lowbrow oil tanks feature three mounting points (two top and one bottom) to ensure secure and stable mounting with steel mounting tabs. "This is only important if you actually ride your motorcycle! We do, and these tanks are road-tested and ready for anything you can throw at them," says Malinky. Instead of welded fittings to the top of the tank, the custom-made vent and return fittings on Lowbrow's oil tanks have furnace-brazed tubing, "keeping all the fittings nice and tidy at the bottom of the tank for easy oil line routing. Not only are we proud of our oil tanks, we are proud that they are made right here in Cleveland, Ohio."

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## Zodiac additions

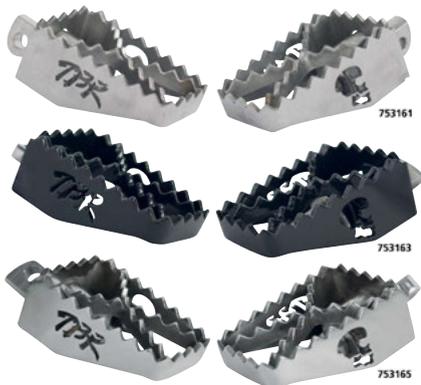
### Bitubo Cartridge Style Front Fork Damper Kits



The advantages of the cartridge type forks that are found in most state-of-the-art sports bikes are beginning to migrate in to the custom and Harley suspension upgrade market – good kits used in the right applications provide better handling characteristics than rod-type dampers, and also offer more tuning possibilities. Italian suspension manufacturer Bitubo has created complete and easy to install fork cartridge kits that can also lower the front of the bike by up to 30 mm, depending on the application. Fork cap covers in chrome or black finish are also available.

The company's Hypersport style single cartridge and MotoGP style dual cartridge both offer up to 30 mm lowering adjustment, 10-step adjustable preload and 20-step adjustable rebound. The MotoGP style dual cartridge also has 20-step adjustable compression. The Hypersport style is available for selected V-Rod/Night Rod and 39 mm XL1200X Forty-Eight. The MotoGP style is also available for selected 49 mm XL forks, 49 mm Dyna and '14-'16 Tourers.

### TBR MX-Style Footpegs



These stainless steel Motocross style footpegs fit mid mount controls on Dyna and Sportster models and feature rotating mounts. They are sold in sets for left and right in raw, black or polished stainless steel.

### 'Combat' Slip-Ons for M-8 Fat Bob



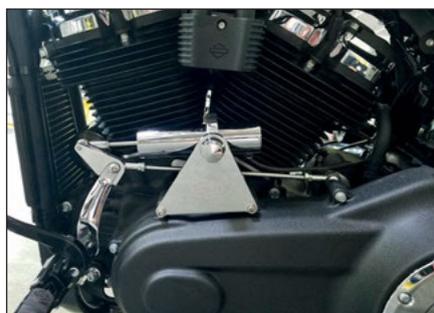
These Freedom Performance 'Combat' slip-ons for FXFB and FXFBS Fat Bob are said to be easy to install direct bolt-on mufflers in 4 1/4" (114 mm) diameter that fit on the stock headers. They are available in all chrome, all black or chrome with black tip.

### S&S M-8 Cam Plate and Oil Pump Kits



S&S cam plates and oil pumps are precision machined from billet aluminum and finished in anodized blue. The cam plates feature removable passage plugs for servicing and a steel plate to protect the plate body from the steel oil pump rotors. S&S oil pumps have independent scavenge sections for flywheel cavity and cam chest, debris screens in both scavenge pickups, and a magnet in the cam chest to help prevent debris from entering pump. There is an adjustable pressure relief valve that can be adjusted with the oil pump mounted in the engine and Zodiac says that S&S' designs result in increased flow capacity on both feed and scavenge side. The cam plate and oil pump are supplied as complete and ready to install kits for 2017 to present water-cooled and oil-cooled M-8s.

