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Harley "Delivers Solid Q3 Financial Results"

Commenting on its Q3 results, Harley chairman, CEO and president Jochen Zeitz is quoted as stating that "Harley-Davidson delivered a solid third quarter and we have seen many of our Hardwire strategic initiatives perform well."

"Our teams continue to work to mitigate the impact of the ongoing supply chain challenges that our sector faces, however, our performance underlines that we are on course to deliver our long-term Hardwire strategy."

Total HDI revenue grew 17% behind increased shipments and favorable motorcycle unit mix, with Motorcycles and Related Products segment operating margin at 8.4% (3.6 percentage points better than Q3 2020) driven by unit mix, pricing and reduced restructuring expense offsetting the cost increases across the supply chain and the impact of EU tariffs.

Harley's Q3 North America retail performance was up over last year,

offset by declines across international markets.

Total net income growth of 36% was driven by growth across both the Motorcycles and the Financial Services segments.

In the quarter that saw the launch of the Sportster S, the all-new Sportster motorcycle built on the Revolution Max



Jochen Zeitz, chairman, president and CEO - "Our teams continue to work to mitigate the impact of the ongoing supply chain challenges. Our performance underlines that we are on course to deliver our long-term Hardwire strategy."

platform, revenue from the Motorcycles segment was up significantly during the third quarter of 2021 - primarily driven

by a 12% increase in wholesale shipments, favorable motorcycle unit mix and pricing.

Parts & Accessories third quarter revenue was down slightly, while General Merchandise was flat to Q3 2020 as both businesses faced strong prior year Q3 comparisons as dealers reopened after pandemic-related closures.

Third quarter gross margin was down 3 percentage points to Q3 prior year as a margin benefit attributed from stronger volume, profitable mix and pricing was more than offset by the negative cost headwinds across the supply chain and higher EU tariffs (2.5 percentage point impact). Q3 operating margin finished up versus prior year as the company's comparison period included heavier Rewire restructuring charges.

Global retail motorcycle sales in the third quarter (down 6% to prior year) were impacted by the strategic decisions made as part of the Rewire strategy, including the exit of unprofitable product segments and

Continues on page 6 >>>

INDIAN MOTORCYCLE 2022



ZERO MOTORCYCLES® 2022



ATLANTA FINALS



INNOVV UNITED KINGDOM

POLARIS Think Outside



'Captain Larry'

Zodiac's homage to Indian Larry's 1969/Easy Rider era authenticity. See pages 31-33...



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COMMENT - Reasons to Be Cheerful 4

Despite the issues surrounding the supply chain, including semi-conductors, inflation and labor shortages, in a market in which demand is exceeding supply (regardless of why), Robin Bradley sees multiple 'Reasons to Be Cheerful'.



J&P UBCBS Series - Florida 18-20

The sixth round of this year's J&P Cycles Ultimate Builder Custom Bike Show series, at the IMS Outdoors event at Lakeland, Florida, October 14-17.



J&P UBCBS Series - Atlanta 14-16

The seventh round of this year's J&P Cycles Ultimate Builder Custom Bike Show series, at the IMS Outdoors event at Atlanta, Georgia, were the 2021 'Finals' and saw the 2021 'King of Builders' announced.

BRADLEY REPORT - An international motorcycle industry round-up 24-26



Featuring news about Honda's ambitions that include intercity personal air cars and exploration of the Moon, Zero, Moto Guzzi's next 100 years and new building, and the Volcon 'Grunt'.



INDIAN MOTORCYCLE 2022 56-57

Thin pickings from Spirit Lake, Iowa, in this MY 2022 announcement with paint, tech and accessory updates instead of new models - maybe they'll come in Q1 of 2022?

PRODUCT EXTRAS 44



NAMZ 44

Sound thinking from the Oreland, Pennsylvania specialist with ergonomic and versatile Tour Pack wiring harness options.



RICK'S MOTORCYCLES 52

The German Harley dealer and parts and accessory manufacturer has a whole slew of parts and accessories available and ready to ship for the Sportster S.

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Reasons to Be Cheerful - Parts I, II and III

For those who read my Comment piece in the last edition ('Economists Were Invented to Make Weather Forecasters Look Good' - November), well, I was half right - though that still means I was half wrong, which is no better than a coin toss really!

Last month I was writing just three days before Harley and Polaris were due to announce their Q3 Fiscals. I predicted that both would probably have done quite well - 'okay-ish' at worst - and that both should therefore start to see some stock price bounce.

Well, bad on me, but I completely omitted to discuss the logistics and supply chain issues that really are now starting to shape our industry - in OEM and aftermarket terms - and the arising issues of inflation and low inventory.

Specifically, the semiconductor issue and the fact that most analysts are starting to say that this could still be affecting trade as far out as 2023.

In the case of Polaris, the impact that supply chain issues have had on the company's progress has really held it back. The results were not well received by investors and its share price took a dump in response. It dropped from an October high of around \$132 to as low as \$114, and although it has since recovered some ground, it was still languishing at the \$121 mark, and at the time of writing (November) some 20% below its 2021 high of \$146 in April.

In Harley's case it would appear that, as far as investors are concerned, the company is in safe hands in management terms and managing its supply chain issues better than many (including Polaris).

Indeed, to the extent that stock price fluctuations are any kind of suitable measure (which isn't very much despite my obsession), it may be that Harley is going to be allowed to step down off the Wall Street naughty step soon.

Its share price was around \$35.50 at the time of its Q3 filing and promptly popped a tad to be close to \$40.00 by November 1st. Even though it has fallen back a couple of bucks, it is still way healthier than its 2021 \$32.00 low in February - though there is still much ground to make up before it gets close to its May 2021 high of around \$52.00.

So, were my forecasts hubris or sage? A little of each. Given that Harley CEO Jochen Zeitz has not had vast swathes of low hanging fruit to prune, in the way that Keith Wandell did in 2009, then it is fair to assume that, if it is measuring anything, Harley's share price response to its Q3 Fiscals is, at least in part, as much commentary on his management team's ability to housekeep within limited wiggle room as it is on anything else.

Management of the supply chain at a time of unprecedented pressure is an achievement, but so too is the management of output pricing - the prices Harley's customers pay. Yes, there are some price surcharges, but all things considered, Harley's is a conservative approach to inflationary pressure price pass-on.

A reversal of the new model strategy showcased in the 'More Roads' (To Oblivion!) strategic plan, but by no means an abandonment of ambition. Far from it. Harley's moves in the "new model space" are to be welcomed and the management complimented for their execution.

Conversely, over at Polaris, if anything, the concern (for some time) has been whether or not its barely break-even involvement in the motorcycle sector will

survive the pressures of an, apparently, worse supply chain problem. Polaris has already moved to sell at least a couple of its Scott Wine era acquisitions (GEM and Taylor Dunn), so ROI is clearly in the crosshairs as capital also comes under pressure. While powersports dealers may be getting list, or better, and therefore maintaining good margin performance, the inventory shortage will mean less capital is being generated. While a good used market performance makes for a good dealership performance (why sell a product once when you can sell it twice or even three times), input and output price pressure is inevitably followed by the orthodox economic strategy of switching on the interest rate hosepipe to tamp down inflation.

That in turn will increase the cost of flooring (as lenders look to make more from lending against less inventory) and of other forms of capital finance as stores try to sustain operations on less cashflow.

We have not even arrived at the mid-point of this story yet, never mind being about to read the final chapter.

“demand at near decade high”

Ironically, and for the first time ever, all this is playing out not against a backdrop of soft demand, as would generally be the case in a recession, such as in the 2007-2009 financial crisis, but at a time when demand for motorcycles, for all Powered Two-Wheelers (PTWs) and powersports vehicles in general, is running at a near decade high.

After fears that the rebooted demographics of the 21st century and the increasing pressure on that age old favorite family pastime of burning hydrocarbons might see the sands of time for the plucky old motorcycle industry running out, along comes a pandemic no less, and in the blink of an eye we are flavor of the month again - in urban mobility, environmental and leisure

pursuit terms.

If you actually stop to think about the dynamic of change that has reshaped the powersports industry landscape since March 2020, then you really couldn't have made up what has been seen.

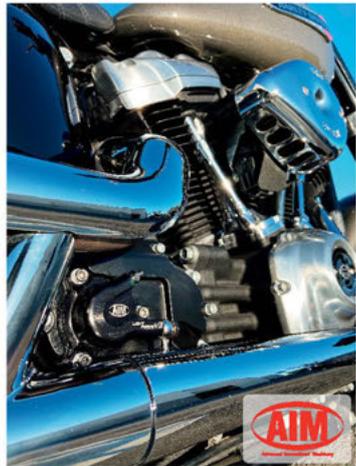
For a year now, the primary question I have been asking here in AMD Magazine and in Europe in International Dealer News is: will it, can it sustain?

We none of us can know that for sure, but with the skids under the previously inexorable growth in demand for mass transit, and with the environmental solution, safety improvements and impending traffic management interconnectivity of "Our Product" now firmly on the horizon, our industry may, just may itself also be coming down from society's 'naughty step'.

In the years and decades to come, those with long-term skin in the game where the future of the motorcycle and wider PTW and powersports industries are concerned may, just may have finally found the ubiquitous "reasons to be cheerful." I still think Ian Drury was an underestimated genius!

Robin Bradley
Co-owner/Editor-in-Chief
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EUROPEAN MOTORCYCLE REGISTRATIONS

Registrations of motorcycles in the largest European markets continued increasing in the first nine months of 2021, exceeding pre-pandemic levels.

Five of the largest European markets (France, Germany, Italy, Spain and UK) saw registrations rise by 10.6% compared to the same period of 2020, totaling 792,819 units.

Due to the impacts of the COVID-19 disruptions in Spring 2020, almost all the main national markets in Europe



registered volume gains in 2021 compared to the same period in 2020, with Italy showing the biggest increase (+27.9%). UK, Spain and France also performed well (13.5%, 8.7% and 8.5% increases respectively); new registrations in Germany were down slightly for the nine-month period (-4.9%). For a better comparison, against pre-pandemic registration data, the first nine months of 2021 saw the European motorcycle market showing signs of growth; the 792,819 units for January-September 2021 compares to 732,594 units for January-September period in 2019, representing an 8.2% increase. Antonio Perlot, ACEM Secretary General, said: "In aggregate, the registration figures for the first nine months of 2021 confirm market recovery after the impact of COVID-19 compared to the first nine months of last year.

Motorcycle Registrations in Europe First Nine Months of 2021

- Italy +27.9% (235,132)
- UK +13.5% (87,184)
- Spain +8.7% (127,872)
- France +8.5% (168,008)
- Germany -4.9% (174,623)
- Total +10.6% (792,819)**

"More importantly, the latest data confirms that powered two-wheeler (PTW) markets in Europe have globally surpassed pre-COVID-19 figures, with significant increases for motorcycles and for mopeds. "These interim 2021 results could have been even more positive if it weren't for the global semiconductor shortage affecting the automotive sector, and indirectly causing logistical delays for some motorcycle manufacturers' production."

Harley-Davidson sales revenue and production data... 3rd quarter 2021

Income statements in \$1,000s (except share)	THREE MONTHS ENDED		NINE MONTHS ENDED	
	2021 Q3	2020 Q3	2021 Q3	2020 Q3
Net sales revenue	\$1,160,618	\$964,029	\$3,724,225	\$2,733,091
Gross profit	\$310,425	\$287,233	\$1,137,961	\$713,781
Total operating income	\$204,212	\$137,884	\$830,746	\$129,298
Net income	\$162,973	\$120,218	\$628,457	\$97,696
Diluted earnings per common share	\$1.05	\$0.78	\$4.06	\$0.64
NET SALES REVENUE				
H-D Motorcycles	\$885,626	\$684,344	\$2,931,669	\$2,030,447
Parts & Accessories	\$204,506	\$209,808	\$577,035	\$513,201
General Merchandise	\$49,424	\$49,356	\$155,378	\$136,321
Other	\$12,581	\$11,627	\$37,278	\$31,296
MOTORCYCLE SHIPMENT DATA NOTE: H-D MOTORCYCLE SHIPMENT DATA IS NOT THE SAME AS RETAIL REGISTRATIONS				
United States	27,919	25,284	104,190	69,359
PRODUCT MIX				
Grand American Touring	21,988	17,230	79,485	52,656
Cruiser (Includes Softail, CVOTM, and LiveWire)	16,531	14,775	52,117	42,660
Adventure Touring	4,507	-	8,555	-
Sportster/Street	4,915	10,978	19,262	29,009
RETAIL SALES OF H-D MOTORCYCLES:				
United States	31,699	31,304	107,421	86,376
Canada	2,158	1,915	7,403	5,668
EMEA Region	9,389	11,184	24,580	29,878
Asia Pacific Region	6,484	7,631	18,263	20,271
Latin America Region	1,048	1,768	2,620	4,760
Total	50,778	53,802	160,287	146,953

<<< Continued from cover markets, as well as macro supply chain challenges, including slower shipping times to the international markets. The Financial Services segment saw operating income growth of \$15m over Q3 2020, driven by lower interest expense. Harley-Davidson generated \$926m of cash from operating activities year-to-date in 2021. Cash and cash equivalents were \$2.1bn at the end of the third quarter, down \$1.5bn to the

end of Q3 2020 as the company has brought down cash balances. The company paid cash dividends of \$0.15 per share in Q3 2021. For the full-year 2021, the company says that its Motorcycles segment guidance remains unchanged relative to prior guidance. The company continues to expect Motorcycles segment revenue growth to be 30 to 35%. Cash allocation priorities remain to first fund growth through The Hardwire initiatives, then to pay

dividends, and the company may also choose to execute discretionary share repurchases.



EU Drops Punitive Harley Tariffs

The process of tariff dispute resolution between the United States and the European Union that was set in play back in June has now concluded with a comprehensive agreement to terminate the imposition of tariffs on a range of products, including exports to USA and Harley-Davidson motorcycle exports to the European Union. In a statement issued on October 30th, based on outcomes at the latest G20 summit held in Rome, Italy, Harley has stated that it extends its thanks "to the U.S.

Administration for reaching a solution to the 232-tariff dispute." Jochen Zeitz, Chairman, President and CEO of Harley-Davidson is quoted as saying that the news was a "big win for Harley-Davidson and our customers, employees and dealers in Europe. Our thanks go out to President Biden, Secretary Raimundo and the U.S. Administration for their efforts in this negotiation. "We are excited that this brings



an end to a conflict that was not of our making, and in which Harley-Davidson had no place. This is an important course correction in U.S./EU trade relations that will allow us to further Harley-Davidson's position as the most desirable motorcycle brand in the world." The company went on to state that it "remains committed to free and fair trade and is focused on remaining globally competitive in the interests of all its stakeholders, ensuring its customers around the world have access to its products."

