

Harley-Davidson "Delivers Strong Third Quarter Financial Results"; EMEA Unit Retail -4% (9,100 units)

Jochen Zeitz, Chairman, President and CEO Harley-Davidson, is quoted as saying: "Aligned to our Hardwire strategic initiatives, Harley-Davidson delivered a strong third quarter with solid growth for both revenue and operating income."

"We are reaffirming our outlook for the year, and as we approach our 120th anniversary that we will be celebrating in our hometown Milwaukee and around the world, we are excited about the potential of Harley-Davidson, the most desirable motorcycle company in the world."

Third quarter global retail motorcycle sales were down -2% versus prior year. "Growth in Asia Pacific was driven by strong demand and a quick refill of dealer inventory coming out of the production suspension. North America retail performance (down -5%) continued to be adversely impacted by lower dealer inventories. Retail performance strengthened during the quarter as dealer

inventories replenished."

Global motorcycle wholesale shipments were up by +19% as the company saw recovery from the two-week shut-down in June. HDMC revenue was up +24%, primarily driven by that +19% increase in

“ Q3 North American motorcycle retail 32,200 units ”

wholesale shipments, favorable unit mix and continued global pricing strength. Parts & Accessories was down -2%, driven by lower retail motorcycle volumes and offset by growth in Apparel & Licensing behind seasonal product growth.

HDMC operating income margin of 17.9% was up +9.5 points, while HDFS operating income declined

-24% as the credit environment normalizes. Diluted EPS of \$1.78 was up +70%.

Harley CFO **Gina Goetter** said that consolidated revenue was up +21% in the third quarter versus Q3 2021, driven primarily by the +24% revenue uplift. This increase was driven by a "strong recovery in global motorcycle shipments after being adversely impacted by the unexpected production suspension in Q2. Consolidated operating income growth of +66% reflected +164% growth at HDMC and a decline of -24% at HDFS - as a result of a higher provision for credit losses as the credit environment normalizes, and higher interest expense."

Third quarter gross margin was up +7.4 points compared to Q3 prior year. Global pricing and mix contributed approximately 5 points of margin benefit and more than offset cost inflation. In addition, greater

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DEC 2022

ISSUE #281

TRASK WINS BRL



AMA HALL OF FAME



USA Q3 -3.9%



V&H XG750R WINS PRODUCTION TWINS



SBMC



MOTORAMA MADRID
MOTORCYCLE TRADE SHOW

Congratulations to William Gomez for 'Sacrament', Motorama, Madrid Best in Show winning Yamaha 600 Diversion ... pages 30-33

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Maybe Triumph didn't get the memo about 'chrome not getting you home' - for one year only, Triumph drops no less than ten chrome bedecked special editions.



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With new exhaust and turbo kit applications, the Viola, Wisconsin 'Proven Performance' Meister is taking the S&S brand off-road baby!

AMD PRO GUIDE EXTRA



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The Austrian parts and accessory specialist has the Sportster S in its crosshairs.



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The Groningen, Netherlands based distributor has added the OptiMate range of battery chargers, maintenance and diagnostics tools.



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The German distributor says that Kellermann's 'Jetstream' 3-1 rear brake combo is "simply the best."



DYNOJET/RINEHART40

Two well-known aftermarket names team up for Challenger Stage III kits.

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What Was Once Radical, is Now Orthodox

I am writing this column a few days before heading to Milan for what will be the 79th staging of EICMA (Esposizione Internazionale Ciclo Motociclo e Accessori) since it was first held, in Milan, in 1914.

Last month I wrote about visiting INTERMOT in Cologne, the show at which we had been staging the AMD World Championship of Custom Bike Building since 2014. We had held the 'AMD' there three times, the last being in October 2018 - unlike EICMA, INTERMOT is biennial/every other year.

Having listened carefully to increasingly negative sentiment about INTERMOT ever since that 2018 show, and witnessing OEM reactions to it, we clearly had a decision to make about the destiny and long-term fate of the 'AMD World Championship'.

Like most shows, the planned 2020 iteration was quickly canceled, but when planning got underway (October 2021) for this year's comeback - after a four-year hiatus - we had to work hard to overcome the innate instinct that we have to give all shows the benefit of the doubt and continue to play our role as an INTERMOT supporter and booster.

I have always been a strong backer of the 'Cologne Show', having first visited it in 1990, and having had a booth and presence of at least some kind every year since 1996.

The decision I made to pull the 'AMD' out of INTERMOT 2022 weighed heavily on me. Both from the show's point of view, our own perspective as a showcase for AMD's popularity and brand meaning, but above all for the international custom motorcycle building community which had come to enjoy and value the very different, indeed unique, nature of the design and engineering-led and uniquely global showcase that the 'AMD' gave them. The AMD World Championship was born out of frustration at the inconsistent and often downright crooked nature of the custom motorcycle shows that were dominating the industry in the 1990s. Our antidote was a transparent and innovative approach that delivered a platform on which the market's innate creativity and craftsmanship shone bright for all to see.

Existing show organizers (and the magazine publishers around at the time) hated us for it - but which show organizer hasn't now embraced didn't embrace a Freestyle Class and peer group review judging? What was once radical is now orthodox.

It is with great sadness, therefore, that I am finally waving the white flag of surrender and accepting that the 'AMD' has reached the end of its road.

However, I do so with immense pride - given the way better standards at custom bike shows that the market is now able to take for granted, and the much higher level of popularity and borderline mainstream status that custom motorcycles now have (especially looking at you BMW, Yamaha and Triumph).

As a result of visiting INTERMOT this year and, like all of us, watching how the motorcycle industry show scene in general is melting down in front of our very eyes (and has been since before Covid), it simply has to be accepted that the AMD World Championship's work here is done.

We now live and operate in staggeringly different times from the era that gave the event its Genesis. The 25 or so years that we have been in the custom bike show (as well as magazine) business is no time at all, really, in the grand scheme

of things. But in motorcycle industry terms, custom market terms, it seems like an eon.

Market enthusiasm for the 'AMD' as a trustworthy show brand that endowed honesty, prestige and reflected glory is as high and bright and shiny as it ever was, so maybe now is the right time for an aging hippy like me to step aside - leave them wanting more and quit at the top of your game and all that!

There are way too many people to thank, and trying to isolate a few would be invidious because, at the end of the day, it is the builders who are the heroes in this equation.

It was their passion, craftsmanship and creativity that set this particular fire burning in me, and it was in their name that I built the program, and in their interests that I nurtured it and invested in it.

The payback certainly hasn't been financial, but it has been in treasure of an altogether different and more important kind. I value the friendships it has given me and the opportunity to give back to the market that has given me my living above all financial considerations. So, where to from here?

I am glad to say that, despite the challenges facing the print magazine industry worldwide, and especially in special interest and discretionary spend sectors, both our magazines continue to do well. In fact, since the international motorcycle industry bottomed out from the effects of the 2007-2009

financial crisis in late 2014, our business has grown steadily and defied the trend that has seen print magazines dying off in their thousands.

Indeed, what is especially interesting is that we are now already starting to see the next turn of this particular wheel, with global online advertising marketing spend shrinking rapidly in coming years. In our case, we are about to close out an eighth straight year of growth - and there aren't many print magazine publishers who can say that!

However, having spent the past two decades investing in the AMD World Championship program, it is time to let someone else have a go and evolve a next stage for the custom show industry that is as relevant to these times and those ahead as the 'AMD' was "back in the day."

In that respect, I guess I ought really to describe this as a "permanent suspension" rather than permanent closure then - though that sounds somewhat of an oxymoron to me - because if anyone can come up with a formula that takes the equity and brand values of the 'AMD' forward, then I would be very happy to talk. One warning though. Ideas would need to be backed by resources, knowledge and enthusiasm backed by a realistically knowledgeable understanding of the realities of how the custom and wider motorcycle industry really works.

It's not that I am unwilling to mentor, but it's funny how the dawn of enlightenment always tends to come closer to sunset than sunrise!

Robin Bradley

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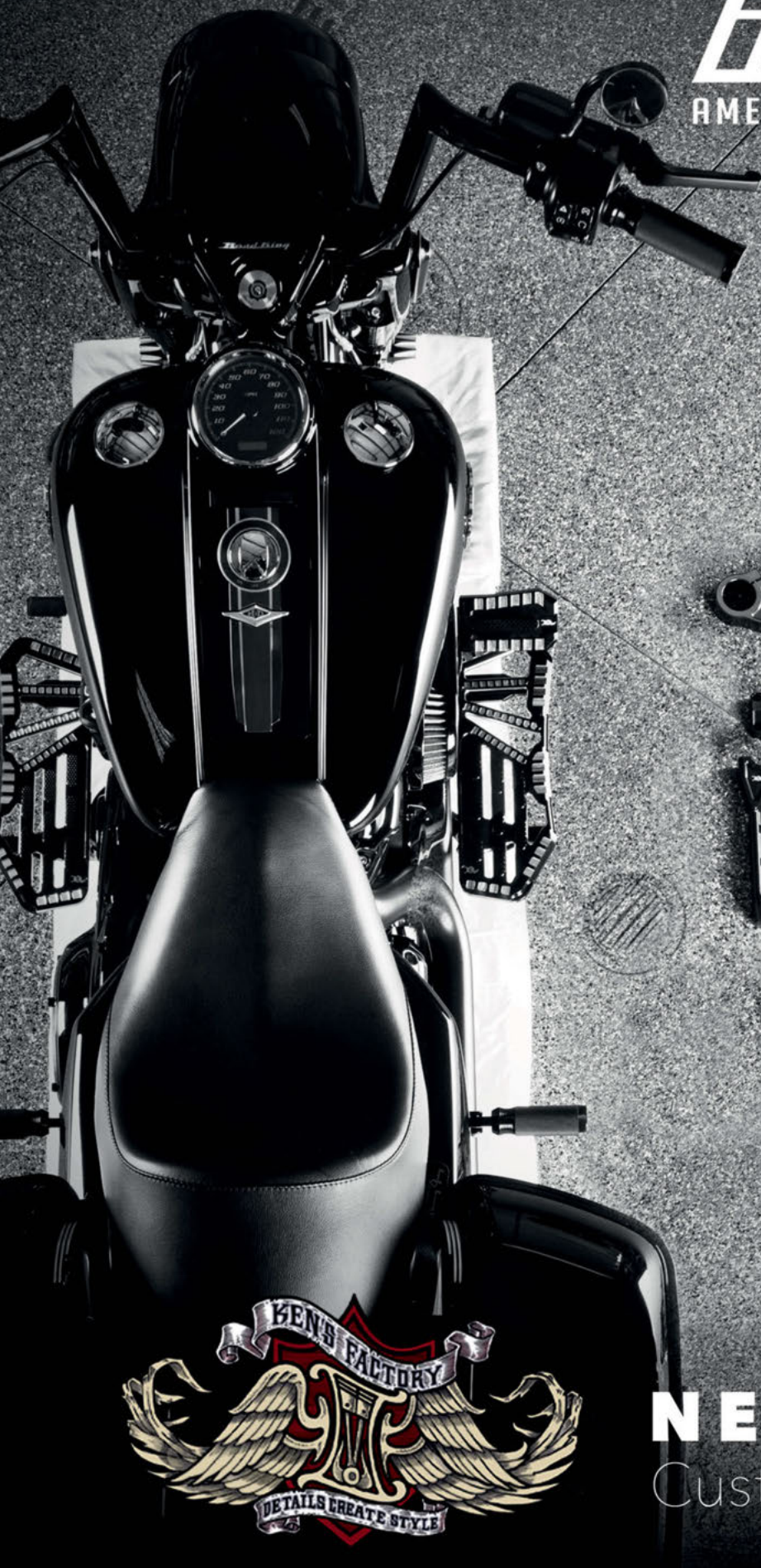
AMD UPCOMING SCHEDULE

ISSUE	ART DUE	PUBLICATION*
January 2023 (282)	Dec 8	Dec 19
February 2023 (283)	Jan 5	Jan 16
March 2023 (284)	Feb 9	Feb 20
April 2023 (285)	Mar 2	Mar 13
May 2023 (286)	Apr 6	Apr 17
June 2023 (287)	May 4	May 15

* this is the date when the digital edition goes live online, the print copies typically go into the international mail on a priority service five days later.



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<<< Continued from cover

manufacturing leverage and lower tariffs contributed positively and more than offset existing foreign exchange headwinds.

Third quarter operating margin improved to 17.9% from 8.4% in Q3 prior year; total operating expenses were \$20m higher compared to Q3 prior year, due in part to the increased spend on LiveWire.

H-D Financial Services

HDFS' operating income decline of \$26m versus Q3 2021 was driven by a higher provision for credit losses and

'Q3 global motorcycle retail 49,600 units'

higher interest expense, partially offset by lower operating expenses. Total quarter ending financing receivables were \$7.3bn, which was up 7% versus prior year.

YTD generated cash from operating activities was \$575m; cash and cash equivalents of \$1.7bn at the end of the third quarter were down -\$331m

'Q3 net profit +60% at \$261m'

compared to the end of the prior year third quarter. In Q3, the company repurchased \$12m of shares (0.4 million shares); YTD share repurchases total \$324m (8.4 million shares).