### Pingel All Electric Up/Down Shifter Kits for 2018 Softails



These all electric up/down shifter kits by Adams, Wisconsin based Pingel Enterprises are designed to deliver simple push button throttle "on", clutchless up and down shifting for 2018 M-8 Softails - with clutch use only required for starting and stopping. The kits include a dual button handlebar control, a chrome plated shift cylinder, bolt-on shift cylinder support bracket, a state of the art control module that quickly and reliably interacts between the button control and shift cylinder, and the ignition interruption module.

Available for 2018 FXFB and FXFBS Fat Bob, FLFB and FLFBS Fat Boy, FXBR and FXBRS Breakout, FLHC and FLHCS Heritage, FXBB Street Bob and FXLR Low Rider.

### Rick's Breakout Headlight Shroud



Zodiac thinks the headlight on the M-8 Softail Breakout "looks a little as if the Harley design department was not ready before the bike went into production" - so what to do? Rick's Motorcycles in Germany has this fiberglass shroud that "hides the ugly back of the stock headlight and upgrades the total look of the front end." Easy to bolt on, it comes in a white gel coat finish.

### Müller M-8 Softail Lowering Kits



These patent-pending, TÜV approved, German designed and made Müller Motorcycle M-8 Softail specific lowering kits are "infinitely adjustable" for up to 35 mm of lowered riding height. They come with needle bearing installed and do not require the damper rod to be shortened.

They fit the stock remote adjustable rear shock on 2018 to present FLDE Deluxe, FLFB and FLFBS Fat Boy, FLHC and FLHCS Heritage, FLSB Sport Glide, FLSL Slim, FXBR and FXBRS Breakout, FXFB and FXFBS Fat Bob, with model specific versions for the FXBB Street Bob and FXLR Low Rider.

### Brass Balls XL Skid Plates



Oklahoma based Brass Balls' Sportster skid plates are more than a rock guard – "they are a full blown armor for the underside of the bike in 1/8" thick aluminum that runs the length of the underside of the bike. Contoured to follow the smooth lines of the chassis, the speed holes provide weight savings as well as allowing fluids and debris to escape. Available for 1996-2003 Sportster, featuring exposed welds and 2004 to present Sportsters with smooth side walls.

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# New Steel Dowel Pins for M-8 Valvetrain System

Suitable for M-8 platforms from 2017 and up, this new multi-use dowel manufactured in California by KPMI has been designed to replace the OEM dowel in the heads, cylinders, crank case, and cam-support cover of M-8 engines.

Described as "incorporating OEM elements while increasing ease of installation through the overall shape of the part", a radiused end is said to allow easy insertion into the cylinder or case, with a tapered end designed for "hassle-free location of the mating holes in the head or cam-support cover."



Conveniently packaged in quantities of four, eight and 20 they are black oxide coated, corrosion resistant and offer improved tolerances over the OEM component.

Last year saw KPMI introduce a slew of product design updates for M-8s, including high performance replacement and high lift beehive spring kits. Wound from a blend of chrome silicon wire that is designed specifically for performance valvetrain, they allow the use of aggressive cam profiles, with lifts of up to .550" for performance builds.

KPMI's heat-treated steel retainers provide excellent durability and life expectancy and weigh only 2 g more than their titanium equivalent, with titanium retainers also offered for performance applications

that require the lightest possible high strength parts. KPMI 'Black Diamond' intake and exhaust valves are said to offer combined weight savings of approximately 6.8 g over the OEM components, reducing wear and tear on the rest of the valvetrain and allowing the engine to rev higher. KPMI also offers 'White Diamond' Inconel exhaust valves for extreme duty applications with high exhaust gas temperatures.