Sources: AMD, IDN, FT, Reuters, PSB, MPN, BDN, MCN, AP, Bloomberg, MSNW, Electrek, electricmotorcycles.news, RideApart.com, Motor1.com, CycleWorld, motorbikewriter.com



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'Do-It-All' Dual Camera System



Jessica Shine of Brands That Shine is the United States Brand Manager for the innovative INNOVV line of 'Do-It-All' action cameras.

The INNOVV K3 dash cam is a front and rear facing dual camera system "built specifically for powersports that allows riders to protect their vehicles and record their road trips to be able to relive every memorable moment."

The professionally designed installation kit and detailed installation instructions by INNOVV make its system an easy install solution that brings top-end capabilities and robust construction within every motorcycle rider or ATV/UTV driver's reach.

The K3 cameras are small enough to be hidden, protecting your INNOVV investment from being stolen, and once installed they are permanently fitted and hardly noticeable.

The dual-camera system features a wide 120 degree field of view, capturing important details in crisp 1080P HD video and providing complete coverage around you. The Sony IMX sensor is mounted on both

camera lenses, ensuring high-quality recording, even at night.

The INNOVV K3 has a dedicated app so you can play videos and set up the configuration on and from your Smartphone - "it's never been easier to view, download and share memorable moments and you can do so without extracting the TF card."

"An external microphone delivers higher grade audio input - the microphone cable features better tensile strength and longer flex life,

which means the cable could stand thousands of stretches with its strong and durable design. An open foam cover around the microphone could reduce wind noise effectively. It clearly captures voices, high quality engine sounds or exhaust sounds during the road trip, making it a great gadget for motovlogging."

Internationally recognized for their simple and rugged yet stylish design, the IP67 waterproof rated K3 cameras and the base of the DVR are constructed of durable and lightweight aerospace aluminum alloys, featuring a stylish appearance and durable performance. "Features include automatic incident detection with the built-in G-Sensor. When significant movements are detected during road trips, an accident video will be saved separately to ensure that it will not be overwritten when the TF card is full. With the smart converter, the parking mode functions properly when impact or motions are detected by the G-Sensor. It provides around-the-

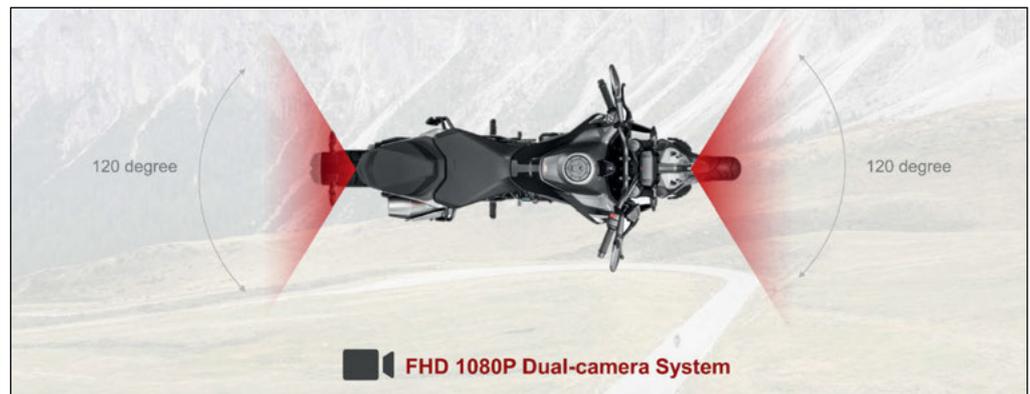
clock protection when you are away and even when the engine is not running." Designed as a "Fit and Forget" install, it performs an automatic start/stop recording with the ignition on/off - no need to worry about manually charging the battery or turning it on like conventional action cameras.

The INNOVV K3 adopts loop recording - a feature that allows you to record video continuously, overwriting the older files once the TF card is full. You can use the INNOVV app to set the K3 to record a video loop and select a different recording time for each - the K3 can support up to 256GB TF card for about 18 hours of continuous 1080P video.

The feature-rich K3 offers Wi-Fi support; MP4/TS video format; parking mode; extreme temperature resistance; built-in G-Sensor; Sony Image Sensor; and Wide Dynamic Range (WDR) image processing.

The INNOVV K3 is exclusively available to motorcycle and powersports dealers through select distributors or direct from:

www.brandsthatshine.com



RumbleOn to Acquire Freedom Powersports

Irving, Texas based RumbleOn, Inc., the NASDAQ listed (RMBL) automotive and powersports buy/sell site operator, financial services provider and, since early 2021, owner of the RideNow chain of Brick & Mortar dealerships, is on the acquisition trail again. The company has entered into a definitive agreement to acquire Freedom Powersports, including the business and powersports dealerships operated at 13 locations in Texas, Georgia and Alabama. The addition of Freedom Powersports will expand RumbleOn's national U.S. presence to over 55 locations.

"The anticipated acquisition supports RumbleOn's growth strategy by expanding and

strengthening its omnichannel offering."

Having once styled itself as a "100% online ecommerce company that aggregates and distributes pre-owned automotive and powersport vehicles to and from consumers and dealers," the acquisition of Freedom Powersports marks another stage in the seemingly inexorable process of market consolidation that has been underway for the past four or five years and sees another online E-tailer business reversing into traditional Brick & Mortar retail environments. "We are excited about the outstanding business Kevin, Tom and the Freedom team have built and we look forward to Freedom joining the RumbleOn



team. We are well aware of the benefits of adding 13 exceptional locations, representing 15 leading manufacturers to further strengthen our omnichannel offering," said Marshall Chesrown, RumbleOn's Chief Executive Officer.

"We remain confident in our ability to transform the highly fragmented powersports industry to drive efficiencies in the marketplace, and to improve the customer experience. We expect Freedom to be accretive to our

performance on day one without raising equity capital to fund cash consideration."

RumbleOn now boilerplates itself as "the nation's first and only omnichannel customer experience available in powersports and the largest powersports dealer," stating that it "offers a seamless shopping experience where a customer can browse, buy, sell, trade, or get financing at any of the company's bricks-and-mortar locations or online at the click of a button." It says that its planned acquisition growth strategy "will further strengthen its omnichannel offering." Freedom Powersports was founded in 2012 by Kevin Lackey.

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DRAG SPECIALTIES SEATS: Customized Spoon Seat

GMA: Millenium Front Brake Calipers, Brake Master Cylinder Assembly, Mechanical Clutch Assembly

JIM'S MACHINE: 4-Speed Transmission Rebuild Kit

JOKER MACHINE: View Tech VII Mirrors, Fork Mount Marker Lights

KLOCK WERKS: WFB Benchmark Rear Fender, Frenched-in License Plate Frame

METZELER: Cruistec Front & Rear Tires

PAUGHCO: Transmission Mounting Plate, Customized Staggered Exhaust w/ Tapered Mufflers*, Teardrop Air Cleaner Assembly*

PROGRESSIVE SUSPENSION: 444 Series Chrome Shocks

S&S: Roller Rocker Arms, Super Stock Cylinder Head Kit, Billet Oil Pump, Accelerator Pump, Insulator Block, Intake Manifold Clamps

TERRY COMPONENTS: 1.4KW Starter

Check out more details on this bike at various rallies and events throughout the year; or go to dragspecialties.com/bike-builds to view the complete parts list.

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FROM OUR GARAGE TO YOURS

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Zero 2022 - Updated SR and Innovative Upgrade System



SR/S

Zero Motorcycles has announced what it describes as "significant upgrades to its core differentiating technologies" as well as several new products for its 2022 model line.

Headlining the news are "massive improvements to the company's largest ZForce lithium-ion batteries." Zero has boosted the energy density in its batteries to build upon its already best-in-class standing by up to 20%.

"Thanks to significant advances in battery design and architecture, these improved power packs come in two standard capacities of 14.4+ kWh and 15.6+ kWh. The "+" designation noted in the pack size indicates additional capacity increase opportunities of up to 17.3 kWh. The

'industry-first software marketplace'

larger 15.6+ kWh battery configuration will be available on the premium street models of the 2022 SR/S and SR/F and the 14.4+ kWh will come on standard SR/S and SR/F as well as the all-new 2022 SR.

"All three models will be able to increase their capacity through a revolutionary on-demand upgrade exclusive to Zero Motorcycles. Maximizing the capacity of the new batteries through those upgrades and combining it with the optional Power Tank creates nearly 21 kWh of onboard energy storage.

"This breakthrough represents a new high-water mark for Zero's onboard battery capacity and delivers an industry-leading 227 miles/365 km of city range and 113 miles/182 km at 70 mph. Being the brand that both defined and continues to lead the category of electric motorcycles means that we have the responsibility to push the boundaries of what is possible in

electric powertrains."

Sam Paschel, CEO of Zero Motorcycles, is quoted as saying: "We consistently work to deliver massive steps forward and not just incremental improvements to our powertrains and our products. As part of that effort, a relentless focus on range improvements, driven by battery capacity and powertrain efficiency, provide the foundations that allow us to transform the rider's experience and drive acceleration in electric vehicle adoption and sales.

"These leaps forward in battery technology in our 2022 model line have set a new standard for Zero Motorcycles."

Cypher Store - On-Demand Upgrades with the Cypher Store

Owners will be able to unlock these additional battery capacities through Zero's brand-new Cypher Store. An on-demand marketplace of feature upgrades for Zero Motorcycles, it "represents a major breakthrough in vehicle adaptability and a first for the powersports industry.

"These latest software innovations are made possible by Zero's proprietary Cypher operating system. The latest iteration of the ground-breaking Cypher III+ operating system comes standard on 2022 SR/F, SR/S and the all-new 2022 SR models. Cypher III+ also grants owners of those motorcycles access to a suite of range, performance and feature upgrades on



SR/F

the Cypher Store.

The initial list of feature upgrades to be released in Q1 of 2022 includes faster charging, extended range, speed and performance boost, park mode, heated grips and on-dash navigation. All of these upgrades are optional for 2022 SR/S, SR/F and SR with more features and expanded model compatibility planned for subsequent model years.

"The opportunity to customize your motorcycle on-demand is nothing short of revolutionary in the powersports industry," said Jeremy Kent, GM of Software and Parts & Accessories for Zero Motorcycles.



Zero's onboard battery capacity delivers an industry-leading 227 miles/365 km of city range and 113 miles/182 km at 70 mph.

category and it's significant that it be the first model to introduce all of these new technologies," said Abe Askenazi, CTO of Zero Motorcycles.

"Now, with the array of never-before-seen features, the SR is the most adaptable motorcycle ever and is poised to maintain its prominence for years to come."



SR

"We've created the ability to instantly improve the performance of our products without much more than a Wi-Fi signal, offering a dramatic shift in how Zero's motorcycles can grow and evolve along with the owner."

Zero Motorcycles 2022 SR

Game-changing new battery technology and access to Cypher Store upgrades headline the long list of improvements to the 2022 SR. The original electric street motorcycle, the SR is one of Zero's most successful and longest running models.

Built on Zero's distinctive exposed steel trellis frame, the 2022 SR shares the performance DNA of Zero's premium options at a more affordable price. "The SR is the motorcycle that really established the electric naked street

The 2022 SR is powered by the proven ZF 75-10 motor tuned to deliver 122 ft-lb of torque, 74 hp, and reaches a top speed of 104 mph. Enabling the Speed & Performance Boost via the Cypher Store unlocks the full capabilities of the motor as well as upgrades the SR to

'massive ZForce lithium-ion battery capacity'

Advanced Bosch Motorcycle Stability Control, which adds cornering capabilities to its existing straight-line ABS, traction control and drag torque controls. When equipped with all available Cypher Store battery capacity upgrades and the additional Power Tank accessory, available in early 2022, the SR's total battery capacity can be increased to 20.9 kWh - Zero's largest onboard battery capacity ever.

Also new to the SR is the ability to charge from the public EV charging network via standard J1772 connections. The 2022 SR comes in Thermal Red, retails for \$17,995, and will ship to Zero Motorcycles dealerships worldwide through Q1 2022.

Fuel Valve

Street Billet Grips

Electric Shifter

Kickstand Extension

Passenger Floorboard Spreaders

Cycle Jaws

Antenna Low Mount

Floorboard Spreaders

Kickstand

Heel Shift Eliminator

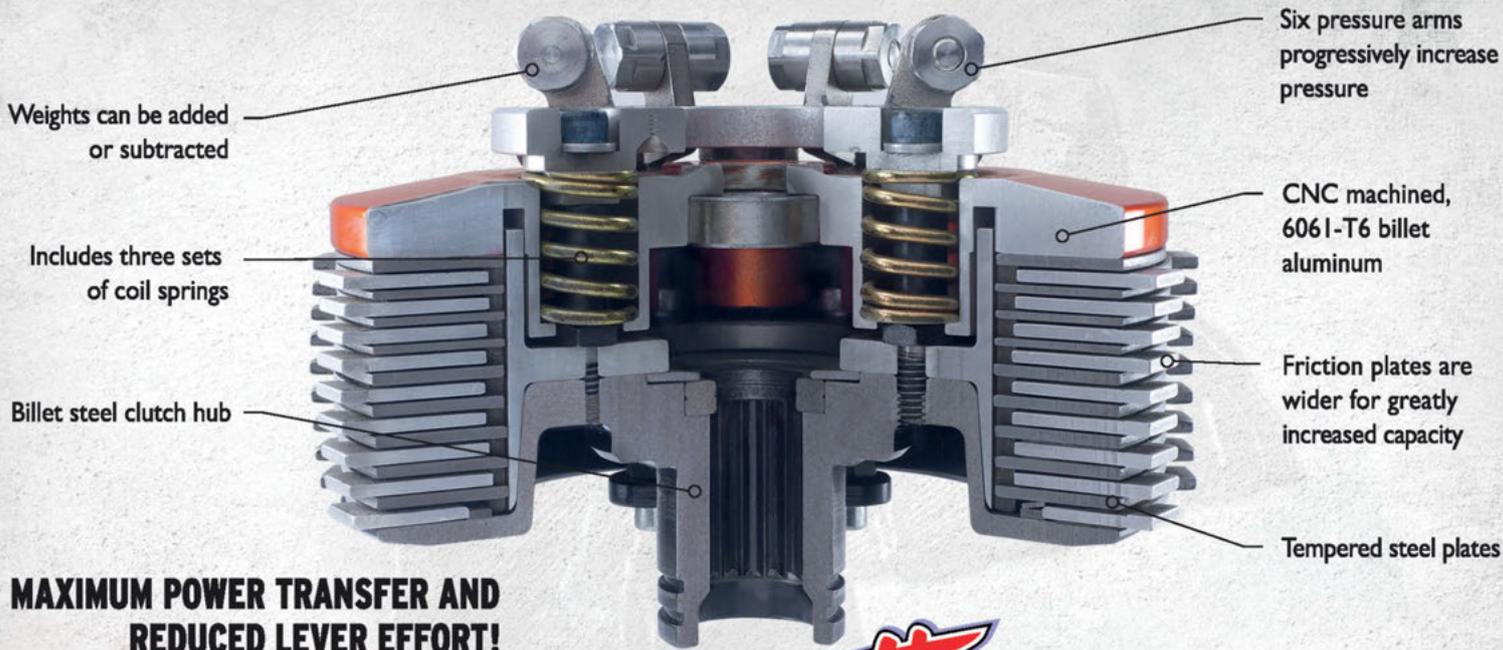
Rear Lowering Brackets

Greaseable Shifter Shaft

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<<< Continued from Page 64

economy, but continued interest and demand from existing riders and new customers advanced our market position, further illustrating Polaris' role as the global leader in powersports.