Guidance

For the full year 2022, the company

Harley-Davidson sales revenue and production data... 3rd quarter 2022

Income statements in \$1,000s (except share)	THREE MONTHS ENDED		NINE MONTHS ENDED	
	2022 Q3	2021 Q3	2022 Q3	2021 Q3
Net sales revenue	\$1,436,962	\$1,160,618	\$4,006,604	\$3,724,225
Gross profit	\$490,306	\$310,425	\$1,284,691	\$1,137,961
Total operating income	\$338,718	\$204,212	\$905,565	\$830,746
Net income	\$261,186	\$162,973	\$699,537	\$628,457
Diluted earnings per common share	\$1.78	\$1.05	\$4.68	\$4.06
NET SALES REVENUE				
H-D Motorcycles	\$1,133,558	\$885,626	\$3,132,717	\$2,931,669
Parts & Accessories	\$201,003	\$204,506	\$581,068	\$577,035
General Merchandise	\$69,834	\$49,424	\$198,568	\$155,378
Other	\$21,905	\$12,581	\$65,311	\$37,278
MOTORCYCLE SHIPMENT DATA NOTE: H-D MOTORCYCLE SHIPMENT DATA IS NOT THE SAME AS RETAIL REGISTRATIONS				
United States	37,199	27,919	101,475	104,190
PRODUCT MIX				
Grand American Touring	27,521	21,988	75,291	79,485
Cruiser (Includes Softail, CVOTM, and LiveWire)	17,403	16,531	47,853	52,117
Adventure Touring	3,776	4,507	12,355	8,555
Sportster/Street	8,361	4,915	24,573	19,262
RETAIL SALES OF H-D MOTORCYCLES:				
United States	30,000	31,699	91,228	107,421
Canada	2,154	2,158	7,116	7,403
EMEA Region	9,054	9,389	24,095	24,580
Asia Pacific Region	7,631	6,484	20,404	18,263
Latin America Region	765	1,048	2,365	2,620
Total	49,604	50,778	145,208	160,287

reaffirmed its guidance and continues to expect HDMC revenue growth of 5 to 10%, HDMC operating income margin of 11 to 12% and HDFS operating income to decline by 20 to 25%.

The company now expects that capital investments will be in the range of \$170m to \$190m from a previously expected spend of \$190m to \$220m. The **H-D share price** hit a one year low in June of \$30.10. In anticipation



Iconic HQ Building Available in Crappy Area

Harley-Davidson CEO Jochen Zeitz used an interview with Bloomberg to let it be known that as an enthusiast of home working, he plans to repurpose the historic Juneau Avenue headquarters on Milwaukee's west side.

The building was started in 1910 and originally constructed as a factory, but it has been expanded at least three times and has been Harley's corporate offices for decades. The building is around 500,000 sq ft, but Zeitz doesn't yet appear to have any specific plans for it. If home working is an employee's preference, Zeitz said that the company won't force workers to return to their office nor to the Milwaukee HQ. Located north of Molson Coors'

Milwaukee office and brewery, the Milwaukee BizJournal has stated that the city could "encounter a de-emphasis of a major landmark and economic force in a city of a Milwaukee neighborhood facing economic and social challenges." Namely, it's in a crappy part of town! Harley closed its headquarters during the Covid-19 pandemic, and it hasn't yet fully reopened it. In the Bloomberg interview, Zeitz said that he had concluded that remote work is no less productive than office work, rather than forcing employees to return to a fixed workplace environment which risks them being "very disengaged." Zeitz also highlighted the difficulties that a return to office entails for many, including for Zeitz himself

- he is a father of two and splits his time between his home in Milwaukee and a ranch outside of Santa Fe, New Mexico. Such a policy is an important part of the employment offer for its LiveWire brand, with Zeitz saying he has already recruited engineers from EV companies like Rivian and Tesla - with a work from home policy that not even those tech/auto companies can match. LiveWire's research and development facilities are in Silicon Valley, while its engineering and product development is in Milwaukee, with assembly in York, Pennsylvania. Zeitz admits that working in person with others is still valuable, but as Bloomberg reports, Zeitz says face-to-face



exchanges must have a clear purpose, and an agenda that goes beyond a meeting behind a computer screen. Otherwise, what's the point? In fact, regardless of the needs of the area in which it is located, it would appear that H-D will retain the Juneau Avenue premises, rather than sell it for redevelopment, intending for it to remain an important location for Harley's presence in the U.S. one way or another.

ELEGANCE IN-HAND



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<<< of improved quarterlies, the price had risen to \$34.86 by October 20th. By month end, the price showed a positive response to the Q3 fiscal, trading at around \$42.56 - not far short of its one year high.

Closing of LiveWire Business Combination

On September 26, 2022, Harley-Davidson and AEA-Bridges Impact Corp. ("ABIC") (NYSE: IMPX) completed their previously announced business combination (SPAC - Special

Purchase Acquisition Company) under which LiveWire EV, LLC, Harley-Davidson's electric motorcycle

'LiveWire share price back to launch number'

division, combined with ABIC to create a new public company.

The combined public company now operates as **LiveWire Group, Inc.**



The funds raised by the LiveWire float were lower than forecast, leaving Harley with a much higher equity position than anticipated. As at the end of October 31, 2022, LVWR had just about recovered its September 27 opening price of \$8.25 at \$8.15. However, it was still down from its initial October 4 high of \$9.63.

TICKER CHECK

Harley-Davidson Inc (NYSE: HOG)

1 Year Low: June 2022 \$34.85

Before Q3 Results (10/30/22) \$34.85

After Q3 Results (10/31/22) \$42.56



("LiveWire") and its common stock and warrants began trading on the New York Stock Exchange ("NYSE") under the symbols "LVWR" and "LVWR WS," respectively, on September 27, 2022.

Through this combination, LiveWire raised approximately \$294m in net proceeds after fees, including Harley-Davidson's contribution, and became the first and only publicly traded all-electric motorcycle company in the U.S. to list on the NYSE.

Following the close, Harley-Davidson

has an equity interest in LiveWire of approximately **89.4%** and will continue to consolidate LiveWire's results, with adjustments for non-controlling shareholder interests.

The funds raised were lower than forecast and therefore Harley's equity position is much higher than the anticipated 70%. As at open on October 31, 2022, LVWR has just about regained its September 27 opening price of \$8.25 at \$8.15, but is still down from its initial October 4 high of \$9.63.

Update from Tucker Powersports Supplier Town Hall

Tucker Powersports has released details of proceedings at a recent online Town Hall Meeting held by President and CEO Marc McAllister (end of October 2022) at which some 50 Tucker suppliers were updated on several topics - including Tucker's

'a blending of what we used to consider'

strategy, the current market situation, the importance of powersports dealers and the company's preparation for AIMExpo.

In his opening remarks, McAllister reiterated company strategy stating that he sees "a blending of what we used to consider pure powersports, motorcycles and side-by-sides, combined with new lifestyle choices of getting outdoors and participating in powered adventures.

"With the growth of e-bikes and electric motorcycles, we don't think that consumers are as discerning as we are about how that experience



happens and where that experience starts. We see a blended future with plenty of space for what we do,

'pure powersports'

whether it's internal combustion powered, EV-powered or human-powered. We are looking to serve all of those customers."

Addressing current market conditions, he commented that "today's market is

not what last year's market was. The market has been tightening and that is likely to continue into Q1."

He said the company's data indicates a bottoming out during that quarter and a recovery starting at the end of Q1 and into Q2. "Our plan is to weather the winter and look forward to spring."

McAllister accepted that Tucker is not doing as well as he had hoped, but said that it is on a solid footing and is working some inventory out of its system to free up cash and capital.

He cited some notable successes for Tucker, such as the announcement of an exclusive distribution agreement with high-tech helmet company Forcite, e-power brands that are selling through to dealers rapidly, as well as certain specific products from the suppliers that were on the call "that are moving rapidly."

McAllister confirmed to suppliers that he sees a multi-channel future and is not moving away from dealers, saying that "the dealer channel is critical to our industry, the dealer today continues to drive a significant amount

of our sales and your sales.

"Our industry still needs a clubhouse, a gathering point, where people can feel engaged, a place where questions can be answered and to ensure they get the sales and service that they need.

"So, we continue to invest in dealers, and that brings me to AIMExpo. In our mind it's critical that AIMExpo exists.

'the market has been tightening'

It's a time for our industry to get together, it's a time for our industry to celebrate who we are, and a platform for us to present a cohesive version of our industry to our dealers, who are, at the end of the day, our primary customers."

McAllister said that he expects the show to be "significantly larger than last year" and mentioned that Tucker's investment is much higher than at the 2022 show, including the company's plan to bring all of its sales reps to the show to support their dealers.

www.zodiac.nl

CATALOG COVER BIKE



THE HOOLIGAN

Every year Zodiac builds their own custom bike that is on display at shows, events and is also the center piece on the cover of the catalog. For this year they have taken a Harley-Davidson FXFB Softail Fat Bob and turned it into a Club Style bike called "The Hooligan".

Some of the parts used on this project are: **782751** S&S Stealth Carbon Fiber Teardrop air cleaner | **749878** MCJ Adjustable 2-into-1 Exhaust (E-Approved) | **777100** Star Racing 30/30 bolt in cam (.485" lift, 115+ BHP) | **753950** Ride By Wire Skull ride mode selector | **757743** Powerplant P16 points cover | **753012** Vision-X 7" Halo LED headlight (E-Approved) | **763058** O.D.C. front turn signals (E-Approved) | **743848** Atto LED run/turn/brake lights (E-Approved) | **754286** Ciro CyberCharger Wireless phone holder & charger | **752565** Sumax Thundervolt plug wires | **782900** ODI V-Twin Moto Crossbar | **A07346** Arlen Ness knurled Fusion Grips | **757669** Powerplant P16 Clubstyle risers | **A13155+A13152** Arlen Ness Mini Stocker mirrors | **755458** Le Pera KickFlip seat | **757758** Powerplant P16 knurled seat screw | **757748** Powerplant P16 knurled FXR side cover screws | **757706** Powerplant P16 foot pegs (+**754283** Ciro passenger adapters) | **757654** Powerplant P16 MX gas cap | **761185** Tommy & Son\$ FXRT style fairing kit (modified for Fat Bob) | **761183** Tommy & Son\$ Inception bags | **761187** Tommy & Son\$ Dyna Chin spoiler (modified for Fat Bob) | **757567** Rick's Steel fender | **749895** MCJ license holder (E-Approved) | **A02787+A02786** Arlen Ness Jagged brake rotors | **A02226+A02229** Arlen Ness 6-piston calipers (+**A300020** rear caliper bracket) | **293637+293613** AVON Cobra Chrome tires (rear reversed on front) | **799408** Roland Sands Design BlackOps Hutch wheels | **799431** Roland Sands Design BlackOps Hutch belt sprocket | **763096** O.D.C. adjustable front fork cartridge | **758198** Bitubo Rear adjustable mono shock.

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NEWS BRIEFS

BMW Group has announced Q3 "Deliveries" of 51,778 units for its motorcycle division, +5.7% over the year-ago quarter. Revenues arising from motorcycle sales were €822m (+28.1%), EBIT margin was +4.5 pts., and pre-tax profit from its motorcycle segment was €89m, up from €40m for Q3, 2021. Likely full-year "Deliveries" are forecast as having a "slight increase" over the 2021 full-year figure of 194,261 units.

Designed for local and last mile delivery, the Arcimoto 'Deliverator' has been named overall "EV of the Year" in the annual AutoTech Breakthrough Awards. "The awards program recognizes the top companies, technologies and products in the global automotive and transportation technology markets." Meanwhile, Arcimoto has been named the "Best Pod Company" in the Micromobility 1st Annual Rider's Choice Awards. The company stated that "while we're not quite sure what a pod is, we're pretty certain we've got the best one!"

Zero Motorcycles has partnered with Austin, Texas based Rollick - the leading relationship technology provider for the Marine, Powersports and RV industries - to "power a better buying experience for customers and dealers." Zero has rolled out Aimbase, Rollick's industry-centric lead management platform. The company will soon include RollickDR, the digital retailing solution. "The platform will provide dealers with a more tailored experience when handling leads across systems and primarily in their preferred CRM provider."

In the United States, the NHTSA has issued a recall on certain H-D Trike, CVO Trike, Touring and CVO Touring motorcycles - potentially affecting nearly 200,000 models. The issue appears to be a potential unintended brake light activation. NHTSA Campaign Number: 22V781000.

The European Association of Motorcycle Manufacturers (ACEM) is staging an online conference on December 6, 2022 (14:45 CET). "The Motorcycle Industry's Vision for Decarbonisation" will discuss the motorcycle industry's latest net zero initiatives in the context of the EU's climate targets and the industry's Vision 2030+.

<<< Continued from page 64

Gross profit margin increased 26 basis points to 23.9%. Adjusted gross profit margin of 23.9% increased 15 basis points, driven by higher pricing. Operating expenses were \$317m in the third quarter of 2022 compared to \$273m in the third quarter of 2021 due to higher sales and marketing and R&D expense. Operating expenses, as

'international sales of \$272m'

a percentage of sales of 13.5%, were down in the third quarter of 2022 compared to the third quarter of 2021.

On-Road segment sales were bolstered by sequential improvement in component availability driving increased shipments, stable demand and higher pricing. PG&A sales increased +17%. Gross profit margin performance was driven by favorable product mix and higher volumes, which more than offset higher input costs and FX headwinds.

North America unit retail sales for **Indian Motorcycle** were up high-single digits percent. North America unit retail sales for the comparable motorcycle industry were down low-single digits percent.

Off-Road segment sales were driven by accelerated shipment



Founded in 1954 and headquartered in Minnesota, Polaris' product line-up includes Indian Motorcycle mid-size and heavyweight motorcycles; Slingshot moto-roadsters; the Polaris Ranger, RZR and Polaris general side-by-side off-road vehicles; Sportsman all-terrain off-road vehicles; military and commercial off-road vehicles; snowmobiles; Aixam quadricycles; Goupil electric vehicles; and pontoon and deck boats, including Bennington pontoons.



volume, higher pricing and favorable product mix. Parts, Garments and Accessories (PG&A) sales increased +18%. Gross profit margin performance was driven by favorable pricing and higher volumes.

Polaris North America ORV unit retail sales were down high-single digits percent. Estimated North America industry ORV unit retail sales were up low-single digits percent.