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# New 2" Open Drive for 2017-Up M-8 Tourers

Californian specialist BDL has designed this complete late model 2" open drive kit with 2-piece motor plate for 2017 and up Milwaukee Eight Touring applications. Developed specifically for 2017 and later Baggers with hydraulic clutch, it is made from an advanced alloy of 90 percent 6061 billet aluminum with 10 percent A-356 cast aluminum, with a 7075 billet aluminum reinforced 'Rear Basket'. The clutch plates are made in America with synthetic and Aramid fibers. This kit has a

ratio of 1.326:1 52/69 pulley combination, a 132 tooth primary belt with K-Glass materials. Designed specifically for the M-8 and new stock transmission and starter, it is true bolt on complete kit all designed around stock OEM equipment for a nice solid fit. They are available in chrome or black wrinkle.



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# 41 mm Triple Trees with 'Hide Away' Internal Fork Stop Kit

Precision CNC-machined from aircraft quality billet aluminium, these triple trees are made in-house by Azusa, California based Pro-One Performance manufacturing.

Designed for 41 mm fork tubes they are supplied complete with fork tube plugs "that allow for a clean, finished look on the top of the triple tree, by allowing the fork tubes to be directly mounted into the bottom of the top tree.

"All our Billet Triple Trees are pre-drilled to mount the Pro-One hide away internal fork stop kits and include handlebar dampeners with chrome billet caps, a fork stem, and all the necessary mounting hardware."

Offered in 0, 3, 5, and 7-degree rake options, they are

available in chrome or black anodized finish, with or without built-in LED turn signals that include additional smoked lens covers.



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# SBS Indian Brake Pad Options

Leading brake pad manufacturer SBS Friction, the official brake pad of the Vance & Hines presented American Flat Track Twins Series, has fitments for late model Indian Motorcycle Scout and Big Twin models, and for prior iterations of Indian branded bikes, including for Scouts as far back as 2001 offered in either sintered or organic compounds.

The company's H.HS is an HH rated sinter compound for front brake use that delivers a "very high performance that is formulated for low wear, high thermal stability and excellent lever feel, while keeping brake dust to an absolute minimum" according to SBS Daytona, Florida based North American Manager Chris Lyngkilde Jensen.

The H.LS is a sinter compound specifically for rear wheel use. "It has a slightly lower friction coefficient compared to H.HS, helping avoid rear wheel lock-up under hard braking."

High tech H.CT is a carbon based high performance compound, also HH rated and compatible with polished and cast iron rotors for "unmatched feel and control in wet or dry conditions." It is manufactured with NUCAP NRS technology, which secures an unbreakable mechanical bond between backing plate and friction material.

Offering long life and low dust, SBS' organic compound H.HF is formulated to be very easy on brake rotors and also manufactured with NUCAP NRS backing plate technology. Headquartered in Toronto, Canada NUCAP is a global manufacturing technology company that developed their permanent bond NRS (NUCAP Retention System) to provide safer, quieter and more cost-effective products for the braking industry.

Hundreds of steel hooks create a permanent, unbreakable mechanical bond between backing plate and friction material. The NRS mechanical attachment is widely appreciated in the braking industry for holding friction material better than any adhesive.

NRS allows brake pads to be run down to the last few millimeters of friction material, while still maintaining 100% retention, enhancing the life of brake pads and saving the rider money. NRS has earned the reputation of being "bulletproof" in its resistance to shear loads, corrosion and heat. NRS-applied pads allow friction manufacturers to



engineer friction products that demonstrate an extended duty cycle by retaining overall plate/pad integrity to the absolute end of friction wear.

SBS' Indian Motorcycle pads are branded in V-twin specific packaging "to have that exclusive visual impact." SBS says it has the largest selection of brake pads for the Indian FTR 750 flat track bike - "as the many race teams using them have come to realize. As the official brake pad of AFT we are providing race support to all teams using SBS pads," says Jensen. "We look forward to the launch of the FTR 1200 street version so that customers can reap the benefits of our work in the American Flat Track series."

**SBS FRICTION**  
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Chris Lyngkilde Jensen: "We look forward to the launch of the FTR 1200 street version so that customers can reap the benefits of our work in the American Flat Track series"



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## Rocket Cams with S&S Compression Release



Developed from years of NHRA Pro-Stock motorcycle, Bonneville land speed racing and street building experience, Chris Rivas V-Twin (Fresno, California) is confident that with its Rocket Cams "you are getting the highest quality American made camshafts for your twin cam engine."