"Despite total company sales being flat for the quarter due to component shortages, we gained ORV share for the 4th straight quarter against the backdrop of a very difficult supply chain environment. We expect the supply chain will remain volatile into 2022."

Off-Road Vehicles ("ORV") and Snowmobiles segment sales, including PG&A, totaled \$1,208m for the third quarter of 2021, down 6% compared to \$1,289m for the third quarter of 2020; gross profit decreased 31% to \$260m in the third quarter of 2021, compared to \$378m in the third quarter of 2020.

ORV wholegood sales for the third quarter of 2021 decreased 6%. Polaris North American ORV retail sales decreased mid-twenties percent for the quarter, with side-by-side vehicles down mid-twenties percent and ATV vehicles down about 20%. The North American ORV industry was down high-twenties percent compared to the third quarter last year.

Snowmobile wholegood sales in the third quarter of 2021 were \$28m compared to \$70m in the third quarter last year. Snowmobile sales were impacted by the timing of shipments for the company's pre-season



Polaris CEO Mike Speetzen: "Retail sales were impacted by the substantial deterioration of the supply chain permeating the global economy, but continued interest and demand from existing riders and new customers advanced our market position."

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Think Outside

Indian
MOTORCYCLE

snowmobile orders year-over-year and supply chain disruptions.

Global Adjacent Markets segment sales, including PG&A, increased 37% to \$147m in the 2021 third quarter compared to \$107m in the 2020 third quarter, driven by increases in demand in North America and EMEA.

Aftermarket segment sales of \$227m in the 2021 third quarter decreased 4% compared to \$237m in the 2020 third quarter. Transamerican Auto Parts (TAP) sales of \$182m in the third quarter of 2021 decreased 6% compared to \$194m in the third

quarter of 2020.

The company's other aftermarket brands' sales were up 4% compared to the third quarter of 2020. Gross profit decreased 6% to \$60m, or 26.5% of sales in the third quarter of 2021, compared to \$64m, or 26.9% of sales in the third quarter of 2020. Boats segment sales increased 18% to \$184m in the 2021 third quarter compared to \$155m in the 2020 third quarter, driven by sales growth in the Bennington and Godfrey brands.

Parts, Garments and Accessories ("PG&A") sales increased 8% for the

2021 third quarter, with all categories and business segments growing sales during the quarter.

International sales to customers outside of North America, including PG&A, totaled \$246m for the third quarter of 2021, up 21% from the same period in 2020. All regions and categories realized strong sales increases year over year.

Overall gross profit decreased 13% to \$466m for the third quarter of 2021 from \$535m in the third quarter of 2020. Reported gross profit margin was 23.8% of sales for the third quarter of 2021, down 359 basis points compared to 27.3% of sales for the third quarter of 2020.

Operating expenses increased 3% for the third quarter of 2021 to \$322m from \$313m in the same period in 2020. Operating expenses increased slightly primarily due to an increase in research and development.

Polaris lowered its full year 2021 adjusted earnings and sales guidance given the supply chain constraints and now expects to earn approximately \$9.00 per diluted share, with adjusted sales now expected to be up approximately 16% over the prior year.

Given the impact of supply chain constraints on production and shipments through the first nine months of the year, and the expectations that those disruptions will not subside by year end, the company is lowering its expected full year 2021 earnings guidance.

Zakar Event Center Named Site of Vance & Hines ORPG

More news about the decision that exhaust manufacturer Vance & Hines announced last month to open an Off-Road Proving Ground (ORPG) in the Mojave Desert.

The venue is to be The Zakar Event Center and Terrain Park, a subsidiary of RawHyde Adventures. "As the aftermarket exhaust manufacturer continues to invest in the growing off-road and adventure motorcycle spaces, the ORPG will serve as the company's private site for product development and testing."

Situated on 100 acres in the heart of the Mojave Desert, and just two hours north of Los Angeles, Zakar is an ideal location for the new ORPG, offering the Vance & Hines team immediate access to Zakar's professionally built terrain park as well as the area's hundreds



of miles of off-road trails - allowing for product testing and demos.

"We are focused on bringing Vance & Hines exhilaration to all types of off-road riders. Our new proving grounds is an example of our commitment to create a steady flow of great products for off-road fans," explained Vance & Hines

President, Mike Kennedy. Vance & Hines has now released three exhaust systems for Adventure motorcycles, including the BMW R 1250 GS and GS Adventure and the Harley Pan America. "It is refreshing to see a company with the history and pedigree of Vance & Hines invest in the Adventure

community," remarked Jim Hyde, founder of RawHyde Adventures and Zakar Event Center. "ADV riders are all about performance, and to know that the new exhaust for the BMW R 1250 GS is just one of many products to come shows that Vance & Hines is committed to helping grow our space."

Art Comes in All Forms - Custom Meets Tattoo



After more than 15 years, dynamic former Indian Larry duo Paul Cox and Keino Sasaki reunited recently to design and develop a one-of-a-kind 2022 Indian Chief for renowned tattoo artist Nikko Hurtado (Black Anchor Tattoo).

"Hurtado is a pioneer in the world of tattooing for his use of color and hyper-realism, creating a unique, loud persona, making him the perfect owner for this masterpiece."

The bike made its debut as one of the 30 custom motorcycles on display at Michael Lichter's custom motorcycle gallery at the Buffalo Chip during the Sturgis Motorcycle Rally in August 2021.

A stock 2022 Indian Chief Bobber Dark Horse, featuring the Thunderstroke 116, the engine, drivetrain and ignition switch box remained stock, with Paul and Keino focusing on their respective custom specialties.

Cox contributed the handmade girder front end and 21-inch spoke front wheel with Avon tires.

Keino did the spoke lacing on the front wheel and the custom-built gas tank - designed with the fuel pump and front

mounting points in mind. Keino shaped it in such a way to have the 4-inch round touchscreen display with RideCommand recessed slightly into the top/front of the tank.

Keino also contributed the custom exhaust system, with Paul coming up with the custom rear end set-up. He eliminated the stock set-up with a larger fender and internal strut and went with a shorter/bobbed rear fender and more traditional external struts that mount at the swingarm to get the fender to ride close to the tire - while still allowing space for travel between the fender and seat.

He also mounted a traditional Indian Motorcycle headdress taillight onto the rear fender and made a custom leather seat with the Indian Motorcycle script logo etched into the leather.

Paul modified the clutch to a hand shift/foot clutch (jockey shift) set-up, added an old school head lamp, custom risers and bars, and did a custom paint job using his own "Soylent Green" paint with metal flake and light green/teal pinstriping throughout.



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NEWS BRIEFS

Tucker Rocky Corporation, Inc. recently assigned all of its rights in the Malcolm Smith Racing, MSR and MSRHP brands and as such announced that it will no longer be fulfilling orders for any products that bear the Malcolm Smith Racing, MSR or MSRHP trademarks, logos or branding. The move brings an illustrious relationship with the legendary and pioneering MX racer to a close, ending a multi-decade business relationship that at one stage saw TR leading the off-road G&A and hard parts segment with the MSR brand.

Volcon (NASDAQ: VLCN), the all-electric, off-road powersports company, has announced plans to build a nationwide dealership network to bring its products to market across the United States, and in so doing establish the model to be used internationally in the coming years. "Over the course of the next 12 months, Volcon will partner with some of the nation's biggest powersports dealers in order to accelerate the rollout of Volcon products across all 50 states." To enquire about becoming an authorized Volcon dealer, visit: www.volcon.com/volcon-dealer-application



Deepening its commitment to developing and improving off-road trail systems throughout the United States, Polaris has donated \$120,000 to off-road and snow organizations through its T.R.A.I.L.S. grants program. The grants were awarded to 12 off-road and snowmobile non-profit organizations to support trail stewardship and rider education aimed at promoting safe, responsible riding practices. The 12 organizations were awarded \$10,000 grants each. In 2021, the program has awarded 21 grants for a total of \$200,000. Since it was founded in 2006, the program has supported 335 off-road and ATV organizations with nearly \$3m in grants to help support the future of off-road and snowmobile riding.

2021 J&P Cycles "King of Builders" Crowned at Atlanta

The seventh round of the J&P Cycles Ultimate Builder Custom Bike Show series, staged at the penultimate leg of the inaugural 2021 Progressive IMS Outdoors tour (Atlanta, October 29-31) saw the "King of Builders" title being won by former UBCBS participant Anthony Robinson. This was the 11th staging of the annual J&P UBCBS series with winners at the six prior rounds qualifying for the championship round at Atlanta. "Congratulations to Anthony Robinson for taking home the Championship Freestyle class first-place prize. He is crowned the 'King of Builders' and we'd like to thank everyone who participated in this year's UBCBS competition," said Bob Kay, director of UBCBS. "The raw talent and pure passion these builders infused into their custom bikes is remarkable and we applaud everyone who took part." Kay continued: "What's exciting about this year's competition is that it's not over. We are thrilled to host a bonus round in Southern California during the IMS tour's final stop along the eight-city event series, offering special prizes and features." All winners and

runners-up from the bonus round held in Southern California will qualify for the 2022 championship. Winners and the runners-up from each class throughout the seven-event competition were entered into the championship round in Atlanta. The builders competed for the grand cash prizes of \$10,000 in the Freestyle class and \$2,000 each in the Custom Street and Custom Classic classes. All prizes



are courtesy of Arlen Ness, Avon Grips, Bell Helmets, BDL, Biker Net, Black Fly's, Cycle Visions, Dunlop, Fat Baggers, Le Pera Seats and Twin Power. Winners from the championship round include:



Freestyle

Winner: Anthony Robinson secured first place with a 1949 Triumph T-110 dubbed "Black Coffee," with custom designed and handcrafted wheels, fuel and oil tanks, a custom seat, fenders, manifold, copper tubing, rear perimeter brake, controls, bars, and much more. The motorcycle rides on a 1938 Indian Jr. Scout girder with an 18-inch rear Chevron clincher tire and a Firestone 21-inch front wheel. The custom features open hubs for visibility of the crush tubes and is engraved gold and chrome plated along with the dust covers and the taillight. The motorcycle is custom-painted by Mike Clary.

Runner-up: Steven Iacona secured runner-up with a 1996 Harley-Davidson FSXT featuring handmade parts including a headlight and taillight, a rear fender strut, rear fender, fork brace, exhaust pipes with heat shields, oil tank, brake caliper brackets, engine mount, gas tank, electrical box and battery. The Craft Tech frame is highly modified and hosts fully adjustable progressive front and rear suspensions, Brembo radial calipers and hand controls and machined Harley-Davidson 39 mm fork legs. The stainless ridge tubing is handbent and polished for brake, oil and clutch lines. The engine is fully modified and polished, along with a polished transmission. The custom was painted by Robert Pradke.

Sources: AMD, IDN, FT, Reuters, PSB, MPN, BDN, MCM, AP, Bloomberg, MSNW, Electrek, electricmotorcycles.news, RideApart.com, Motor1.com, Cycle World, motorbikewriter.com



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NEWS BRIEFS

Brembo has reported a +30.9% increase in sales revenues for the first nine months of 2021 at €2,041.8m. That is +3.6% compared to the same period of 2019. EBITDA was €381.7m (EBITDA margin: 18.7%), EBIT at €224.1m (EBIT margin: 11.0%). Net investments for the period at €152.0m. Net financial debt was at €483.3m, down €22.4m compared to 30 September 2020.



Fox Factory Holding Corp. announced record quarterly sales of \$347.4m (+33.3%) for 2021 Q3. Non-GAAP adjusted gross margin decreased 70 basis points to 33.8% compared to 34.5% in the same period last fiscal year; non-GAAP adjusted net income was \$50.5m, or \$1.19 of non-GAAP adjusted earnings per diluted share, compared to \$45.4m or \$1.07 of non-GAAP adjusted earnings per diluted share in the same period last fiscal year; adjusted EBITDA was \$72.8m, or 21.0% of sales compared to \$60.1m, or 23.1% of sales in the same period last fiscal year.

Powerplant Mfg., of Hollywood, California (Yaniv Evan), says it has P16 FXR and Dyna seat screws back in stock. The knurled aluminum head with stainless steel thread screws are available in military grade anodized colors and designed as a tool-free alternative for easy access to the battery compartment while staying aesthetically consistent with Powerplant parts assortment.

Austin, TX based all-electric off-road powersports company Volcon has continued its international expansion with distribution agreements for Guatemala, Belize and Panama. This is in addition to recently announced deals for Mexico, Costa Rica and Paraguay.



Custom Street



Winner: Jesse Spade won with a 2000 Ducati 750ss that hosts a hand-shaped tail and fly screen, painted by J Daar. **Runner-up:** Yaroskov Lutensko was selected as runner-up with a 2019 Harley-Davidson FXBB, featuring deep black custom paint with a carbon H-D Screamin' Eagle, a Stage IV big bore kit with accessories, black engine covers, a 19-inch H-D annihilator, a 16-inch front wheel and rear wheel with four-wheel drive control. The custom includes an assortment of Harley-Davidson parts with front and rear axle covers, a derby cover and headlamp ring, hand grips, a shifter peg, footpegs and a leather bag. More features include an adjustable shock, fat risers, a Harley-Davidson fuel cap, Mototeks pulley, with Metzeler ME888 tires, a Kodlin rear suspension lower kit, and much more. The custom was painted by EXSA Automotive.



