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## Harley Pimps Modest Domestic Market Share Increase in Response to a Down First Quarter

**H**arley-Davidson is adamant that its 1Q 2019 performance was "better than expected," stating that "company actions resulted in earnings per share and retail sales finishing stronger than expected during the [first] quarter" and that "the company's 'More Roads to Harley-Davidson' accelerated plan for growth continued to progress and deliver results."

In a quarter that saw them announce the acquisition of kids E-bike maker 'StaCyc', add a President for the Harley-Davidson brand to the senior management team, and "broaden reach" with the \$19k Electra Glide Standard, the company kept shareholders placated with diluted EPS of \$0.80 per share that was "ahead of company expectations" (cash dividend for the quarter is up to \$0.375 from \$0.37 in the year-ago quarter - a +1.4% dividend increase), the repurchase of \$52.6 million of shares and with domestic U.S. retail

motorcycle sales "only" down by -4.16% (38,797 units) in a 601cc+ domestic U.S. market that was down by -4.74% (for a modestly increased 51.1% market share).

Harley-Davidson worldwide retail sales decreased -3.8%; international retail sales were down -3.3%. The drop in domestic U.S. retail sales was said to be "driven by continued weak

“agility and discipline”

industry sales."

Matt Levatich, President and Chief Executive Officer, Harley-Davidson, Inc said that "we are acting with agility and discipline to take full advantage of rapidly evolving global markets. Harley-Davidson's U.S. market share growth and retail sales performance in the first quarter are further evidence of the effects we are having as we

continue to implement and dial-in our More Roads efforts.

"In the short eight months since we announced our More Roads plan, we continue to accelerate our progress to build the next generation of Harley-Davidson riders," said Levatich.

"During the first quarter we intensified our march by investing in our future and adding capabilities that we're confident will inspire riders today and for generations to come."

The company says that it "increased its reach and impact in the first quarter" and that 278,000 "new riders" joined Harley-Davidson in 2018 in the U.S.

"This group is the most diverse across age, ethnicity and gender in all of the years Harley-Davidson has tracked this data, expanded access to new customers in part with the launch of the new Electra Glide Standard, increased marketing support, reaching more consumers sooner and driving action such as increased traffic to H-D.com, brand awareness, trial and sales," with media spend up by nearly +90%.

Continues on page 6 >>>



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Robin Bradley senses danger in over-reading into Harley's Q1 results either way, especially with Plague and Pestilence on the horizon in the form of tariffs...



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Polaris gets its "65th anniversary off to a solid start," says CEO Scott Wine, finishing the quarter "with strong momentum" in a "challenging industry environment"



**Three Races, Three Winners ..... 8**

AMD's latest AFT three-race V&H Twins round-up takes us through Round 5 with the FTR750 scoring four wins, two podium sweeps and 12 out of 15 available podium spots

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# Harley - Momentum or False Dawn?

**You may not think so, to go by its Q1 fiscals, but Harley-Davidson got lucky in the first quarter.**

**While its sales were down, again, they were ahead of the market (resulting in a modest market share bounce), and for once Harley got its timing right.**

The better weather towards the end of the first quarter coincided with promotions that were run a few weeks earlier than would normally be the case - promotions such as upgrade offers and low finance rates. At around 28,000 bikes, a -4.2% decline from its first quarter 2018 in a market that was actually down -4.7 percent, Harley's endeavors at hanging optimism on market share is displaced, but regardless, reading between the lines, there may, just may be some hope that at some point this year Harley may be rocking along the bottom of a very broad U-curve rather than continuing to plunge down vertiginous slopes.

The -4.2 percent compared to around -12 percent 12 months ago, and while 28,000 bikes is an even worse Q1 performance than was seen at the height of the financial crisis a decade ago, the quarter itself suggested there may have been some reasons for cheer.

Within that paltry 28,000, sales were down horribly in January - by double digits in percentage terms compared to January 2017. February was a little better, or rather a little less bad, with sales down by upper single digits, but the good news that can be scraped from the bottom of Harley's barrel is that confluence of promotions and better weather in some important parts of Harley's midwestern heartland saw March sales actually up on March of 2018.

Not by much, but mid-single digits growth year on year as the market heads to the peak of the selling cycle does represent some big magic 'Mo' - momentum. Maybe the work Harley has been doing with its dealers, to improve its customer inquiry responsiveness (even if much of that is due to changing ownerships), as evidenced by the recent Pied Piper Internet Lead Effectiveness study (ILE - see report elsewhere in this edition of AMD Magazine), is starting to pay off, adding to an evolving burst (if not exactly perfect storm) of positives.

It is the true impacts and implications of the worsening tariff spats that concern me. Trade wars are not, in fact, easy, and can take generations spent in reverse gear to unwind.

With international sales also now in decline, in the face of healthy market growth and giving dealers tariff protection in Europe, it may well be that Harley's dependency on the basics of its 'More Roads' strategies may start to be a millstone as much as an opportunity.

Dependency on a new generation of dealership owners and equity capital will result in the dog being on a way shorter leash where long-term commitment to the long-term unfolding of long-term plans is concerned.

The fast-changing nature of the domestic Indian motorcycle market, one of the primary international markets Harley's strategic aims are dependent on, may also be about to make its Indian sub-continent ambitions a lot more difficult than they appeared to be.

“ tariffs are wrong-headed ”

I have spoken long and often about the changing lightweight and middleweight landscape, and with the new generation of Royal Enfield Twins finally arriving in dealerships, U.S. riders of a certain age group are about to find that their expectations of what \$6k can get you will be radically altered - and that genie won't fit back in the bottle any time soon when they do see that \$6k could be the new \$12k or more.

Similarly, with Harley still between 18 and 36 months away from having lightweights on sale in India, another Indian power player, Mahindra & Mahindra (which also owns the rights to the BSA brand name, as well as owning around 50 percent of Peugeot Scooters) has now just finally brought its new Jawas to market, but seen sales of the new 300/250 cc singles far outstrip supply in a market in which Jawa once sold in the hundreds of thousands.

Given that the Royal Enfield parent already owns over 80 percent of the world's largest motorcycle market, it leaves a veritable smorgasbord of brand choice to fight over the crumbs. While it is hard to say what kind of brand damage the recent Street recall will have cost Harley in India, it can't have helped a brand that has big fat zero pedigree in a sector and market it hopes to be boosting its balance sheet with three years from now. The less-worse results at Harley-Davidson are not a cause for celebration, however, as clouds remain on the horizon. The whole Tariffs thing has got way out of control. Worse, they are being used and

implemented in ways that are 100 percent illogical and counterproductive. The things that are being said about and claimed for the effects of tariffs are just plain wrong. Economics 101 - tariffs are imposed on the importer, and ultimately the end consumer, not the exporter; they suppress demand, not supply. Ask Walmart CFO Brett Biggs.

The punitive tariffs that the EU is proposing to implement on U.S. made motorcycle components are insane. They are designed to penalize U.S. companies as a retaliatory response to U.S. subsidies for Boeing. Dragging innocent sectors into a fight that is irrelevant to them will do nothing to help the international aerospace industry. Even players like Boeing itself, American Airlines and Delta are on record as saying the strategy is wrong-headed.

All that will happen is that positions will harden and make it ever more difficult to unwind the mess and get back to a level playing field on which free, fair and transparent market forces, the primary defining characteristic of capitalism, are allowed to continue to flourish to the benefit of all makers of wealth.

I am 100 percent with Polaris CEO Scott Wine on this one.

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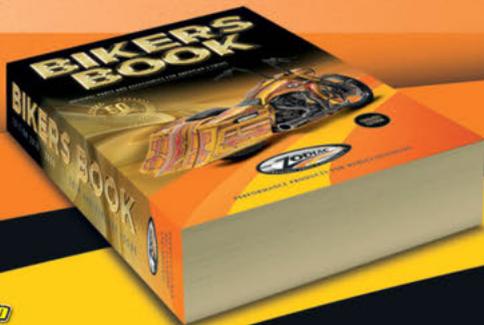
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<<< Continued from cover

The company started supplying motorcycles to ASEAN (Association of Southeast Asian Nations) emerging markets from its Thailand operations in late 2018. "The tariff mitigation realized by this strategy allowed more competitive pricing and helped drive a Q1 retail sales increase of 126 percent in these markets."

While the U.S. 601+ cc industry was down -4.7%, resulting in a first quarter U.S. market share up by +0.6 pts to 51.1%, in Europe H-D market share is said to have been down by -1.6% (to 8.8%) in a market that was up by +19.42% at 111,317 new motorcycles registered in Europe in the first three months of 2019.

Revenue from motorcycles and related products was down by -12.34% at \$1,195.6m; gross profit was down by -26.67% at \$347.4m; operating income was way down at \$167.1m (-29.31%), with operating income from

**Matt Levatich, President and Chief Executive Officer:** "In the short eight months since we announced our More Roads plan, we continue to accelerate our progress to build the next generation of Harley-Davidson riders"

motorcycles and related products down massively against the year ago quarter by -37.29% at \$108.3m "behind lower shipments."

For the full year 2019, the company continues to expect motorcycle shipments to be approximately 217,000 to 222,000 motorcycles; 65,500 to 70,500 in 2Q.



Harley-Davidson sales revenue and production data...

1st quarter 2019

Income statements in \$1,000s (except share)	THREE MONTHS ENDED	
	MARCH 2019	MARCH 2018
Net sales revenue	\$1,195,637	\$1,363,947
Gross profit	\$347,439	\$473,773
Operating income	\$167,112	\$236,417
Net income	\$127,945	\$174,763
Diluted earnings per common share	\$0.80	\$1.03
<b>NET SALES REVENUE</b>		
Motorcycles	\$964,575	\$1,121,673
Parts & Accessories	\$159,703	\$169,075
General Merchandise	\$55,401	\$56,601
<b>MOTORCYCLE SHIPMENT DATA</b> <small>NOTE: H-D MOTORCYCLE SHIPMENT DATA IS NOT THE SAME AS RETAIL REGISTRATIONS</small>		
United States	34,505	38,797
Exports	24,386	25,147
<b>Total H-D</b>	<b>58,891</b>	<b>63,944</b>
<b>PRODUCT MIX</b>		
Touring	25,043	30,857
Custom	20,451	21,554
Sportster	13,397	11,533
<b>Total</b>	<b>58,891</b>	<b>63,944</b>
<b>RETAIL SALES OF H-D MOTORCYCLES:</b>		
United States	28,091	29,309
Canada	1,948	2,080
EMEA	10,797	10,862
Asia Pacific Region	6,074	6,329
Latin America Region	2,241	2,506
<b>Total</b>	<b>49,151</b>	<b>51,086</b>

# The World's First Electric Motorcycle Museum Exhibit

Being staged at the Petersen Automotive Museum in Los Angeles, the Motorcycle Arts Foundation (MAF) and Harley-Davidson have announced the opening of Electric Revolution, said to be "the world's first museum exhibition exclusively featuring electric motorcycles." This exhibit, which is supported by Harley-Davidson, will open at the Richard Varner Family Gallery at the Petersen on April 6, 2019. Curated by MAF co-founder Paul d'Orléans, the exhibit will explore the history and current state of the electric motorcycle and e-bike industry with 21 examples of two-wheeled electric vehicles from both custom builders and established manufacturers. Paul d'Orléans says that "zero-emission vehicles have become a prominent part of the transportation landscape, and

electric motorcycles and e-bikes are one of the fastest growing sectors in this quickly evolving market. The exhibit assembles a dynamic mix of production, racing, prototype and custom electric motorcycles from world renowned manufacturers and builders in the EV space including Harley-Davidson, CAKE, Specialized Bicycle Components, Roland Sands Design, Curtiss Motorcycles, Alta Motors, Joey Ruiter, and [AMD World Championship regular] Noel Connolly." Harley-Davidson is the lead sponsor for this exhibit and has provided three recent prototypes from their electric portfolio, including the 2020 LiveWire, which will be available to the public in Fall 2019. "We are creating history with the world's first exhibition of any



type to feature two-wheeled electric vehicles exclusively," said d'Orléans. "The electric motorcycle industry is exploding with new players investing in an electric future, and this exhibit will showcase contemporary manufacturers as the trail blazers of the industry and pay homage to electric pioneers." "We are thrilled to support the Motorcycle Arts Foundation and participate in the Electric

Revolution exhibition at the Petersen Automotive Museum," stated Harley-Davidson Senior Vice President of Marketing and Brand Heather Malenshek. "Harley-Davidson is at the forefront of the changing consumer landscape within motorcycles and we are excited to showcase our halo product, LiveWire, within the powerful narrative this exhibit presents to the public."

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# Three Races, Three Winners

The AMA clearly had levelling the playing field in mind when it changed the Race Vs. Production Bike Throttle Body regulations for the AFT Twins Presented by Vance & Hines class at the start of the 2019 season.

With four different winners taking the wins in the first five rounds, with only two of those wins being taken by (two different) Indian factory 'Wrecking Crew' riders, and a Yamaha MT-07 DT breaking the factory and privateer FTR750 monopoly, it looks like the sometimes processional nature playbook of the last two seasons certainly has been torn up.

Asked if he thought that the changes were affecting the 2019 results so far, **Indian's VP Racing, Technology & Service Gary Gray** thought that it was still too early to judge.

He told AMD Magazine: "We believe the 40 mm power advantages given to the other teams will be seen at mile races, especially those with high traction. Being we haven't been on a mile yet, it is too early to judge. But you could definitely see the speed that Bryan Smith, JD Beach and Jake Johnson had at Daytona when on the high traction banking.

"We think we will have the power to hang with them, but breaking the draft and passing will be the real challenge with our 38 mm throttle bodies. Fortunately, Briar Bauman, Jared Mees and Brandon Robinson have earned a solid points lead aboard the FTR750 to protect the championship fight as we enter a series of three back to back mile races."

Following the win by factory Indian rider **Briar Bauman** at the season opening Daytona TT, and privateer Brandon Robinson's triumph in the Atlanta Short Track, it looked like there might be a return to business as usual as back-to-back reigning Grand National Champion Jared Mees took the win and Indian took a second podium sweep out of three races at the AFT Twins presented by Vance & Hines Texas Half-Mile (April 20).

His Wrecking Crew teammate Briar



Bauman finished second, and Indian Motorcycle privateer Brandon Robinson (Kennedy Racing/Armbruster Racing Indian FTR750) rounded out the podium with a third-place finish. Mees' victory moved him into second on the all-time win list for Half-Miles (27 in total), while for Bauman the second-place finish continued a strong start to the season that had seen him reach the podium in all three races, including his Daytona TT win.

In the Roof Systems AFT Singles the win went to **Shayna Texter** (No. 52 Red Bull KTM Factory Racing SX-F 450); second place was taken by **Mikey Rush** (No. 15 RMR Honda/Red Riders Rewards Honda CRF450R), with emerging 16-year-old phenom **James Ott** (No. 193 Media Home Inc./Kawasaki of Simi Valley Honda CRF450R) making his professional debut.

It was a family affair in the 15-lap Texas Half-Mile AFT **Production Twins** class as Shayna Texter's brother, **Cory Texter** (No. 65 G&G Racing/Holeshot Powersports Yamaha MT-07), was victorious in the opening race of the 11-race 2019 AFT Production Twins championship.