Marine segment sales were driven by accelerated shipment volume,

higher pricing and favorable product mix. Gross profit margin performance was driven by higher input costs offset by favorable product mix.

In terms of the 2022 full year **business outlook**, the company now expects 2022 sales to increase +15 to +16% versus prior guidance of +13 to +16%. The company expects adjusted diluted EPS from continuing operations to be in the range of \$10.10 to \$10.30 for the full year 2022, unchanged from prior guidance.

United States - Q3 Retail Sales Figures

The Motorcycle Industry Council (MIC, Irvine, California) reports that sales of new motorcycles and scooters were down in the third quarter 2022 at -3.9% compared to the same period of 2021, with ATVs down by -15.3% among the brands that are part of its new registrations data capture and reporting program.

Confirming the industry feedback that we here at AMD Magazine have been receiving all year, one of the most promising segments is the "dual sport" market (ADV and crossovers) where sales were up by +11% in Q3. Scooter sales were +2.2%.

"The performance of the powersports segment continues to be strong," said MIC President and CEO Erik Pritchard.

"We are seeing new riders enter the space, with some likely seeking a fuel-efficient way to get around, and others opting for a fun way to commute and for recreational riding. The robust tire sales indicate riders - both new and existing - are continuing to ride.

"There is a slight dip in sales in a couple of categories when compared to the near record-breaking performance of 2021, but when compared to 2019, we see a different story. On-highway sales are +3%,

'dual sport' are up +58%, scooter up by +26% and off-highway are up by +36%.

"The dynamics affecting the worldwide supply chain, interest rates, inflation and concern over the health of the economy, make this industry's positive year-to-date performance particularly notable."

Motorcycles and scooters accounted for 75% of total new-unit sales through Q3 and ATVs represented 25%.



MOTORCYCLE INDUSTRY COUNCIL

Quarterly Retail Sales Flash Report - September 2022

Vehicle Type	General Type	Month				Year to Date			
		2022 Current	2021 Prior	Unit Change	% Change	2022 Current	2021 Prior	Unit Change	% Change
Motorcycle	SCOOTER	1,528	2,080	-552	-26.5%	19,024	18,620	404	2.2%
Motorcycle	ON-HWY	22,820	22,909	-89	-0.4%	250,626	267,665	-17,039	-6.4%
Motorcycle	DUAL	4,912	5,917	-1,005	-17.0%	60,178	54,225	5,953	11.0%
Motorcycle	OFF-HWY	9,360	11,928	-2,568	-21.5%	103,971	111,110	-7,139	-6.4%
Motorcycle	TOTAL	38,620	42,834	-4,214	-9.8%	433,799	451,620	-17,821	-3.9%
ATV	ATV	16,722	14,064	2,658	18.9%	144,224	170,203	-25,979	-15.3%
GRAND TOTAL		55,342	56,898	-1,556	-2.7%	578,023	621,823	-43,800	-7.0%

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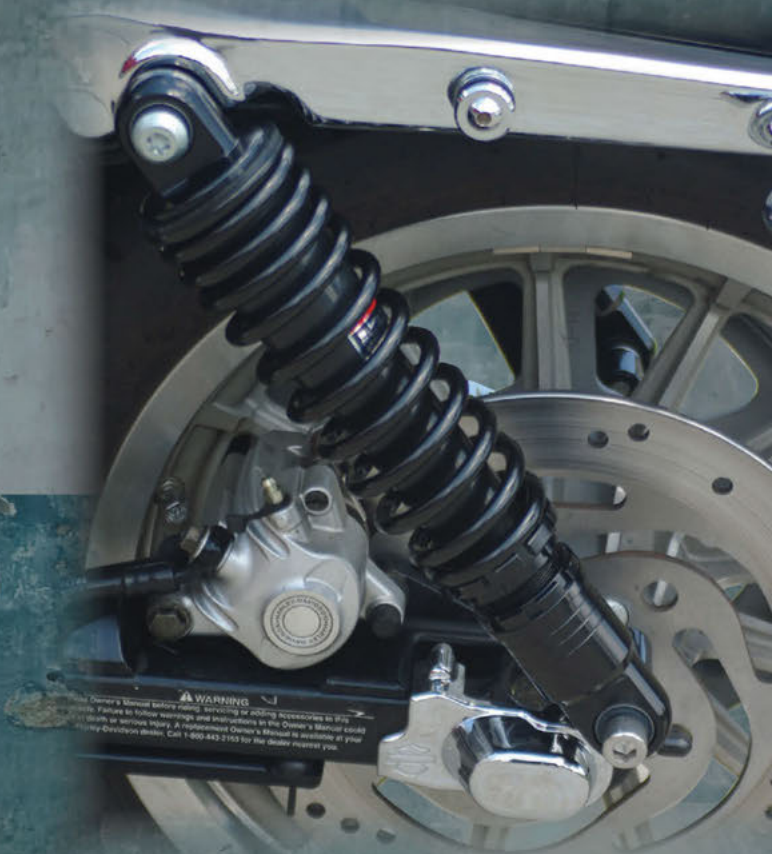
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NEWS BRIEFS

Citing a "forever changed way that consumers shop" in the post-Covid world, Comoto (Cycle Gear, J&P Cycles etc.) owned online retailer RevZilla has opened another brick-and-mortar store, this time at Costa Mesa, California. However, Comoto appears to have concluded that "online shopping doesn't afford customers the ability to try on merchandise before hitting the checkout button. That can be an obstacle, or even a deterrent, when considering expensive gear. For RevZilla, physical stores not only address this barrier to purchase, but also allow the brand to interface directly with its customer base." Who'd a thunk it!

Italy's Piaggio Group has opened another of its multi-brand experience Motoplex flagstore dealerships in the United States - this time in Atlanta, Georgia. The project is an expansion of its existing relationship in Georgia with Piaggio dealer Adam Gati's Southeast Motorcycles of Savannah. Located at 6401 Spring Street in Douglasville, the store will be designed to be a destination hub for Piaggio's premium brands - including Aprilia, Moto Guzzi, Vespa and Piaggio. The Italian manufacturer now has hundreds of such stores worldwide, many in markets such as Montreal, Shanghai, Milan, Mexico City, Berlin, Barcelona, Buenos Aires and Dubai.

Eugene, Oregon EV designer Arcimoto says it has recorded a "record setting" third quarter in 2022, with 150 vehicles produced and 74 customer vehicles delivered - "representing an approximately 80% increase in customer vehicles delivered compared to Q2."

Tucker is adding New Zealand electric utility bike maker UBCO to its product catalog in 2022. As you may recall from our previous coverage of UBCO's offerings, the company specializes in bikes with a 2X2 drivetrain. Currently (and perhaps fittingly), that includes two models: the 2X2 WRK and the 2X2 ADV. From trails to traffic, UBCO presents its 2X2 lineup as the type of electric workhorse bikes that are tough enough to handle whatever your daily routine requires.

Germany: Motorcycles -7.76% to September

While most of Europe's 'Big Five' major markets (Italy, France, UK and Spain) showed motorcycle and PTW registration growth in 2021, Germany was the primary exception at -11.90% for motorcycles and -9.71% for total PTWs.

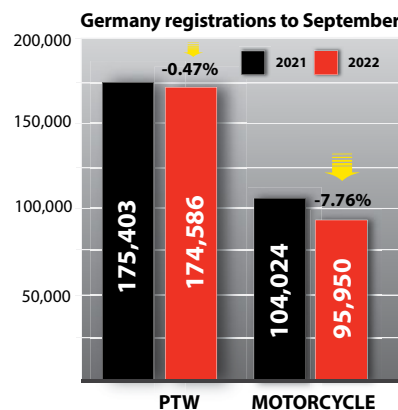
The current year started strongly in Germany, with some good results, but a downward trend has set in, with registrations at -27.39% (11,198 units) in June, -21.95% (10,394 units) in July, -7.96% (9,817 units) for August and now -14.93% (7,369 units) for September.

For the first nine months of 2022, motorcycle registrations were -7.76% at 95,950 units - the worst since 2017. In total PTW terms, the German market is essentially flat, with new registrations for the first nine months of 2022 running at -0.47% (174,586 units).

The top selling motorcycle in Germany

YTD was the BMW R 1250 GS with 7,518 units sold, for a 7.84% share of the total market - remarkable for a single model - and way ahead of the Kawasaki Z900 in second (3,335 units), followed by the Yamaha MT-07 and Ténéré 700, Honda CRF 1000 Africa Twin and CB 650 R Neo Sports Café, Kawasaki Z650, Suzuki SV 650, Honda CMX 500 Rebel and KTM 890 Duke in 10th spot.

With six models in the top 30 bestsellers, it is no surprise that BMW is (again) the runaway market share leader in its home market with a 21.27% share (20,410 total units sold YTD). Kawasaki is a distant second with a 10.91% share (10,467 units), followed by Honda (10.79%/10,350 units), Yamaha (8.43%/8,090 units) and KTM fifth (8.42%/8,078 units). The top ten sees Harley-Davidson in sixth, followed by Ducati, Triumph, Suzuki and Royal Enfield in 10th place



(3.25% share/2,883 units sold YTD). Harley's best selling model was the Sportster S (890 units), followed by the Pan America (651 units) and the Street Bob 114 (574 units).

For the record - motorcycle registrations for the 2021 full year in Germany were -11.90% (116,407 units), with total PTWs at -9.71% (197,540 units) against 218,778 units in 2020 and 165,311 units in 2019. In 2020, the German motorcycle market grew by +16.89% (132,126 compared to a Euro 4/5 transition-distorted 113,039 in 2019).

Roam Designs of Kenya Shows Promising Budget Electric Bike

By Ben Purvis

Opibus - a part-Kenyan, part-Swedish company aiming to create low-cost electric transport for the masses - has rebranded as 'Roam' as its first full-scale production bike gets closer, and these registered designs appear to show the final look for the machine. Named as one of Time magazine's 100 most influential companies of 2022, Opibus (now Roam) appeared alongside much more familiar names including behemoths like Apple, Microsoft, Meta and Amazon - perhaps a hint as to how big this brand could become if its plans come to fruition.

It already has a deal in place with on-demand taxi service Uber, and the Roam motorcycle promises to provide a 21st century equivalent to the sort of entry-level transport that Soichiro Honda built his empire on.

At the moment, Roam has around 150 testbed bikes in daily use in various African nations, but plans to start mass deliveries in 2023, selling them all over the globe. The intention is to offer a single battery model with a 100 km range for US \$1,500, with a dual-battery version essentially doubling that range at \$2,050. The first 3,000 examples are due to be made before



the end of 2022 as a limited series model, costing an additional \$500 before full scale manufacturing begins the following year.

While the prototypes seen so far have had a very angular 'tank' section above the batteries, these new images show a more attractive, sculpted design. It's still extremely basic, with conventional forks, twin shocks and cable-operated drum brakes at either end, but it's intended to be transport

rather than a fashion accessory. The dual batteries are mounted in simple boxes with handles on the right-hand side allowing them to be slid out and exchanged for charged ones - removing the need for a fast-charging ability and allowing nearly instant 'refueling' provided there's a supply of charged battery packs on hand.

The electric motor on the new designs is mounted concentrically with the swingarm pivot, ensuring a consistent chain tension to reduce wear and simplify adjustment.

As well as electric bikes, Roam intends to offer electric conversions for buses and 4x4s, but the motorcycle part of the business and its potential to bring clean transport to a vast number of people is what earns its spot on Time's list and could make it a household name in the future.



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NEWS BRIEFS

As the ways we define rider mobility shift and swirl around us, it will be interesting to see what the future holds. While Tucker's current plans for Fantic center on its e-bikes, Fantic is also shifting into electric scooter territory later in 2022. The TX2 is planned for production later this year and should roll out to customers in late 2022 or early 2023. Might it make its way to America by way of Tucker Powersports? We shall have to wait and see.

EV sceptics frequently point to the unholy trinity of infrastructure, range and price as reasons why electrification is not a satisfactory forward-facing transport solution. However, researchers at MIT may have found a solution to the charging conundrum. In a paper published by MIT's (Massachusetts Institute of Technology) Donald Sadoway (along with 15 other authors from Peking University, Yunnan University, Wuhan University of Technology, University of Louisville, University of Waterloo and Argonne National Laboratory), the Materials Chemistry Professor claims to have found a cheap solution to expensive lithium-ion batteries. Using the second-most commercially available and most Earth-abundant metal, aluminum, and the cheapest available non-metal, sulfur, as the battery's other electrode and a molten salt electrolyte. While the battery's composition prioritizes cost-efficiency and easily obtainable resources, Professor Donald Sadoway cites several additional advantages - "the ingredients are cheap, and the thing is safe - it cannot burn." The aluminum-sulfur battery still prizes heat, however. Studies showed that the unit charged 25 times faster at 110 degrees Celsius (230 degrees Fahrenheit) compared to 25 C (77 F). What's more, the battery generates heat during both charging and discharging periods. This allows it to maintain an optimal operating temperature while keeping the salt solution from freezing.

H1 Motorcycle Registrations -0.5% in 'Big Five' Markets

Released in late August, ACEM - Europe's Brussels based international motorcycle industry trade association - shows registrations of motorcycles and mopeds in Europe's largest markets remaining "stable" for the first half of 2022.

"Registrations of new motorcycles in five of the largest European markets (France, Germany, Italy, Spain and UK) showed a slight decrease of -0.5% (532,980 units) during the first six months of 2022, compared to the same period of 2021 (532,460 units)." The 'Big Five' markets account for just over 80% of European registrations.

Some of the largest European motorcycle markets registered increases, including Germany (117,800 motorcycles registered, +1.7%) and Spain (91,870 units, +10.7%). Registrations decreased in



France (108,000 units, -6.4%), Italy (161,500 units, -2.8%) and the UK (53,650 motorcycles registered, -2.3%) compared to the first half of 2021.