Custom Classic

Winner: Brian Buttera took first place with a 1977 Shovelhead that features a handmade stainless rigid frame, a girder front end, handlebars, rear struts and exhaust. The custom also hosts a solid brass rear fender and components, handmade gas and oil tanks, along with AN fittings throughout, and a handmade, bead-rolled aluminum seat. **Runner-up:** Chris Wilson secured runner-up with a 1980 FLH that features a factory frame, drop seat kit, an adjustable swingarm, six-inch four-speed Baker N1 hand shift transmission and a 98-inch stroked Shovelhead motor, painted by Joel845.



Sources: AMD, IDN, FT, Reuters, PSB, MPN, BDN, MCN, AP, Bloomberg, MSNW, Electrek, electricmotorcycles.news, RideApart.com, Motor1.com, Cycle World, motorbikewriter.com

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NEWS BRIEFS



Damon Motors (Vancouver, British Columbia) has appointed Phil Gow as its VP of Power Systems and he will lead a new R&D facility for the HyperSport motorcycle manufacturer in the San Francisco Bay Area. The company has also announced the 'Damon Lab', a private online community for enthusiasts. Gow will additionally serve as Bay Area General Manager. Damon says it is nearing its production phase and has over \$42m in pre-orders; www.damon.com



Polaris Inc. has declared a regular quarterly cash dividend of \$0.63 per share payable on December 15, 2021 to shareholders of record at the close of business on December 1, 2021.



Best known for its motorcycle luggage, German accessory manufacturer SW-MOTECH has partnered for distribution in Canada with Motovan; www.motovan.com



Long-serving Drag Specialties sales rep Adam Alberghine has been promoted to Regional Sales Manager for the Northeast region. A 2004 FXDI Super Glide rider and boating and muscle car enthusiast, Adam has been a sales rep for Drag Specialties in the Northeastern United States for some 11 years.

J&P Cycles UBCBS Series - Round 6, Lakeland, Florida

Staged on Central Florida's east coast (SUN 'n FUN Expo Campus, Lakeland, FL, October 15-17, 2021), the 2021 series of Progressive IMS Outdoors events played host to the 6th round of the J&P Cycles Ultimate Builder Custom Bike Show series (UBCBS).

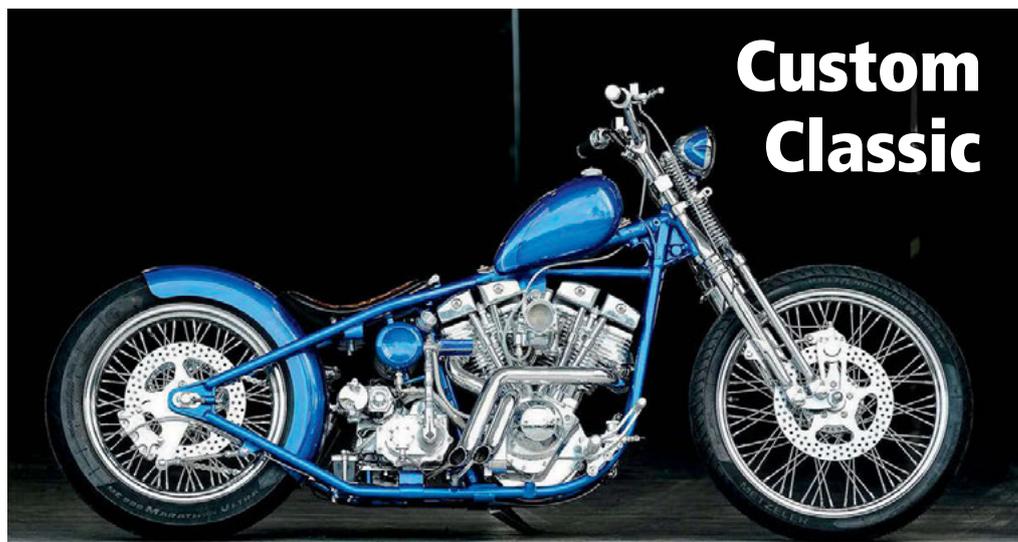
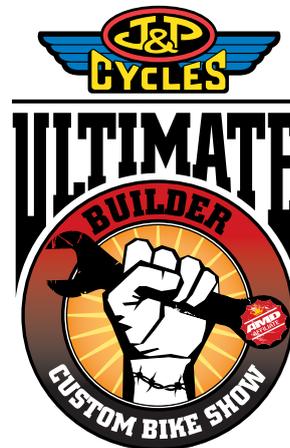
"We designed the competition to spotlight professional and amateur builders alike, attracting world-class builders at each stop along the tour who come to showcase their rolling works of art. Not only do the participants receive well-deserved recognition, but the custom motorcycles on display provide event attendees the opportunity to engage with some of the finest customs across the U.S.," remarked Bob Kay, director of UBCBS.



Each stop along the eight-venue tour holds a competition at the event comprised of three classes - Custom Street, Custom Classic and Freestyle class - and the People's Choice Award. Winners from each category are entered into the championship round, to be held in Atlanta, competing for the grand prize and renowned 'King of Builders' title.

"Congratulations to the winners in Florida - now near the end of the tour, we have seen some remarkable bikes, and this city's bunch was the same unique and high standard of custom

builds that we have been seeing throughout the tour - each bike reflecting the builder's story and background," continued Kay.



Custom Classic

Winner (above): Richard Ruck won with a 1977 Shovelhead, built by 'It'll Run Choppers', with custom paint by Paulie Deluxe. **Runner-up:** Michael Peretto took the runner-up honors with his 1948 Panhead. Built by Wendell Turner, it features a Denver frame, Gary Little John coffin gas tank, 1,200 cc and 74 ci engine, a Bare Bones leather seat and custom paint by Chop Doc's.



Sources: AMD, IDN, FT, Reuters, PSB, MPN, BDN, MCN, AP, Bloomberg, MSNW, Electrek, electricmotorcycles.news, RideApart.com, Motor1.com, Cycle World, motorbikewriter.com

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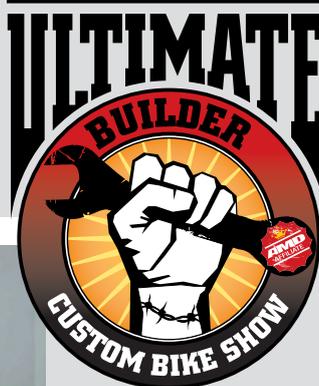
PART# BM00034

"European & American technology can work together for a better sound!" Martin Arteaga CEO Founder FPE



Freestyle

Winner: Brian Buttera won Freestyle with a 1977 Shovelhead featuring a handmade stainless rigid frame, girder front end, handlebars, rear struts and exhaust, with solid brass rear fender and components. The bike features handmade gas and oil tanks and AN fittings throughout, with a handmade, bead-rolled aluminum seat. Custom paint by Cory.



People's Choice

Winner: Mindy Hunley took the People's Choice award with her 2010 FLTRX in addition to scooping the Custom Street class win.

Custom Street

Winner: Mindy Hunley took first place with a 2010 FLTRX. Originally designed by 3B Customs, the rear fender and light configuration was redesigned this year by Mindy and painter Joe Clark. The bike features a raked front end, a 30-inch front wheel, air ride and custom fairing. It includes stretched bags, side covers and a stereo.



Polaris - Taking STEPS to Future-Proof Dealerships

Polaris introduces the Service Technician Education Program (STEP) with Central Lakes College and leading powersports dealer Power Lodge. A \$1m grant to the Minnesota college will bridge the skills gap and create job opportunities in rural counties and underserved communities. Polaris has announced the development of an innovative on-the-job training curriculum for upskilling and training powersports technicians. The Service Technician Education Program (STEP), which "leverages new connected vehicle technology to rapidly scale and grow the necessary future technician labor force, is in partnership with Central Lakes College (CLC) in Brainerd, Minn., and leading powersports dealer Power Lodge CLC received a \$1m grant to fund the program." With the powersports and

marine industries seeing tremendous growth in 2020, due in large part to more people looking for new and different ways to enjoy the outdoors, there has been an increased demand on dealerships tasked with helping to care for and maintain the vehicles. Serving as a pilot, the STEP program is being developed to help solve this challenge by connecting student technicians to hands-on, in-dealership



experience at a Power Lodge dealership while they complete their educational training at CLC. Students will be paid for their work as student technicians when working for the dealership as part of a new career pathway into the industry.

"This program is about building

a connection between powersports businesses and students who have chosen powersports as their career. STEP brings new life to powersports and marine programs offered at colleges like CLC while strengthening this industry as a relevant and meaningful career path that fosters diversity, equity and inclusion," said Bridget McLennan, Polaris Vice President, Dealer Services. Polaris, CLC and Power Lodge expect to train 80 student technicians and an additional 89 staff over the course of the grant, many of whom will be hired upon graduation.



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Honda's Ambitious Wish List

Honda continues its inexorable march into a brave new future with a slew of corporate initiatives including, our favorite, a plan to go into the airborne mobility business!

While solidifying its existing businesses as the foundation of the company, and leveraging core competencies, Honda says it is "thoroughly committed to contributing to the realization of a society with zero environmental impact and zero traffic collisions and also to new initiatives that enable Honda to take on challenges in new areas."

"In addition to research on advanced environmental and safety technologies, Honda R&D Co., Ltd., which takes a lead role in Honda's technology research and development, is pursuing outside-the-box research on technologies that will bring about new value for people by expanding the potential of mobility into the 3rd dimension, then the 4th dimension - which defies the constraints of time and space, and ultimately into outer space.

"These new initiatives include an electric vertical take-off and landing aircraft (eVTOL), an avatar robot with

the goal of expanding the range of human ability, and a new challenge in the field of outer space.

"Honda eVTOL aircraft: will make mobility in the skies more accessible for people and leverage our electrification technologies for its gas turbine hybrid power unit. Adoption of the hybrid power unit enables the extension of range, which will enable Honda eVTOL to provide inter-city (city-to-city) transportation, where the market size is expected to grow in the future.

"Honda will create a new 'mobility ecosystem' featuring Honda eVTOL at its core, connected with mobility products on the ground".

Second, "Honda will develop an avatar robot with the goal to expand the range of human ability virtually without the constraints of time and place/space. The Honda Avatar Robot will be equipped with a multi-fingered hand, an application of Honda robotics technologies, and Honda's original AI-supported remote control function. With a view to putting the Honda Avatar Robot into practical use in the 2030s, Honda is pursuing development

with a goal to conduct technology demonstration testing before the end of the fiscal year ending March 31, 2024.

"Honda has been continuously working on robotics research, including the research and development of its bi-pedal robot ASIMO. As a part of next-generation Honda robotics, Honda is pursuing



Keiji Ohtsu, President and Representative Director of Honda R&D Co., Ltd.

development for the practical applications of Honda's original avatar robot to expand the range of human

ability - an avatar robot can act as a second self of the user, that the user can perform tasks and experience things without being there in person, including the realistic sense of handling objects remotely."

Third, Honda says it will "take on the challenges in the field of space technology, including building a circulative renewable energy system on the lunar surface by leveraging Honda fuel cell technologies and high differential pressure water electrolysis technologies, applying Honda's multi-fingered robotic hand, AI-supported remote control function, and highly-responsive torque control technologies to remotely-controlled robots which will perform tasks on the lunar surface.

"The proposal by young Honda engineers is to research and develop a small, reusable rocket by applying Honda's core technologies such as combustion, fluid, control and guidance technologies. Honda views the field of space technologies as a place to take on new challenges.

Keiji Ohtsu, President and Representative Director of Honda R&D Co., Ltd., is quoted as saying: "All of the initiatives we have announced are for the challenges Honda takes on in new areas, but the underlying passion of Honda to use our technology to make people's lives more enjoyable remains unchanged.

"Ever since the company's founding, the wellspring of Honda's challenges has always been the people at Honda who generate original technologies and ideas. Through the creation of new mobility, Honda will continue striving to change the value people place on mobility and make positive changes to our society."



An SR/F Gets the Nike 'Portlandized' Treatment

Legendary Nike footwear designer Tinker Hatfield (Air Max, Air Jordan) teamed up with fellow Oregonian See See Motor Coffee's Thor Drake to design this custom electric Zero SR/F, having made its debut at the 2021 One Moto Show (April 30-May 2, 2021) at the Zidell Barge Building in downtown Portland, Oregon.

The 1-of-1 bike was auctioned at Bonhams on October 21st. "As a scooter rider originally, Hatfield was shamed into riding motorcycles by none other than

Michael Jordan, and over the course of the past two decades Hatfield says he has become an avid motorcycle rider, even owning a Zero motorcycle before this project," says the Scotts Valley, California based specialist electric motorcycle manufacturer. "Hatfield and Drake's finished product is a beautiful, more 'Portlandized' racing bike that makes the already impressive Zero SR/F motorcycle look and feel more powerful than any V-twin out there."

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Volcon Ships First Grunts

Based near Austin, TX, Volcon, which describes itself as "the first all-electric off-road powersports company" has celebrated the first customer shipments of its inaugural product - the Grunt off-road motorcycle - as it starts fulfilling pre-orders throughout the United States and Latin America.

The Grunt is Volcon's first two-wheeled, all-electric off-road motorcycle and is said to be an "all-terrain motorcycle designed for nimble utility and family fun. With a low seat height of 32 inches and a low-slung center of gravity, the Grunt offers powerful torque and near-silent

electric performance." Additional upcoming products are said to include the Runt - a child-friendly, smaller sized companion to the Grunt - as well as four-wheeled side-by-side Stag and Beast UTV models that are expected to come in the second half of 2022 and late 2023, respectively.



www.volcon.com

Moto Guzzi - "Road to 2121"

As part of its "Road to 2121: the next 100 years of Moto Guzzi" strategic plan, the historic Moto Guzzi factory on the Lake Como shoreline at Mandello del Lario, Lombardy, is to get significant investment as Piaggio starts to shape the brand for its next 100 years. Designed by world-renowned

American architect and designer Greg Lynn, the entire area of the site will be reimagined in a "futuristic project, unique in style and genre. An environment with open spaces accessible to the public, it will be a community gathering center, based on culture, design and manufacturing, with a strongly green credential, a constant attention to environmental sustainability and the efficient use of resources.