Available from HardDrive American V-Twin Products, Chris Rivas Signature Series Rocket Camshafts also feature the Easy Start centrifugal compression release system, licensed by S&S Cycle for easy starting with large displacement and higher compression ratios motors. HardDrive says that "these performance cams are a bolt in application that will utilize the stock valve springs but will need adjustable pushrods and we recommend additional enhancements such as a high flow air cleaner and performance exhaust. Each is designed specifically for a particular riding style with a smooth, strong power band that kicks in right where it's needed." Cams available include the Rocket 514 Cruising Style Hi-Torque Cam, with peak performance between 1500 to 5000 rpm. "With incredible low rpm pulling power the 514 is recommended for heavier bikes with compression ratios up to 9.5:1." The Rocket 554 is a Powerful Cruising Cam, with peak performance between 1500 to 5800 rpm. "The 554 delivers strong, above average mid-range passing power and is suited for stock 88" to 107" big bore motors with compression ratios up to 10:1."

HardDrive says its #1 bestselling Rocket Cam is the 574 - "a powerful Street/Cruising Cam with peak performance between 1500 and 5800 rpm and above average mid-range power that works great with compression ratios up to 10:1".

Its second most popular, the # 584 is a "hot high-lift cam for engines with displacements of 103 ci. to 110 ci. Peak performance is in the 2000 to 6000 rpm range. It delivers constant power while reducing detonation and is best used with ported heads and a minimum compression ratio of 10:1."



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## Royal Flush Red LEDs

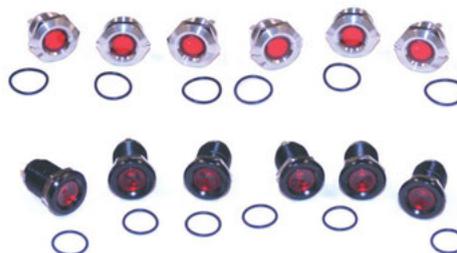
Oreland, Pennsylvania based NAMZ Custom Cycle Products has followed up the introduction of its Badlands Sequential Flashing Modules with "some really trick LEDs."

Flush mounted and available in blank anodized or stainless steel finishes, these 1" or smaller 9/16" LEDs have red lenses and come with a rubber O-Ring and a jam nut for a watertight installation.

Sold in six-packs, NAMZ owner Jeff Zelinsky says "these LED turn signals are a perfect pairing for the sequential modules which will flash the three LEDs

per left and right side, while adding a running light and brake light functionality. Great looks, added safety and stealthy installation helps to make these Royal Flush LEDs a winner every time!"

Celebrating its 19th year in business, NAMZ sells market leading wiring harnesses and related accessories, fluid transfer lines, custom installation supplies and Badlands Lighting Modules. The full range of NAMZ/Badlands products are available through Drag Specialties, Parts Unlimited, Tucker Distributing, Mid-USA, V-Twin Manufacturing, Parts Canada, Motovan, Les Importations Thibault, Parts Europe, Custom Chrome Europe, Motorcycle Storehouse, W&W Cycles, Zodiac, Rollies Speed Shop, Wildrider International Pty Ltd., or dealers can order direct from the NAMZ/Badlands website.



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# Hawg Halters Bolt-On Neck Cover Kits, Speed King Handlebars

Georgia based Hawg Halters, Inc. (HHI) is now offering these custom designed Neck Rake Cover Kits "to finish off your Hawg Halters Bolt-On Neck Rake Kit installation."

Designed specifically to fit and work with HHI X-26 and X-30 packages, these kits (seen here for the Road Glide) are described as a "classic finish to the neck rake upgrade." Made from advanced grade polymer with a proper inspection port for the Vehicle Identification

Number, they are an easy snap on and paintable installation with all necessary hardware included.