The moped segment performed slightly better during the first six months of 2022. Moped registrations reached a total of about 134,500 units in the six largest European moped markets (Belgium, France, Germany, Italy, the Netherlands and Spain). This represents an increase of +1.0% in comparison to the first six months of 2021.

Commenting on the current situation

of the sector, Antonio Perlot, ACEM Secretary General, said: "In recent months, two-wheeler sales have been affected by logistic disruptions at international level. This led to a backlog in vehicle deliveries in several European markets. Sales were also affected by rising energy costs and inflation, higher interest rates and broad economic uncertainty."

"Registrations for mopeds and motorcycles in Europe remained stable in comparison to the first half of 2021. Due to their relatively low purchasing and running costs, two-wheelers have fared much better than other private means of transport."

"We will know whether 2022 was a good year for our sector when the aggregated figures for the first nine months of the year become available." That data may not be available from ACEM until after EICMA.

Parts Unlimited and Drag Specialties to Return to AIMExpo for 2023

AIMEXPO
AMERICAN INTERNATIONAL MOTORCYCLE EXPO

Parts Unlimited and Drag Specialties have announced that they are to return as an exhibitor at AIMExpo, February 15-17, 2023.

"For us it's another opportunity to come together with the powersports industry. Our global leadership team will be on hand and look forward to seeing everyone in Las Vegas," said LeMans Corp. VP of Sales/Marketing,

Jeff Derge.

"We believe in trade shows, and our spring and fall NVPs are proof of that. Opportunities to learn about new products, market trends and the chance to build relationships within the industry are priceless."

"This is an important part of our industry, it's another opportunity for Parts Unlimited and Drag Specialties to

show dealers, vendors and OEMs our commitment to 'We Support the Sport'."

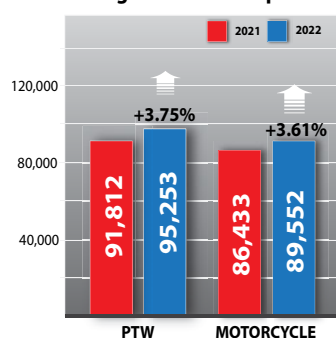


UK: Motorcycle Registrations up +3.61% for First Nine Months

It is odd to be pointing to a downward trend in a market where YTD new motorcycle registrations are +3.61% (89,552 units) for the first nine months of the year, but the most recent available data from the MCIA (the motorcycle industry trade association in the UK) shows that September was -9.19%/11,336 units after a slight upturn in August sales (+2.30%/8,171 units), but following a further three months of reduced registrations making that the inescapable conclusion of a YTD analysis.

The year-to-date sales trend for motorcycles has declined every month of the year since January, after showing a marked decline in sales for May, June

UK registrations to September



and July. Though at 78,552 units YTD, 2022 has still seen the best market performance for the first nine months

of the year in the UK since 2016.

Total new PTW registrations were -9.59% (12,038 units) in September and running at +3.75% for the first nine months - 95,253 units compared to 91,812 last year.

Honda was market share leader in September (1,904 units sold), followed by BMW, Yamaha, Triumph, Royal Enfield, Lexmoto, KTM, Suzuki, Kawasaki and Piaggio.

For the record - motorcycle registrations for the full year 2021 in the UK were +10.17 at 106,355 units - the best UK annual market since before 2009. Total PTWs were +9.39% at 113,397 units. Scooter sales were 26,154 units (+17.5%).



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AMA Motorcycle Hall of Fame Honors Six Inductees in 2022

Bringing together "motorcycling legends, enthusiasts and industry leaders from across the country," AMA Motorcycle Hall of Fame inducted six new members for 2022 at its annual Induction Ceremony.

Members of the AMA Motorcycle Hall of Fame Class of 2022 include Kenny Coolbeth, Greg Hancock, Effie Hotchkiss, Sandy Kosman, Ben Spies and James Stewart.

"Every year, with the exception of 2020, it's been our privilege to honor motorcycling's most accomplished and significant people in a very special AMA Motorcycle Hall of Fame induction celebration," AMA President and CEO Rob Dingman said when addressing the audience.

"But it's more than just a great banquet and ceremony to honor the incredible inductees who've contributed so much to our sport - it's also a chance for us to come together in the interest of preserving motorcycle history for future generations."

Those gathered also honored the memories of AMA Motorcycle Hall of Famers who have recently passed away: Wes Cooley, Ed Fisher, Bobby Hill, Loretta Lynn and Preston Petty.

Kenny Coolbeth

Born in 1977, Coolbeth began his professional flat track career in 1994. He raced to his first AMA Grand National win at the Columbus Half-Mile in 2002. He won his first AMA Grand National Championship in 2006 while riding for the factory Harley-Davidson team and followed that up with two additional championships in 2007 and 2008.

Throughout his successful career, Coolbeth raced to 37 AMA Grand National wins, putting him sixth on the all-time win list, along with 108 AMA Grand National podiums.

Coolbeth retired from professional flat track racing at the end of the 2018 season while still competitive in the sport. He continues to give back to the sport and now works as a rider coach and setup tech for the Turner Honda Racing team - "I was just a kid who knew how to ride motorcycles. I never dreamed I'd be in the AMA Motorcycle Hall of Fame, it's an amazing honor to be here."

Greg Hancock

Born in 1970, Hancock began racing in Junior Speedway competition at age 9. At age 15, he won the Junior Speedway National Championship, his first of many titles. Soon he began



Left to Right: Alec Dare (representing Ben Spies), Nadia DeSimone (daughter of Sandy Kosman), Craig Dove (great-grandson of Effie Hotchkiss), Greg Hancock, Kenny Coolbeth and James Stewart.

competing across Europe, and in 1997 won the FIM World Speedway Championship.

Through the 1990s, Hancock also won the FIM World Pairs Championship and claimed three FIM World Team Cup Championships. He went on to win his second FIM World Speedway Championship in 2011, winning it again in 2014 and 2016.

Throughout his nearly four-decade career, Hancock became one of the most decorated motorcycle racers of all time, earning four FIM Speedway World Championships, three FIM World Team Cup titles, as well as eight AMA U.S. National Speedway Championships.

Effie Hotchkiss

Born in 1889, Effie Hotchkiss began riding at age 16. She began working on Wall Street in the banking industry but got tired of the job's monotony. Using the inheritance her father left her, she purchased a 1915 Harley-Davidson 3-speed twin and a Rogers sidecar for her mother Avis and their luggage.

The two set off on their adventure on May 2, 1915, riding all the way to San Francisco, then started back towards their home in Brooklyn, N.Y., in late August. Hotchkiss became the first woman recorded to complete a transcontinental motorcycle ride, covering 9,000 miles over five months. Hotchkiss quickly became a female icon for her endeavor and was celebrated in the very first issue of Harley-Davidson's 'The Enthusiast' and countless newspapers across the country.

Effie Hotchkiss' great-grandson attended the ceremony as her closest living relative and commented:

"Thanks to the AMA for inducting my great-grandmother into the Hall of Fame. Today is the best day of my life."

Sandy Kosman

Born in 1941, Sandy Kosman had both the mind and vision of a genius. As a self-trained designer of high-performance chassis and wheels for customized road, off-road and drag racing motorcycles, Kosman was a builder of champions as well as a highly successful entrepreneur.

In 1965, at age 24, Kosman started Kosman Specialties, building lightweight motorcycle gas tanks in his basement. The business thrived, and he moved into a building in San Francisco, expanding his products and services over time.

Through his 30-plus years in business, most drag racing bikes, many flat track bikes and a few AMA Superbike race teams adopted Kosman products, including American Honda, Vance & Hines, Performance Machine and others. Despite no formal training, Kosman and his company became a household name in racing and performance circles.

"It's not been that long since we lost my father," Kosman's daughter Nadia DeSimone said, "but I know what being inducted into the Hall of Fame would have meant to him. Tonight feels like my last moment with him, and this means so much to my entire family."

Ben Spies

Ben Spies, one of the greatest American road racers in the sport's history, won five national titles and raced to 44 national wins during his career. Born in 1984, he came of age during the dominance of six-time AMA

Superbike Champion Mat Mladin, unseating the champ in his prime in 2006. In 2007, he defended the title in one of the tightest AMA Superbike Championship battles ever.

Spies' AMA National Championships include the 2006, '07 and '08 AMA Superbike titles, the 2007 AMA Superstock title, and the 2003 AMA Formula Xtreme title.

In 2009, Spies joined the Yamaha Italia team in World Superbike competition. His rookie year proved exceptional, and he won the 2009 World Superbike title. Racing MotoGP full time in 2019, his performance earned him Rookie of the Year. He retired from professional racing in 2013.

Due to illness, Spies was unable to attend the ceremony, but family friend Alec Dare accepted the Hall of Fame ring on his behalf. "I'm proud my family can look back on all the chapters in my life and see that I made it into the AMA Motorcycle Hall of Fame," Dare read in a message from Spies. "Thank you to the AMA Motorcycle Hall of Fame, and thumbs up to everybody here."

James Stewart

Born in 1985, Stewart displayed potential early, winning his first national amateur championship at age 7. Before age 16, he claimed seven AMA Amateur National Motocross Championships.

Going pro in 2002, he won the AMA 125 MX title later that year while riding for Kawasaki, becoming the first black man to win a title in the sport. Stewart won the 2007 AMA Supercross Championship, claiming a second in 2009.

Incredibly, Stewart won all 24 motos of the 2008 Pro Motocross series - a perfect season - securing the 450 Class National Championship.

Stewart's professional racing career ended in 2016 after tallying 50 AMA Supercross premier class wins and 48 AMA Pro Motocross national wins, cementing him as one of the greatest motocross racers of all time.

"I want to thank the AMA...this is such an honor," Stewart said in an emotional acceptance speech. "I was never the cool kid, I wanted to ride motorcycles. But now, when you say my name, it's Hall of Famer James Stewart. Out of all the things I accomplished in my career, this is the best part. This is like winning the ultimate championship. It's amazing!"

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www.mp.messukeskus.com

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Cincinnati, OH, US • Feb 4

www.garagebrewed.com

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Las Vegas, NV, US • Feb 15-17

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Mama Tried

Milwaukee, WI, US • Feb 17-19

www.mamatriedshow.com

MCN London Show

London, GB • Feb 17-20

mcnmotorcycleshow.com

MotorBeurs

Utrecht, NL • Feb 23-26

www.motorbeursutrecht.nl

Salon du 2 Roues

Lyon, FR • Feb 23-26

www.salondu2roues.com

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Bern, CH • Feb 23-26

www.motofestival.ch

Motosalon

Brno, CZ • Mar 2-5

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Daytona Bike Week (82nd)

Florida, US • Mar 3-12

www.officialbikeweek.com

Motorama Madrid

Madrid, ES • Mar 10-12

www.motorama.es

Warsaw Motorcycle Show

Warsaw, PL • Mar 10-12

www.motorcycleshow.pl

Prowl Show

Bizbee, AZ, US • Mar 18

SBMC - 21 Members and Counting

The Swappable Batteries Motorcycle Consortium (SBMC) was founded in September 2021 by KTM, Honda, Piaggio and Yamaha and has grown quickly - it now has 21 members (and counting).

Founded with the mission to accelerate the deployment of swappable battery systems by developing and promoting new common technical specifications towards global and open standardization, in its first six months, the consortium took essential initial steps at an incredible pace.

The aim is to ensure full interoperability of swapping batteries to facilitate their application and boost sustainable mobility.

An SBMC Summit was held in July 2022, with 40 of its representatives convening at the KTM Motohall in Mattighofen, Austria.

"This event was the perfect occasion to reflect on the progress made over the consortium's first semester of existence, and to set the scene for upcoming activities towards standardization.

"The vision, strategy and operations of the consortium were established across its members, the committees and working groups. The consortium was equipped with the proper tools and instruments to fulfill its ambitions. The set of relevant technical specifications was agreed upon, and

the SBMC's work streams on prototyping and standardization were successfully kicked off."

Strategic positions were also taken, among which are the acceptance of the SBMC as Formal Liaison Member to the CEN-CENELEC and membership in CEN-TC301 and CEN-CENELEC JTC-13.

The three European Standardization Organizations that have been officially recognized by the European Union and by the European Free Trade Association (EFTA) as being responsible for developing and defining voluntary standards at European level are CEN (European Committee for Standardization), CENELEC (the European Committee for

Electrotechnical Standardization) and ETSI (the European Telecommunications Standards Institute).

"The consortium's constructive approach has enabled it to overcome the technical challenges of developing interconnected and compatible systems. The SBMC is on track to achieve its goals, as planned, and can now count on the best available expertise in the world to do so."

The current members are: AVL, Ciklo, Fivebikes, Forsee Power, Hioki, Honda, Hyba, JAMA, Kawasaki, KTM, Kymco, Niu, Piaggio, Polaris, Roki, Samsung, Sinbon, Sumitomo, Suzuki, Swobbee, Vitesco, VeNetWork, Yamaha.

www.sb-mc.net



Spain: Motorcycles up +6.75% to October

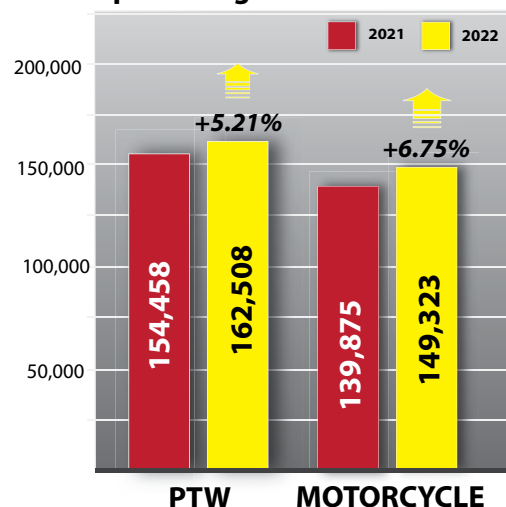
Marking an improvement in the sales action seen in Spain earlier in the year, the latest data from ANESDOR - the motorcycle industry trade association in Spain - shows that motorcycle registrations in October were +4.82% (14,318 units) and that growth for 2022 is firmly established at +6.75% YTD (149,323 units).