In the **Arizona Super TT (April 27)** presented by RideNow Powersports at Wild Horse Pass Motorsports Park in Chandler, Arizona, multi-time national road racing champion **JD Beach** (No. 95 Estenson Racing Yamaha MT-07 DT) pulled off an improbable come-



from-behind victory to claim his first career American Flat Track premier class win and the first premier class AFT win for a Yamaha twin since Scott Pearson won the Peoria TT in 1981.

AFT Twins presented by Vance & Hines title leader **Briar Bauman** (No. 14 Indian Motorcycle/Progressive Insurance FTR750) took second - maintaining his perfect podium record of the season so far - with **Jared Mees** (No. 1 Indian Motorcycle/Progressive Insurance FTR750) third. **Jeffrey Carver Jr.** (No. 23 Roof Systems of Dallas/Indian of Metro Milwaukee FTR750) finished fourth, with Beach's teammate **Jake Johnson** (No. 5 Estenson Racing Yamaha MT-07 DT) fifth.

TT maestro **Jesse Janisch** (No. 132 Roof Systems Dallas TX/Öhlins Yamaha YZ450F) took his AFT Singles TT win streak to three, with points leader **Dalton Gauthier** (No. 122 D&D Cycles/Govert Smash Husqvarna FC450) second, 2016 AFT Singles champion **Ryan Wells** (No. 94 Estenson Racing Yamaha YZ450F) third - his first podium of the season after opening 2019 without a top-ten finish in the year's first three events.

At the Vance & Hines **'So-Cal' Half-Mile (May 11)**, at Perris, California (Round 5), **Brandon Robinson** (No. 44 Kennedy Racing/Armbruster Racing Indian FTR750) took the win at the



Southern California Fairgrounds, becoming the first AFT Twins rider to claim more than one victory so far in 2019.

Title leader **Briar Bauman** (No. 14 Indian Motorcycle/Progressive Insurance FTR750) extended his perfect podium record for the season with second; with the factory Harley squad still looking for its first win since 2016, and the first ever for the XG750R, **Sammy Halbert** (No. 69 Harley-Davidson Factory Flat Track Team XG750R Rev X) took third after a red flag and restart ruined his chances.

Fellow Harley rider **Jarod Vanderkooi** (No. 20 Harley-Davidson Factory Flat Track Team XG750R Rev X) took fourth, with defending double AFT Twins Champion **Jared Mees** (No. 1 Indian Motorcycle/Progressive



**Gary Gray, Indian's VP of Racing, Technology & Service, told AMD "we believe the 40 mm power advantages given to the other teams will be seen at mile races, especially those with high traction." After five rounds, there have been four different AFT Twins winners. The FTR750 has taken four wins, two podium sweeps and 12 out of the 15 available podium spots.**

Insurance FTR750) in fifth.

In the Roof Systems AFT Singles, reigning champion **Ryan Wells** (No. 94 Estenson Racing Yamaha YZ450F) backed up his first podium of the season at the Arizona Super TT with his first win of the year.

In the second of the 11 AFT **Production Twins** Championship rounds being staged at the 11 half and one mile races in 2019, **Cory Texter** (No. 65 G&G Racing/Holeshot Powersports Yamaha MT-07) picked up where he left off at the Texas Half-Mile, going two-for-two by scooping up a second consecutive victory.

**Ryan Varnes** (No. 68 Varnes Racing/RoyBuilt/Don's Kawasaki Ninja 650) took second; with **Kayl Kolkman** (No. 98 Kolkman Racing/Uncle D Yamaha MT-07) third; **Michael Inderbitzin** (No. 54 Weirbach Racing/Racing Unlimited Kawasaki Ninja 650) fourth, and AFT Singles title leader **Dalton Gauthier** (No. 122 Racing Unlimited Kawasaki/D&D Cycles Kawasaki Ninja 650) fifth.

**With postponement of the Sacramento Mile to August 10, next up is the first of two visits to the Illinois State Fairgrounds this season for Springfield Mile I on May 26; then the Indian Motorcycle of Lexington Red Mile at Lexington, KY. on June 1; the Laconia Short Track at Loudon, NH. June 15; the Lima Half-Mile at the Allen County Fairgrounds, Lima, Ohio, June 29 and the New York Short Track and the Weedsport Speedway, Weedsport, NY on July 13.**

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# Foose Design, Metalsport Wheels Renew Multi-Year Agreement

Celebrating the 10th anniversary of a multi-year agreement with Foose Design, Metalsport Wheels has announced that it has renewed the longstanding exclusive agreement with Foose Design.

Foose Design has worked closely with Metalsport Wheels over the past years to develop the 'Signature Series' line. Chip Foose has created more than a dozen wheel designs for this line, including his latest designs, 'Bel Air' and 'Vortex'.

Chip Foose is the creative head and driving force behind the respected automotive and product development company Foose Design. Headquartered in Huntington Beach, California, it specializes in illustration, graphics, model making, surfacing and complete construction of automobiles and automobile-related products.

Founded in 1998, Foose Design products and creative services are available to individuals, TV and film

companies and automotive manufacturers.

Ron Loynds, owner of Metalsport Wheels, stated: "I would personally like to thank Chip and Lynne for the confidence and trust given to Metalsport and allowing us into the Foose Design family along with the friendship that has evolved from our business relationship."

Metalsport offers a full line of 3D, 2D and now Hybrid finished wheels featuring over 25 designs. It lays claim to having the largest selection of wheel sizes in the USA, with sizes starting from the 16" wheel to the monster 34" wheel. All Metalsport wheels come with options to add matching rotors, pulleys, sprockets.

[www.metalsportwheels.com](http://www.metalsportwheels.com)  
[www.chipfoose.com](http://www.chipfoose.com)



From left to right, Chip Foose, Ron Loynds and Lynne Foose



The 'Bel Air' (left) and 'Vortex' are the latest additions to Metalsport's popular Chip Foose 'Signature Series' wheel program

# 60 years of the Brooks Black Leather Jacket

Plymouth, Massachusetts based Brooks Leather Sportswear is celebrating its 60 years in the powersports industry with the anniversary of the "iconic" Brooks jacket - one the company says has created "an enduring legacy in the world of motorcycling, film, and popular culture."

From the first style PJ27 in 1959

until today, Brooks leather jackets are made in USA with the same quality and traditional 'old school' styling. "Brooks jackets are forever," says CEO Jamie Goodson, "and passed down from father to son, or daughter - riders appreciate the heritage and tradition of a genuine Brooks."

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



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*Rugged UV-resistant nylon buckles throughout*

## EXFIL-48 MOTO BACKPACK *Built for a Beating.*

Designed by riders, for riders, our newest addition to the EXFIL line of moto luggage is built for a beating on and off the bike. From the built-in tool compartment and reflective stitching to the compression strap that does double-duty as a universal mounting strap, it's easy to see the thoughtful touches that make a big difference over the long haul. Added versatility comes from MOLLE webbing, mounting loops on the sides and compression straps on the front big enough to hold a tent or other equipment. Ventilated mesh back panel and BioFoam padding with adjustable sternum strap help make it a comfortable backpack off the bike. Tactical build quality, clever design and universal fitment make the EXFIL-48 an easy sell for any shop.



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**NEWS BRIEFS**

**Harley Riding Academy (New Rider Course) is now being offered as a college credit course at the University of Wisconsin-Milwaukee - upon completion, students will earn an MSF BRC completion card.**

The acquisition of North County's House of Motorcycles at Vista, near San Diego, California, has taken RideNow Powersports to 42 stores in its national network, 15 of them in its home state of Arizona, 7 in Texas, and 5 in each of Florida and Nevada.

**As at 20 weeks out from the show date, AIMExpo, slated for Columbus, Ohio, in September 2019, says that dealer registrations are running ahead of the same time for Las Vegas in 2018 (+14%) and for Columbus in 2017 (+22%), with 22% of dealers said to be from the V-twin and Cruiser sectors and with dealers registered from 42 different states.**

Tucker Powersports has added Sena Technologies to its brand partner portfolio. The Sena range includes communication devices, action cameras and Smart Helmets.

**BMW Motorrad achieved a strong start to the year with first quarter sales up +7.7% (38,606). In March, a total of 18,931 (+9.9%) motorcycles and maxi scooters were delivered to customers around the world.**

Matt Chambers' Confederate Motorcycle replacement venture, an all-electric comeback for the legendary Curtiss brand, has gone public with target pricing. The company showed the 140 kw/190 hp/200 Nm torque Zeus Cafe and Zeus Bobber as pre-production prototypes at the Milan Show in November last year. Entry level pricing is slated to be around \$60,000. Production is planned to start in 2020, and a \$6,000 deposit is required to get on to the wait list.

**Tucker Powersports has partnered with TEAM Arizona Motorcyclist Training Centers to become its newest 3rd Gear Level Sponsor. Tucker will provide specific TEAM Arizona training sites with riding gear and equipment, highlighting brands such as Arai Helmets, First Gear, Speed and Strength and Answer Racing.**

# Vance & Hines Names Mike Kennedy as President

Santa Fe Springs, California based exhaust manufacturer Vance & Hines has named Mike Kennedy as company president.

Kennedy has extensive experience in powersports and recreational vehicles, including senior-level positions at Harley-Davidson, in both the United States and the United Kingdom. He also held leadership roles at BRP Inc. and Buell Motorcycle Company. At Harley-Davidson, Kennedy had operational responsibility and held the positions of Managing Director for the United States, and eventually the Americas. He led organizational changes in the company that created greater access to products and ensured the strength of the brand. His breadth of management experience from previous roles demonstrates his expertise in building organizations that meet the needs of customers in a variety of competitive environments. Kennedy helped lead



the development and execution of Harley's parts and accessories explosive growth for six years from 1998-2004 and in 2003 hired Vance & Hines to operate the Harley-Davidson Screamin' Eagle Racing program.

"Mike's energy, experience, operational expertise and relationships are essential to taking Vance & Hines to the next level," said Hugh Charvat, CEO of Motorsport Aftermarket Group (MAG). "He's the right leader to help Vance & Hines re-establish its dominance in the industry and continue our commitment to creating new and innovative products."

Vance & Hines co-founder Terry Vance said: "If I searched through resumes for a year, I wouldn't find a person more perfect for this job than Mike. I couldn't be more excited that he's



joining the company." "There's huge power in this brand," said Kennedy. "Forty years of innovation, quality and being a dominant player in racing is just the start. We're in a rapidly evolving industry, and I want to make sure that Vance & Hines remains the top choice for riders and dealers long into the future."

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

# U.S. Households With A Motorcycle Climb To Record 8% in 2018

A Motorcycle Industry Council (MIC) owner survey has revealed that despite the present soft new motorcycle registration figures in the United States, there are more bikes in use with a record 8% of U.S. households reported to own at least one motorcycle.

Households with a motorcycle rose from 6.94 percent in 2014 (the last full survey) to a record 8.02 percent in 2018, an increase of more than 1.5 million homes. The United States Census Bureau's most recent estimate put the number of U.S. households at 126,224,000. The MIC owner survey found that 10,124,400 of those homes had a motorcycle.

"The household penetration numbers have always been among the most important figures to us," said MIC President and CEO Tim Buche. "We're certainly happy to see more homes that have a motorcycle. Riders who talk about motorcycling to friends and neighbors help to inspire people who don't yet ride."

The number of motorcycles owned also reached record levels, according to the survey, jumping to 13,158,100 last year, an increase of more than 2.5 million motorcycles compared to 2014. It is even higher than the



**Tim Buche, MIC President and CEO: "The household penetration numbers have always been among the most important statistics for us"**

previous record from 2009 (11,704,500), which followed a long period of high-volume new bike sales. The estimated number of motorcycles in use rose to an increase of more than 2 million since 2014. And that number was more than 1 million better than the record figure from 2009, when 11,015,105 motorcycles were in use. "Modern motorcycles are high-quality machines, enabling the pre-owned market to be a key part of the overall growth in the motorcycle and rider population," said Jim Woodruff, secretary/treasurer of the MIC Board of Directors and COO of National PowersportAuctions. "The annual pre-owned market is actually three times larger than the new market. Used bikes appeal to many riders because

there are so many options in terms of price and style."

The 2018 survey also revealed that the number of motorcycles per household with a bike stood at 1.30, up slightly compared with 2014 when it was 1.23, but down compared to 1.53 recorded in 2009.

The percentage of motorcycles in running order was down 3 percentage points, from 96.1 percent in 2014 to 93 percent in 2018. But compared to a decade ago (94.1 percent) it was only down one percentage point last year.

"As used units become a larger part of the overall motorcycle population, it's not surprising to see a slight decrease in the percentage of operating units," Woodruff said. "Our research shows that the average age of a pre-owned motorcycle sold in the U.S. is approximately eight years old. Plus, vintage bikes are on trend now and many riders are keeping non-runners as part of their collection."

The MIC is headquartered in Irvine, Calif., with a government relations office in metropolitan Washington, D.C. First called the MIC in 1970, the organization has been in operation since 1914.

[www.mic.org](http://www.mic.org)

Sources: AMD, IDN, FT, Reuters, PSB, MPN, B&B, BDN, MCN, AP, Bloomberg, MNNW



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NEWS BRIEFS

Motorcycle registrations were -2.76% in Germany for April at 16,788 units; for the year to April the German market was +11.61% at 50,059 units. BMW is the inevitable market leader in its home market, selling 12,939 units in Germany for the year so far - up substantially (over 20%) on its 2018 performance and giving them a market share of 25.85 percent.

A study in Europe suggests that a substantial proportion of car commuters would switch to an E-bike, specifically to a Pedelec. Over 15,000 commuters were interviewed in 10 countries, with an average of 24% of commuters suggesting that they would be prepared to consider such a switch. Some 45% of Dutch commuters were positive about using a Pedelec, 39% in Spain, 21% in Germany, with British drivers least interested at 15%.

No stranger to the unique challenges of the Pike's Peak International Hill Climb, on June 30th, 2019 Aprilia will compete in the Heavyweight Motorcycle class with the widely acclaimed race-spec RSV4 derived Tuono V4 1100 naked bike, with Australian racer and Cycle News Road Test Editor Rennie Scaysbrook as the rider. Since making his debut in the 'Race To The Clouds' in 2016, Scaysbrook has achieved a podium position each year in the Heavyweight category and is one of only five riders in the history of the PPIC to go under the magic 10-minute barrier. First sanctioned in 1916, the track measures 12.42 miles (19.99 km) and has over 156 turns, climbing 4,720 ft (1,440 m) to the finish at 14,110 ft (4,300 m), on grades averaging 7.2%. As of August 2011, the highway is fully paved.

There are boardroom changes at Canadian headquartered BRP with Laurent Beaudoin to step down as Chairman of the Board, becoming Chairman Emeritus, and being replaced by José Boisjoli (in addition to his existing roles as President, CEO and Director), with Michael Hanley (an independent director since 2012) appointed Lead Director. Mr. Beaudoin has been Chairman for the past 16 years and "has played a critical role in the development of BRP's business since its creation in 1963."

Ultima EVO and TC 'A' Engine Rebuild Program

Motorworks/Midwest Motorcycle Supply is offering a motor rebuilding service to its dealers worldwide.

"By offering this service, your customer gets a quality rebuild complete with a 6 month, 6,000 mile warranty. However, it doesn't stop there. We are also offering this service to S&S and Harley-Davidson Evo V-twins as well - adding another option to get that motor rebuilt correctly, and at an unbeatable price."