Hawg Halter's newest



development bike for new product R&D is the 2018 Softail Slim and seen here in gloss black are the company's 9-inch Speed King handlebars. Available in black or chrome, HHI Speed King handlebars can be ordered as a bare bar, or as a complete plug and play bolt-on assembly - complete with custom HHI hand controls.



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# Baker Klassic Kicker Gears

Baker Drivetrain started to manufacture its own design 6-into-4 transmissions with kickers over five years ago. "At the time, we could only purchase some Taiwanese kicker gears in volume," says Bert 'Gear Head' Baker, "because nobody made them in the USA anymore."

"So, we stepped up. We now tooled up and now

make our own, right here at our own facility in Michigan; they come as standard on all our 4-speeds, 6-into-4's, and kicker kits.

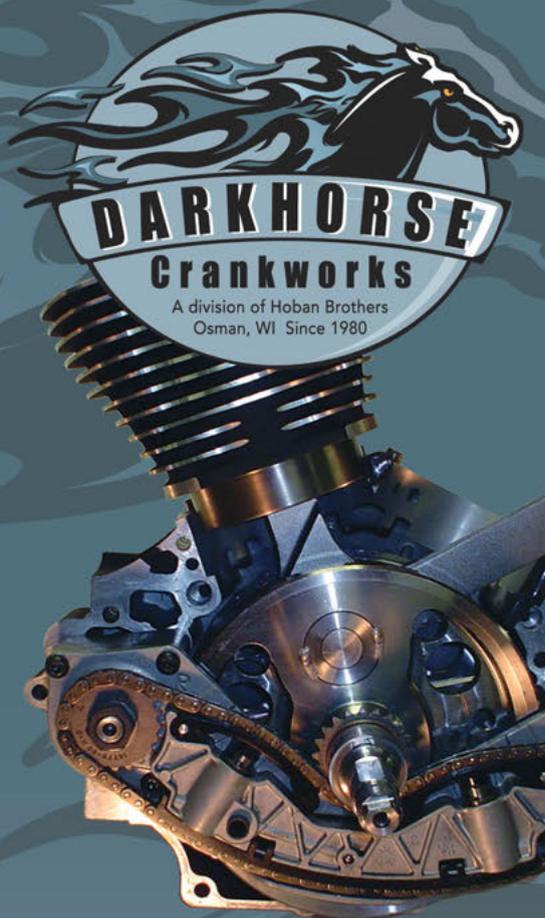
"You can spot the difference easily. Take a pair of imported gears and roll the teeth together - they roll like a mismatched pair of gears and are dangerous to have inside your tranny. Our Klassic Kicker Gears roll smooth as glass - they're not cheap, but they are way more reliable and last a lot, lot longer without the potential for gear failure damage that is inherent with inferior product."

They are available for '36-'86 H-D Big Twin kicker equipped models, will work with the 14-tooth H-D starter gear and with our 4-speed and 6N4 kicker equipped transmissions.

The kit includes a 16-tooth starter gear, 24-tooth starter crank (and lock washer), clutch and clutch key and side cover gasket.



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# Motorcycle Storehouse

Axel Joost Elektronik



Motorcycle Storehouse is now offering products from Axel Joost Elektronik - "a German engineer on a mission for electronic simplicity in miniaturized form." Smaller and more efficient than ever, its 'brainbox' electronic boxes allow on-bike programmability and are available with or without a special in-bar handlebar wiring adapter. Special 'digital harnesses' (in effect a sub-brainbox) are designed to further simplify and reduce visible wiring. Additional products include small programmable electronic modules for bikes with air rides, Bluetooth and RFID (Radio Frequency Identification) controlled ignition switches, a headlamp relay, miniature flasher relay and programmable multi-flasher and a brake flasher relay.

'Magic strobes' brake light flasher



The 'Magic Strobe' brake light flasher from Custom Dynamics is installed as a simple plug-in connection in the stock brake wiring. It will give 10 user selectable strobe patterns - four with regular incandescent light bulbs, all 10 patterns with LED

lighting, unless mentioned otherwise. Available for 2018 Softail Street Bob, Fat Bob, Breakout, Slim, Fat Bob (LED compatible only).