This has been the second-best market performance for the first eight months in Spain since before 2009 and only some 2,500 behind the 2019 record. Moped registrations in Spain were -9.59% YTD at 13,185 units, but total PTWs were running at +5.21% at 162,508 units registered so far. Demand for electric powered motorcycles was +32.7% in October at 780 units, and up 64.8% at 8,692 units. Honda remains market share

leader in Spain with a 21.7% share (32,350 units), followed by Yamaha (11.7%, 17,480 units), KYMCO (7.1%, 10,659 units), Piaggio (6.5%, 9,766 units), BMW (6.5%, 9,721 units) and Sym (6.5%, 9,637 units).

For the record - motorcycle registrations in Spain were +6.26% for the full year in 2021 at 165,115 units. The Spanish market had not yet caught up with 2019 registrations though (175,585 units), but 2021 was the second-best motorcycle and scooter market performance in Spain

Spanish registrations to October



since before 2009. In total PTW terms, 2021 was +3.26% (182,922 units) - also the second-best since before the 2007/2009 financial crisis.



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Pecquencourt, FR • Mar 18-19

www.mc-pecquencourt.fr
Tokyo Motorcycle Show (50th)

Tokyo, JP • Mar 24-26

www.motorcycleshow.org
Donnie Smith Invitation Bike Show

St. Paul, MN, US • Mar 25-26

donniesmithbikeshow.com
Arizona Bike Week

Scottsdale, AZ, US •

Mar 29-Apr 2

www.azbikeweek.com
Handbuilt

Austin, TX, US • Apr 14-16

www.revivalcycles.com
The One Show

Portland, OR, US • Apr 28-30

www.the1moto.com
Myrtle Beach Bike Week - Spring

Myrtle Beach, SC, US •

May 12-21

myrtlebeachbikeweek.com
BikerFest

Lignano Sabbiadoro, IT •

May 18-21

www.bikerfest.it
European Super Rally

Igoumenitsa, GR • May 24-28

www.superrally.com
Bike Shed Show

London, GB • May 27-29

www.bikeshedmoto.com
Isle of Man TT

IOM, GB • May 29-Jun 10

www.iomtt.com
Americade (40th)

Lake George Village, NY, US •

May 31-Jun 4

www.americade.com
Custombike Show

Norrtälje, SW • Jun 3

www.custombikeshow.se
Laconia Motorcycle Week (100th)

New Hampshire, US • Jun 10-18

www.laconiamcweek.com

Australia - Motorcycle, Scooter and ORV Sales -14.2% for First Six Months of 2022

The FCAI, the trade association for Australia's automotive and motorcycle industry, says that a total of 47,929 motorcycles, scooters and ORVs were sold in Australia from January to the end of June 2022.

This represents a decrease of -14.2% on 2021 figures (7,911 fewer vehicles sold).

Road-going motorcycles grew by +4.8% (18,164 units) and scooters grew by +11.4% (2,784 units). However, off-road motorcycles and off-road vehicles declined by 12.7% to 19,406 units and by -45% to 7,575 units respectively.

Off-road motorcycles had two exceptional sales years in 2020 and 2021 as many people purchased these motorcycles to enjoy recreational activities during the Covid period. From January-June 2022 a total of 19,406 off-road motorcycles were sold. While this represents a decrease of -12.7% on the same period in 2021, sales are still higher than pre-Covid years.

Off-road vehicle sales are down 45% compared to the first six months of 2021. This follows a decision by the

Sector	Jan-Jun 2021	Jan-Jun 2022	% change
OHV	13,799	7,575	-45.0
Off-Road	22,231	19,406	-12.7
Road	17,331	18,164	+4.8
Scooter	2,499	2,784	+11.4
Total	55,840	47,929	-14.2

major ATV brands to stop importing ATVs into Australia due to safety concerns with the new quad bike standard. Abnormally high sales in previous years coincided with a huge rush to buy favored brands and models of ATVs before they sold out.

FCAI Chief Executive Tony Weber said that the global automotive supply chain crunch was also having an impact. "Global shipping remains unpredictable. This is impacting both production of motorcycles, scooters and off-road vehicles and their freight to Australia," Mr. Weber said.

While total sales are down, road motorcycles and scooters remain important elements of Australia's



mobility network. "With increasing congestion in our capital cities, decision makers need to be planning with road motorcycles and scooters in mind. These vehicles are an important tool in improving traffic flow and reducing trip times for all road users."

"Decisions around land use planning in rural and regional areas, particularly those adjacent to population centers, need to factor in off-road motorcycle and vehicle use. We are seeing public land which riders have traditionally been able to access for recreation being locked up. As an industry we are calling on decision makers to consider the needs of recreational riders in land use planning decisions."

Italy: Motorcycles +4.63% to September

The new year started strongly in Italy, with motorcycle registrations +23.31%, +27.81% and +16.18% for January, February and March respectively. However, growth has slowed since then, with three months of sales decline in April, June and July.

According to the latest available data from ANCMA - the motorcycle industry trade association in Italy - motorcycle registrations were up in September at 9,394 units (+5.46%). YTD registrations are +4.63% (108,620 units).

The total PTW registrations data for Italy for the period to end of August shows an overall market that is already in negative territory at -3.76% (226,936 units). However, though down on 2021 so far, it is still the second-best first eight months for the Italian PTW market since 2011.

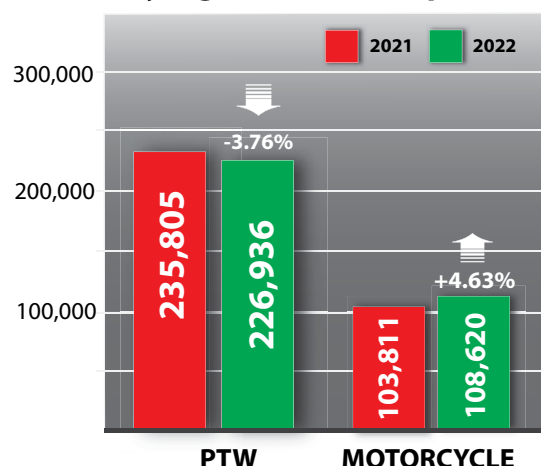
Of the units registered YTD, ANCMA is classifying 118,316 as

scooters, which is -10.36% compared to the first nine months of 2021 (131,994 units).

The Benelli TRK 502/X was again the top-selling motorcycle YTD at 6,113 units, which also makes it the third best seller overall behind the Honda SH 125 in first spot and KYMCO Agility 125 R16 in second. The BMW R 1250 GS is the second bestselling motorcycle (3,483 units YTD), followed by the Ténéré 700.

For the record - Italy was again the largest market in Europe in 2021, with motorcycle registrations +26.49% (119,079 units) compared to 2020 - the best for more than a decade.

Italy registrations to September



Total PTWs were +23.58% for the 2021 full year with a massive 270,232 total units sold - also the best for a decade (218,677 units in 2020, 231,985 in 2019). The bestselling motorcycle in Italy in 2021 was the Benelli TRK 502/X (6,543 units).

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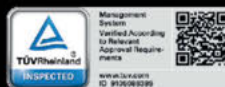


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www.fuelcleveland.com

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www.sturgis-sd.gov

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myrtlebeachbikeweek.com

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thecongregationshow.com

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Oct 19-23
www.biketoberfest.org

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Sao Paulo, BR • Oct 24-29
www.salaoduasrodas.com.br

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www.custombike-show.de

Trask Performance Scoops Second Consecutive Bagger Racing League Championship

Phoenix, Arizona based Trask Performance has won its second consecutive Bagger Racing League Championship, with Shane Narbonne taking two Bagger GP class wins and two second places in the 2022 four-race series.

The final round of the season at Daytona International Speedway in October saw Narbonne capture the Bagger GP class victory aboard his Pirelli Diablo Superbike slicks-equipped 1,753 cc Road Glide. Narbonne displayed speed and consistency throughout the four-round championship, finishing the season with two wins and two runner-up finishes. As the checkered flag waved in Daytona, he would be crowned champion with 22 points to spare on his nearest competitor.



"I want to give a huge thank you to Pirelli for the amazing support they've provided me all season," said Narbonne. "The tires Pirelli produces

are just amazing and allow me to go out on the track and perform at the highest level. Also, thank you to Oscar and his entire team for their support on and off of the track. Pirelli Nation, we did it!"

"The Trask team with Shane as the pilot has been very exciting to work with," said Oscar Solis, Senior Racing Manager, Pirelli. "They have come a very long way from their first race in 2021 to now. The entire team works extremely hard day in and day out, and is always up for the challenge. Congrats to Shane and every member of the Trask racing team!"



Bagger GP 2022 Season Points

Rider	Team	R1	R2	R3	R4	Total	Pos
Shane Narbonne	Trask Performance	25	22	22	25	94	1
Danny Eslick	Nowaskey Performance	-	25	25	22	72	2
Benny Carlson	Suburban Motors H-D	19	17	17	16	69	3
Hawk Mazzotta	Indian Motorcycle Charlotte	20	20	20	-	60	4
Cory West	Saddlemen	-	18	18	20	56	5
Bryan Shields	Privateer	-	19	19	17	55	6
Ben Bostrom	Feuling Parts	22	-	-	-	22	7
Michael Barnes	Hoban Brothers/Darkhorse Crankworks	-	-	-	19	19	8
Patricia Fernandez	Saddlemen	-	-	-	18	18	9
Michael Gilbert	Alloy Art Racing	18	-	-	-	18	10
Steve Chamberlin	Privateer	17	-	-	-	17	11
Tony Tucker	Tucker Speed	16	-	-	-	16	12
Chris Rivas	Bassani Exhaust	15	-	-	-	15	13
Rusty Garrard	Privateer	14	-	-	-	14	14
Mike Vital	My Garage Racing	13	-	-	-	13	15
Craig Braymiller	Privateer	12	-	-	-	12	16
Arnie Wells	Grand Teton H-D	0	-	-	-	0	17



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AFT - Provisional 2023 Schedule

AMA Pro Racing has released an 18-round provisional schedule for the 2023 Progressive American Flat Track season, "boasting venues historic and new and featuring an impressive balance in terms of its blend of disciplines, geography and pacing." Gene Crouch, Chief Operating Officer of AMA Pro Racing, is quoted as saying: "We've consolidated the 2023 Progressive AFT schedule into the motorcycle riding season and worked hard to bring events back to major metropolitan markets and motorcycle rallies. The venues and dates on the 2023 schedule have been carefully selected to minimize the potential for adverse weather and to deliver great racing for fans from coast-to-coast." Immediately noticeable is a more compact time frame over which the title fights will be waged, fitting all 18 rounds in between the return to Daytona International Speedway for a doubleheader during Daytona Bike Week in early March and an epic Labor Day weekend doubleheader season finale at the series' crown jewel, the Springfield Mile, in early September. The overall result is a significantly more consistent slate and superior momentum, with no more than three

weeks between any two rounds, a gap which occurs just twice all season long.

The schedule features five Mile races, five Half-Miles, four Short Tracks, three TTs, (and one event still to be announced), "the '23 schedule is also intriguing in the cadence of events. The ordering of track types presents increased opportunity for dynamic championship battles, encouraging win streaks and comebacks alike. All

four STs take place in the opening six races, while the three TTs will take place in a span of 13 days near the conclusion of the season, with the Half-Miles and Miles nicely divided up throughout the campaign."

That balance extends to the geographic reach. "Hitting locations on both coasts and numerous points in between, the diversity of locales supports both the sport's growth and continued strength all across the



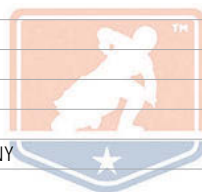
nation. So too does its mix of historic races, long-time mainstays, returning favorites, and a healthy dose of all-new stops, including Senoia, Ga., Ventura, Calif., and Bridgeport, N.J.

"The 2023 Progressive AFT schedule will again celebrate the country's motorcycle rallies and national holidays, holding events as part of Daytona Bike Week, Arizona Bike Week and the Sturgis Motorcycle Rally, along with races to be held during Mother's Day weekend, Father's Day weekend (alongside the Mission Food AMA Flat Track Grand Championship amateur nationals no less), Memorial Day weekend and the aforementioned Labor Day weekend finale."

www.americanflattrack.com



March 9, 2023 - Daytona Flat Track I, Daytona Beach, FL
March 10, 2023 - Daytona Flat Track II, Daytona Beach, FL
March 25, 2023 - Senoia Short Track, Senoia, GA
April 1, 2023 - Arizona Bike Week (Venue TBA), Phoenix, AZ
April 22, 2023 - Devil's Bowl Half-Mile, Mesquite, TX
May 6, 2023 - Ventura Short Track, Ventura, CA
May 13, 2023 - Sacramento Mile, Sacramento, CA
May 27, 2023 - Red Mile, Lexington, KY
June 3, 2023 - Virginia Half-Mile (Venue TBA), VA
June 17, 2023 - Du Quoin Mile, Du Quoin, IL
June 24, 2023 - Lima Half-Mile, Lima, OH
July 8, 2023 - Orange County Half-Mile, Middletown, NY
July 22, 2023 - Bridgeport Half-Mile, Bridgeport, NJ
July 30, 2023 - Peoria TT, Peoria, IL
August 6, 2023 - Buffalo Chip TT, Sturgis, SD
August 12, 2023 - Castle Rock TT, Castle Rock, WA
September 2, 2023 - Springfield Mile I, Springfield, IL
September 3, 2023 - Springfield Mile II, Springfield, IL



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Indian Wins Sixth Consecutive AFT Manufacturer's Championship and Fourth Straight 1-2

With Jared Mees closing in on "World King" status, winning his eighth career championship in 2022, congratulations are also due to Indian Motorcycle Racing whose 2022 'Wrecking Crew' line-up scored them their sixth consecutive AFT Manufacturer's Championship and a 2022 1-2 season finish.