"The new buildings will be built with the use of existing cubic spaces, with a choice of materials marked by a strong focus on efficient management of energy resources, with photovoltaic systems and eco-sustainable materials.

"It will be a point of reference not only for Moto Guzzi fans, but also for the world of young people and international tourism who want to get closer to the heritage and unique nature of its bikes. The expansion of production capacity, in line with the ongoing increase in market demand, will go hand in hand with a completely new concept for the Mandello plant. "In addition to the new manufacturing facility, the project includes new meeting spaces, intended for internal and external events, as well as a hotel and restaurant to complete the kind of hospitality offer that international visitors expect". The work will start in 2021 and is expected to be completed in the first



Moto Guzzi V100 Mandello

half of 2025. To mark the occasion, Moto Guzzi unveiled its new V100 Mandello - "with its fantastic lines, cutting-edge engines and the most modern technologies to take the Moto Guzzi brand into the next century." The new model will be officially launched at EICMA.



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'CAPTAIN LARRY'



Jacco Reniers of Royal Jack, pinstriper/painter

Words and Photography: Onno "Berserk" Wieringa madnessphotography.nl

Built as an homage to the year Zodiac started (1969 in the USA) and the Captain America bike in Easy Rider, this chopper was built in-house in the Zodiac workshop in the Netherlands to showcase a selection of the era-informed parts it sells, and also as an homage to Indian Larry.

"He was one of the few builders down the years who was able to be 100 percent authentic to the look and feel of 1960s choppers and bobbers," says Zodiac CEO Vincent Pels, "so say hello to 'Captain Larry', our combo tribute to the late sixties and to Indian Larry." Featuring a number of Indian Larry signature elements such as the dished Mustang tank and the engine with cylinder heads from different construction years, the chopper was completely built with parts from the Zodiac warehouse.

"Charles, our mechanic at Zodiac, gets all the credits for building this bike," says Vincent, "I come up with

the design, the styling and the parts that we will use for the creations we make and discuss it with our team, but it is Charles who turns the ideas into reality. Kudos!"

"The dished tank is made from one of our Mustang tanks and was initially designed and meant to be a 'one-off'. But the end result was so beautiful that we immediately made a second one which we sent as a prototype to Zodiac Taiwan to have it produced there. They are already in our online catalog and the tanks should arrive soon."

The engine (S&S 1,530 cc) has elements from two



different cylinder heads - Panhead and Shovelhead. "Basically, it is a Panhead-style (P-Series) engine from S&S - the 'Alt-Gen' version, which resembles the old Generator engine, but has a modern (alternator) charging system. For this we have set up an S&S Shovelhead-style cylinder head. The bolt pattern is identical, only the recess of the cylinder edge in the head had to be slightly larger. It just needed us to mount longer pushrods and was good to go," says Vincent.

Featuring on the front of the upcoming new Zodiac International catalog, 'Captain Larry' delivers "an authentic chopper riding experience," says painter Jacco 'Royal Jack', with "suicide clutch and manual transmission, this is real 'old school' the way it should be. It has a bit of a Mexican 'Dias de los Muertos' look, and I worked hard to make sure that the awesome S&S engine is the center piece of the design, showcased between the Springer fork and upswept pipes - just as it should be."

zodiac.nl/gallery/captain-larry





TECH SPEC

Builder: Charles at Zodiac International B.V.

Name: Captain Larry

Model: Hardtail Chopper

Build Time: 12 months, 2020

Engine: S&S Cycle P-series/Zodiac

Displacement: 93 ci (1,530cc)

Crankshaft: S&S Cycle 4 1/2" stroke

Pistons: S&S Cycle forged

Cylinders: S&S Cycle 3 5/8" bore

Cylinder heads: front S&S Cycle Shovelhead, rear S&S Cycle Panhead

Valves, cam followers, oil pump: S&S Cycle

Camshaft: S&S Cycle 585

Fuel system: S&S Super E

Air filter housing: Kustom Tech (Italy)

Ignition: Dyna-S

Exhaust system: V-Twin headers with Zodiac trumpet mufflers

Primary drive: BDL 1-1/2" belt drive kit

Secondary drive: Zodiac early style, chrome plated

Gearbox: Zodiac 4-speed with Kustom Tech Hot Rod hand shifter

Clutch: Zodiac 5-stud with Zodiac foot control

Frame: Kraft-Tech Rigid Wishbone

Fork: Custom Springer

Front wheel: Zodiac 1.85 x 21" rolled edge rim with Kustom Tech mini drum brake

Rear wheel: Zodiac 3.00 x 16" rim with Kustom Tech hydraulic drum brake

Brakes: Kustom Tech drum brakes

Rear fender: Zodiac bobbed flat, 6"

Fender stays: V-Twin 49" sissy bar

Fuel tank: Zodiac Mustang Laredo dished

Oil tank: Zodiac Softail style domed

Handlebar: Zodiac 13-1/2" ape

Risers: V-Twin Speedfreak 1" and Samwel Dog Bones 4"

Grips: Müller internal throttle with Carpenter Revolver style wooden grips

Switch housings/brake clutch lever: Zodiac prime custom switch housing/Zodiac custom brake lever

Turn signals: Kellermann Atto

Saddle: Le Pera Baron II King & Queen style

Sissy bar: V-Twin 49" for hydraulic brake

Forward controls: Zodiac backing plate for hydraulic brake

Footpegs: Zodiac ribbed custom footpegs

Brake clutch pedal: V-Twin hydraulic brake pedal and foot clutch

Painter: Jacco

Ultima 100 ci Twin Cam Replacement Engines



Celebrating its 50th anniversary in 2021, Pevely, Missouri based Ultima Products is now offering 100 ci Twin Cam "A" engines for 1999-2006 stock replacement applications.

"Just like our 100" Evo engine, this is a great replacement for worn out stock engines. These are built using a milder camshaft and lower compression than our 113" Twin Cam and offer easier starting and extremely smooth cruising, but they still make great power."

They have a 9.5:1 compression ratio with 3.875" bore and 4.25" stroke and as tested produced 100 hp and 110 ft-lbs of torque when installed with an Ultima R1 carburetor and its Competition 2-1 exhaust.

Available in black, silver, blackout and polished finishes, they come with a two-year warranty.

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M-8 Softail Triple Trees

Georgia based Hawg Halters Inc. has these new triple tree designs for 2018-present M-8 Softail applications. Added to an already extensive range of triple tree options, these are designed for 21", 23" and 26" custom wheel installations; the classic Hawg Halters styled triple tree features its signature smooth top styling.

They are made in a traditional Wide Glide width in 3, 5 and 6 degree rakes and available in chrome, black anodized or machine finish with an integrated fork stop and fully functional fork lock.



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KB Adds New M-8 Piston Options



KB Pistons, made in Carson City, Nevada, by United Engine & Machine (UEM), has added two new piston upgrade options for Harley M-8 engines. They fit oil and water-cooled engines from 2017 to present with 4.250" bore cylinders.

The company's 107" to 124" conversion and 114"/117" to 128" conversion application pistons feature KB's valve pocket technology for up to 3 mm larger valves. The pistons have type 3 hard anodized crowns and top ring groove, with LINE2LINE abrasable skirt coating.

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'SPS Carbon' Slip-On for Pan America

The aftermarket exhausts industry has been quick to start offering exhaust upgrade solutions for Harley's Pan America ADV models, and the latest slip-on for dealers to consider comes from upscale Italian manufacturer HP Corse.

The Bologna based street and race performance specialist has applied its decades of track-derived experience to offer its 'SPS Carbon' exhaust for the Pan America, saying that it can "guarantee increased durability and performance" compared to the stock muffler that Harley is using, with improved hp and torque - "especially at the low and mid-range revs" - which is where ADV riders need it most.



The final oval shaped spout is hydroformed, with double exhaust gas outlets provided with Db-Killer. The 'SPS Carbon' has a stylish octagonal silencer body that integrates perfectly with the retained stock heat-protection cover. The silencer body is available in titanium or ceramic-coated black steel. For European purposes, the 'SPS Carbon' is EURO 5 homologated, has high quality, highly sound absorbent packing, watertight stainless steel rivets and weighs in lighter than the stock muffler it replaces for a 3.4 kg (7.5 lbs) total weight.

HP CORSE BY STEELFORM SRL
 Bologna, ITALY
commerciale@hpcorse.com
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Power Commander V for H-D Touring (Fuel and Ignition)

Stating that "You don't settle for ordinary performance anywhere else, why accept that from your motorcycle?" Dynojet is inviting riders of Harley Touring models to "take control of your ride with the Power Commander V tuner," saying that it is "built to give your bike optimized driveability and the fuel efficiency you need.

"Tried, trued and tested, our sleek, smaller than ever Power Commander V tuner module optimizes air/fuel ratio without directly changing the ECU," for a fully reversible install. The plug-and-play kit can be installed discreetly underneath the seat.

It delivers a fuel change range of -100/+250%, and timing adjustment of +/- 20, "automatically giving you the best mix of performance and fuel efficiency at all times. This fuel tuner holds two maps at a time for multiple drive options (via the Power Commander



V map switch accessory), as well as ten throttle position columns, so you won't sacrifice comfort for performance."

The PC V allows tunes to be easily changed and upgraded as parts are changed out and upgraded; it comes with Power Core software that connects dyno runs with fuel tuners and it is upgradeable with additional features such as auto-tune and launch control.

There is an analog input which allows installation of any 0-5 volt sensor and build of an adjustment table based on its input - such as boost or temperature. It easily connects to a computer via USB and each cylinder can be mapped individually and for each gear, giving riders more granular control. It carries a one-year warranty.

DYNOJET RESEARCH
 North Las Vegas, Nevada, USA
 Tel: 702 399 1423
www.dynojet.com

Sustainable SILKOLENE

Leading UK based motorcycle lubricant manufacturer SILKOLENE continues to break new ground in the development of sustainable packaging. After switching all plastic 4 litre and 20 litre packaging to the 100% recyclable Lube Cube, the company says it has now saved over 1,000,000 kg of plastic since the launch of the concept in 2012.



Following on from this success, SILKOLENE is now trialing a 1 litre engine oil pouch which uses up to 80% less plastic than conventional plastic packaging and significantly reduces waste.

SILKOLENE has been trialing these pouches across its local dealer network in the UK to gain valuable feedback from end users. Joost Van Genderen, Head of SILKOLENE, said: "We are thrilled to be ramping up our sustainability journey by developing the 1 litre pouch. The introduction of the 4 litre and 20 litre Lube Cubes have been

extremely well received by both our trade customers and end users - based on what we have found out so far, we are confident that this 1 litre pouch will prove just as popular." The 1 litre pouch is now available for SILKOLENE SUPER 4 10W-40. SILKOLENE oils are available in the United States through Tucker Powersports.

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'Swoop' Stretched Custom Rear End Kits



Never Run Out of Gas Again!

For all 2014 and later H-D touring models, these new three and five-piece 'Swoop' custom rear fender kits from Bagger Nation feature the latest direct bolt-on component designs from the mind of Paul Yaffe.

"Yaffe's Bagger Nation offers two exciting new kits that include everything you'll need to easily transform your stock H-D touring model into a street scorching custom Bagger!

"First up, our three-piece 'Swoop' custom rear end kit features two versions of our all-new 8" stretch rear fender that perfectly complements the H-D stock length saddlebag or the H-D factory stretched saddlebags that are included on Special and CVO models.

"Our sleek custom rear fender creates stretch and flow and includes an array of our incredible Lightning Bolt laser bright, flush mount LED taillights for a



mounting hardware, (ten) laser bright Lightning Bolt flush taillights and our direct push-on side covers that install just like the OEM items for a fully reversible perfect fit every time - no cutting, gluing, taping or modifications of any kind are required.

"The ultimate 'Swoop' stretched custom five-piece rear end kit features our exclusive arched back 'Swoop' stretched saddlebags as well as our 'Swoop' stretched rear fender and side covers.

"Our all-new stretched saddlebags feature a 4" down stretch, 5" rearward stretch and our exclusive integrated billet aluminum skid blocks that not only look incredibly custom, but also provide unprecedented protection for your stretched saddlebags.

"Both the three-piece and five-piece 'Swoop' custom stretched rear end kits feature the same fully reversible, easy install convenience and come with an array of our incredible Lightning Bolt laser bright, flush mount LED taillights for an incredible custom look."

So says Orland Park, Illinois based Ron Reda of REDA Innovations: "We've all had that sick feeling of running out of gas at one in the morning and not knowing where the next gas station is - and it only ever happens in reality, really bad weather, right?"

Now back in production, the "REDA gas can is designed specifically for Harley-Davidson saddlebags and is the ultimate cheap insurance against that awful feeling. Knowing that you have an extra gallon of gas sitting in your bags boosts your riding confidence and enjoyment - it eliminates a number one worry!"

The patented REDA gas can is an ingenious invention that holds an impressive one gallon of gas and thereby extends the ride by anything up to 35-40 miles - put one in each bag and you can get an amazing 70-80 miles extra down the road.



"Custom made to fit perfectly right in that back, hard to reach corner of the bag, it takes up hardly any space at all. The REDA gas can is EPA certified. Meeting these standards makes this gas can 100 percent vapor and spill proof - no need to worry about fumes or gas in your bags."

"The REDA gas can was built to last a lifetime and is made of the highest quality materials - a retail 'must have' that you can sell to every one of your customers because we all ride with bags at one time or another," says Ron.

REDA INNOVATIONS
Orland Park, IL, USA
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unique custom look. Also included are a set of our 'Swoop' stretched side covers that provide a seamless transition from front to rear, enhancing the stretched custom look.

"Each kit is handmade in our Phoenix factory from 3-D pressure-formed composite and is factory drilled to accept all your H-D factory hardware for a truly simple installation. The 'Swoop' custom stretched rear end kits also include factory style under seat plug-in wire harness, custom 'Seat Doc' seat

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Phoenix, Arizona, USA
Tel: 602 840 4205
bpitmon@paulyaffeoriginals.com
www.baggernation.com

Sawicki 2-1 for Challenger

Designed with a "deadly look and great sound," and with "performance in mind," this new 2-into-1 system for Indian Challenger models by Sawicki Speed Shop is mandrel-bent from aircraft quality stainless steel tube with a hand-formed merge collector to allow precision gas flow performance.