Bootlegger 2-1 system

This full stainless steel and TIG welded system from SuperTrapp is said to "give that brute racing look." Features include stepped head pipes for uninterrupted high flow and a rotatable turn out end cap. Compatible with stock or extended saddlebags. Available for Dyna, Touring and Softail, including M-8s.

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## Updated OptiMate O-SAE connection system

First launched a decade ago, TecMate's versatile OptiMate O-SAE connection system was modelled on, and is still able to connect with, the standard SAE 2-pin connection system used by many manufacturers.

The O-SAE's interchangeable in-line and end cap seals allows the creation of a custom cable system from the various cables available in the range, with the important benefit of reliable and consistent protection against penetration by water, dust or grime. The most important and most popular cable in the range, the O-01 weatherproof battery lead, sports an end cap sealing system that

protects the connector when not in use, providing good sealing against any incoming O-SAE connector from an OptiMate battery charger or an OptiMate USB charger. The principle is simple - when the opposite O-SAE connector is plugged in, the connection is rendered weatherproof.

TecMate CEO Martin Human says that "it's a great connection system, but as a motorcycle rider it has always bothered me that even our battery lead can flap about in the wind when riding, and at worst, maybe even catch in a moving part of the motorcycle. Fortunately, we figured out a solution."

Enter Version 2 of the O-SAE connector, with built in mounting slots that allow for quick and easy securement to a strut or other cable or tube on the motorcycle, using a Velcro strap or zip-tie.

The OptiMate Cable O-01 weatherproof battery cable is made with -40°C/°F rated 0.82 mm2 (18AWG) cable able to carry 7 amps of current and is protected by a 15 A fuse. The moulded M6 / 1/4" ringlets are perfectly sized for powersports batteries. This battery cable is available in consumer packaging as a single unit (O-01) or as a 4-pack (O-01x4). Trade / dealer options are



**tecMATE**

available - a jar of O-01x20 and a box of O-01x100. Both trade / dealer options come with a 'OptiMate READY' hang tag that is clearly visible in a showroom, creating a visual value opportunity for the salesperson to equip the rider with an OptiMate battery charger that will guarantee that battery will work when it should.

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# HardDrive adds Diag4Bike Diagnostics and Tuning

Launched in Europe in 2011 and available there through distributors such as Zodiac International and Custom Chrome Europe, the Diag4Bike (D4B) range of Czech designed and manufactured diagnostic and EFi tuning systems was first seen in the United States at the V-Twin Expo where the company exhibited and gave seminar sessions for two or three years.

There has been some distribution of the product line in the U.S. but with Boise, Idaho based HardDrive American V-Twin Products picking the line up expect to see more dealers, including authorized Harley dealers starting to use the D4B program in the coming years.

HardDrive's industry veteran V-Twin Product Specialist Gunnar Heinemeyer says that "even though Diag4Bike is not a common name here in the States, the product is top notch and allows dealers to save the most, make the most and provide the best service to their customers."

The manufacturer of the D4B range is Actia Atal in the Czech Republic - a leading diagnostic manufacturer for automotive companies like Audi and BMW for the last 25 years and, since 2012, for Harley-Davidson.

Some of the most important features of the Diag4Bike diagnostic tool include being able to bleed ABS brakes from the manifold through the computer by front, or rear or in combination; seeing and clearing current or historical codes; run a full system 'Motorcycle Report' and make electrical system checks via the 'Toolbox' function; pair new items to the motorcycle - such as radios, speedometers, ECM, TSSM and HFSM modules; flash a blank ECM (advance dongle and pre-registration is required); test all actuators such as fuel pump, TPS, turn signals, etc. and adjust the idle and TBW response lag.