Scooping third and second place finishes at the Volusia Half-Mile I & II, Briar Bauman made an impressive fourth-to-second place jump in the final standings to back up Mees' championship win with his second spot for a second consecutive year, handing Indian Motorcycle a fourth straight premier Mission SuperTwins presented by S&S Cycle class 1-2 in a row.

While new 2022 rule changes were implemented to restrict the performance of the Indian FTR750, the Indian Motorcycle factory team and their backers - not least S&S Cycle and Drag Specialties - rose to the occasion and hit every curveball thrown its way.

"This year brought new challenges unlike any other," said Gary Gray, Vice President Racing, Service & Technology. "Our Manufacturer's Championship and Mees' title are a testament to the team's resiliency and hard work. And, of course, personal congratulations to Jared on his eighth championship. When we returned to the sport in 2017 and joined the Wrecking Crew, Jared shared his career goal with us, so to be sitting here, six years later, and him just one title shy of reaching Scottie Parker's record of nine championships is truly amazing." Mees now has more than 60 career wins and multiple records.



Vance & Hines and Team Rider Jesse Janisch Win 2022 AFT Production Twins Championship



With the dust having settled on the 2022 AFT season, and a provisional 18-race 2023 schedule already published, it's time to reflect on successes beyond the "Jared Mees is AFT Royalty" headlines and congratulate the other teams and racers that helped make the 2022 package such a success.

Vance & Hines and Harley-Davidson are basking in the sunshine of AFT Production Twins rider Jesse Janisch' success, with the two-race Volusia Speedway finale weekend helping him to secure his first professional flat track championship aboard a Vance & Hines Harley-Davidson XG750R.

Janisch won seven of the 17 AFT races in the 2022 series, finishing seven points ahead of 2021 champion Cory Texter.

Janisch came into the final weekend with a nine-point lead. His win in the Volusia Half-Mile I, along with a sixth-place finish by Texter, meant that in the Volusia II the following evening, he needed to qualify for the Main event and get at least five points to secure the championship. His eighth-place performance was enough to put him in the series lead, even with the race win going to the veteran Texter.

Janisch joined the Vance & Hines AFT team with six races remaining in the 2021 season. He rewarded his sponsors with five top-four finishes and a win in Charlotte last year and was subsequently named to the 2022 Vance & Hines team in February 2022.

"What an awesome year," said Vance & Hines Team Manager Craig Koontz.

"Jesse is a great rider and a great team member. He trusts us to give him a fast

bike and he goes out and does great things with it."

Janisch said: "I have a reputation for being a great rider on TT tracks, but this year, winning three Half-Miles, two Miles and two TTs, I think I proved that I can compete, no matter what track I'm on."

"I love my team from Vance & Hines. They never pressured me, just gave me great equipment and allowed me to go out and race."

Janisch rode a Vance & Hines-prepared Harley-Davidson XG750R, Harley-Davidson's purpose-built flat track racing motorcycle. Vance & Hines is the only organization designated to produce the XG750R race-only motorcycle - a turnkey solution for riders wishing to compete in AFT's Production Twins racing.

In 2022, Vance & Hines was a presenting sponsor of AFT's Production Twins class and offered a contingency sponsorship program that made nearly \$100,000 in prize money available to racers.

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edition motorcycles - the Chrome Collection.

"All available for one year only, each of the ten new limited edition motorcycles in this stunning collection bring a unique, bold and beautiful new take on the latest generation of Triumph's legendary modern classic Bonneville line-up and world leading Rocket 3, with a hand-crafted and distinctive chrome scheme, accompanied by new

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the thrilling performance, neutral handling and modern capability of the modern classics range, these stunning specials combine contemporary design with nostalgic echoes of the Bonneville's deep and rich history.

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- Flawless chrome tank with heritage-inspired Meriden Blue painted accents
- Classic Jet Black mudguards, headlight bowl and side panels



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- Exquisitely crafted chrome tank with bold Diablo Red surround
- Jet Black mudguards, side panels and headlight bowl

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Scrambler 1200 XE Chrome Edition

- Beautiful chrome fuel tank with stylish Brooklands Green painted tank stripe
- Brushed aluminum mudguards and heat shield, with Jet Black headlight bowl and side panels



Bonneville T100 Chrome Edition

- Contemporary Cobalt Blue tank with beautiful Chrome Edition metal strip, complementing the classic chrome badges and fuel filler cap
- Jet Black mudguards and side panels



Speed Twin 900 Chrome Edition

- Distinctive Red Hopper scheme with eye-catching Chrome Edition metal knee pad infills, elegant Jet Black tank stripe and Triumph triangle tank badging with metal detailing
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Scrambler 900 Chrome Edition

- Distinctive Brooklands Green scheme with classic Jet Black tank stripe, bold Chrome Edition metal knee pad infills and Triumph triangle tank badging with chrome detailing
- Jet Black mudguards, side panels and frame cowl



Bonneville Bobber Chrome Edition

- Elegant chrome tank with a Jet Black painted overlay and Triumph triangle tank badging
- Jet Black mudguards and side panels

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MOTORAMA MADRID

MOTORCYCLE TRADE SHOW

Slated as an AMD World Championship of Custom Bike Building affiliate for a second year after the show was postponed four times due to Covid, finally, Motorama Madrid was a great success. Although the number of custom bikes that showed up was down, after everything the event had been through, and given the uncertain times in which we live, the 11th edition of Motorama was "very cool," according to AMD World Championship Ambassador and Photographer Onno Wieringa, "with classy, well-engineered bikes showcasing the creativity of the custom market in Spain and further afield."

>>>

Best in Show: William Gomez with 'Sacrament' - an "exceptional Yamaha 600 Diversion featuring flowing lines and a single-sided front end"





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BLEND OUT

“Fernando Armenteros, organizer of the custom bike show at Motorama, did a great job, combining great custom work with some exciting show ideas, making it dynamic and lively for the enthusiastic visitors. There were special paint demonstrations, engine builders assembling a H-D Evo and many other dynamic activities to hold visitor attention. “On the first day, all the competitors were introduced to the public as each customizer came to the stage to be interviewed about their bike and, for the professionals, about their businesses. The judges made their rounds on the Saturday - scrutinizing the craftsmanship and creativity, engineering,

fabrication and finish - paying particular attention to self-made parts and innovative design solutions.” Motorama filled two large halls at the iconic Pabellon de Cristal (Crystal Pavilion), the center piece of the exhibition and event facilities at Madrid's huge downtown Casa de Campo Park, overlooking Madrid's Royal Palace complex and cathedral. The lower level was reserved for all motorcycle performance, parts, accessories, gear and apparel vendors, with all the big displays for clothes, helmets etc. The upper level was filled with motorcycle manufacturer displays - including the Japanese 'Big Four', BMW, Triumph, Harley-Davidson and Indian. Aftermarket distributor Custom Chrome Europe and several other custom parts suppliers had booths, and main stage presentations, shows and live music sets made sure there was action and atmosphere all day, every day - plenty to keep the enthusiastic crowds interested - with the main spotlight, the

Street class winner, H-D XR1200 Turbo by Sueca

center piece of the event, being the AMD World Championship affiliate custom bike show, with many new bikes making their international debut. Outside displays included yet more bikes, with rider parking lining the avenues approaching the facility. Adjacent to the entrance, Jekyll & Hyde demonstrated its award-winning electronically controlled, three-mode sound management exhaust systems, and the demo ride programs were fully booked throughout three days of great late summer weather in the Spanish capital. On the final day, all the bikes entered into the 'AMD' were rolled out onto the platform and had

Custom class winner, a Viking style chopper 'Drakkar', built by Lluís of LIC Motorcycles

MOTO MAI MOTORCYCLE





to be able to start (kick or electric) and ride down the ramp and stop for a photo in front of the large AMD/EME Madrid scrutineering center, start up again, ride a wide turn and back up the onto the platform.

"This was a real draw, a real spectacle, and it went to the heart of 'AMD' values as a genuine design and engineering

showcase that recognizes genuinely rideable craftsmanship, innovation and creativity," said Onno. "The public loved to see that and cheered appreciatively - and loudly - for every bike once they re-started. This is how every bike show should be, showing that your bike is rideable. Unfortunately, not all bikes succeeded, and, sadly, some were disqualified for not being able to perform this 'AMD' run test, regardless of how innovative the ideas were, regardless of how convincing the craftsmanship appeared to be.

"After this spectacular climax all the bikes were lined up in front of the stage for the announcements. First in Custom was the huge Viking style chopper named 'Drakkar', built by Lluís of LIC Motorcycles, and first in the Street Class was a lovely H-D XR1200 Turbo by Sueca. "Before announcing the 'Best in Show', a special VIP invitation for the next 'AMD' was awarded for 'Dolbagg', a cool Sportster Bagger built by Custmotion (Marc Torrent from Switzerland), with the biggest prize and qualification for the next 'AMD' awarded to William Gomez for

'Dolbagg', a cool Sportster Bagger built by Custmotion (Marc Torrent from Switzerland) was awarded a VIP invitation for the next 'AMD'



Biltwell 'Bonanza' helmet

The lightweight and generously padded US DOT-certified 'Bonanza' helmet from Biltwell is a deceptively well equipped open-face, manufactured with an injection-molded ABS outer shell, said to be "rugged yet lightweight - the best combination of features for a motorcycle helmet."

The expanded polystyrene (EPS) safety liner dissipates impact loads "without compromising comfort." Snaps on the brow accept all Biltwell and select other brand bubble shields, visors and optical accessories.

The removable/replaceable comfort liner and cheek pads feature brushed fleece Lycra touch points to absorb and evaporate perspiration; the chin strap features brushed fleece Lycra touch points for comfort and an adjustable strap end retainer.

"Bubble shields are offered in nine colors and all snap easily onto the 'Bonanza', Moto Visors (seven colors) are a low-cost upgrade and Moto Goggles fit perfectly."

BILTWELL INC.
Temecula, California, USA
Tel: 951 699 1500
service@biltwellinc.com
www.biltwellinc.com



'Dominator' Performance Sprocket Kit

Hawg Halters Inc./Renegade Custom Wheels has launched its 'Dominator' custom sprocket and hub kit for Hod Rod and Performance Bagger applications.

"Delivered in over 40 matching designs to our Renegade Custom Wheels, these 48 and 51 tooth, custom heat-treated 7075 aluminum non-cush drive sprockets and hub not only look cool, but offer unparalleled strength and styling in both five and ten bolt configurations.

"Designed exclusively for HHI/Renegade Custom Wheels, the 'Dominator' sprocket and hub kit is available in machine, black, Phantom Cut, Aztec Gold and chrome finishes and fits all 2009 and up Touring models."

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Todd's Cycle Risers

Hawaii based Todd's Cycle risers are designed to improve the look, feel and riding position on a wide range of H-D models with 3.5" on center risers. Extremely strong, riders will not experience any flex from these U.S.A. made billet aluminum risers.

They are available in black or chrome, in a range of sizes and styles, from 6" to 10" tall straights (8" seen here) and pullbacks (6" also shown here). They are designed for 1" or 1 1/8" clamping handlebars.

Todd's Cycle is part of the burgeoning California based Tolmar Group, which includes LA Choppers, Baron Custom Accessories and Trinity Racing among other accessory manufacturers.



DRAG SPECIALTIES

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Tel: 608 758 1111

drag@dragspecialties.com

www.dragspecialties.com

www.toddscycle.com



Extra-Plate Clutch Kit for Indian Big Twins

Ventura, California based Barnett Clutches & Cables continues to expand its range of clutch kits for Indian Motorcycle models with this new extra-plate clutch kit for the 2014-20 Chief/Chieftain/Roadmaster.

The kit includes eight Kevlar friction plates, seven tempered steel plates and a set of five heavy-duty springs for increased clutch capacity and performance.

Barnett's segmented Kevlar friction plates are designed for more oil flow, resulting in cooler operating temperatures and a smoother, more positive clutch engagement. "All our kits are measured for proper stack to ensure correct fit and reliable performance right out of the box."



BARNETT CLUTCHES & CABLES

Ventura, California, USA

Tel: 805 642 9435

info@barnettcables.com

www.barnettcables.com

Cable to Hydraulic Clutch Conversion Kits

This new LFV3 Road Glide-specific cable to hydraulic modified lever kit by AIM Corp. in California is designed to work with all 2021 and up models without having to modify any electronics to make the conversion work.

It is said to deliver improved consistent clutch feel with reduced lever effort as a result of the greater clutch plate lift over stock. "No more clutch adjustment is needed, and it is able to handle very stiff springs with little effort."

"We did the homework, so you don't have to," says AIM Corp. "This kit comes with genuine Harley-Davidson parts paired with an AIM Light Force V3 for an OE-like fitment. By converting over to our LF equipped hydraulic setup, you will see an improvement over lever feel, clutch modulation, greater clutch plate lift and easier to find neutral."

"With high performance builds, stiff springs will put unnecessary wear and tear on your clutch cable, causing excess stretch and bad clutch feel. Converting to hydraulic will eliminate any sort of cable related issues and will provide a precise, crisp and clean feeling clutch consistently every time. As an added bonus, no more confusing clutch adjustments are needed."

"You can now pick and choose what you want in your kit. The essentials kit will come with the core



parts that are required to swap to hydraulic, so there is no guesswork as to what is required."

AIM CORP.