This service is offered to all Ultima engines, 80" thru 140" and select Big Twin Evolution style engines, and the Twin

Cam "A" engine. Ultima machine shop services extend from the crankshaft and cases, to the cylinders and heads. This includes, for Evo models, "True and Rebuild" for the Evo crankshaft; disassemble inspect, fit new rod set to new crank pin and bearings, balance, and reassemble with sprocket or pinion shaft as an additional option; bore the case for big bore cylinders (EVO and Shovelhead), recondition the deck base gasket surfaces (EVO and Shovelhead), and more.



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[www.midwestmc.net](http://www.midwestmc.net)  
[www.ultimaproducts.com](http://www.ultimaproducts.com)



Rinehart Earns EPA and CARB M-8 Touring Endorsement

Arden, North Carolina based Rinehart Racing says it has been "cleared to make and sell Clean Air Act compliant exhaust systems for Harley-Davidson M-8 Touring models."

The company has been issued an Executive Order by the California Air Resources Board (CARB) and has met the requirements of the Environmental Protection Agency (EPA) to manufacture and sell a full exhaust system that complies with Clean Air Act regulations. The company's forthcoming Slimline Duals system has been certified EPA and CARB emissions compliant and will be legal for sale in all 50 states.

"This is the beginning of a new chapter as we innovate and evolve into a regulatory compliant performance company," commented Rinehart Racing President and CEO, Judd Hollifield. "Our primary focus has always been, and will continue to be to provide our customers with the performance products that they

want. Up until now, that limited riders in California to our emissions compliant slip-on mufflers. This new full exhaust system will provide those riders seeking significant performance gains with a new option in the exhaust aftermarket." The new exhaust system is a variation of Rinehart's popular Slimline Dual system, which will be compatible with 2017 and later Harley-Davidson touring motorcycle models. The system will be available for purchase with any combination of Rinehart's 4" or 4.5" touring slip-on mufflers.

Rinehart says that "independent dynamometer testing shows that the new EPA-approved Slimline system shows a significant increase in torque and horsepower in comparison to the stock exhaust system. In fact, side by side comparisons showed better performance over other EPA-approved aftermarket systems."

"This issuance has been years in the

making, but, in reality is just the latest step on the road to compliance," Hollifield explained. "In addition to the emissions compliant slip-on products that are currently in our product catalog, we have already developed a line of exhaust products that meet and exceed European regulations. We look forward to continuing to produce exhausts that are available to all riders, regardless of where they live."

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



Sources: AMD, IDN, FT, Reuters, PSB, MPN, B&B, BDN, MCN, AP, Bloomberg, MNNW

# The Road Hawg™ WTK Kits

Hawg Halters Inc. is proud to announce the **Road Hawg™ Wide Tire Kit Program** has just added 2 New WTK kits for 2019. The HHI Road Hawg™ Wide Tire Kit is now available in 21" x 5.5" and 23" x 5.5" widths.

These New Wide Tire Kits will be available in both early and late model applications to fit most of the V-Twin Touring Bikes. Featuring a Chrome, Black or Phantom Cut HHI/Renegade Wheel, HHI Hidden Axle Kit, US-made Steel Fender, and time-tested X-23™ or X-26™ Bolt on Triple Tree, these kits will deliver a powerful combination of styling and performance!

The HHI Road Hawg™ WTK program now includes 7 Wide Tire Packages:

- 18 x 5.5 HD Touring Bikes (Early & Late Model)
- 18 x 5.5 Indian Touring Bikes (Late Model)
- 21 x 5.5 HD Touring Bikes (Early & Late Model)
- 23 x 5.5 HD Touring Bikes (Early & Late Model)

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# "Together We Rise" - A Message from "Re-Imagined" AIMExpo

Owned and operated by the Irvine, California based Motorcycle Industry Council (MIC), AIMExpo presented by Nationwide is endeavoring to rally the powersports industry to their 2019 Columbus, Ohio tradeshow (September 26-29) with an appeal to the industry to work together to the betterment of the motorcycle and wider powersports market in the United States.

"For many years the powersports industry has talked about working together, because we are stronger when united, and it is the express purpose of AIMExpo presented by Nationwide to facilitate this unity. It provides a platform for dealers, OEMs, distributors, aftermarket manufacturers, media and consumers to talk together and work towards progressing the industry forward.

"Coming together as a group gives us the opportunity to better understand and overcome the challenges that are impacting our business. It gives us the ability to adapt, overcome and, with a united front, grow the powersports industry," said Bill Jenkins, MIC Board Member and Senior VP Sales & Operations, Kawasaki Motors Corp. U.S.A.

"To facilitate this interaction, the 2019 AIMExpo presented by Nationwide has been re-imagined to create the perfect platform for the industry. It will incorporate the second annual Powersports IndustryWeek, which will feature a number of business and social-focused activities in addition to the aforementioned dealer training and seminars. Furthermore, the show floor will feature three unique powersports lifestyle "neighborhoods." They are dedicated



to Street/Urban/Sport riders, as well as Two and Four-Wheel Off-Road and Adventure, plus the V-Twin/Cruiser/Custom segments. The "neighborhoods" will allow trade visitors and consumers to quickly identify their areas of interest and create an immersive experience. Each



"neighborhood" will highlight the latest machinery, parts and accessories available in each market sector and help show dealers how they can better interact with today's buyers.

"Another major aspect of the 2019 show will be AIMExpo Outdoors, which will continue to offer on-road motorcycle demo rides for the industry and consumers. There will also be a dirt demo area, which returns to the show in response to the growing significance of the ATV and side-by-side market. It gives manufacturers the opportunity to demonstrate their latest technology, while visitors will be able to compare competitor vehicles or perhaps get behind the wheel for the first time."

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



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# Drag Specialties and Parts Unlimited to Continue AIMExpo Commitment

Parts Unlimited and Drag Specialties will be continuing their commitment as a major exhibitor at the 2019 AIMExpo when it heads back to Columbus, Ohio in September 2019. LeMans Corp. VP of Sales/Marketing, Jeff Derge said: "This is an important part of our industry; it's another opportunity for Parts Unlimited and Drag Specialties to show our commitment to 'We Support the Sport'. We look forward to coming together with dealers, vendors and OEMs."

Along with their key brands, Thor, Moose, ICON, Z1R, Slippery, Arctiva and AMS, they will welcome the ability to meet with new and existing dealers to "showcase all we have to offer. Dealers will have the opportunity to connect with our Brand Managers and take advantage of expo discounts when they register at the Parts Unlimited and Drag Specialties booth

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"With the centralized location of Columbus, OH, this becomes a one-day drive or short flight for most of the U.S. - an ideal destination for our dealers.  
"We look forward to joining the rest of the powersports industry in this unique platform that creates opportunities for dealers, vendors and media to showcase new products, network, and build the future success of our industry."

## Motorcycle Storehouse - 2019 Catalogs

Motorcycle Storehouse has published a new 1,760 page, Volume 14 hard parts and accessory 'Master Catalog', with 'Tools' and 'Clothing & Lifestyle' products featured in separately available specialty catalogs. The new 'Master Catalog' has well over 50,000 parts for 1903-2019 V-twin models, with almost 20,000 color images "meticulously updated to include the 2019 model years, countless M-8 additions with some 120 clarifying exploded views and numerous tech-tips." It is available in print and online. The Motorcycle Storehouse 2019 Clothing & Lifestyle Catalog "is all about clothing, helmets, accessories and much more - with the widest possible spectrum of tastes, style and riding and casual preferences catered for. "Internally referred to here at Motorcycle Storehouse as 'The Feel-Good Catalog', its style and



quality levels soar to new and unexplored heights with more new brands than ever. With close to 10,000 products shown on 770 pages it is a force to be reckoned with that makes our dealers readier than ever to do business with their customers". It is also available online and in print.

[www.motorcyclestorehouse.com/catalogs](http://www.motorcyclestorehouse.com/catalogs)



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# Kuryakyn Expands Leadership Team - Adds Former H-D and Buell Execs



Kuryakyn recently named powersports industry veterans Tony Stefanelli (left) and Lars LaVine to senior-level roles at the Somerset, WI-based company. Stefanelli is Vice President of Product Development & Engineering and Lavine is Vice President of Global Sourcing & Supply Chain Operations

Greg Heichelbech, President of the Accessories Group of Motorsports Aftermarket Group (MAG), has moved to strengthen his senior management team at Somerset, Wisconsin based Kuryakyn with the appointment of former Harley-Davidson and Buell executives to new, strategic positions. Anthony Stefanelli is now Kuryakyn's Vice President of Product Development and Engineering, and Lars LaVine has joined the company as Vice President of Global Sourcing and Supply Chain Operations. Tony Stefanelli's career started with the space shuttle, fighter jets and stealth bombers and evolved to leadership roles in engineering at both Buell Motorcycle Company (a subsidiary of Harley-Davidson at the time) and EBR (Eric Buell Racing). His responsibilities at Buell had him leading the development of singles, street fighters, cafe racers and ADV tourers (the Buell Ulysses). In his role at EBR, he was responsible for the development of the EBR 1190RS Superbike and also a hybrid scooter for Hero Motors. Stefanelli is an accomplished open-wheel race driver and at one time was designated for a spot in the Indy Car CART Series.

West Point graduate and eleven-year Army veteran Lars LaVine spent 16 years at Harley-Davidson and Buell Motorcycle in sourcing, purchasing and manufacturing operations roles. These positions leveraged his acumen for developing high-level global sources for all types of motorcycle components and systems. LaVine developed partnerships with leading suppliers to deliver new technology to Buell motorcycles, such as ZTL (Zero Torsional Load) brakes and the industry's first ever production motorcycle which used the frame as a fuel cell (Firebolt XB9R). LaVine is a self-professed "motorsports nut," who's real passion started with road racing and has evolved from there. "Kuryakyn's continued success will be based on innovation, quality and connection with our customers," said Greg Heichelbech. "All three of us have worked side by side with some of this industry's icons and we are ready to make our mark at Kuryakyn. Tony and Lars are leading teams that will create and manufacture the newest, coolest and most exciting products in powersports." [www.kuryakyn.com](http://www.kuryakyn.com)

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**NEWS BRIEFS**

The MIC and other outdoor recreation industry groups have applauded a March secretarial order that will help prevent the sale of public lands important to outdoor recreation, while ensuring that public access be a key consideration in land exchanges. The U.S. Department of the Interior order directs the Bureau of Land Management to formally consider what impact the disposal or exchange of BLM land will have on the public's ability to access federal lands for recreation. "This order will help ensure that the Bureau of Land Management considers public access to public lands."

**BMW has marked the production of its three millionth motorcycle/PTW at its Spandau, Berlin factory (a S 1000 RR) since the company moved all motorcycle production there from Munich in 1969. The company says that the facility employs 2,100 people and at peak times sees a new model roll off the final assembly line every 65 seconds. Some 130,000 units were produced there in 2018, including around 8,000 ready-to-ship CKD kits for assembly at its plants in Brazil and Thailand.**

Increasingly draconian OEM dealer policies in Europe are accelerating calls and plans for the creation of an all-brand pan-European motorcycle dealer association that is independent of any single motorcycle manufacturer or group.

**Noted Italian helmet manufacturer Nolan has been bought by 2Ride Holding (2RH), the owner of French helmet manufacturer Shark and apparel, luggage and accessory brands such as Bering, Bagster and Segura. 2RH was itself largely off-loaded by its owner last year when Paris based Naxicap sold a majority position in 2RH to another Paris based equity investor - Eurazeo PME - who are targeting to double group sales in five years from the reported €90m/US\$100m achieved in 2017. 2RH was created by Shark to develop and manage its ambitions just as the motorcycle market tanked.**

Yamaha has commenced public road testing of its YG-M FC prototype fuel cell vehicle in Japan. Compared to similar size electric vehicles, the fuel cell prototype is said to have a longer range and shorter refuelling time.

# Drag Specialties 2019 North American NVP

## Madison, WI - August 24th & 25th

Parts Unlimited, Drag Specialties and Parts Canada are teaming up this August to present the first North American NVP at Madison, WI, in August.

This is the first expo that will unite the three companies to introduce the Fall buying season. With this collaboration, "exhibitors will have the best of all teams in one location to roll out new products, programs and to educate both dealers and sales reps.

James Danyluk, President of Parts Canada, said: "Parts Canada, its staff and I are very proud to be a part of the LeMans global family. In this, our 20th year in business, we are very excited to celebrate our anniversary with our corporate family in Madison, WI, at the 2019 North American NVP.

"Twenty years ago, Fred Fox started Parts Canada and has never looked back. Back then, Parts Canada was the smallest distributor in Canada. In typical fashion, Fred, along with the U.S. and Canadian teams, turned the tiny distributor into Canada's largest powersports distributor. We look forward to being a part of the largest powersports distributor expo and to seeing dealers and suppliers from



across the continent." The North American NVP runs two full days featuring "opportunities to connect with the industry's leading brands on the expo floor through dealer training sessions and socially at the Meet & Greet/Bike Show." Mike Collins, CEO of LeMans

Corporation, said: "I'm very excited to have our Canadian team join us for our first North American NVP. It's another step forward in our quest to service all our dealers the very best we can. What an opportunity to share ideas and experiences and to learn from one another!"

## Vance & Hines 40th Anniversary

**To celebrate the 40th year of its founding in 1979, Vance & Hines has introduced a limited edition line of exhaust systems highlighted by special anniversary badging, in gold. Available only this year, this golden nameplate features laser engraved 40th anniversary logo "and is sure to be a collector's**

**item for years to come." Laser engraved over gold ceramic "our commemorative emblem design features the laurel of victory encircling the Vance & Hines logo to invoke our heritage of racing that has continued through today." Selected products available in chrome, matt black, wrinkle**



black and satin chrome include Hi-Output slip-ons for M-8 Touring models; Eliminator 300 slip-ons for M-8 Softails (Street Bob, Low Rider, Slim, Fat Boy and Breakout) with precision-machined billet end caps inspired by the Vance & Hines flat track racer; Hi-Output slip-ons for the M-8 Fat Bob and Shortshots Staggered for '14-'19 Sportsters.