An advanced dongle and pre-registration is required direct with the manufacturer for some of the functions, such as blank ECU flashing, disarming a security system and replacing or reassigning key fobs; as is an annual upgrade service, but most of the primary and most often required functions are on-board and



readily accessible.

All real-time data such as Voltage, AFR, TPS, temperature is more are easy to read, and dealers can improve the professionalism of how they engage with their customers with a customer-specific diagnostic report print out and final tune report with their store logo. In tuning terms, the dongles are married to one motorcycle and will also store the stock calibration for future needs (the stock MAP can also be saved to a computer). The USB dongles act like keys to the ECM - they unlock them to allow exportation of the calibration MAP to the screen, make adjustments or choose a MAP and import it back to the bike. This all happens within minutes.

The basic dongle (blue) is a similar concept to the V&H Fuel Pack but without the external module. It offers limited adjustments of +/- 20% in the low, medium and high ranges. Some other functions include acceleration enrichment, spark advance map for each cylinder, on/off closed loop and TBW speed up. This dongle is best for situations of Stage 1 type conditions (exhaust/slip-ons, air cleaner)

The advanced dongle (orange) offers the full range of functions and will open up the MAP for individual cell modifications across all RPM/TPS ranges, as well as offering a choice of performance MAPs for tuning and timing.

Other functions, in addition to those offered by the basic dongle, include AFR adjustment for each cylinder, VE maps display with adjustment possibility for each cylinder and idle speed temperature. This dongle is best for

Stage 2 and up type performance needs (such as exhaust, cams, throttle bodies, big bore, heads). HardDrive offers a 'Shop Pack' with four of the advanced dongles for the price of three.

Tuning Parameters include but are not limited to RPM limiter, idle and warm-up characteristic, dynamic and temperature enrichments, TBW dynamic control settings, engine displacement, injector flow and more. The Diag4Bike will diagnose model years '02-'18 Delphi and '95-'01 Marelli (limited functions) and tune model years '06-'18. An AFR Monitor is not required, unless needed to create a completely custom MAP calibration (which will need dyno runs or a very intricate test ride).

The D4B will work with other company's ECUs, such as Thundermax, Daytona Twin Tec, and others.



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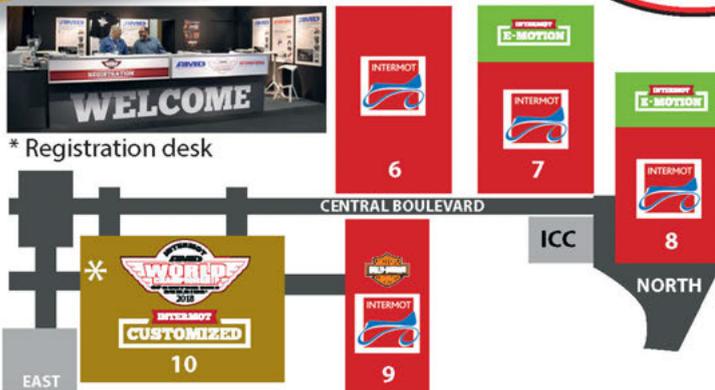
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# NEWS BRIEFS

The memo about there being limitations to how a brand can be convincingly purposed clearly disappeared from Harley's institutional memory when Clyde Fessler retired. A "cross-promotional partnership with men's grooming product range American Crew" (aka Revlon cosmetics) looks set to expose the Bar 'n Shield to yet more ridicule and questionable value.

Mark Moses, founder and GM of Indian Motorcycle of Charlotte ("the world's first Indian dealership"), has sold to Tim Sutherland, owner and GM of Coastal Indian Motorcycle of Myrtle Beach, SC., and Lloyd Greer, founder and owner of Victory aftermarket parts specialist Lloyd's Motorworkz, Pine Bush, NY. The Charlotte store opened in 2008 as the first dealer for the then Stellican, Stephen Julius owned Kings Mountain, NC., based factory, for which Moses was a Customer Service and Warranty Manager after operating North Coast Motorcycle - itself a dealer for ultimately a less than successful "Gilroy Indian" operation that closed in California in 2003.