Huntington Beach, California, USA

Tel: 714 848 3030

info@aim-tamachi.com

www.aim-tamachi.com

M-8 Replacement Belt Drive Conversion Kits

These new, complete belt drive conversion kits from BDL in California are designed as a direct fit for all 2017 to current M-8 Baggers.

Available in black, polished or chrome finishes, "these are complete kits with all components included for a straightforward, hassle-free install."

The two-piece motor plate kits are good for stock and slightly modified engines, while



the one-piece should be used for high horsepower models of over 120 hp and ft. lbs. of torque. Similar kits are also available for Softails.

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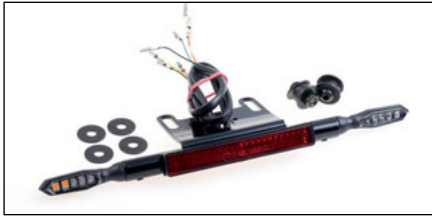
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Cult-Werk Additions - Sportster S

3-in-1 LED Lighting Unit



This 3-in-1 LED lighting set (with E-mark) includes a glossy black powder-coated steel bracket for side-mount license plate conversions and is required when the stock license plate is removed for a side-mount. The holder is screwed to the original rear mounting points using the provided hardware. Cult-Werk says that this is the "shortest license plate holder on the market" and that it is a fully approved steel replacement - CNC-lasered and then powder-coated in black. Sizes are available for all the most common European dimension regulations. The license plate holder is attached to the swingarm at the top hole of the original lighting bracket. The kit includes the side-mount license plate holder, the pre-assembled light, an M8 thread screw and four screws (with nuts) for license plate attachment. Cult-Werk also offers a slide-in style side-mount license plate holder.

Front Indicator Holder



Suitable for all Sportster S models from 2021 (and Nightsters from 2022), this CNC-milled/lasered, edged and then black powder-coated front indicator holder can be combined with all common turn signals - such as those from Kellermann, Shin-Yo, and others. The holders are mounted on the handlebar fittings and screwed to the handlebar clamp.

Lighting Unit Holder

This holder will take any LED 3-in-1 lighting device with an M8 thread. Made from steel and then powder-coated in glossy black, the lighting unit is required if you remove the original lighting bracket and use a side license plate holder. The holder is screwed to the original mounting points in the rear part using the mounting material provided.



V2 Custom Front Fender



Designed for a sportier look, this front fender is a 100% custom-fit ABS plastic part ("NO cheap GRP," the company says!). Manufactured using "the most modern 5-axis CNC machining centers, so that the fender only has to be exchanged for the original - no modifications needed." It is available ready for paint or finished in glossy black.

NRS-Style Headlight Mask



This 'NRS-style' headlight mask is based on the popular look of the V-Rod/Night Rod mask but redesigned specifically for the Sportster S. The original remains. The kit includes a CNC-lasered headlight bracket - the design gives "an even more aggressive look and makes the Sportster S look deeper and longer. No changes to the original cables are necessary, this is a fully reversible 'plug and play' install - the headlight can still be adjusted, just like the original. Available ready for paint or pre-painted glossy black."

Lower Fork Cover



Simply remove the cat eyes on the stock front fork and it slides freely into this cover - then you can simply put them back onto the cover if preferred.

"With this two-part fork cover kit you can hide the lower fork tubes. It covers the chromed fork tubes, and the entire fork appears bulkier and completely black." The covers are screwed to the original front fender mounting points. Made from high-quality steel, milled on 5-axis machining centers and then powder-coated in matte black. All needed hardware included.

Rear Axle Cover



Placed over the axle and nut and clamped with threaded pins for a clean look. CNC-machined from billet aluminum; matte black powder-coated.

Racing Style Mirror Set



This "Racing" mirror set in black gives the Sportster S a "super cool look. It is made of aluminum and black anodized. These universal mirrors have a light blue tinted mirror glass for optimal glare protection and are suitable for mounting above or below the handlebars. They are not EG/ABE approved - not suitable for road traffic and only suitable for show and racing purposes." Head width is 125 mm, the height is 62 mm and the stem length is approx. 140 mm.

Old School Frame Seat



This "Old School" style frame seat is made with a steel base plate and covered for that sought after 'retro' look - "a modification-free install replacement for the stock seat and turns the original saddle into a cool part. One of the two frame covers under the seat can also be used to achieve an even cleaner look."

CULT-WERK
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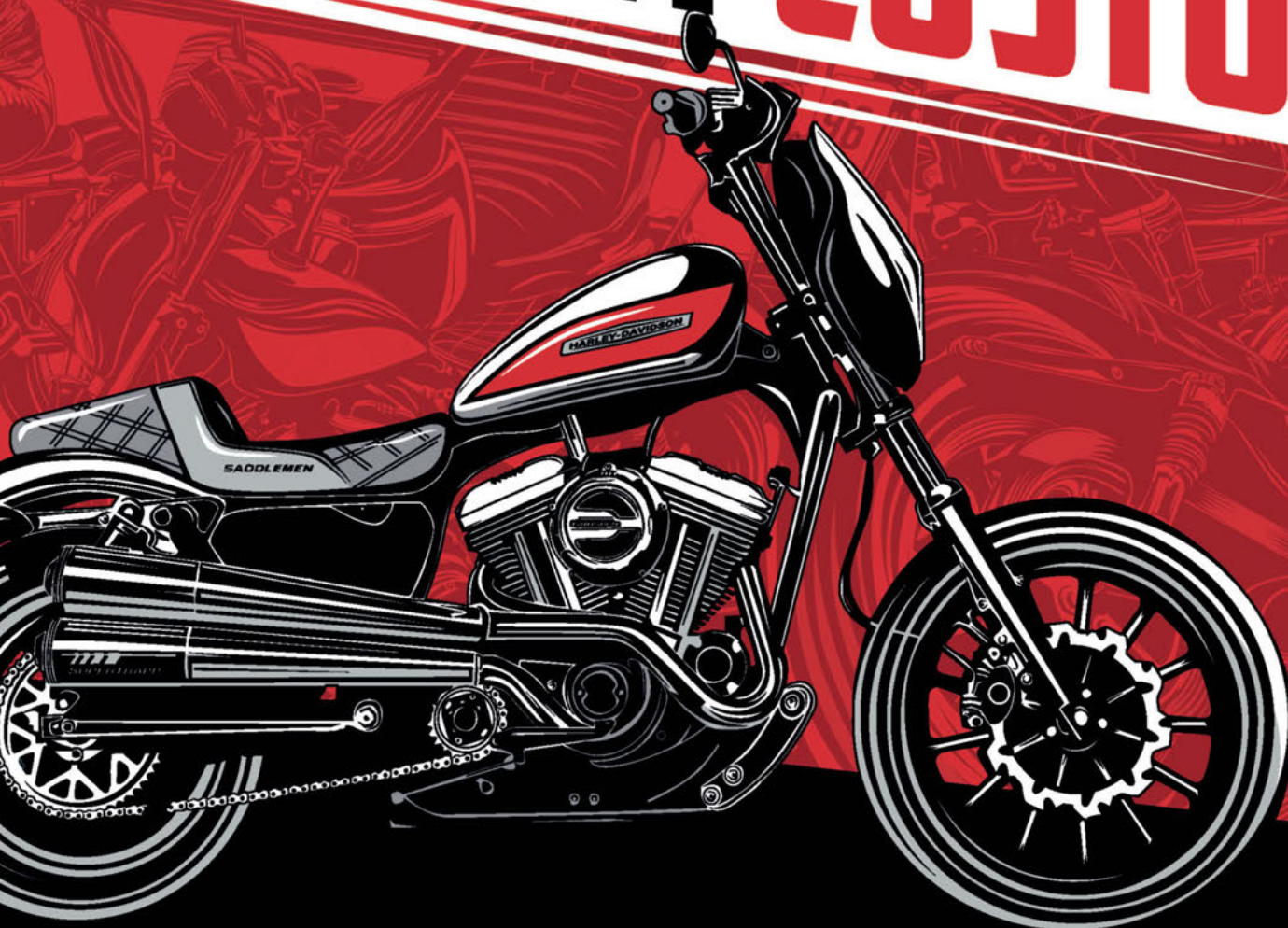


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Letric - Euro Rally Style Headlights

Oreland, Pennsylvania based NAMZ Custom Cycle Products (NCCP) continues to build its Letric brand of stylish and powerful LED motorcycle lighting solutions with these DB7-'Sunbeams' - stylish, plug-n-play lighting kits for any 2015 to current Road Glide model, "as bright as their name suggests."

The kits include a NAMZ ready to install wiring harness and powder-coated aluminum hardware kit for an easy install.

When sitting on the bike, it is the left lamp that is considered the driving light, or low beam, while the right-hand light (the yellow light in the picture) is the high beam.

"It's a slick European rally car style set-up to have only one light on for low beam," says founder, CEO and

general all-round electrics guru Jeff Zielinski. "When you flick the high beam, both lights light up any road and keep you safe."

Features include ultra-bright LEDs with clear and/or yellow lens, black aluminum housing, black powder-coated aluminum mounting bracket with stainless steel mounting hardware, fully adjustable riding position up/down or side to side for any suspension or fairing modifications, 100% plug-n-play



wiring harness 8000-lumens beam, 6500K color temperature, IP67 waterproof rating and two-year LED warranty.

Letric Lighting Co. products are available through Western Powersports, Tucker, J&P Cycles, Rolli's Speed Shop in Australia and Performance Cycle Wholesale Limited in New Zealand.

LETIC LIGHTING CO.
Oreland, Pennsylvania, USA
Tel: 610 265 7100
info@namzccp.com
www.namzccp.com

Dynojet/Rinehart Challenger Stage III Kits

In collaboration with Arden, North Carolina based Rinehart Racing, North Las Vegas headquartered performance specialist Dynojet is offering a choice of 49 state legal Stage III performance kits for the 2020-2022 Indian Challenger.

Available in chrome or black finish with 'contrast cut' billet end caps, "combining these stylish Rinehart Merge 4" slip-on mufflers with the Dynojet ECO Reflash provides everything needed to take the performance of PowerPlus 108ci (1,770cc) engine Challenger models to the next level. Get the looks, rumble and performance all in one easy to order package."

Said to deliver increased top speed, optimized fueling, lower fan engagement temperatures and "better drivability" the ECU reflash is specific for this setup and there is an option to raise the rev limit.



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

S&S Cycle - 55 mm M-8 Performance Manifold

S&S Cycle describes this direct replacement for the stock plastic manifold on '17-'21 M-8 models as a "must have for big bore engines."

"Big bore engines are all about the flow - more air in and more air out - and anything that slows that cycle down robs horsepower. The factory M-8 intake manifold does a decent job in stock form but starts getting in the way when used on 124" and larger cylinders. The stock polymer unit is also less tolerant of the additional heat that a big bore engine can make."

S&S says that the solution is this new CNC-



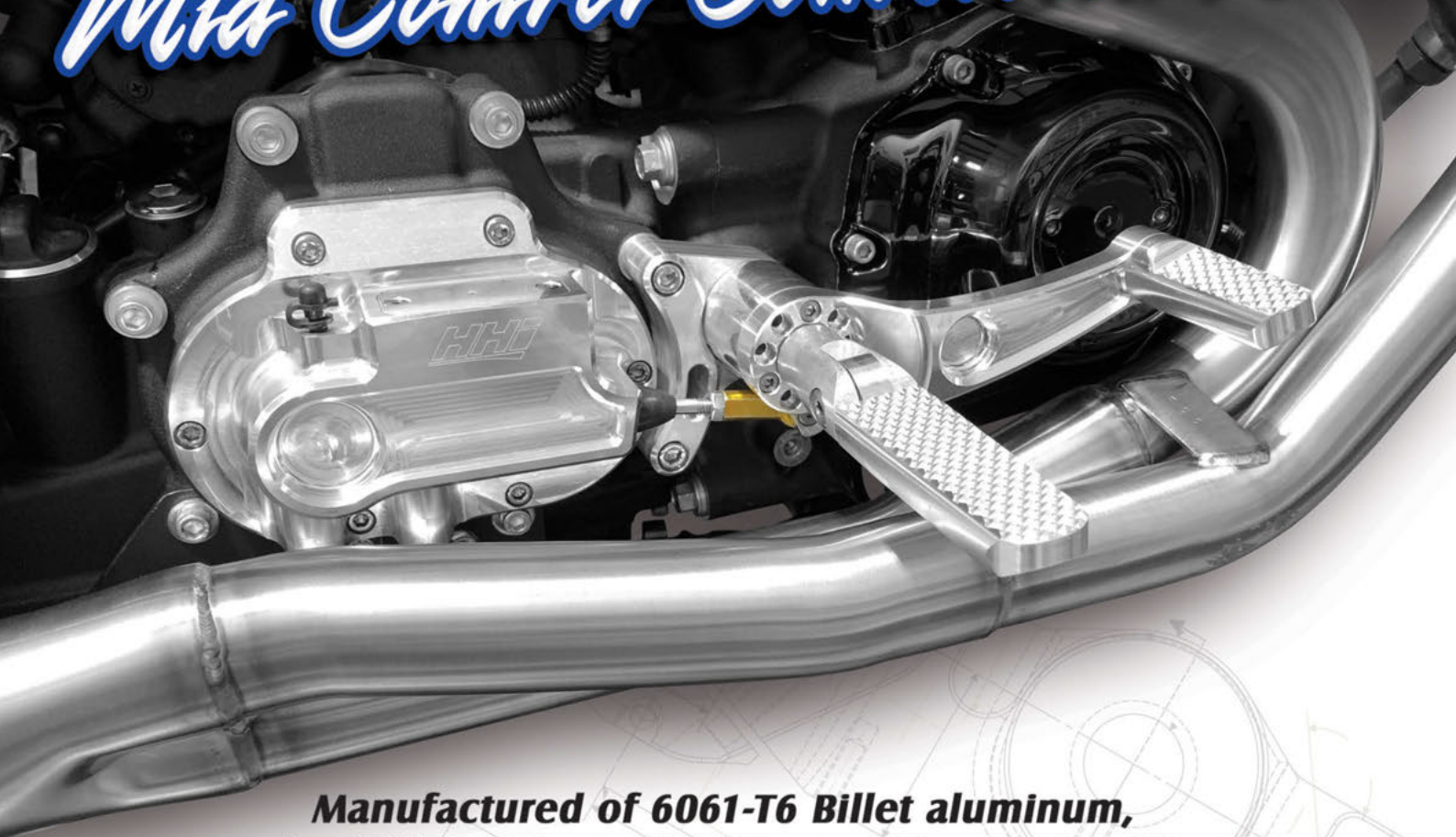
machined, T6 heat-treated, cast aluminum 55 mm performance manifold. "It is easy to install and easily delivers between 3 and 5 extra horsepower and ships with a new rubber seal."