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

Sources: AMD, IDN, FT, Reuters, PSB, MPN, B&B, BDN, MCN, AP, Bloomberg, MNNW

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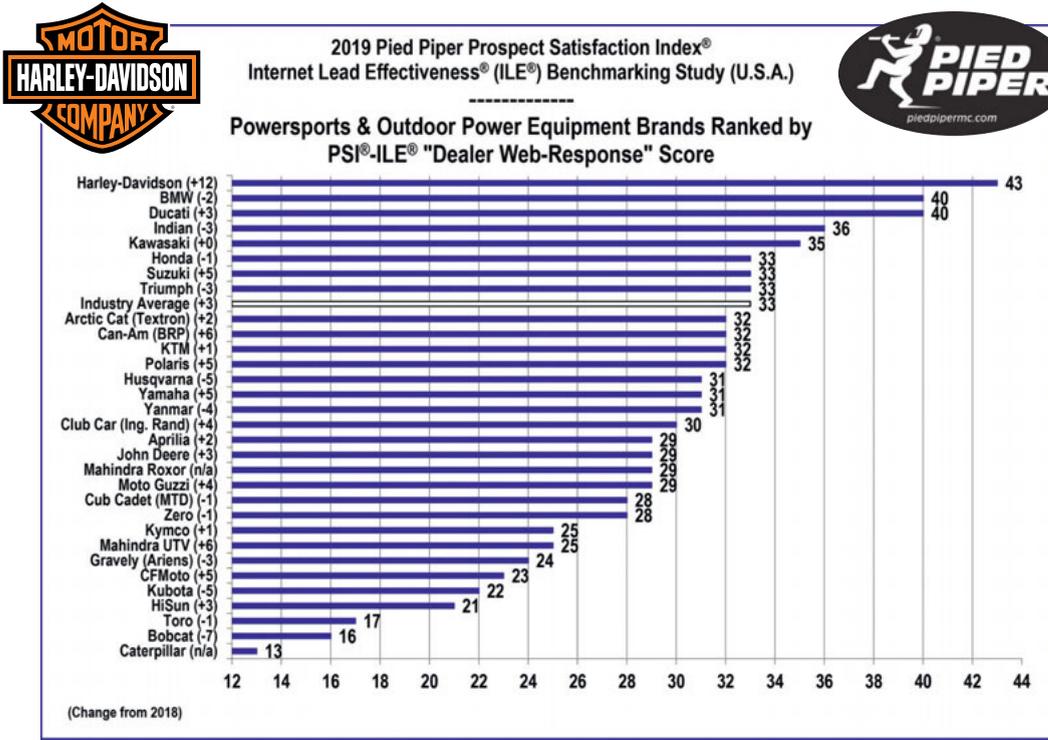
# Survey Names Harley Dealers Best for Internet Sales Lead Responsiveness

Monterey, California based Pied Piper has rated Harley dealerships top for Internet Lead Effectiveness (ILE) in its 2019 Powersports and Outdoor Power Equipment industry study. Seeking to answer the question, "What happens when UTV or motorcycle customers visit a dealer website and

inquire about a vehicle?", scores ranged from zero to 100, with 21% of dealerships nationwide scoring above 60, demonstrating an effective website-response process. However, 58% of dealerships scored below 40, "struggling to respond effectively to today's website customers.

Customers nationally received a personal reply to their website inquiry within 24 hours only 47% of the time on average." Dealerships selling BMW or Ducati motorcycles were tied for second, followed by Indian and Kawasaki. Brands which improved the most from year to year were Harley-Davidson, BRP's Can-Am brand, and Mahindra tractor dealers. Brands suffering the greatest decline from year to year were Bobcat, Kubota and Husqvarna.

Pied Piper sent customer inquiries through the individual websites of 4,208 dealerships, asking a question about a vehicle in inventory, and providing a customer name, email address and local telephone number. Pied Piper then evaluated how the dealerships responded by email and telephone over the next 24 hours - twenty different measurements generated a dealership's PSI-ILE score. The most basic measurement is whether a customer received an email response of any type, even an automated reply, within 24 hours. Industrywide, on average 18% of customers received no email reply of any type. A more meaningful measurement is whether the customer received a personal email response within 24 hours. Ducati and BMW dealerships were the most likely to provide a personal email response within 24 hours, more than 60% of the time on average. In contrast, Bobcat, Toro, Zero, Kubota and HiSun dealerships provided a personal email response within 24 hours less than 35% of the time on average. "Consider how dramatically retailing has changed over the past 15 years," said Pied Piper Management Company LLC President and CEO Fran O'Hagan. "If you wonder where all the traditional customers have gone, look instead for customers attempting to interact through dealer websites. Today customers visit dealer websites before visiting in person, and today the opportunity for dealers to 'meet' first-time customers often happens on-line."



Source: 2019 Pied Piper PSI-ILE U.S. Powersports + Outdoor Power Equipment Industry Benchmarking Study

www.piedpiperpsi.com

# Motorcycle Industry to Get Hit Again by Next Stage of US-EU Trade War?

Brussels based FEMA, the European Federation of Motorcyclist Associations, is lobbying the European Commissioner for Trade, Cecilia Malmström, to take motorcycle parts off a list of American made products that could attract up to 100% tariffs when exported into the EU. At the time of writing it is unclear whether Malmström's proposal is to hit parts for American made motorcycle parts specifically, as FEMA suggests or, as appears to be suggested by the inclusion of parts for mopeds as well as larger displacement machines, American made parts for any motorcycle brand. This latest spat stems from the end March 2019 World Trade Organisation (WTO) ruling that the USA had given benefits to their airplane industry (Boeing), with an estimated damage to the EU airplane industry (Airbus) of \$12 billion.



European Commissioner for Trade, Cecilia Malmström

The EU is therefore now considering countermeasures to the USA for the same sum and has published a list with products that will be charged with extra custom duties of up to 100%. The list contains (amongst many others) several motorcycle parts categories:

- 87141010** brakes and parts thereof, of motorcycles "incl. mopeds"
- 87141020** gearboxes and parts thereof, of motorcycles "incl. mopeds"
- 87141030** road wheels and parts and

accessories thereof, of motorcycles "incl. mopeds"

- 87141040** silencers "mufflers" and exhaust pipes, and their parts, of motorcycles "incl. mopeds"
- 87141050** clutches and parts thereof, of motorcycles "incl. mopeds"
- 87141090** parts and accessories of motorcycles, incl. mopeds, n.e.s. (excl. brakes, gearboxes, road wheels, silencers, exhaust pipes, clutches, and their parts)

The European Commission has been holding a public consultation, slated to end 31 May 2019. FEMA's position is that "trade wars should not be fought at the expense of motorcyclists and those who are working in the motorcycle market. In this particular case there are enough possibilities to charge other products in the aircraft sector with extra customs. As before, we will inform

Commissioner Malmström of our position and demand that motorcycle parts will be stricken of the list." Dolf Willigers, FEMA General Secretary, said: "Again the European Commission is involving motorcyclists in their disputes with the US administration. We have no part in this and we see no reason why European motorcyclists and people working in the motorcycle trade should be punished in a dispute about support to the aircraft industry. "Owners of US brand motorcycles have no choice when they have to replace parts of their motorcycle and will this way be forced to pay a much higher price. This measure really goes beyond all limits."



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**NEWS BRIEFS**

Via his Sonic Financial Corporation subsidiary, Charlotte, North Carolina based retail conglomerate Sonic Automotive founder and Executive Chairman O. Bruton Smith has submitted a non-binding proposal to acquire Speedway Motorsports, of which he is also the Executive Chairman and a director of Speedway Motorsports. Through its subsidiaries, Speedway owns and operates premier motorsport facilities such as Atlanta, Bristol, Charlotte, Las Vegas, New Hampshire and Texas Motor Speedways, Kentucky Speedway and Sonoma Raceway.

**US manufacturing output remained unchanged in March. Taken with two monthly declines previously, the Q1 data marks the biggest quarterly decrease in production since 2017, at 1.1%. Vehicles and parts production fell -2.5% in March, however, overall manufacturing output rose slightly by +0.2%, if vehicles and parts are excluded. Manufacturing of computer and electronic products and primary metals contributed by rising in March. Manufacturing accounts for 12% of the US economy.**

BMW has announced New Zealand as the venue for its 2020 Oceania International GS Trophy (February 9-16, 2020) with a change of model to the F 850 GS for a combination, one-way North and South Island route. There will be first time teams entering from the Netherlands, Argentina, the Middle East and North Africa, with a Nordic team making a comeback to the event.

# Black Hills H-D in Promo Partnership with Buffalo Chip

Black Hills Harley-Davidson has doubled down on its brand alliance with "the largest Music Festival in Motorcycling" to strengthen its national and international marketing efforts for the Sturgis Rally.

The Sturgis Buffalo Chip and Black Hills H-D are to "significantly expand" their brand alliance with the goal for Black Hills H-D to "increase its focus on year-round marketing and promotional efforts to attract more rally goers to the leading motorcycle industry businesses on its property" just outside Rapid City on the I90.

The two leading Sturgis destinations have a combined history of more than six decades "providing the ultimate rally experience to attendees, working together with world-class motorcycle customizations, promotions and other onsite activations. Black Hills Harley-Davidson will continue to support Sturgis Buffalo Chip's flagship charity events like the Legends Ride and Biker Belles, which have collectively raised over \$750,000 for Black Hills charities since 2008. In addition, it has also become a strong supporter of the Chip's new Rusty Wallace Charity Ride. "We are always looking for new, innovative ways to enhance our guests' experience, so it only makes sense to align our marketing and promotional efforts with the rally's focal point for entertainment, events and activities says Al Reiman, Senior Managing Partner at Black Hills Harley-Davidson. "This brand alliance allows us to integrate our marketing and promotional efforts not only as a way to



gain new customers, but reward existing ones with experiences they can't get anywhere else." Al went on to say: "Black Hills Harley-Davidson will leverage the Sturgis Buffalo Chip's award-winning marketing team to create and distribute content about the premier shopping experience found on its property, including its line-up of new motorcycle models, aftermarket products, apparel and other merchandise. Promotions are also intended, in addition to getting the word out about the availability of motorcycle rentals and onsite repair and maintenance services." For 'The Chip', Rod Woodruff, the owner

and rebellious leader of the ruthless collection of moto-outcasts that he has assembled, added: "We are thrilled to align with our friends at Black Hills Harley-Davidson. There are so many ways we can work jointly to ensure rally attendees a more convenient, entertaining and memorable Sturgis vacation. Our respective businesses already share many of the same target customer segments. This marketing alliance will generate more engagement with those consumers year-round, in much more memorable and meaningful ways." [www.blackhillshd.com](http://www.blackhillshd.com) [www.BuffaloChip.com](http://www.BuffaloChip.com)

Sources: AMD, IDN, FT, Reuters, PSB, MPN, B&B, BDN, MCVN, AP, Bloomberg, MNN



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# Polaris 2019 1Q Sales +15%

Polaris reported adjusted sales for the first quarter of 2019 of +15% to \$1,496 million, with net income at \$0.78 per diluted share, down -8% over the prior year; adjusted net income for the same period was \$1.08 per diluted share, down -4% over the prior year, but ahead of company expectations. Overall North American retail sales decreased -3% for the quarter compared to last year; ORV N.A. retail sales were down mid-single digits percent and motorcycle sales were down high-single digits percent, both negatively impacted by weather.

The company gained market share in snowmobiles for the season ending March 2019 and maintained market share in Indian motorcycles "in a challenging industry environment."

Motorcycles segment sales, including PG&A, totaled \$118 million, down -10% compared to the first quarter of 2018, driven largely by declines in Slingshot sales, and, to less of an extent, Indian Motorcycle sales, partly due to an ongoing challenging motorcycle market. Gross profit for the first quarter of 2019 was down at \$7 million compared to \$17 million in the first quarter of 2018. The decrease in gross profit was primarily the result of lower volume and tariff costs.

North American consumer retail sales for the Polaris motorcycle segment, including both Indian Motorcycle and Slingshot, decreased high-single digits percent during the first quarter of 2019. Indian Motorcycle retail sales decreased mid-single digits percent. Slingshot's retail sales were down low-double digits percent during the quarter. Motorcycle industry retail sales,

900 cc and above, were down mid-single digits percent in the first quarter of 2019.

Scott Wine, Chairman and Chief Executive Officer of Polaris Industries Inc., is quoted as saying: "Polaris' 65th anniversary year is off to a solid start, as we delivered sound results and finished the quarter with strong momentum. The team executed well, providing quality products to our customers while navigating a dynamic trade environment. Retail sales results were somewhat mixed, with greater than 20 percent snowmobile growth helping to

offset modest weather-related declines in ORV, motorcycles and boats, although all three of these segments came on strong at the end of March. The company reported first quarter 2019 net income of \$48 million, compared with \$56 million for the 2018 first quarter. Adjusted net income for the quarter ended March 31, 2019 was \$67 million compared to \$74 million. Gross profit increased +9 percent to \$352 million for the first quarter of 2019 from \$323 million in the first quarter of 2018.

Off-Road Vehicles ("ORV") and



**Scott Wine, Chairman and Chief Executive Officer of Polaris Industries Inc:** "We finished the Quarter with strong momentum. The team executed well, providing quality products to our customers while navigating a dynamic trade environment. Retail sales results were somewhat mixed, with greater than 20 percent snowmobile growth helping to offset modest weather-related declines in ORV, motorcycles and boats"



<b>CONSOLIDATED STATEMENTS OF INCOME (LOSS)</b>		
<b>(in thousands US \$)</b>	<b>Three months ended March 31</b>	
	<b>2019</b>	<b>2018</b>
<b>Sales</b>	<b>1,495,690</b>	<b>1,297,473</b>
<b>Cost of sales</b>	<b>1,143,242</b>	<b>973,992</b>
<b>Gross profit</b>	<b>352,448</b>	<b>323,481</b>
<b>Operating expenses:</b>		
Selling and marketing	129,259	117,707
Research and development	67,120	65,230
General and administrative	92,938	78,693
Total operating expenses	289,317	261,630
Income from financial services	18,805	21,425
Operating income	81,936	83,276
<b>Net income</b>	<b>48,378</b>	<b>55,714</b>
<b>Diluted Net income per share:</b>	<b>\$0.78</b>	<b>\$0.85</b>

snowmobiles segment sales, including PG&A, totaled \$867 million for the first quarter of 2019, up four percent over \$833 million for the first quarter of 2018, driven by growth in side-by-side sales.

International sales to customers outside of North America, including PG&A, totaled \$203 million for the first quarter of 2019, down four percent, from the same period in 2018. Increased Indian Motorcycle and PG&A sales were more than offset by negative foreign exchange movements, which reduced sales by seven percent for the quarter.

Given the 2019 first quarter results, the company is increasing its full year earnings guidance.

## Pro Pad Inc. Celebrates 20th Anniversary



**Pro Pad Inc.**  
Premium Motorcycle Products

Mooresville, North Carolina based Pro Pad is marking "twenty successful years manufacturing motorcycle accessories, focusing on comfort, quality and customer service," with its success attributed to customer loyalty.

A family's search for a comfortable riding solution has grown into a successful manufacturing company. Dissatisfied with the motorcycle seat pads available for their Harleys, the Enzwiler family resolved to create their own seat pad and Pro Pad Inc. was established in 1999. The mission

was to "provide a high-quality product worthy to be put on a Harley." Since its foundation in 1999, Pro Pad Inc. has added other motorcycle accessories, including floorboard extension kits, detachable luggage racks and tour pack systems. "Each product is designed with the rider in mind and intended to add comfort and convenience to the riding experience without diminishing the aesthetics of the motorcycle.

"As part of our mission to present the finest products, we source our materials as locally as

we can and manufacture most of our products in-house. This allows us to oversee production and, more importantly, allows us to proudly stamp each product with the words 'Made in the USA'."

"It's hard to believe 20 years have passed since we opened," says Mike Enzwiler, President of Pro Pad Inc. "It's been an amazing ride with plenty of ups and downs, but throughout the years our incredible customers have kept us striving to be better than the year before. A

huge 'thank you' goes out to everyone who has supported us through the years."