Owned by Jason Bowne since 2019, "all TIG welds are performed by hand at our Charlotte, NC manufacturing facility and, with the exception of the Canon model, all the systems are available in brushed or black ceramic coated stainless steel finishes. "Our powder-coated, precision machined billet end cap is laser-etched with the Sawicki logo and allows you to tune the sound to your liking by adding or

removing packing - also excepting on our Canons."

All Sawicki exhausts ship with a limited lifetime warranty and are in stock and ready to ship from inventory at HardDrive now. 2022 will see the launch of many more Indian Sawicki applications and styles. WPS/HardDrive ships to its dealers in the United States from some one million plus sq ft of distribution center space at facilities in Midway, Georgia; Fresno, California;



Sawicki 'Shorty' with billet end cap that allows the sound to be tuned by removing or adding packing.



The Sawicki 'Shorty Cannon' feature hand TIG welded stainless steel end cap.

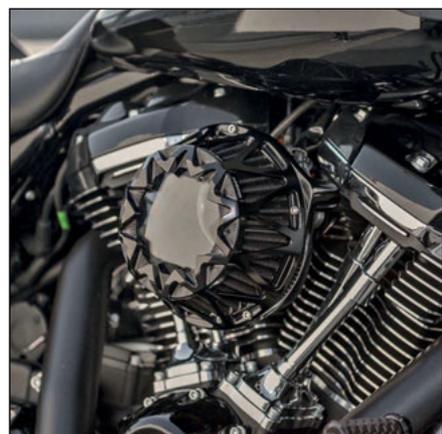
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Zodiac International Additions

Ness 'Crossfire' Performance Intakes



These air cleaners feature the patented Ness next generation inverted backing plate with hidden breather design and polycarbonate top. The ergonomic design improves legroom; they come complete with a black pre-oiled high-performance filter element. They are available black with clear accents, all black or chrome for all 1988 to present XL Sportsters, Twin Cam 1999-2017 with CV carburetor or cable-controlled Delphi fuel injection, throttle-by-wire fuel injected Twin Cams 2008-2017, M-8 Touring 2017 to present, M-8 2017 to present Trike and M-8 2018 to present Softails.

Rick's Sportster Offset Belt Pulleys and Covers

These offset belt pulleys, matching pulley inserts and sprocket covers were developed by Rick's



www.AMDchampionship.com



Motorcycles (Baden-Baden, Germany) to allow installation of up to 240 mm tire widths on 2004 and later Sportster models. In addition to widening the OE swingarm, the belt drive also has to be relocated to the outside in order to be able to guide the belt along the wider tire. The open engine sprocket cover replaces the stock cover and the pulley insert is bolted to offset the front belt drive sprocket and rotates when riding. They are available as 29-tooth pulleys for 13 mm, 17 mm or 24 mm offset.

E-Approved V-Performance Slip-Ons



"Designed for performance and a nice deep sound", Zodiac says that these E-approved slip-ons are easy to install on the stock header pipes and feature built-in catalytic converters and removable dB killers. They are available for most M-8 Softail models, 2006-2017 Dyna, 2004 to present Touring and Trike and 2004-2020 Sportster models.



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New from V-Factor, these dedicated left and right-side MX style billet floorboards are available black or silver anodized for 1986 and later FL and FLST, plus FL Trikes from 2009 and up.

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Also seen here are stock mount style matching black or silver anodized MX style passenger pegs with stainless steel grip inserts.

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Twin Power ETHANOT! Now Shipping

Earlier this year, when Fort Worth, Texas based Twin Power announced a new range of high-performance chemicals for V-twin and Cruiser riders, even they were taken by surprise by the positive market response. Specifically, the demand for Twin Power's all-new ETHANOT!

Ethanol Stabilizer far exceeded expectations. Hot News is that ETHANOT! is now on the shelf and ready to ship throughout the nationwide Tucker warehouse network.

"Everyone is well aware of the supply chain issues that are affecting so many aspects of the motorcycle industry," says industry veteran and Twin Power brand manager James Simonelli.

"Neither we nor our vendors were ready to fulfil the demand, but our U.S.A. based supplier has worked hard to get production flowing so that we now have the inventory we need, and dealers are already ordering by the case!"

Twin Power ETHANOT! Ethanol Stabilizer is a must-have for owners of carbureted and fuel-injected bikes, says James. Each two-ounce bottle will treat and stabilize up to six gallons of fuel, protecting it for a full year.

"ETHANOT! protects the vehicle's fuel system components from the harmful effects of ethanol and water by preventing ethanol separation, corrosion and sludge during storage, while keeping fuel injectors and components clean and preventing carbon deposits from forming."

Safe for use in all gasoline engines, ETHANOT! is sold to dealers in convenient retro style point of sale countertop dispenser boxes of 24 2-ounce bottles.

"I do a lot of work in my own shop," says James, "and I am well aware of the detrimental effects of ethanol in today's fuel. I searched high and low for a product that really performs. Riders and dealers will love the benefits of ETHANOT!"



'Bad Ass' for Beemers



From CEO and Founder Martin Arteaga, Corona, California based Freedom Performance Exhaust has the powerful BMW R18 and K 1800 cruisers and tourers in its crosshairs with these new 'Cali-Rebel' style exhausts.

Made from 100 percent American steel, and offered in 2.5" diameter with choice of ceramic black or show chrome finishes, these upswept Sharktail slip-ons bring a touch of American 'Bad Ass' to the Bavarian Boxers.

They elevate the styling, delivering a convincing and unique upswept flourish to the well-received Beemers that just helps to plant them as open-roads with that quintessential U.S. Highway look.

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Versatile New Battery Multi-Charging Station for Dealers

BS Battery has responded to the increasing demand for SLA (Sealed Lead Acid) and lithium battery technologies in the motorcycle, scooter and wider powersports markets by developing a new 'pro-grade' battery charging station for its dealers. The all-new BK 20 charger and its accessories is "an essential tool for BS dealers as they can fix one to two BK 20 chargers onto a BS display, meaning that professionals will be able to store, activate, charge, maintain and recharge all batteries before installing, shipping or selling." Dedicated for both SLA and lithium batteries and designed with an advanced microprocessor, the all-new BK 20 is a 6V and 12V automatic smart battery charger and maintainer rated at 2A with battery capacity up to 40Ah - enabling it to charge and maintain three batteries with different voltages and technologies simultaneously. It includes an exhaustive charging program with two selectable modes and nine charging steps.

The reconditioning function is also a valuable and versatile additional feature for shop use as "dead" lead-acid batteries or low voltage lithium batteries can be reactivated or restored. Described as



"effective and powerful", the BK 20 is designed to "ensure optimal charging performances for all powersport battery technologies, with a 6V/12V switch mode," according to founder and CEO Benjamin Sebban.



"The all-new BK 20 is also one of the most powerful and highest-performing BS chargers - enabling dealers to charge and maintain all battery sizes. The BK 20 and its component parts make life easier for our dealers as it saves loading time of batteries and charges different battery types. This big improvement is ideal for our network and offers a new, modern and efficient way to charge and maintain batteries safely."

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Solo and Pillions for 2022 Chief

Corbin Saddles (Hollister, California) has added to its range of seat options for Indian Motorcycle models with a "classically styled" solo seat for the newest Indian Chief.

"Providing maximum rider comfort combined with classy looks and a range of custom options, it accepts our removable backrest for a total of 13 inches of vertical back support. Our sculpted seating position gives maximized body contact and provides touring



quality comfort. The optimized seat platform offers an ergonomic position for a more integrated feeling with the bike."

For passengers, Corbin offers two easily mounted pillion options. The 50s pillion keeps a clean, low profile built up with the company's exclusive Comfort Cell foam to provide good mid-range comfort. The Corbin Touring pillion is built wider and thicker with a dished seating platform to provide maximum weight distribution and support. Both come upholstered to match the Corbin solo for a totally integrated look.

"The Classic solo saddle and backrest provide excellent support for riding while the shaping in the nose allows for ground reach at stop signs. We've designed our saddle to place the rider in the sweet spot on the bike for the best feeling of control. The optimized seating area helps you stay firmly planted in the bike without sliding in the saddle.

"Our #BR model backrests have removable finishing plates on the rear available in a range of styles. The standard plate is an ABS leather look, but we can also provide one with a carbon fiber look or primer and ready for custom paint. For just a little extra, we can provide the finishing plate on the backrest pre-painted gloss black."



'Gambler' Saddle for 2022 Indian Chief Models

Corbin's 'Gambler' saddle offers a sleek, sporty appearance and low profile design and features a comfortable driver's position with a clean pillion seating area to provide a "flawless" profile.

Built up of Corbin Comfort Cell foam, that allows a low saddle while retaining comfort, the sculpted seating is said to disperse the rider's weight ergonomically and gives lasting support while still providing good ground reach at stop signs. 'Gambler' provides over five inches of vertical back support in the rider position.

"This is a good choice for riders that often ride solo or have passengers along for short to medium range

trips. All our saddles come standard with genuine leather seating in your choice of textures and colors. We use genuine leather in all of our saddle models because it provides a perch that will breathe with your body and break in along with the foam shape. "All in all, the saddle will conform to the body and provide a personalized fit upon break-in. Just be sure to care for your saddle properly with a quality leather conditioner like our saddle cream. Your leather saddle will break in gracefully and develop a unique character of its own, just like a good leather jacket."

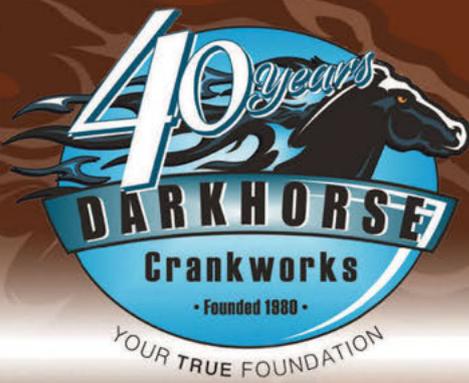
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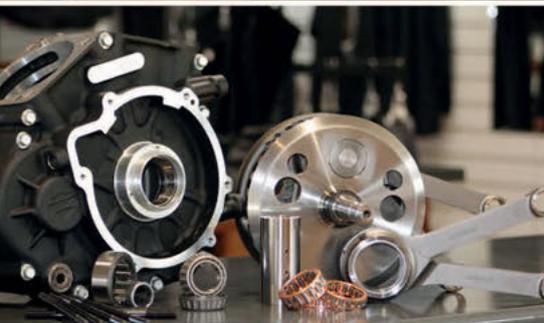
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Sound Thinking from NAMZ

Always striving to "make it easy for you to do it right," Oreland, Pennsylvania based NAMZ Custom Cycle Products has spent over 21 years coming up with "solutions for problems that shouldn't exist," says President and Chief Technical Officer Jeff Zielinski, "but we don't think it should be that way. "So, our wiring gurus here have put in all the thought, effort and quality engineering you have become used to from NAMZ, and we are proud to offer a range of application-specific speaker and Tour Pack wiring harnesses that have been engineered to meet the evolving needs of sound-savvy riders."

First up is a pair of NAMZ OEM (audio only version) Tour Pack rear speaker harnesses that are Plug-n-Play installs for all 2006-2010 (NHD-70160-06) and 2011-2013 (NHD-70160-11) models with a Harman Kardon radio and factory speaker equipped Tour Pack that allow the use of Tour Pack audio controls.

Next is an OEM radio rear speaker harness with OEM 35-pin connector that just needs a dealer radio flash to activate the rear channels.

Finally, a NAMZ OEM style rear speaker harness jumper that is 100 percent Plug-n-Play for all 2014 and up Touring models with fairing.

"The best part about these harnesses," says Jeff, "is that you do not need a degree in Electrical Engineering to install them. We have done the heavy lifting and the extensive testing to make sure you have reliable, durable wiring that is as serviceable as it is easy to install."

Also new from NAMZ, these new styles of replacement AM/FM stubby antennas are more 100 percent Plug-n-Play options for all H-D models with an existing audio antenna. The NRA-CA1 features an aluminum body with a carbon fiber insert; the NRA-RS1 offers a reinforced rubber body.

NAMZ and Badlands products are available through Drag Specialties, Parts Unlimited, Tucker, Mid-USA, J&P Cycles, V-Twin, Parts Canada, Parts Europe, Custom Chrome Europe, Motorcycle Storehouse, W&W, Zodiac, Rollies Speed Shop and Performance Cycle Wholesale Limited, or directly from the company's website.



OEM radio rear speaker harness



OEM style rear speaker harness jumper



OEM Tour Pack rear speaker harnesses



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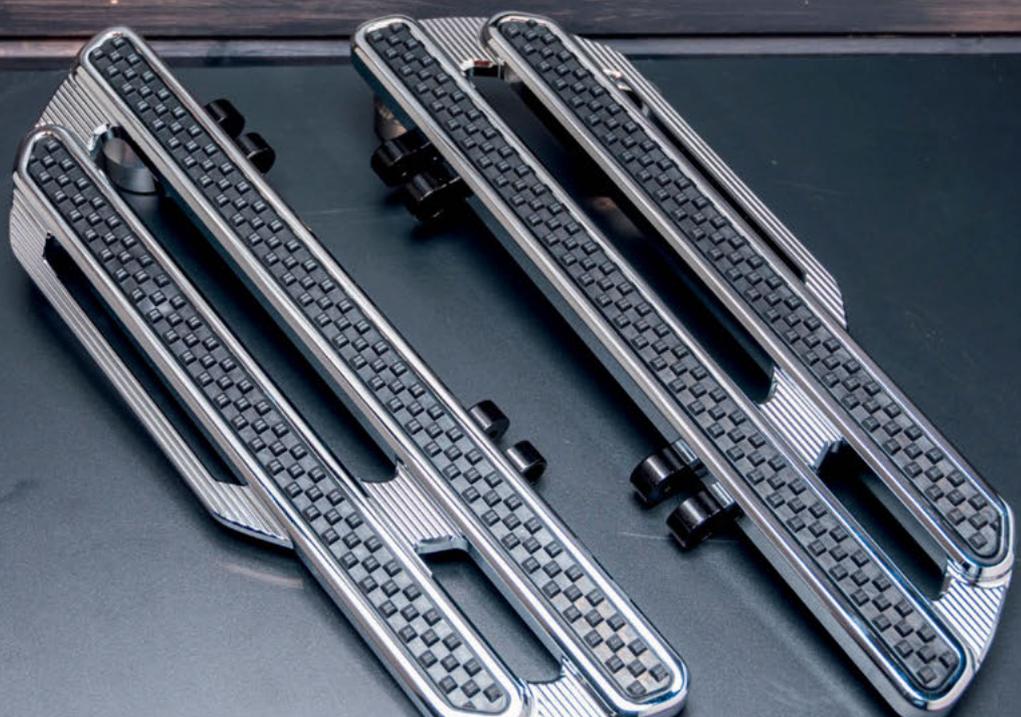


CHROME

METHOD FLOORBOARDS

The Method Floorboards feature CNC machined billet floorboard bodies & proprietary rubber pads that enhance foot traction while absorbing vibration

- > CNC Machined from Billet Aluminum
- > Rubber pads offer enhanced foot traction through Airtrax style rubber pads that feature a proprietary internal structure that is superior for absorbing vibration
- > Extended length for added comfort
- > Dimensions: 18" Long x 5.75" Wide x .75" Thick
- > Fitment: 99-up FLT Touring (Bagger) & 18-up FL Softail



Drag Specialties Additions

Replacement Piston Kits



These Drag Specialties replacement piston kits are made out of an OEM-quality cast aluminum alloy construction and said to be ideal as OEM replacements. Coated to reduce friction and allow for cooler running engines, extending the piston's life, each kit includes two pistons, wrist pins and clips (rings sold separately). They fit all '17 to '21 M-Eight 114" engines and have a 10.5:1 compression ratio. The piston kits are available in standard and oversize bore sizes.