Mitchell, South Dakota based Klock Werks Cycles is in legal dispute with Dragonfly Cycle Concepts of Fullerton, California, over the design of a windshield that Brian Klock claims is a patent violation of its award-winning Flare Windshield design. The suit claims that the Dragonfly 'Batwing' fairing is a Flare copy.

Polaris Industries Inc. has joined the Fortune 500 list of largest companies in the United States. Not a market cap, profits or revenues listing as such, the Fortune 500 lists businesses by total revenues for their fiscal years - Polaris is in its 64th year and achieved a ranking of #496. It lists publicly held companies along with privately held companies for which revenues are publicly available.

# Introducing - "The New Tucker"

Tucker Rocky has announced that it is to retire the historic reference to Rocky Cycle in its name and re-brand simply as 'Tucker'.

Founded by Texan Ed Tucker as a wholesale motorcycle oil business in 1967, then bought and subsequently expanded by Bob Nickell in 1972, the TR name came about through the acquisition of Rocky Cycle in 1986 before the combined business was sold to Indianapolis based Lacy Diversified Industries three years later.

In introducing "the new Tucker" as a "rebranding that honors the company's rich heritage" and "showcases its status as a world-class leader in powersports distribution," Tucker President Eric Cagle said, "the Tucker of today offers unrivaled services to our dealers and brand partners. From distribution, sales and customer service; to marketing, advertising and brand building, we are dedicated to the support and growth of powersports." As part of the rebranding, Tucker V-twin becomes a new overall program concept for "the new dark side of Tucker" that specializes in V-twin for the Harley aftermarket and broader custom parts and accessory dealer and bike builder community.

Biker's Choice remains alongside Twin Power, BikeMaster and other Tucker and well-known group industry brands as part of a comprehensive portfolio of business opportunities for Harley and V-twin dealers. The company says that "more Tucker V-twin information will be announced soon."

A new Tucker logo is described as representing core values of



Tucker's new 866 page 'Tires - Shop - Service' catalog is a direct response to dealer requests, according to VP Sales & Marketing Kenan Ikels. "You asked and we listened. Available online and in print it contains the day-to-day items you and your customers use the most"

contemporary logistics excellence in a Powersports industry context. "The forward-facing square and large notched "T" combine to create a symbol of speed and innovation. Bold red was chosen to represent Tucker's passion to deliver the best brands in powersports. Known in the industry for being dedicated to supporting its customers, the all-lowercase "tucker" is appropriately friendly," explained Taz

Sobotka, Senior Manager of Marketing. "The need for speed is innate in powersports enthusiasts and imperative as a distributor. The Tucker 'Power T' logo conveys the visual allusion of speed and movement that represents the feeling of freedom we all love about powersports."

Tucker says that it sees the individual pieces of the new logo coming together as one "to symbolize the unified qualities that make the company a world-class distributor. The new name symbolizes the vision and values of Ed Tucker's humble beginnings when he started the company in 1967. Over 50 years later Tucker continues to deliver the most powerful brands in powersports."

Tucker has acted quickly to start leveraging the new look. A new 2019 "ATV/UTV" catalog was followed quickly by an all new catalog concept for Tucker - its "Tires - Shop - Service" is a new sixth catalog in addition to "Street", "Offroad", "Helmet & Apparel", and "V-twin".

Speaking about the new catalog as a response to dealer requests, VP Sales and Marketing, Kenan Ikels, said: "Dealers - you asked for it, and we're proud to deliver it! A new addition to the Tucker family of catalogs - "Tires - Shop - Service" comprises 866 pages of the most widely used products in powersports. Available online and in print it contains the day-to-day items you and your customers use the most, plus a few extra categories with key items for service projects."

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



Tucker President Eric Cagle said that "the Tucker of today offers unrivaled services to our dealers and brand partners. From distribution, sales and customer service; to marketing, advertising and brand building, we are dedicated to the support and growth of powersports"

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