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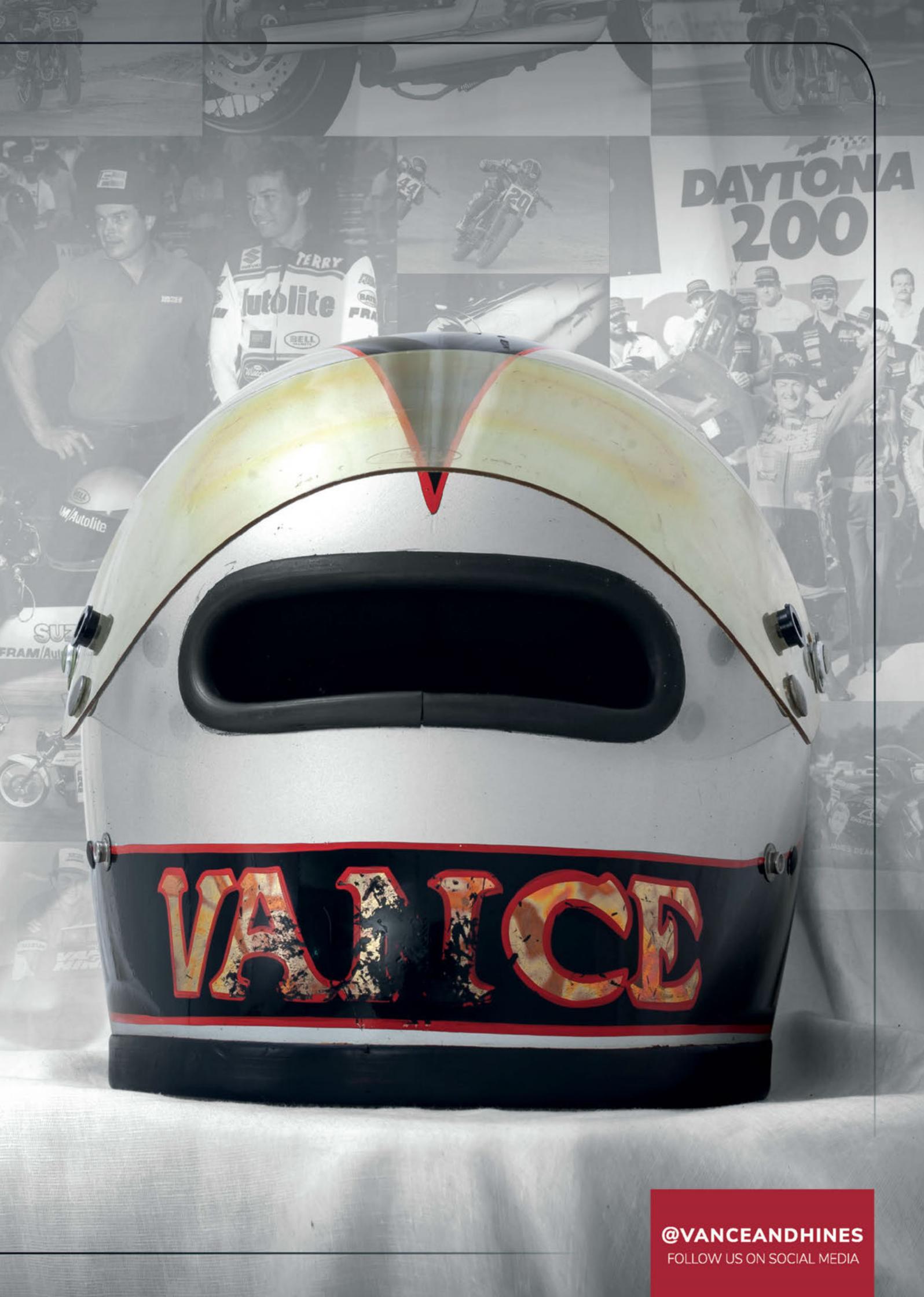
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The 33rd Biker Fest at Lignano Sabbiadoro, Udine, Italy, (May 9-12) hosted the Italian round of the AMD World Championship of Custom Bike Building Show Affiliate Series - the 8th annual Italian Motorcycle Championship. The culmination of a fifteen-event network of custom bike shows held throughout Italy and promoted by Italian custom magazine Bikers Life, the Italian Motorcycle Championship regularly produces star performers for the 'AMD'. In 2018, at INTERMOT Customized, the largest national contingent of competitors were the 18 builders from Italy who entered 21 bikes in total – over a fifth of all the bikes entered - with eight of the Italian builders taking a trophy home for scooping a podium place in one or other of the classes. This Italian Motorcycle Championship was again held at the Aquasplash Water Park,



Gallery Motorcycles' "Deeva", Best in Show was based around a 1920 Harley-Davidson JD engine, custom frame and glass oil tank



"La Veloce" by Hazard Motorcycle features a 1947 WL 45 engine with 1964 XL Sportster cylinders and heads



adjacent to the demo rides area and main Luna Park vendor space. Forty-seven bikes from across Italy, together with Mayerl Motorcycles visiting from Austria, competed in Freestyle, Modified Harley-Davidson, Metric, Streetfighter, Old Style, Bagger, Cafe Racer and Scrambler classes. The Best in Show and three additional winners will be receiving 1,000 euro expenses towards competing at the 14th annual AMD World Championship of Custom

Bike Building at INTERMOT, Cologne, Germany, from October 7-11, 2020. Best in Show was Gallery Motorcycles' "Deeva", based around a Harley-Davidson 1920 JD engine, one-off custom frame and exhaust, glass oil tank and with Jonich wheels and disc brakes. Also winning travel expenses and an invitation to Cologne were "La Veloce" by Hazard Motorcycle, featuring a WL 45 Flathead engine with Ironhead top end,

handmade frame, bars and exhaust, PDF Motociclette's "Gatsby", a 1930s Brough Superior homage using a modified 1980 Ironhead engine, handmade gas and oil tanks, exhaust, handlebars, fenders and air filter, and Metal Dreams' "Biker's Life Project" Kawasaki Z900RS, featuring extensive aluminum bodywork, Rizoma brake levers and footpegs, Free Spirits handlebars and stainless steel BS exhaust. [www.bikerfest.it](http://www.bikerfest.it)

2016 Retro Modified World Champion PDF Motociclette's "Brough Superior" homage



"Biker's Life Project" by Metal Dreams included extensive hand fabricated aluminum bodywork



## 'Republic of Texas' Rally is new AMD World Championship Affiliate Austin, Texas, June 13-16

The 'Republic of Texas' biker rally is the latest custom bike show event to affiliate with AMD as an official qualifier for the AMD World Championship of Custom Bike Building - the three-day show will be presented inside the Russ Brown Builders' Tent with rolling art, custom bikes and builders. The 'ROT' is putting up over \$10,000 in cash and prizes in three classes, with the winner of the FreeStyle class receiving \$10,000 (\$2,000 on site and the balance at the World Championship) in expense money to compete in the AMD World Championship of Custom Bike Building at INTERMOT Customized, Cologne, Germany, in October 2020. In an innovative move, the 'ROT' is including a 10' x 10' booth space in the \$50.00 registration fee (plus 2 x 4-day tickets) for the iconic AMD "anything goes" Freestyle Class - where the only limitation is the

builder's imagination. In another forward looking move, the class structure will also include a Garage Builders Open Class and two Custom Street Class divisions. The Garage Builders Open Class is for fabricators who primarily wish to show in order to promote their business, rather than compete - also ideal for any 'Garage Builder' wanting to show off their talents and maybe prepare for more serious competitions in future. The \$25 registration fee for this class also includes two 4-day tickets and a 10' x 10' booth space. The two divisions of Custom Street Class are designed to offer contemporary and 'Retro' opportunities. For Division One, the start point for the build must be a 1985 or later major OEM engine and frame as base (or 1984 EVO and later H-D platforms). The build must maintain original engine cradle



configuration, but the neck may be cut to rake or stretch frame. Hard tail sections and wide tire alterations are permitted. The second Custom Street Class division is for 1984 or earlier OEM engines (no replica engines) in custom or stock modified frames. Anyone interested in entering should contact Bob Kay at [bkay@abikersgarage.com](mailto:bkay@abikersgarage.com) [www.ROTRally.com](http://www.ROTRally.com)

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## Badlands RBT Module with Built-in Load Equalizer

Oreland, Pennsylvania based Badlands has been around since 1990, and in those 29 years a lot has changed, but the one thing that has remained most important to the company is the quality of its products, according to owner Jeff Zelinski of NAMZ Custom Cycle Products and Letric Lighting Co.

"Badlands holds many patents on the technology we ,invented and the most innovative option we have, the one nobody else has, is a module that combines run, brake and turn signal functions with a built-in load equalizer.

"All of our Illuminator modules boast these features along with an industry leading lifetime warranty. Most factory rear turn signals on Harley-Davidson models have amber turn signal lenses and are only turn signals.

"Using our patented, Plug-n-Play Illuminator Modules will allow dealers and their customers to convert rear signals into running lights, brake lights and turn signals in seconds. Simply switch the rear turn signal lens to red and its done. The built in Load Equalizer also means LED inserts can be added.

"There is no reason to purchase two separate modules when



one will do the job perfectly, for a lifetime. Simply install it under the seat or side cover and you're good to go."

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## 'Regal' for '64-'84 FX/FLH

Noted Californian seat manufacturer Le Pera has had its 'Regal' 2-piece foam, single base plate seat for 1964 - 1984 FX/FLH models in production since the 1970s.

Both the driver (11.5" wide) and passenger (8.25" wide) areas offer an excellent level of padding and support. Available in Cordova, Diamond, Pleated stitch and 'Regal' plush, like all Le Pera seats it is customizable with choices of material, thread and piping in custom colors.

Still handcrafting all its seats at their North Hollywood, California headquarters after 46 years as the market's design leader, all Le Pera seats feature a powder-coated steel base plate, a specially poured high density "Marathon" molded foam foundation and double-stitched, handcrafted cover with bonded polyester thread for durability.

Stitching choices and additional options such as Biker Gel, leather seating and full leather are all detailed in the 2019 Le Pera catalog which is available online - quantities of printed copies are available to dealers by request.

**LE PERA ENTERPRISES**  
**North Hollywood, California, USA**  
**Tel: 818 767 5110**  
[info@lepera.com](mailto:info@lepera.com)  
[www.lepera.com](http://www.lepera.com)



## 45" Flathead Transmission 3 to 4 Speed Conversion Gear Kit



**New from Newburgh, New York based V-Twin Mfg / Tedd Cycle, this 10-piece transmission kit is for use on 1941-1952 W models and Servi-Cars. "Great for restoring those oldies but**

**goodies," the kit will transform the 45" gear box from a 3-speed into a 4-speed transmission. The kit includes all gears and shifter drum side cover and re-uses the stock type main shaft, countershaft, shifter forks, and hardware. With the 4-speed conversion in a 45" transmission, the reverse gear option cannot be installed; this kit does require a 4-speed shifter gate.**

**V-TWIN MFG/ TEDD CYCLE, INC.**  
**Newburgh, New York, USA**  
**Tel: 845 565 2806**  
[info@teddcycle.com](mailto:info@teddcycle.com)  
[www.vtwinmfg.com](http://www.vtwinmfg.com)

# Motorcycle Storehouse Additions

## Arlen Ness Brake Calipers - "Slow Down Fast"



CNC machined from billet aluminum with a 3D design engineered for both form and function, the sculpted design of these Arlen Ness brake calipers "provide an extremely rigid structure under braking stress. It also helps facilitate

cooling, with fins machined into the inner caliper halves to help effectively disperse heat." Each caliper kit includes brake pads, bleeder screw, banjo bolt, sealing washers, mounting hardware and a shim kit. Rear kits available for '08-'17 Softail, '08-'17 Dyna and '08-'19 Touring. Front calipers are available for '15-'17 Softail, '08-'19 Touring, '06-'17 Dyna and '14-'19 Sportster models. For bikes with 11.5" rotors, 11.8" diameter brake rotors must be additionally purchased.

## Fat Bob License Plate Bracket



Motorcycle Storehouse says that the stock FXSB license plate mount holder is easy to improve upon with this "slick black powder coated aluminum bracket. It installs high, directly below the rear fender, showing the rear tire for that power-look." The bracket installs easily to the seat bolt and left/right fender strut bolts. Hardware is included, and it fits '18-'19 Softail FXSB/S Fat Bob.

## Killer Custom - "Creating More than a Machine"

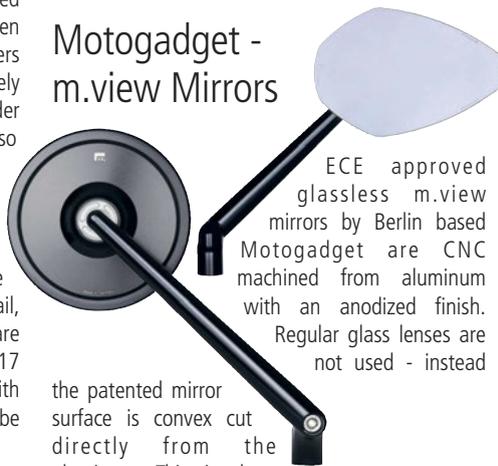
"Gone are the days that a chopper was hot and baggers were not! Simple Touring motorcycles



have now evolved to something that couldn't be anticipated way back when. The guys from Killer Custom are living on the edge of the EU in Lithuania, where the owner started building award winning bikes back in 2000. Nowadays Killer Custom has a small and dedicated staff, producing complete fiberglass body kits for Baggers, extended saddlebags and fenders from mild to wild. Even Softails did not escape their attention. Rear solo seat/fender combos for Softail, radiator covers, fairing kits and more are supplied for those creating more than an average machine."



## Motogadget - m.view Mirrors



ECE approved glassless m.view mirrors by Berlin based Motogadget are CNC machined from aluminum with an anodized finish. Regular glass lenses are not used - instead

the patented mirror surface is convex cut directly from the aluminum. This is done with ultra-precision diamond tools using a special 'flycutting' procedure, after which it is made corrosion and scratch resistant by a special vacuum plasma coating process. Screws are stainless and the vibration stable ball joint provides easy adjustment. Body thickness is approx. 4.5 mm without ball head; 150 mm stem length; the classic round is 96. mm diameter. The mirror installs to all M10 holes - M10 x 1.50, M10 x 1.25 left and M10 x 1.25 right bolts are included.

## Motone Customs - "No Restrictions"



"A vintage look and exclusive small quantity production is what it's all about these days. Fitting this newfound individuality is Motone Customs, a relatively small British company specializing in custom motorcycle parts. Things are done in a similar way to the large mass producers, but on a much smaller scale - which enables them to produce 'not so average' products, in a professional way. The extraordinary part in their production process is that virtually nothing is outsourced - all is done in-house at the company's own Asian (Vietnam) factory. From high pressure aluminum die-casting to CNC machining to making custom moulds for its own

injection moulding equipment that produces seat base plates, taillight lenses and more."

## Roeg Peruna Helmets

These Roeg Peruna full face helmets are available in two lightweight fiberglass shell sizes and meet the necessary requirements for ECE-R22.05 approval. Features include removable cheek pads, padded chin strap with classic double D-Ring fastener, and integrated snaps to secure the (included) Peruna sun visor - a range of coloured visors are available separately.



## Taylor Spark Plug Wires - "Fire for the M-8"



"Taylor has been making spark plug wires since the dawn of time, so it knows exactly what it's doing. For the new generation Milwaukee Eight engines Taylor developed awesome looking wire kits that will give power where it's needed. Plug boots and wires are matching colors, coil boots are always black."