Cam Covers

Constructed out of die-cast aluminum, these cam covers come in a bright chrome or gloss black finish.



They fit all '17 to '21 M-Eight models and will work with OEM-style time covers. They include a gasket and install with the OEM hardware.

Starter Solenoid



This high-quality Drag Specialties complete starter solenoid comes fully assembled for easy installation and fits all '17 to '21 M-Eight engines.

Premium Heavy-Duty Inner Tube



This butyl/rubber construction tube is a full 2 mm thick compared to a standard tube thickness of 1.2 mm, which makes it more durable and resistant to punctures than standard tubes. It fits tires from 5.00/5.10"-16 through 180/65-16 and has a SRV (side rubber valve) stem type.

Saddlebag Liners



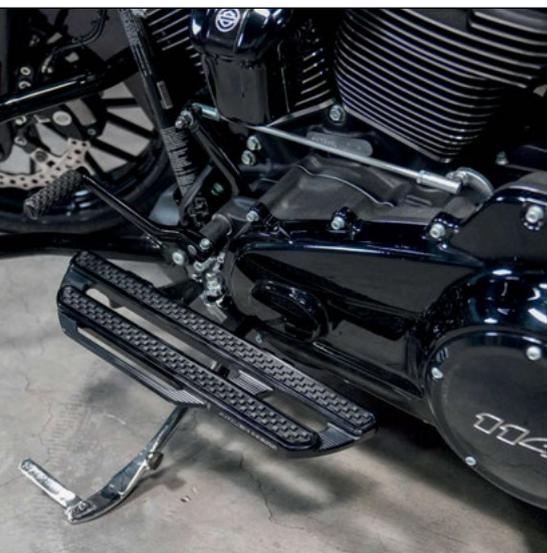
Specifically designed to fit Indian hard saddlebags, "these liners combine the efficiency of a saddlebag organizer with an off-bike carry bag. The three internal compartments feature a see-through mesh central compartment and flip-up lid for ease of access. The outer compartments are accessed through side zippers. The liners are constructed out of heavyweight polyester fabric with a PVC internal coating with two 1" handles and measures 23" L x 7.5" W x 10" H. They are available for '14-'21 Chief/Chieftain Vintage/Classic/Limited, '16-'21 Dark Horse, '17-'21 Springfield, '15-'21 Roadmaster and '20-'21 Challenger."



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'Method' Floorboards

New and in stock at its distributors and at its Dublin, California warehouse, these Ness Enterprises 'Method' floorboards feature detailed CNC-machined billet aluminum



bodies with vibration-isolating rubber inserts that help to eliminate vibration while enhancing foot traction. Twin Airtrax style rubber inserts feature a proprietary internal structure engineered to absorb engine vibration. The floorboards are extended length for added comfort and more foot room; they are available in chrome and black anodized finish with laser-etched Arlen Ness logo. Airtrax style shift pegs and footpegs are available separately for matching passenger footrests and control arm pegs. They are available for FLT and 18 and up M-8 Softails.



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Dyna pictured with "Pleated" style.
FXR pictured with "Gripp Tape" style.
Bagger pictured with "Diamond" style.
Sportster pictured with "Basket Weave" style.
All 4 production styles available for all 4 models.

4 Bikes TO CHOOSE FROM. **4 Styles** TO CHOOSE FROM.

OptiMate Made Easy

TecMate has been designing and manufacturing OptiMate battery chargers for 27 years - the first OptiMate saw the light of day in 1994. Fast forward to 2021, and the range has expanded to 40 active models, and that's without considering the PRO Dealer range that includes BatteryMate and the OptiMate PRO.

TecMate CEO/CTO Martin Human says that even though each model exists for a reason, the inevitable questions are "Why so many?" and "What do they all do?"

"It can be a difficult question to answer," concedes Martin, "but no two users have the same needs, and most are not, or never can be expected to be battery experts.

"We've been working on a plan that explains the range from an end user perspective, but the problem - and opportunity - is that most users simply want the charger to decide what's required to keep their favorite vehicle ready to ride. However, there are users with specific needs or demands, and ones who prefer to select the charger that matches the battery or vehicle, or who prefer to have that special charger that exactly matches their specific battery platform.

"For example, some users may not have AC power where they park their favorite powersport vehicle, and professionals need a charger that can do everything in the shortest possible time!"

To reduce a complex matrix of needs and options to simpler present and understand guidance, TecMate now categorizes its charger range into six categories - categories that not only present good, better and best options, but anticipate the many variances in how a rider will want to use their charger, what they will want it to do and how, and on which battery platform or platforms.

The TecMate BRONZE standard is its easy-to-use



chargers - general "connect and forget" charging and maintenance devices.

The SILVER range are the SMARTER options that are still automatic but can also save neglected 'dead-flat' batteries.

The TecMate GOLD standard are its ADVANCED chargers with selectable modes - these are the chargers that automatically save, charge, test and maintain, with the charge rate automatically adjusted according to temperature and/or battery size.

Then there is LITHIUM - EXPERT, specifically for LFP lithium (Lithium Ferrous Phosphate) batteries - the type of lithium used in powersports batteries. OptiMate lithium chargers save, test, charge, but can maintain and also reset deep discharge protection within advanced lithium batteries.

For those who need to charge when OFF-GRID, there are the TecMate ECO-SMART products, including SOLAR and DC to DC. This includes the OptiMate Solar DUO range, which works on both lead-acid and LFP

lithium batteries.

For powersports vehicle dealers there is the TecMate PRO line. These professional chargers are robust, durable and made specifically for the demands of the dealership environment, with selectable features that are designed to save time. The new OptiMate PRO-1 DUO can save, charge and test both lead-acid and lithium LFP batteries and it has a power supply mode for diagnostic battery support.

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www.tecmate.com
www.optimate1.com/series



Penz Zero Degree Rake Triple Trees

Noted Austrian custom bike builder Penz Custombikes is well known for the series production and custom frame designs that made its signature custom bike builds such a recognizable fixture in the European custom bike market for decades. In addition to frames, Penz also offers a program of stock upgrade and custom

application triple trees and front fork assemblies - its 'Radical Race' line. Precision CNC-machined from high-quality billet aluminum with a 220 mm wide center - designed for a "slim race look" - they are suitable for Öhlins sliders with a diameter of 54 mm at the bottom, 50 mm at the top, WP sliders with 54/51 mm, WP 60/54 mm top, and others - more details on request.

The triple tree offset is 0 degrees. The triple clamp can be replaced directly and fits most popular Harley-Davidson models and custom accessory frames and it provides an internal fork stop. The finish is raw aluminum or powder-coated black. This part comes with the upper and lower trees and includes the steering rod.

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Italian Made Adjustable Suspension Options from Bitubo

Italian suspension specialist Bitubo (Padua, Italy) has a complete range of front and rear suspension options for Harley-Davidsons, and seen here for the Softail Street Bob (2018 and up) is a new pressurized cartridge that is said to give improved stability during braking and a consistent level of feel and feedback that will optimize the rider experience and safety.

A 100 percent reversible 'plug and play' bolt-on install, it doesn't require any modifications of the original components and allows the original suspension to be restored at any time. Bitubo cartridges are fully serviceable with replacement parts readily available if ever needed.

This pressurized cartridge can be adjusted in length, spring preload, rebound and compression. A wide range of spare springs are available, customizable

HD010KB12WO - fully reversible install cartridge kit with adjustable spring preload for 2018 and up FXBB, FXBR, FXBRS and FXFBRS.



depending on the motorbike use and personal preference.

For the 2018 and up Street Bob, FXLR Low Rider and FL SL Slim, this new rear mono shock from Bitubo has easy to use, stepless adjustment hydraulic spring preload, so riders can tailor the set-up to suit their riding style and load.

It is a gas (nitrogen) pressurized shock absorber with an oil/gas floating piston, steel body, 14 mm steel rod with low friction surface treatment and CNC-



HD009JBH12WO - pressurized front cartridge for the Street Bob (2018 and up) with adjustable length, spring preload, compression and choice of spring rates.

machined billet Ergal heads (high strength, lightweight zinc and aluminum alloy). There are seven clicks of rebound adjustment with an adjustable length of 10 mm.

For the 2018 and up Softail FXBB Street Bob, FXBR Breakout and FXBRS Breakout/FXFBRS Breakout



HD049XE12V3 - rear mono shock for 2018 and up Street Bob, Low Rider and FL SL Slim with stepless adjustable spring preload, seven clicks of rebound and 10 mm adjustable length.

114, the Bitubo KB1 cartridge kit is also a 'plug and play' bolt-on install; it doesn't require any modifications of the original components and allows the original suspension to be restored at any time. It is fully serviceable and features adjustable spring preload.

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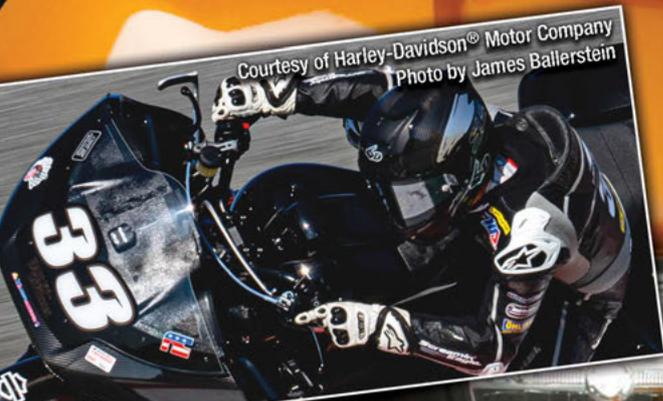
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More Fat Ness at Custom Chrome Europe

The Ness Enterprises big wheel kit includes a 5.5" x 18" fat factory forged front wheel - "the perfect solution when updating to a 180 mm fat tire on the front of 2020 or newer touring models." It also matches the factory rear wheel on all Touring "special" models.

It features a gloss black powder-coated forged aluminum rim (not cast) with gloss black anodized hubs and disc adapters; it accepts factory rotors, to save more cost, but can be upgraded to Ness 'Jagged' series rotors for an additional cost.

It does not work with the factory fender, requiring the purchase of an 8" wide front fender from Arlen Ness or other brands. It also requires Ness fat fender fork boots or Ness tube guards.

Available in all black, fitment is for all 2008-up FLT



5.5" x 18" fat factory forged front wheel



Fat tire billet fork boots

models, and it accepts Arlen Ness rotor adapters with factory or aftermarket rotors/disc options.

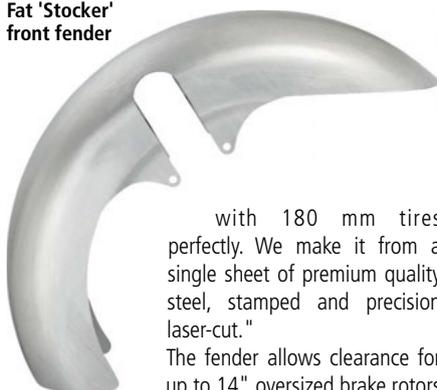
Ness' fat tire 'Smooth' billet fork boots feature a sculpted CNC-machined billet design with specially notched inside surfaces to allow the use of 18" x 5.5" fat front wheels on factory front ends. When paired with Arlen Ness fat front fender designs, 18" x 5.5" fat front wheels can be installed without any fabrication for a fully reversible true direct bolt-on design.

CNC-machined from billet aluminum, they are designed to work with Arlen Ness and other aftermarket fat front fenders; 2014 and up applications include a set of fork dust seals. They are available in black anodized or chrome finish.

Also seen here, Ness' fat 'Stocker' full length front fenders for wide tire Baggers feature a "smooth, flowing custom design with a straight cut front to match your factory style. Each steel fender features a direct bolt-on design, specially notched sides and smooth flowing body lines for contoured curves seen from every angle.

"The design offers a smoother ride and protects the front wheel from potholes and all the other rigors of the road. At 8" wide, it fits 18" x 5.5" front wheels

Fat 'Stocker' front fender



with 180 mm tires perfectly. We make it from a single sheet of premium quality steel, stamped and precision laser-cut."

The fender allows clearance for up to 14" oversized brake rotors



Radial 'Fat Wrap' front fender



and can be paired with the Arlen Ness 'Smooth' style fork boots for a complete direct bolt-on installation on select '99-'13 FLT/FLHT and '14-up FLHT/FLHX/FLHR/FLTRX with 180 mm wide front tires. Sold in a raw steel finish, it includes radius body lines on the side of the fender.

The bolt-on Ness full length radial 'Fat Wrap' front fender for wide/fat tire Baggers (FLT Touring models) has "specially notched sides and smooth flowing body lines for contoured curves seen from every angle." It is also an 8" fitment for 18" x 5.5" front wheels with 180 mm tires and precision manufactured from a single sheet of premium quality steel.

It allows clearance for up to 14" oversized brake rotors, features the radius lines and pairs well with the Arlen Ness 'Smooth' style fork boots for complete direct bolt-on installation on '99-'13 FLT/FLHT and '14-up FLHT/FLHX/FLHR/FLTRX.