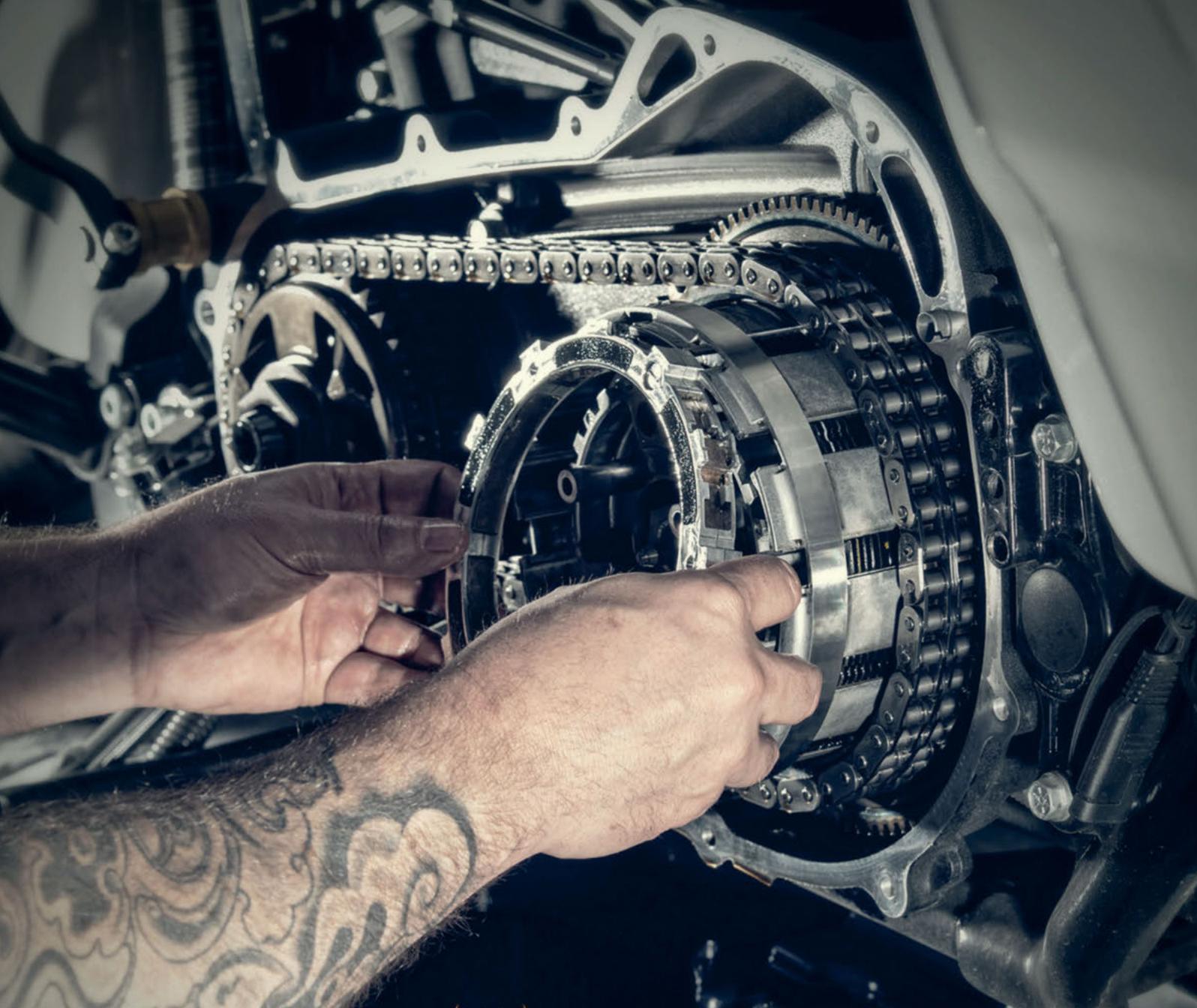
## Wannabe Choppers - "Time Tested"

"You would swear these parts were made in a time that steam engines ruled the world! Nothing is average, with each item sending strong vibes that you will either love or hate. Make no mistake, the tech is state-of-the-art - the taillights are ECE approved LED - but all parts are individually sand-cast, by hand, in the Wannabe workshop in Germany - in just the way parts were made many, many moons ago..."



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# Drag Specialties Additions

## M-8 FXWB Headlight Mount Conversion



For FXFB customers looking for a more traditional cruiser look, this new Drag Specialties headlight mount converts the stock rectangular headlight on 18-19 FXFB to a conventional 5 3/4" bottom mount headlight. Use with any bottom mount 5 3/4" headlight and headlight mount block (sold separately). They are constructed from strong, lightweight 6061 aluminum, available in a chrome or gloss black finish and mount with existing hardware. Made in the U.S.A.

"noticeable additional performance" on '14-'19 Sportsters. "Increases in engine efficiency and power are achieved through a durable epoxy-coated wire



mesh designed to maximize airflow and provide peak filtration. It also uses high-flow four-layer surgical-grade cotton filtration and a super tough urethane body that won't crack or curl like rubber." It is pre-oiled for fast installation and 100% washable.

## LED Turn Signal Inserts



Drag Specialties says these LED turn signal inserts are a "great, longer lasting and more energy efficient upgrade to conventional 1156/1157 bulb-style turn signals. They produce a bright light output with a wide viewing angle for maximum visibility." They have a plug-and-play design for easy installation and are sold in pairs. A load equalizer may be needed.

## XL Predator III

Drag Specialties Seats has expanded its popular Predator III line with seats for '14-'19 Sportster models. "This uniquely styled seat is made narrow up front for better leg clearance and features a 6" tall driver support that gently slopes down to the passenger seat area. The automotive-grade vinyl



## XL Transmission Pulley



This Drag Specialties replacement 29-tooth transmission pulley for 91-03 XL models is a heat-treated steel construction for strength and durability. It is a direct replacement for OEM #40505-95.

cover is available in Smooth, Classic stitch, Double Diamond stitch with black thread or Double Diamond stitch with silver thread. Molded polyurethane foam is used for maximum comfort and styling with a 3/16" ABS thermoformed seat base for a perfect fit." It features rubber bumpers and a fully carpeted bottom to protect paint during seat removal and installation. Its fits with most sissy bars and measures 27 1/2" L X 11" W in the front and 6 3/4" W in the rear.

**DRAG SPECIALTIES**  
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## Baker 'Armored Attitude' Chain Adjuster

Said to be stronger than the original (for more abusive riding!) Baker Drivetrain's 'Armored Attitude' chain adjuster design is said to prevent damage to the motorcycle's motor case bearings, inner primary bearings, clutch hub bearings and transmission output gear bearings.

"The issue with the stock auto chain tensioner is when the chain has any slack in it, the auto tensioner ratchets the shoe up another notch. One notch is not going to be an issue, but the tightening continues until it causes problems in other places," says Drivetrain Meister Bert Baker.

"With our manual chain adjuster, you control the tightening of the chain so no unwanted damage occurs." It fits 2007 and later Softail and Touring models, and 2006 and later Dyna models.

"Our manual chain tensioner allows you to set the chain to the proper 5/8"-7/8" (cold) freeplay, and never have to worry about it being too tight. The upgrade support kit includes a support plate, hardware, shoe and a shoe keeper."

The chain shoe is machined from Nylon 66; the active plate and back support plate are made from investment cast with 4130 steel, and it has 28% finer teeth spacing



(compared to '01-'06 chain adjusters) for more accurate adjustments - the chain adjustment method is the same as the '01-'06 style stock 'L'Bracket' adjusters. Baker says that the 'Armored Attitude' adjuster will increase torque by +3.42 ft/lbs, reduce primary noise, help prevent damage to the primary and improve motor bottom end and inner primary race bearing durability, and advises that you should "check the primary chain tension at the 500-mile interval and then after every 5000 miles. If the chain cannot be adjusted properly, then replace the chain." Available in chrome, polished, raw or wrinkle black.

**BAKER DRIVETRAIN**  
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Tel: 517 339 3835  
[info@bakerdrivetrain.com](mailto:info@bakerdrivetrain.com)  
[www.bakerdrivetrain.com](http://www.bakerdrivetrain.com)

## Raked Headlight Bezel for FLH



From Monrovia, California based lights specialist Headwinds, this new 7", 18 degree raked headlight bezel for 1985 and up FLH applications restores the appropriate stock headlight beam angle on raked front ends or big wheel installations.

The 18 degree raked Bradley nacelle bezel, for stock and most after-market nacelles, is also available in 6, 8, 10, 12 and 14 degree angles and features built-in rake to keep your light properly level with the road. They are made in the USA and available in a variety of finishes with supplied hardware (but not the nacelle).

**HEADWINDS, Inc.**  
Monrovia, California, USA  
Tel: 626 359 8044  
[sales@headwinds.com](mailto:sales@headwinds.com)  
[www.headwinds.com](http://www.headwinds.com)

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## Piston Jet Oil Cooler Gasket

Cometic Gasket has addressed widely reported problems on M-8 Touring and Softail models of the factory oil jet cooler gasket disintegrating, causing oil pressure loss and possibly adding to the piston overheating issues.

Cometic's new aluminum foamette material gasket (C10174) for this application has an aluminum core and nitrile foamette material bonded on both sides, so it will not disintegrate, leak or weep, like a fiber type gasket.

Cometic advises that "when installing these new upgraded gaskets, be sure the self-



tapping screws are fully bottomed out to ensure the oil cooler jet is firmly seated against the engine case. This will ensure a leak free installation."

Sold in pairs, Cometic says that installing this gasket can prevent many issues related to oil pressure loss, piston overheating, oil starvation in the piston wrist pin and oil sumping.

**COMETIC GASKET INC.**  
Concord, Ohio, USA  
Tel: 440 354 0777  
[info@cometic.com](mailto:info@cometic.com)  
[www.cometic.com](http://www.cometic.com)

## Turn Signal Eliminator Kit for H-D Touring

Award winning Youngsville, North Carolina based Custom Dynamics has designed this direct bolt-on turn signal eliminator kit to "clean up the rear fender" on H-D Touring models - replacing the stock OEM turn signal bar for a "sleeker, more custom look."

Made from lightweight aluminum, the radius license plate mount eliminates the stock rear turn signals completely and is offered in a chrome or gloss black finish. The illuminated radius license plate frame is included in the kit, which provides license plate illumination with six built-in white LEDs and a simple two wire hook up (backed by the Custom Dynamics lifetime LED warranty).

Matching chrome or gloss black mounting hardware is included for a seamless installation. They are



currently available for '97-'13 Electra Glide, Ultra Limited and Road Glide Ultra (including CVO), '97-'19 Road King, Road King Classic and Road King Special, '14-'15 FLHTKSE, '15 FLTRUSE, '06-'19 Street Glide, Street Glide Special and '99-'19 Road Glide and Road Glide Special. Taillights are sold separately.

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# Rekluse Introduces Oil Product Line

A division of Wiseco parent company Race Winning Brands (RWB), Boise, Idaho based Rekluse is now offering factory formulated oils to the off-road and V-twin markets. "Drawing upon 16 years of innovation and experience with clutches, these new oils have been engineered and tested to ensure they meet Rekluse's high standards of performance. Rekluse Factory Formulated Oil is the perfect complement to any OEM or aftermarket clutch. "All three oils are full synthetic and Rekluse Factory Certified for use with Rekluse auto and manual clutch systems. Rekluse National Sales Manager Patrick Koether said that "Our engineering team continuously researched, reviewed, and tested oil products in tandem with Rekluse clutch development. "By introducing Rekluse Oils, we are delivering proprietary formulas to meet the demands of a broad range of customers, both on- and off-road. We are proud to offer these new oils and we trust enthusiasts will have a great experience when choosing Rekluse Factory Formulated Oil." These Rekluse oils are said to "deliver improved power transfer through the clutch, smoother shifting and reduced clutch heat for longer clutch life; all are said to meet API SL and JASO-MA2 standards and are Rekluse Factory Certified for optimal clutch performance." Available as 10W-40 for 4-stroke engines, 20W-50 for 2-stroke transmissions/4-stroke engines and 20W-50 for V-twin primary.

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



# Cardo PackTalk with JBL Audio

Initially seen in AMD Magazine some months ago following the Milan Show in Italy in November 2018 (EICMA), Cardo Systems has now confirmed North American availability of its 2019 PackTalk line-up with premium sound by JBL. The Plano, Texas based company's North American subsidiary says that the "world-class audio technology from JBL elevates Cardo's 'Best-in-Class' experience and establishes a new standard for helmet communication systems. "Hailed by reviewers around the world as the 'gold standard' for motorcycle communication systems, each PackTalk model (bold and slim) merges its ground-breaking Dynamic Mesh Communication (DMC) technology with Cardo's all-new, natural-voice operation feature." DMC-powered devices allow up to 15 riders to wirelessly communicate with the same ease of connecting just two, while also allowing riders to seamlessly join, leave or change positions at a distance of up to five miles without causing a breakdown in communication. Natural-voice command allows riders to simply say "Hey Cardo", and the always-on system reacts instantaneously, activating the device and no longer requires a specific action such as push-to-talk, so riders can keep their hands on the bars at all times. "Through intensive research and rider feedback over the past 15 years, we discovered that performance, ease-of-use and sound quality are the most important factors for riders when looking for a communication system," said Dan Emodi, Cardo VP Marketing. "We've been able to take performance and ease-of-use to industry-leading levels thanks to our innovative Dynamic Mesh Communication technology and one-step natural-voice commands. Now, with the addition of premium sound by JBL, we are taking audio quality and clarity to the highest level as well."

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# Covingtons 'Ripper' Series



New from Woodward, Oklahoma based Covingtons Customs, the new 'Ripper' Series of billet custom accessories includes air cleaner cover, bag latch covers, brake pedal, derby cover, horn, ignition switch cover, passenger pegs, points cover, shifter peg and more. CNC machined from billet aluminum, they are available in chrome or tungsten cerakote. Covingtons Customs, USA, [www.covingtonscustoms.com](http://www.covingtonscustoms.com)



# Sportsman for 1990 and Up Big Twins - Including M-8 Softail and Touring



Legendary Lancaster, Pennsylvania based street and race clutch specialist John Magee has added to his Bandit Machine Works severe duty performance clutch product lines with applications for M-8 models.

Best known for the Drag Race bred Superclutch, the 'Sportsman' street application is now available in three Big Twin application models - for '90-'97, '98-'06 and for 2007-up, which now includes M-8 Softail and Touring applications.

Seen here on a 2017 Road King without a lockup unit, it is available with or without lockup, and "the Sportsman clutch will handle a great deal of power

without a centrifugal lockup," says Bandit Machine Works Founder, Designer and CEO John Magee.

"The new Sportsman Superclutch is an economical, easy to install high performance clutch upgrade with all of the quality, design, performance and service racers, performance engineers and dealers have come to expect from Bandit Machine Works."

Features include increased friction surface area of +217% of stock for 1990 to 1997 Evo models; +229% of stock for 1998 - 2006 Big Twins and 11 friction plates to produce a thumping +280% increase over stock for 2007 and up models.

"That's more than any other high performance H-D clutch," says John "and delivers greatly increased torque and horsepower capacity - right through to the rear wheel.

"Our Sportsman Superclutch design means lighter lever pull for greatly improved 'feel' and ease of operation with coil springs allow infinite pressure adjustment to tailor the clutch to your bike - there's no more choosing between 'too much' or 'not enough' - with the Sportsman Superclutch you can get it just right."

The bolt-in installation design is said to give 'Set & Forget' reduced maintenance with "no special tools required (no spring compressor) and with the extended inner hub length supporting the clutch on the main shaft means premature spline wear under heavy loads is prevented."

**BANDIT MACHINE WORKS**  
 Lancaster, Pennsylvania, USA  
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[info@banditmachineworks.com](mailto:info@banditmachineworks.com)  
[www.banditmachineworks.com](http://www.banditmachineworks.com)



## Custom Designed Extra Flat Solo Seats

Duisburg, Germany based custom motorcycle parts specialist Dock66 Motorcycle Parts is offering dealers these custom designed Solo seats with extra thin upholstery.

"These extra flat saddles are for universal use on any custom motorcycle, Harley-Davidson or classic bike," says company owner Frank Muschalla. The length is 325



mm with a 240 mm width, and optional spring mounting and choice of mounting brackets available.

A Dock66 imprint on the bottom plate identifies the seat as a craftsman made Dock66 Custom Original. These extra flat seats are available in Plain, Plain Brown, Flamed and Tuck 'n' Roll, and also in bigger shape as Wide and Wide Brown.

**DOCK66 MOTORCYCLE PARTS**  
 Duisburg, GERMANY  
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## AMD PRO GUIDE

# M-8 Big Bore Cylinders; Heavy Duty Axle and Adjuster Kits



Hitting the 'sweet spot' for M-8 upgrades, Twin Power has added **4.25" Big Bore cylinders for M-8 models** to its product line - factory fitted for the popular Wiseco Black Edition pistons.

When combined with Twin Power gaskets, a 107 cubic inch engine can be converted to 124 cubic inches, and a 114 cubic inch to 128 cubic inches. This is strictly a bolt-on kit, as the special gaskets eliminate the need to weld or otherwise modify oil and water passages.

Machining of the crankcase is not required either. Gasket kits are available with either .030" or .040" thick head gaskets, based on the builder's preference.

The cylinders are offered in a factory style black textured powder-coat finish with highlighted fins. Cast-in iron liners ensure strength, durability and quiet operation. Cylinders are sold in pairs and include cylinder head dowels.

"The M-8 has shown incredible performance potential, and this kit really wakes up the stock engine," says James Simonelli, Twin Power Brand Manager. "On a 107" Dresser with no headwork, TTS 250 cam and valve springs, 62 mm throttle body, a performance intake and 2:1 exhaust, we achieved 139.63 hp and a whopping 142.65 ft. lbs. of torque with a tabletop flat torque curve."

Twin Power has also added these new **heavy-duty axle and adjuster kits** for 2002 and later Dresser models, including 2019 M-8.

Featuring a solid stainless steel axle machined from 316 material that will not rust or seize to the wheel bearings, the adjusters are hard chromed steel with 4140 steel adjuster screws. All additional hardware is Grade 8 and installation tools and instructions are included.

"The high-performance Bagger scene is exploding," says James. "Large displacement engines, turbos and superchargers are becoming the norm. These mods will easily overwhelm the stock belt drive and snail cam style adjusters, and typically also require a chain drive conversion kit.

"In addition to the extra strength, these kits also allow a greater range of axle adjustment and are a

perfect addition to our popular cush drive chain conversion kits. They are also priced more reasonably than many of the other kits on the market, but give you the quality that you've come to expect from Twin Power".

Kits are 100% USA made and simple to install with only a minor spotting and drilling modification required.

Also seen here, these new Twin Power **replacement fuel pump kits** feature all the components necessary to rebuild the O.E.M. fuel pump module, including pump, filter, hoses, clamps and wiring harness as needed.

James Simonelli explains: "Ethanol fuel blends can really wreak havoc on American V-twin fuel systems. Extended periods of storage further compound this problem. These kits give you everything you need to correct these problems and offer a competitively priced solution to factory components (which in some cases are obsolete)."

The kits are available for all 1995-2017 factory fuel injected H-D models, come ready for plug-and-play installation and feature a Limited Lifetime Warranty.

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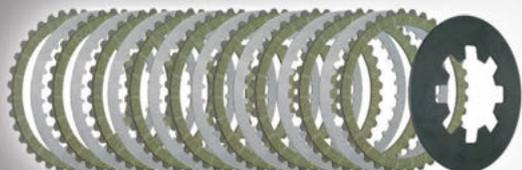
**BTX-5**



**Fits 1941 - 1984 Big Twin.** Includes 6 friction plates with 6061 T6 aluminum cores and 5 tempered steel drive plates. Also includes 10 zero crush coil type clutch springs. Stack height is pre-set for easy, accurate installation. Can run wet or dry. 20% more surface area than stock!

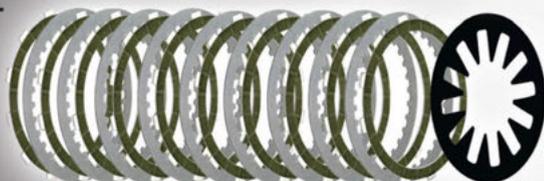
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**BTX-11**



**Fits 1990 - 1997 Big Twin and 1991 to present Sportster and Buell through 2002.** Includes 9 friction plates on tempered steel cores, starburst groove pattern for maximum heat dissipation and oil circulation, and 8 tempered steel drive plates. Pre-set stack height for easy installation. 15% more clutch area for high performance strokers. Also included is a 15% stronger than stock diaphragm clutch spring. This kit eliminates the double riveted steel plate.

**BTX-14**



**Fits 1998 Big Twin and Twin Cam models through present.** Kit includes 10 friction plates on 6061 T6 aluminum cores, 9 tempered steel drive plates and a 10% stronger than stock diaphragm spring. Pre-measured stack height for easy, accurate installation. 11% more surface area than stock.

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# GOOD GUYS II AIR CLEANER KIT FOR M8 MODELS

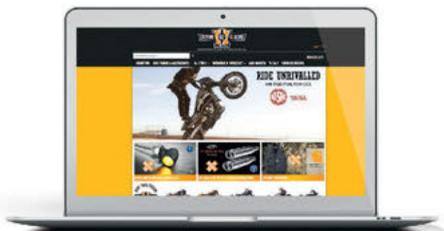
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**AMD PRO GUIDE**

## Darkhorse Signature Series 'Man O'War' Crankshafts

Internationally recognized for innovations such as its Pro Plug System, Osman, Wisconsin based Darkhorse Crankworks has long been regarded as producing the strongest foundations for all Twin Cam, and now M-8, performance engines.

At the heart of the "Darkhorse Difference", dealers can "put even more HP to the road without the concerns commonly associated with relying on OEM crankshafts in performance motor builds," says co-owner and General Manager John Dahmer. Built to order in five to eight business days lead time, John said that "Darkhorse Crankworks has always manufactured and sourced absolutely the best products available for building or remanufacturing Harley-Davidson crankshafts. Continuing in that tradition, our Signature Series 4", 4 3/8" and 4 5/8" stroke A or B model sets are a true "built to order" application-specific crankshaft.

"built with a true  
bottom-up approach"

"We build with a true bottom up approach, one that allows us to focus strictly on the foundation of all engine builds. We can utilize our nearly 40 years of experience to balance factors from our vast library of engine dynamics with being able to install a wide variety of components and connecting rods that dealers and engine builders simply cannot get 'off-the-shelf' from a distributor.

"This is the primary reason why so much of our business is repeat business. Our dealers know they can rely on our experience, craftsmanship and components for a rebuild and price that makes them look good with their customers.

"It all started with authorized Harley dealers wanting a premium OEM crankshaft replacement, with a premium built crankshaft built specifically for them. They do not want a 'one size fits all' off-the-shelf crankshaft. Now all custom shops and engine rebuilders have come to benefit from that premium approach - bottom ends that benefit the bottom line! "New Darkhorse certified crankshaft assemblies meet our stringent tolerances and are balanced to our specifications. We have formed alliances with top flywheel manufacturers across the USA who supply us with components that we are able to mate with our own precision made parts. The end result is an affordable, top-of-the line crankshaft.

"Each crankshaft we manufacture is truly unique. They are designed and built specifically for an intended application and customer. If an "off the shelf" crankshaft is all that your build or budget requires, we also stock Harley-Davidson OEM, S&S and other manufacturers' crankshafts, but we have been a pioneer in offering full service to pressed together Harley-Davidson and Buell crankshafts.

"Our exclusive line of PRO parts includes H-Beam Chromoly connecting rods that are second to none. Options range from inexpensive competition rods for



those with a restricted budget that are made from imported forgings, right through to our impressive "Made in the USA" forgings and Carrillo-made connecting rods.

"the Darkhorse  
Difference"

"Centerlines are machined to within .0003" of each other. They are the only rod that can provide the true .001" stack-up tolerance which is quickly becoming industry standard. All our proprietary bearings and races are available exclusively through us, and our precision balancing method has proven to our



dealers, and their customers, the benefits of a properly balanced crankshaft - often said by customers to be the smoothest and most reliable in America.

"In no small part this is due to our crankshaft vibration analysis and runout measurements. Since 1980, we have performed extensive testing on

"the Crankshaft  
Craftsmen"

crankshaft balancing and conducted vibration analysis. We have concluded that the most important unit of measure is the runout at each main bearing race. Runout measured at the end of each shaft is a by-product of those measurements. We are the Crankshaft Craftsmen!"



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## AMD PRO GUIDE

# Bitubo 'DigiShox' Electronic Suspension System for Harley-Davidson Models

Italian suspension manufacturer Bitubo has added to the applications available for its popular DS ('DigiShox') Electronic suspension system with fitments for Harley models.

Operated from a smartphone app, the DS system consists of Bitubo's proven and multi-patented ECH cartridges, its XXF rear mono shock and a Bluetooth control unit. The control display indicates the status of the settings in use - from a



choice of 12 available suspension tuning options. A button allows the rider to choose the set-up that suits his or her riding style and load, while an E-lean drop sensor and a GPS sensor determine speed, with the value used to adapt the suspension's setting automatically whenever required by the rider. The Bitubo ECH cartridge kit is equipped with hydraulic adjustment of the manual spring preload and electronic adjustment of compression and rebound. Bitubo XXF mono shocks are equipped with electronic adjustment of rebound, compression and preload.

Bitubo says that using "the smallest and most efficient micromotors ever used by any suspension producer allow increasing the speed more than 30% compared to any other similar system. The unit is equipped with 9 adjustments that are preset by Bitubo, and not modifiable, together with 3 more that can be personalized by the user.

"The included color choice map is visible on the display through the choice of position 1, 2 or 3 and further personalized set-ups are available via an Apple Store or Android Market downloadable app. After downloading the app and selecting it, the user will be faced with the 9 adjustments preset by Bitubo and the 3 more that are customizable to suit the user. The user can then send his personalized set-ups through the application to the control unit via Bluetooth wireless technology. The set-ups are selectable through the handlebar selector - parked or on the go - with a system reaction time of the system of just 100 milliseconds.

**BITUBO**  
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## Billet Tri-Bar Lighting



Classic and contemporary styling merge in Paughco's chrome billet tri-bar headlight assembly. Measuring 5 3/4" in diameter, these lights feature a Frenched-In headlight ring trim and classic tri-bar look. Finished in high quality chrome they come with replaceable H4 bulb, chrome mounting bracket and wiring. Paughco, USA, [www.paughco.com](http://www.paughco.com)

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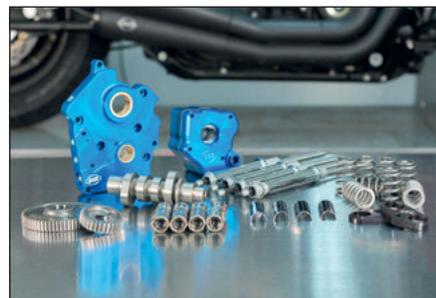
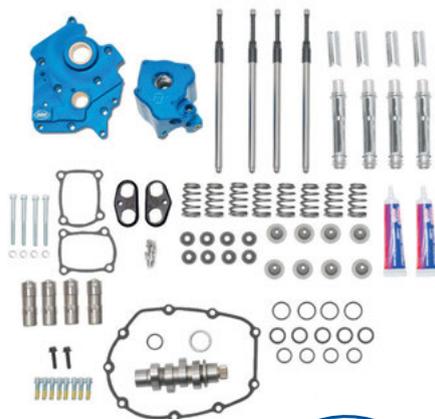
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## S&S 550 M-8 Cam Chest Kits

Adding to its collection of complete cam chest kits, S&S Cycle recently launched a version featuring the "monster" 550 cam. Designed for 114 and larger M-8 powered Harleys, "the 550 cam is good for 120 hp and 128 lbs of torque on a 114" motor with only a high flow air cleaner and header," according to VP Marketing David Zemla. "The kits include cam, outer drive gears for gear drive kits, cam plate, tappets, high flow oil pump, Quickee pushrod kit, tappet cuffs (mandatory for high lift cams), heavy duty valve springs and all bearings and gaskets needed for installation. Each package is designed to work with everything around it and create optimum power and reliability for 2017-2019 114 and larger M-8 powered Big Twins." The S&S cam chest kits includes the



company's new oil pump with a "best in the market" +44% increase in flow, a 58% increase in scavenge paired with a chain or gear drive cam and pushrod tubes - for "serious and reliable power."

**S&S CYCLE INC.**  
Viola, Wisconsin, USA  
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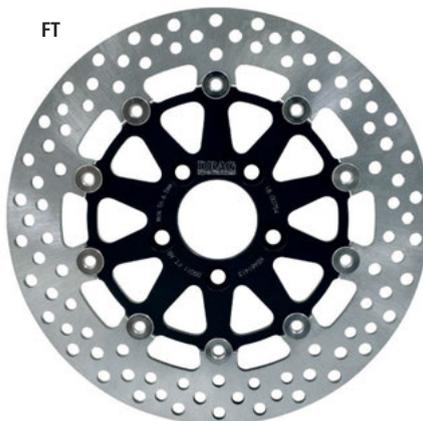
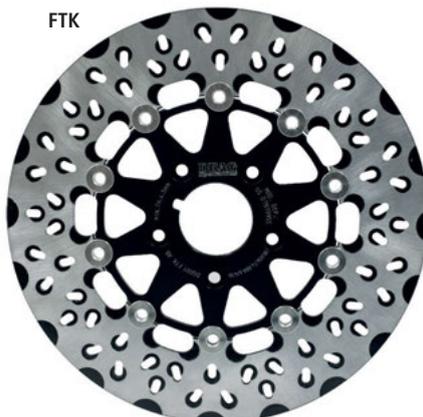
## Italian Made Drag Specialties Performance Rotors from Parts Europe

Exclusively available through Parts Europe / Drag Specialties, these new Drag Specialties brake rotors are said to be a "real upgrade in terms of performance and durability under the hardest riding conditions".

Manufactured for Parts Europe by a premium brake disc manufacturer in Italy, the "results are convincing" - all these brake discs come with an ABE certificate, for the current Touring models the rear discs are available as 7 mm. Matching brake pads are also available.

There are three different types of stainless steel brake rotors for all circumstances - FTK Discs are a long lasting, lightweight, exclusive design with ABE approval for maximum performance and faster cooling in front and rear thicknesses, like OEM brake rotors.

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AMD PRO GUIDE

Zodiac Additions

S&S 124 ci M-8 Power Package



The S&S Power Package is the ideal combination of performance and savings, designed to transform the M-8 "without breaking the bank". For the latest generation H-D's, S&S is packaging its brand new 124" bolt-in Big Bore kit with a 550 cam, cam plate and high flow oil pump as well as valve springs, lifters and pushrods. All kits can be installed without machining the crankcase and are available with gear or chain drive cams to make big, reliable power. It fits 107 ci oil cooled M-8s and is available in choice of finishes, including all black, black highlighted fins with chrome or black pushrod tubes, black highlighted fins and black pushrod tubes.



aluminum license plate mounts with LED light and LED turn/tail/brake lights fit into the stock antenna mounts. They come complete with plug and play connector for 2014 to present H-D Touring models in black with chrome accent, chrome, black with bronze accents, chrome with bronze accents or chrome with black accents.