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stepless
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WMB02V2

Rear Twin Shocks

Spring preload stepless

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& Chrome Edition

Optional: black

and chrome

spring cover



KB12

Springs and Caps Kit

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stepless

Length up to 30 mm

WMT22V2

Rear Twin Shocks

Compression 12 clicks

Spring preload 10mm

Rebound with altingly

or traditional ring

5 or 7 clicks



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AMD PRO GUIDE

Sportster S Parts by Rick's Motorcycles



Within days of receiving its first new Sportster S, well known custom parts manufacturer and authorized Harley-Davidson dealer Rick's Motorcycles (Baden-Baden, Germany) had its first custom parts designs for the Revolution Max 1250T ready for shipping. The latest iteration of a Harley-Davidson sub-brand that originated in 1957, the reimagining of the Sportster is more than design alone. It offers a stylish, contemporary platform that is a regulations-friendly solution to the aims of CEO Jochen Zeitz' 'Hardwire' strategic business plan to maintain brand desirability and profitability.

While the stock styling is convincing - performance cruiser meets muscle bike meets streetfighter - nothing can't be improved. So, when the experienced parts designers at Rick's got hold of it, their first instinct was to eliminate the license plate bracket and replace it with an easy-on, easy-off bolt-on reversible install Rick's license plate holder design. The reflector and the entire rear lighting are mounted under the rear fender using a multi-bracket specially developed by Rick's. In combination with the stunningly effective, ultra-reliable Kellermann Atto DF 3 in 1 turn signals, you get all the necessary lights for a road legal combination.

At the front end, Rick's kept the stock LED headlight but came up with an easy-install new shape and look headlight fairing and custom turn signal brackets that change the character of the front end completely.

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Motorcycle Storehouse Additions

Regulators and Stators



Motorcycle Storehouse has announced the addition of a series of new regulators and stators for late model M-8 Big Twins and for XL Sportsters. The electronic regulators/rectifiers are now available for '17-'21 Touring, '18-'21 Softail, '09-'13 XL, '14-'21 XL and '09-'12 XR1200 models. The new Touring regulators are available in black only, all others in choice of black or chrome. Stators are now available for '17-'21 Touring, '18-'21 Softail, '09-'13 XL and '14-'21 XL models. For Touring and Softail they are available in both 40 and 48 amp versions. For '14-'17 XL and '18-'21 XL models the standard 32 amp replacement style stators are available. All stators are un molded for better cooling.

OEM Style Softail M-8 Rider Peg Set



For those on the lookout for a stock style replacement M-8 Softail footpeg assembly, these are a great alternative for replacing damaged stock parts. Made in aluminum with thick rubber, they are approximately 5.5" (14 cm) long x 1.75" (4.4 cm) wide x 1.5" (3.8 cm) high. They are an OEM style replacement for all '18-'21 Softail FLSB Sport Glide, FXBB Street Bob, FXBR/S Breakout, FXFB/S Fat Bob, FXLR/S Low Rider and FXST Standard models. Also available are replacements for the OE passenger footpeg mounts normally found on M-8 Softail models equipped with two-up seats. Perfect for solo seat to two-up conversions, they are compatible with OEM style M-8 Softail passenger pegs; both parts are available in chrome or black.

Low Profile Tour Pack Trunk



This gloss black painted top case is similar to the slim-lined razor H-D Tour Pak top case; the low profile of this case is a perfect match for any power bagger or any other debulked Touring model. They feature sturdy ABS construction (like OEM) and come complete with hinges and a blacked-out latch. Includes locks with two keys. Approx. dimensions are 69 cm wide x 55 cm deep x 27 cm height front x 19 cm height rear, with an approx. capacity of 54 liters. It is available for '97-'13 Touring and '14-'21 Touring models.

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Bulletproof Bridgeports

Though best known for its hard parts and helmets, there is always more to California based Biltwell than is immediately obvious. Do you sell gloves? Would you like to? Built for "track days, long days and every day," Biltwell's Bridgeport gloves are a top grade leather and synthetic hybrid with the industry standard rugged construction and racy silhouette.

However, as co-founder Bill Bryant explains in the latest edition of its 'Parts & Labor' magazine, "the stuff you can't see is what puts our most advanced glove on top of the box."

Bridgeport's molded plastic knuckle guards feature Neoprene padding to dissipate impact energy and fleece Lycra touch points on the inside keep



sweaty palms dry by wicking moisture away from the skin. Outside, supple goatskin leather, vented polyester and ballistic nylon combine for a glove that's "damn near bulletproof," says Bill.

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Indian Motorcycle Int

Indian Motorcycle's 2022 new model announcement takes the company down the Harley-Davidson playbook route of old, with paint, accessories and tech, but very little, at this stage, in the way of new product.

The primary upgrades being touted are a new Ride Command system update that expands Bluetooth connectivity and adds a speed limit overlay, a new for 2022 Premium Luggage Collection and adaptive headlights for Scout models.

"Rider feedback continues to be at the forefront of what drives

refinements and enhancements for our model year offerings, and that is once again the case for 2022 with a host of new ride-enhancing technology and accessories across the line-up," said Mike Dougherty, President for Indian Motorcycle.

"The introduction of the reimagined Indian Chief in 2021 rounded out a truly comprehensive range of cruisers, baggers and touring models, and with the help of customer feedback, we aim to consistently enhance and improve our offer with new technology and wider-ranging accessory options like these for 2022."

2022 Updated Technology - Ride Command

To enhance the rider experience, Indian Motorcycle is introducing a new speed limit overlay feature. The new feature allows riders to conveniently see the current legal speed limit on the map screen or the navigation split screens while routing to a destination. The new feature is standard on all 2022 Ride Command-equipped models that have connected services and available as a software update for 2020 and 2021 models. Current owners can visit RideCommand.IndianMotorcycle.com/display for software updates and tutorials.

Additional software updates include expanded Bluetooth device compatibility and a faster load time when booting up the display.

Challenger Traction Control

After listening to valuable rider feedback, all 2022 Indian Challenger models feature a retuned traction control for a smoother feel when engaged.

Thunderstroke and PowerPlus Models

Indian Motorcycle Thunderstroke and PowerPlus equipped motorcycles range from baggers to touring models - each offering heritage-inspired design or blacked-out, modern style. Air-cooled baggers and touring models, including Springfield, Chieftain and Roadmaster line-ups, pack the Thunderstroke motor, while Challenger models deliver a class-leading 122 horsepower with the liquid-cooled PowerPlus engine. With high-displacement motors, Indian Motorcycle bagger and touring models were engineered to dominate



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the road. Saddlebags and the Roadmaster tour trunk provide plenty of storage for riding gear and cargo, while wind protection, comfortable ergonomics, floorboards, amenities and a comfortable two-up seat make these models the ultimate long-distance machines.

This year's 2022 bagger and touring line-up receives fresh new paint colors across each line-up. Colors like Quartz Gray on the Chieftain Dark Horse and the all-new Spirit Blue over Black Metallic on the Challenger Limited add to each bike's attitude.



Accessories

To accommodate additional storage needs on longer rides, Indian Motorcycle has released its Spirit Lake Luggage Collection, which includes a rack bag, day bag and touring bag. Each piece features a shoulder strap for convenient carrying off the bike

and attaches securely to luggage racks, sissy bars, or the rear of the passenger backrest. Each piece is sold separately but designed as a cohesive collection.

In addition, bagger and touring riders can add personalized style and add visibility to other motorists with all-new rear LED saddlebag lights. Designed to seamlessly integrate with the standard lighting, these Pathfinder auxiliary LED saddlebag lights do not

roduces 2022 Line-Up

Scout in Quartz Gray over black



SCOUT PRICING

Scout Sixty: Starting at \$9,999

Scout Bobber Sixty: Starting at \$8,999

Scout: Starting at \$11,999

Scout Bobber: Starting at \$10,999

Scout Bobber Twenty: Starting at \$11,999

introduced a new 5.75-inch Pathfinder adaptive LED headlight available for all Scout models. Like its seven-inch big brother, the Scout's Pathfinder adaptive headlight delivers unmatched illumination by sensing the bike's lean angle and activating individual LED beams to provide unprecedented visibility.

www.IndianMotorcycle.com



Lower fairing storage



require any drilling, but rather feature a convenient peel-and-stick adhesive for easy and quick install.

New for 2022, Indian Challenger riders can add wind protection with the addition of hard lower fairings. Designed specifically for Challenger models, the hard lower fairings are compatible with all 2020-2022 model year offerings. Riders also have the option to add PowerBand audio or additional storage compartments within the hard lower fairings.

Indian Scout Line-Up

The robust Indian Scout line-up offers both classic and contemporary designs. The Scout Sixty and Scout Bobber Sixty feature a 60 ci (999 cc) motor, with 78 horsepower, a low seat height and nimble handling. Riders

looking for more punch can opt for the 69 ci (1,133 cc), 100 horsepower engine in the Scout, Scout Bobber and Scout Bobber Twenty.

This year's 2022 Scout line-up receives a new refresh with paint colors across the line-up - further enhancing the iconic appearance and lines of the bike. Colors like Ruby Smoke on the Scout Bobber Sixty and Spirit Blue Metallic on the Scout Bobber Twenty add to the modern design and low profile look that riders love with Scout Bobber models.

Accessories

Building upon an already robust selection of Scout accessories, Indian Motorcycle has introduced several new accessories to further enhance comfort, style and performance. To enhance comfort while riding two-up, Indian Motorcycle has released its Syndicate two-up seat and Syndicate low profile passenger backrest. New performance accessories include adjustable piggyback rear suspension and an analog tachometer, while Scout Bobber riders can add personal style with Indian Motorcycle's new smoked turn signals.

In addition, Indian Motorcycle has



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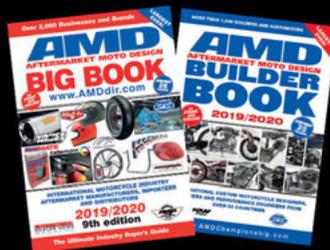
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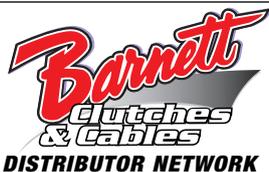
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NEWS BRIEFS

Huntington Beach, CA based Tolema has been acquired by BRS & Co - a New York private equity investor. Tolema is a powersports parts and accessory private label manufacturer and owner of the LA Choppers, Baron Custom Accessories and Trinity Racing brands.



The MIC (Irvine, California) is reporting new retail motorcycle and scooter sales for the first nine months of 2021 in USA as up by +9.5%. The data is gathered by the MIC from 14 leading manufacturers and distributors in the U.S. (MIC Retail Sales Reporting System).

Following the announcement of two new 'Brick and Mortar' stores for J&P Cycles, Comoto has announced that it is opening one for Revzilla. The new store will boost the rapidly growing powersports presence in the RiNo's Octane Alley district of Denver (River North Arts District) and marks the brand's first 'Brick and Mortar' location outside of the company's headquarters. It will feature a full line-up of motorcycle gear including helmets, men's and women's apparel, accessories, parts, community events, and more. This expansion of its in-person retail opportunities is in addition to its ownership of the Cycle Gear network of stores.

Polaris - Q3 North American Retail Sales Down by -24% Driven by the Lack of Product Availability, Supply Chain Constraints

If the stock market is any real guide to market sentiment about a corporation's results, then Polaris has had a stinker!

Polaris Industries' third quarter results were greeted by an immediate 7% drop in its share price (PII), though there was some modest recovery in late trading.

While third quarter reported and adjusted sales increased slightly to \$1,960m (up by \$5m), and market shares for ORV and Snowmobiles improved over the year-ago quarter with 15 new vehicles introduced, the headline news was of a soft quarter with sales constrained by the now familiar refrain of supply chain issues impacting product availability and logistics and materials price increases hitting margins.

Reported and adjusted gross profit margin for the third quarter was 23.8% and 23.9%, down 359 and 362 basis points over the prior year respectively. The decrease was primarily due to increased input costs including logistics, labor and commodity prices, as well as supply chain constraints, partially offset by increased pricing and lower promotional costs.

In strategic terms, Polaris is moving to unload (by year end) the GEM electric vehicle business (Global Electric Motorcars) it acquired from Chrysler Group in 2011, and the Taylor-Dunn industrial vehicle manufacturer it added in 2016. Time will tell if this is a limited, tactical reversal of just two of the less promising of the Scott Wine



CONSOLIDATED STATEMENTS OF INCOME (LOSS)				
(in thousands US \$)	Three months ended Sept 30		Nine months ended Sept 30	
	2021	2020	2021	2020
Sales	\$1,959.5	\$1,954.6	\$6,027.8	\$4,871.6
Cost of sales	1,493.9	1,420.0	4,530.3	3,711.4
Gross profit	465.6	534.6	1,497.5	1,160.2
Operating expenses:				
Selling and marketing	143.2	135.5	443.3	405.3
Research and development	86.8	77.2	255.1	222.4
General and administrative	91.6	100.6	286.2	267.0
Total operating expenses	321.6	313.3	984.6	1,273.9
Income from financial services	11.3	18.1	41.2	63.2
Operating income (loss)	155.3	239.4	554.1	(50.5)
Net income	\$114.8	\$166.8	\$407.5	\$(73.9)
Diluted Net income per share:	\$1.84	\$2.66	\$6.48	\$(1.20)

era acquisitions or a broader unwind of prior ambitions. Motorcycles segment sales, including PG&A, totaled \$194m, up +16% compared to the third quarter of 2020, driven by increased sales of Slingshot, Indian Motorcycles and related PG&A. Gross segment profit for the third quarter of 2021 was \$18m, or 9.2% of sales, compared to \$16m, or 9.3% of sales, in the third quarter of 2020. The slight decrease in gross profit margin was driven by increased input costs from supply chain constraints partially offset by favorable product mix, increased pricing and lower promotional costs. North American consumer retail sales for Indian Motorcycles decreased 12% during the third quarter of 2021 in a mid to heavyweight two-wheel motorcycle industry that was down

mid-single digits percent. North American consumer retail sales for Polaris' motorcycles segment, including both Indian Motorcycle and Slingshot, decreased mid-teens percent during the third quarter of 2021. North American consumer retail sales for the motorcycle industry, including both two-wheel and three-wheel, decreased mid-single digits percent during the third quarter of 2021. Indian and Slingshot market share losses were driven by a lack of product availability during the quarter, driven by supply chain challenges. CEO Mike Speetzen was quoted as saying: "Retail sales were impacted by the substantial deterioration of the supply chain permeating the global

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