Torx Harry Helmets



These E-approved open face helmets with their built-in flip-up sun visor represent great price-point and feature value - with ABS shell and luxury, soft, removable and washable interior. They are available in matt black, racer black, racer orange, black USA flag, black union jack or black rising sun.

Zodiac 'Clubstyle' Fat Bars

These handlebars are 1 1/4" (32 mm) in diameter with 1" (25.4 mm) ends to accept stock controls. The bars are dimpled and pre-drilled to accept internal wiring. They are available in chrome or black with 10", 12" or 14" rise for regular cable throttle, or ready to take throttle-by wire.



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# Custom Chrome Europe Additions

## 270 Super Classic Tire

CCE is now offering the popular Shinko 270 tire, featuring a classic, full aspect ratio sawtooth design on a Kevlar carcass (for better grip). Designed to be durable, it gives a classic style appearance for those seeking a touch of retro authenticity. Available fronts include 3 x 21", 4 x 18" and 19" and 4.50 x 18"; 5 x 16" front/rear also available.



Signal replaces the existing rear and brake light and indicators for a "sensational new look for the rear of the motorcycle." High tech features include Kellermann's EXtranz - Extreme Optical Transparency Technology, Kellermann HighPower LED technology and long life protection guard. It is for front fitment, in black with a tinted lens, is IC operated at 330 kHz, comes in a high quality metal housing, is suitable for 12 volt DC applications and has a M5 x 0.5 x 6.5 fastening screw; it is 10.55 high, 34.5mm long and 10 mm wide. It is also available as just a turn signal for the front and rear.

## Kellermann Micro S DF Dark Turn Signal/Brake Light/Taillight

From well-known Aachen, Germany based lights specialist Kellermann GmbH, the Micro S Dark Turn

## 465 Series M-8 Softail SGL Mono Shock

This 465 series mono shock from Progressive Suspension is designed to offer "improved damping characteristics and spring rates, resulting in increased suspension compliance. This allows the

rear suspension to more effectively absorb road irregularities, such as bridge abutments and longitudinal pavement cracks without the harshness associated with the OE suspension.

"Chassis stability is also improved for a more confidence inspiring ride. The 5 position rebound damping adjuster allows the rider to fine tune the shock for comfort and control." It has a hard anodized aluminum body, anodized aluminum shock mounting eyes with spherical bearings (compared to the OE rubber bushing / needle bearing), is a high pressure nitrogen, mono tube design and has threaded or R.A.P. (Remote Adjustable Preload) pre-load adjusters. Available in black for selected 2018 - 2019 Softails.



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# Lowbrow Brings Back the Legendary Wassell 'Banana' Gas Tank

Tyler and Kyle Malinky of Brunswick, Ohio based Lowbrow Customs fame are celebrating their 15th anniversary, and to do so they have reached right back in time to reproduce one of the kind of parts and accessories that has been making the Lowbrow name for the past 15 years - the original Wassell 'Banana' gas tank - with a few updates and selected options. The words 'iconic' and 'legendary' are often overused, but in the case of the contribution that WE Wassell made to the British motorcycle industry of the 1950s and '60s, the accolades are fully justified. Originally made in England as a custom gas tank for Triumphs, BSAs and other British motorcycles, by the late '60s it was turning up as a gas tank on Harley choppers (American and Swedish designs), and in the '70s became a staple of Japanese motorcycle customizing and had a particular influence on the designers at Yamaha.



The originals are much sought after, despite being rare, expensive, rusty, and made from quite low quality thin gauge steel. Lowbrow decided to reproduce the 'Banana', widening the tunnel so it will fit many more types of motorcycle frames. The filler neck was also changed to accept the common, thread-in, Harley-style gas cap. In addition to the original deep tunnel version, a mid-tunnel tank is also available. A third option is the aptly named 'Super Banana' - the same sleek side profile, but an inch and a half wider for added fuel capacity. For those with an interest in the pedigree of businesses such as Wassell, and the parts it produced, there is an excellent history of Wassell at the URL below. Their beautifully formed alloy tanks and fenders had for years been the chosen item for a generation of home-built special and kit bike builders the world over, and there wasn't a small production British trials or motocross machine that didn't possess some form of Wassell componentry. In fact, Wassell entered the kit bike market



in the 1970s, with Trial and scrambler frame kits for the popular BSA Bantam 125/175 two-stroke engine and a Sachs engined 125. Their success with them led to the production of complete motocross, enduro and trials bikes, and that in turn eventually led to legendary racer John Penton selling them in the United States as the Penton Mudlark - via Mitsubishi renamed as the Tyran Antelope. Meanwhile, back to the 21st century and to Brunswick, Ohio - if you are looking for an old style gas tank that is the 'real deal' in terms of authenticity and pedigree, then get yourself one of Tyler and Kyle's 'Bananas' before they've sold out!



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# Kuryakyn Additions

## Xkursion Luggage Range Extended



XS Odyssey



Guardian Rack Bag

Kuryakyn has added four new bags to its recently redesigned Xkursion luggage line-up. Made from durable, UV-rated, weather-resistant 1680 denier textile, signature design elements include laser-cut MOLLE modular attachment points, discreet and stylish reflective accents for enhanced visibility, premium lined interiors and multiple pockets to keep gear organized. Additional rider-friendly features include glove-friendly and weather-resistant zippers, ergonomic carrying handles and multiple heavy-duty welded and overmolded D-rings for secure mounting.

The 2,940ci (48 liter) capacity rigid structure Xkursion XS Guardian Rack Bag with thermoformed quick-stash pockets measures 26" wide x 12" deep x 11" tall and is designed for secure mounting on Tour-Pak or other touring trunk-mounted luggage racks.

The 2,160ci (35 liter) capacity Xkursion XW Porter is a 12" wide x 10" deep x 18" tall mobile office-ready rigid structure commuter bag with padded media storage to hold up to a 15" laptop and telescopic handle and wheels.

The 2,700ci (44 liter) capacity Xkursion XS Steward Roll Bag measures 20" wide x 11.5" deep x 11.5" with thermoformed dual-side entry panels plus a wide center hatch which offer three ways to access the main storage for convenient loading/unloading.

The 3,200ci (52 liter) capacity Xkursion XS Odyssey measures 16" wide x 10" deep x 20" and features a large easy-access main compartment, multiple padded electronic device sleeves and a variety of stash pockets for organization with rigid outer frame and formed and contoured bottom for secure mounting on a variety of passenger seats or luggage racks.



XS Steward



## Riot Grips for H-D and Universal Fitment

Now available for dual cable and fly-by-wire Harley models, Kuryakyn's new Riot grips sport a narrow profile with ultra-soft rubber for total comfort and control. The latest addition to Kuryakyn's MX-inspired Riot foot controls features castled aluminum end caps and collars to keep the collection's signature rugged styling on point. Riot grips employ Kuryakyn's premium EPDM rubber compound with subtle diamond knurling to eliminate vibration and ensure confident grip in all riding conditions. The thin profile helps keep arm fatigue at bay while providing a commanding feel for the motorcycle. They are available for most standard 7/8" and 1" handlebars and designed with a removable end cap to allow installation and use of bar-end mirrors or turn signals.

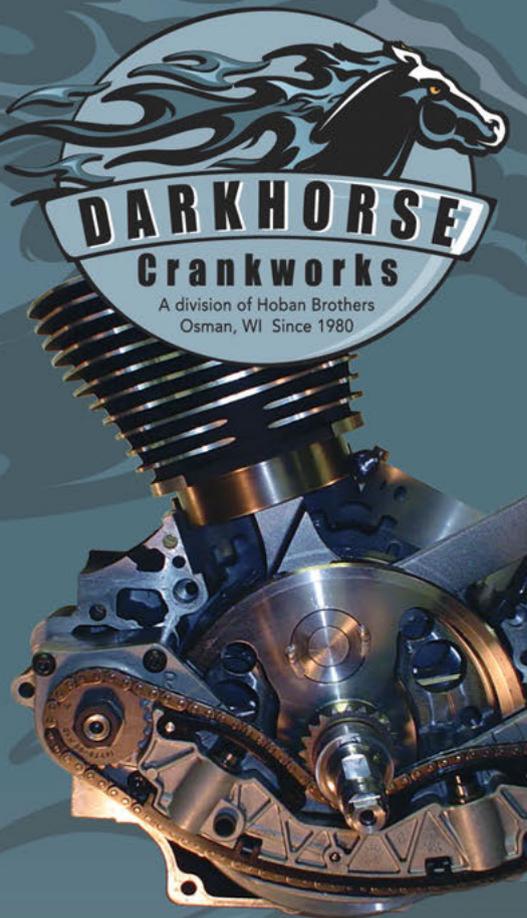


## Mid Controls for Indian Scouts



This new Kuryakyn Mid Controls kit gives Indian Scout riders improved, aggressive foot positioning, moving stock foot placement 15" back and 1" higher for improved handling and comfort. The kit features steel mounting brackets that bolt directly to the frame and engine for reinforced strength and durability. The brackets relocate the factory peg mounts, shift lever, rear brake master cylinder and rear brake lever beneath the rider to provide an improved and more assertive riding position. The kit also includes a replacement shift linkage and MX-styled pivoting knurled short pegs for aggressive cornering clearance and lean angle. The included pegs can be replaced with any aftermarket or OEM accessory pegs designed for Indian Scouts.

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# V-Factor Stock Replacement and Big Bore Cylinder Options 1941 - 2003



These stock replacement and Big Bore cast iron cylinders by V-Factor offer dealers, performance engineers and custom bike builders v-twin engine options for most Harley platforms, from Knucklehead, Panhead and Shovelhead, to Big Twin Evo and XL.

For 1941 through 1947 Knuckleheads front and rear OE style replacements are available in 3 7/16" 1200 cc/74 ci stock size, painted black.

For all Panhead years they are designed for inside or outside top end oiling.

They are available as stock replacement, standard bore size for all Shovelhead years (3 7/16" 1200 cc/74 ci and 3 1/2" 1340cc/80 ci), and as 3.625"/3 5/8" Big Bore in standard length or .200" taller for stroked engines for Shovelheads 1966-1984.

For Evo Big Twins and Sportsters V-Factor cylinders include stud inserts for head alignment in cast (Natural) or Wrinkle Black for Big Twin from 1984-1999 and Cast (Natural) for 1200 cc Exo Sportsters from 1988-2003.



For all Panhead years, they are designed for inside or outside top end oiling (rear seen here)

1941-1947 Knucklehead 3 7/16" 1200 cc/74 ci stock replacements (Knucklehead front seen here)

3 1/2" 1340 cc/80 ci OE style replacement for all Shovelhead years (front seen here)

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Big Twin Evo applications 1984-1999 in Natural (Cast) or Wrinkle Black

## Clutch Spring Compression Tool - 2001 and up Victory

Ventura, California based manufacturer Barnett Clutches and Cables is helping passionate Victory enthusiasts to 'keep the flame alive' with a new clutch spring compression tool for 2001 and later Victory motorcycles.

"Designed to compress the diaphragm clutch spring, making it easy to remove and re-install the retainer ring, this clutch tool makes working on the clutch much easier and efficient and is a 'must have' for

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## Rebuffini Radial Hand Controls with Integrated Down Angle Mirror



Italian parts and accessory specialist Rebuffini has these new RR90 radial hand controls available, featuring a downward mirror, can bus switches, mini indicators - all in matt black anodized.

The set is available for all H-D can bus models including Dyna '12-'17, Softail '11-'17 ignition switch; and keyless Softails '16-'19 and '14-'19 Sportsters.

Among the many Rebuffini design and manufacturing qualities that have made the



company a worldwide byword for excellence, long lasting, high temperature anodizing is guaranteed fade free - "our black stays black, this is the best industry surface treatment available".

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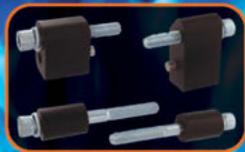
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NEWS BRIEFS

Harley has approved a cash dividend of \$0.375 per share for the second quarter of 2019. The dividend is payable June 14, 2019 to the shareholders of record of the company's common stock as of May 30, 2019.

Indian Motorcycle said that its FTR 1200 and FTR 1200 S were due to begin arriving at dealers in the U.S. and Canada in mid-May. All factory accessories, including the Tracker, Sport, Rally and Tour Collections, will also be available as motorcycles arrive in dealerships.

In further FTR 1200/S news, Indian Motorcycle has confirmed that FTR assembly will commence for European dealers at their Poland factory by the end of 2019; European spec CKD 'Scout' kits from the Spirit Lake, Iowa factory are already being assembled there.

Workers at Harley's Menomonee Falls and Tomahawk plants in Wisconsin have agreed what the company said was its final new contract labor offer. The deal will see the workers concerned receive 14% raises over the next 5 years, with a new average assembly worker wage of \$33 per hour for those in the Milwaukee area and \$25 hourly for Tomahawk employees. Harley has also promised to invest \$65 million into the Menomonee Falls factory and \$10 million into the Tomahawk facility. The expiring agreement was negotiated in 2010 and implemented in 2012 and included a seven-year wage freeze. That deal was a by-product of then CEO Keith Wandell's hard-ball play book response to the financial crisis.

Tim Brown Adds H-D Charlotte NC

Harley-Davidson of Charlotte in Matthews, North Carolina, has been sold from Ken Lipack to Tim Brown. Established in the early 1920s, the dealership underwent many ownership changes and relocations until it was acquired in 1993 by Ken and Ron Lipack - a past elected member and President of Harley-Davidson's Dealer Advisory Council.

Tim Brown bought H-D Charlotte to expand and grow his group and footprint in the Southeast. In addition to several automotive dealerships, Brown also owns Harley-Davidson of Greenville, South Carolina. "As a long-time car guy and a long-time partner with Billy Weaver of Harley-Davidson of



Greenville, SC before buying him out, I really wanted to buy another Harley-Davidson dealership, even though it was a very emotional sale for the Lipack family."

The dealership will operate under a new name, Independence Harley-Davidson, but will remain located at 9205 East Independence Boulevard in Matthews, North Carolina.

"What's the Skinny" - Motorcycling Without The Fat



The theme for this year's Michael Lichter 'Motorcycles as Art' exhibit at the Buffalo Chip during Sturgis (August 3 - Aug 9, 2-10 p.m.) is to be "What's the Skinny" - a 'Less Is More' one-time collection of world-class 'Light and Lean' custom motorcycles built by industry leaders whose past work been influenced by the "skinny" aesthetic.

"What happens when you thin the herd of the custom motorcycling world and gather the builders known best for creating the lightest, leanest and meanest machines on two wheels? You'll find out when you experience the stunning collection of masterpieces curated by Michael Lichter for the Sturgis Buffalo Chip's 2019 Motorcycles As Art Exhibition.



"During the exhibit's 11th year at the Buffalo Chip, you'll get to know the works of a diverse group of over 40 custom builders and artists hand selected by exhibit curator Michael Lichter - showing just how much inspiration, detail and engineering mastery can be crammed into a wiry frame in a world-class gallery setting. "There are no rules restricting

the builders on type and size of tires, how much the primary can stick out or an absolute maximum width for the fuel tank and handlebars. Lichter based each builder's inclusion solely on past bikes they have built. The bikes they build are limited only by their imagination and ingenuity. The majority of the bikes in the display will be built specifically for this show."

Sources: AMD, IDN, FT, Reuters, PSB, MPN, B88, BDN, MCVN, AP, Bloomberg, MNNW

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