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New! HHI Dominator Mid Control Conversion Kit



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AMD PRO GUIDE

Drag Specialties Additions

Hydraulic Clutch Master Cylinder Rebuild Kit



This Drag Specialties rebuild kit is designed for a 19/32" bore hydraulic clutch master cylinder and meets or exceeds OEM specifications. It is available for '17-'20 FLHT/FLHR/FLHX/FLTR models, replacing OEM #36700132.

Rail Grips



The raised rubber areas on these matte black Drag Specialties rail grips have been specified for comfort on even the longest of journeys. They fit 1" diameter handlebars and come in dual cable or throttle-by-wire applications.

Backrest Pad



Designed for Indian Scout models, this backrest pad from Drag Specialties features a high quality automotive-grade brown faux leather vinyl cover. Its 14-gauge steel internal baseplate bolts directly to the OEM accessory backrest bar. It includes all mounting hardware and is available for '15-'22 Indian Scout and Scout Sixty models.

530 Chain Drive Conversion Kit

Designed for converting the stock belt drive to chain drive using the existing cush drive isolator, this 530 chain drive conversion kit from Drag Specialties includes an aluminum sprocket hub adapter



plate/spacer/bearing assembly, 24-tooth steel front sprocket, 51-tooth steel rear sprocket and installation hardware.

It is available in chrome or black for '09-'22 FLHT/FLHR/FLHX/FLTRU/FLTRK models. The '17-'22 style features a 24-tooth 3/4" offset on the front sprocket; the '09-'16 features a 24-tooth standard front sprocket.

Ignition Switch Kits



These Drag Specialties ignition switch kits contain high-quality OEM-style replacement three-position switches for '99-'06 FLHT/FLTR models. The '03-'06 style replaces OEM #71640-99; the '99-'02 style replaces OEM #71526-93B.

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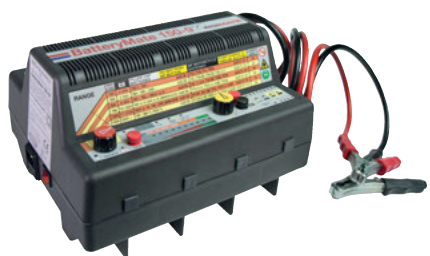
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Motorcycle Storehouse Additions

OptiMate - Battery Chargers

Motorcycle Storehouse has added OptiMate chargers to its portfolio. The range includes the widest choice of features and options - from fully automatic charge and maintenance cycles, save, test and desulfate options to lithium chargers, deep cycle chargers and battery to battery chargers. They are available as dual, four-bank or even eight-



bank individually operated chargers, for small to large batteries, and offer a wide range of accessories such as USB chargers, battery monitor cables, quick-connect cables and several dedicated battery testers.

Vance & Hines - Hi-Output Slip-On for H-D Pan America

Specifically designed for the 1250 Revolution Max engine, this V&H Adventure Hi-Output 450 slip-on is made from 304 stainless with a brushed finish. It produces a weight reduction of almost 6 lbs (2.72 kg) compared to the stock black fitment and +5 hp/+5 ft. lbs. torque. A "cutting edge" baffle design



delivers a "bold rumble" while still meeting SAE J2825 dB levels.

Additional features include a stepped 4.5-inch diameter muffler, CNC-machined billet end cap, improved rider boot clearance, 50-State emissions compliance and factory bags and centerstand compatibility. It is designed to fit all '21-'22 H-D Pan America models.

MCS - Custom Throttle and Clutch Cables



Motorcycle Storehouse has recently added a dealer-friendly custom throttle and clutch cables to its private label (MCS) selection that allows stocking of modular inventory. MCS says that because many OEM mechanical control cables are identical - they just have different standard lengths - it is able to provide four basic model years to give coverage of the most widely required fitments.

The four models cover '91-'22 throttle for Big Twin and XL; '06-'22 clutch for non-Touring Big Twins; '08-'16 and '21-'22 clutch for Touring and '86-'22 clutch for XL and XR Sportster. All are available in a range of custom lengths. So, when fitting one of these models with a custom handlebar (higher, lower, wider etc.) or even when running the stock bar, all the dealer needs to do is measure the current control cable to select a correct length replacement for the specific application.

They are available in a full 'black-out finish', with a black vinyl cable and black fittings, or a 'chrome finish', with a braided stainless steel outer cable, with a clear protective coating and chrome plated fittings.

MCS - 20 Liter Boxed Oil

This newly added 20 liter Bag-In-Box is an environmentally friendlier alternative for the classic



plastic canisters, but contains "the same proven Motorcycle Storehouse oil blends." The 20 liter box comes with a 100% recyclable inner plastic bladder bag with pre-installed tap and protective outer box with carry handles. This Bag-In-Box system is said to save 89% on plastic.

It is available in SAE50 (941767), 20W50 (941769), 20W50 full synthetic (941770), 80W90 transmission (941771), primary oil (941772) and transmission/primary for XL models (941773).

Sonic Tools - Individual and Sets

Sonic is a high-end tool supplier for many famous name OEMs, and MCS carries all the metric and US/SAE sizes and accessories that are commonly needed in any well-equipped motorcycle workshop. A complete 349-piece filled (128 kg total) tool chest



is available, but MCS also offers separate tool sets with a SFS foam inlay to fit 26" tool trolleys.

All tools are available in a wide variation of sets or individual components with hex, Phillips, torx security, female e-torx/star and 12-point flank tools in a variety of sizes. Sockets are available in regular and deep sizes, with Open/Box end wrenches, flare wrenches, hex key sets, ratchets, swivel joints, screwdrivers, torq wrenches and more.

MOTORCYCLE STOREHOUSE

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Ermax Screen for Can-Am Spyder



French windshield and accessory specialist Ermax offer screens for most popular makes, models and styles of motorcycles and scooters, but here is something a little different - something that demonstrates the versatility of its production technology.

For the Can-Am Spyder F3 (2015 and up), this OE replacement windshield provides optimal protection for the head against bad weather. It is equipped with large air intakes and is available in seven colors - clear, grey, light brown, light black, dark black, satin black and satin grey.

It measures 37 cm high (plus frontal air intake) compared to just 32 cm for the stock windshield it replaces.



ERMAX S.A.S.
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accueil@ermamax.fr
www.ermamax.com

Speed Kings - 'Vertex' Touring Floorboards

Riverside, California based Speed Kings Cycle Supply says that these new USA made 'Vertex' branded floorboards are "made to increase rider comfort and keep your feet planted."

Designed with 1.5" of backwards adjustment, they are CNC-machined from 6061 billet aluminum and ship with high-strength, lightweight ARP hardware.

Available in a hard black anodized finish, they fit all H-D Touring models from 2000 and up. The board measures in at 11-3/4" x 4-5/8".

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Motorcycle Storehouse B.V. The Netherlands does not sell retail. You can purchase our catalogs and products through your local dealer. For pricing & availability check our website.

BS Battery Lithium - Inventory-Friendly 12-Model Market Coverage

As announced during the Drag Specialties and Parts Unlimited North American NVP Expo in Madison, Wisconsin, in August, following five years of collaboration with Parts Europe, French battery manufacturer BS Battery is now selling to dealers in USA through the LeMans distribution center network.

Well known in Europe as an OEM and aftermarket vendor, BS Battery offers a very wide range of battery solutions and options for all powersports industry applications: motorcycle, V-twin, SSV, ATV, UTV, snowmobile and watercraft.

"Focusing on innovation, we are investing a lot into lithium batteries," says General Manager Benjamin Sebban. "Since 2017 we have been collaborating with technical teams in all motorcycle racing activities - road race, Enduro and Rally - to test our products under extreme racing conditions before they are offered for sale to our distributors and their dealers.

"This means that we are able to improve performance and quality consistently. After many years of collaboration with the OEM and race team communities, we've decided to focus our continuing investment into lithium batteries with a specific approach.

"We have designed a unique, ultra-resistant casing that can resist up to 230°C, including ultra-robust terminals, to make sure our batteries can be used in

extreme conditions. Because our DNA is in racing, we know how to design for the toughest environments and most demanding applications, and that experience has informed these new developments." The inventory-friendly BS Battery Lithium range covers most of the existing powersports model fits in the market - with just 12 models of



battery. From 12.8 voltage up to 560 CCA (A), small, lighter weight (up to 70% lighter than lead acid batteries) and maintenance-free, long lifetime solutions to high discharge rate and waterproof designs and features like integral voltage indicators to check the state of charge.

"Approved and used by many top race teams, the BSLi02 battery is the right answer to the most demanding riders looking for higher performance, high resistance and high longevity," says Benjamin.

BS BATTERY
Paris, FRANCE
Tel: +(33) 1 83 62 45 60
sales@bs-battery.com
www.bs-battery.com



SEVENTY4 LEWIS VEST



SuperTrapp Slip-On for Pan America

This stainless steel V-5 slip-on megaphone style muffler for the H-D Pan America 1250/ADV features a USFS approved spark arrestor and weighs in at nearly 6 lbs lighter than the stock muffler it replaces. Featuring SuperTrapp's patented tunable disc system, it comes with 22 x 5" discs pre-installed "for a deep, low tone rumble" and a stainless S-Bend connector pipe that features increased boot clearance.



DRAG SPECIALTIES
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RSD 'Clarity' Twin Cam Rocker Box Covers

Ensuring sufficient engine clearance to work with most engine internals, including high-lift cams - while still fitting the tight clearance of the stock Harley-Davidson frame - was important when Roland Sands designed these RSD 'Clarity' Harley rocker box covers.

"We succeeded and you can now expose the internals of the Twin Cam rocker box with a design that is one of a series of 'Clarity' line products that also include cam and derby covers for Twin Cam and M-8, manufactured



from sealed, scratch, heat, oil and chemical resistant polycarbonate."

They are available in Black Ops, Contrast Cut and chrome for 1999-2017 Twin Cams, 2018 FLSB and M-8 Touring models from 2017 to 2020. Features include a laser-engraved RSD logo and they ship with all necessary hardware and gaskets included.

ROLAND SANDS DESIGN
Long Beach, California, USA
Tel: 562 493 5297
info@rolandsands.com
www.rolandsands.com



Italian Made Adjustable Riser and Gauge Housing Kits

Part of Vity's Design's 'Performance Collection', these easily installed, CNC-machined, adjustable billet aluminum risers are one of its top-of-the-line Italian designed and manufactured products.

They are available in many combinations of colors - black anodized, red, blue, silver/chrome, orange, gold, purple and more - and give riders a wide range of custom options as Vity's makes and sells them in a choice of 8" or 10" basic heights, with the variable angle and height of the top clamp allowing riders to fine-tune the riding position.

"Paired with one of our gauge housing kits, riders will have everything needed to achieve the popular Clubstyle look." They come in variable handlebar diameters and a full range of compatible and matching handlebars are offered. Offered for Dyna Lowrider S and Road Glide models, for the "ultimate in custom options and savings," these kits are also available 'raw', just as they come off the CNC machine, which also means a quicker order turnaround time.



VITY'S DESIGN
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Versatile Ventura Luggage System for Pan America and Cruiser Models

Manufactured in New Zealand by Dold Industries, Ventura luggage is a versatile, inventory-friendly, system-based range of model-specific and universal mount luggage options.

The range includes hard top boxes and soft top luggage packs, panniers/side bags, tank bags and more - available for a huge range of makes and models.

With roots going back to the mid-1970s, the company now makes systems for over 2,500 models. The range is a versatile, ergonomic, modular and robust easy-mount system that is secure and safe, versatile and durable.

The Ventura Bike-Pack system features a rack, packs and model-specific bracket designs - it really is that simple, and it really is that good.

Ventura packs are made with Kodra fabric, a heavy-duty ballistic nylon material, and lined with a

laminated, waterproof PVC backed material.

They are available as single components or bundled kits. Simple, robust, versatile and durable are the keywords here. The central mounting component is the company's 'L' bracket, and, as with all the racks, they are made in mild steel tube and satin black powder-coat finished (or polished silver/chrome for Cruisers).

The most recent news from Paul Dold in New Zealand is that he now has an application ready for Harley's



Pan America Adventure Tourer - plus Royal Enfield and Triumph models.

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- Multiple spring pressure options
- Billet aluminum pressure plate
- Compatible with O.E. clutch
- Simple bolt-on installation
- Hydraulic version also available



Rogue XC Pro Jacket and Pants Combo and Thermosuit Riding Gear

Tucker Powersports' FirstGear brand has this new "next generation" Rogue XC Pro jacket and matching pants riding gear combo and one-piece Thermosuit Pro riding suit.

Offering an understated look with its solid black or grey/black exterior colors, the Rogue XC Pro jacket "packs a punch when it comes to features that deliver comfort, safety and convenience.

"Nothing makes miles pass by slower than ill-fitting riding gear, so FirstGear's designers paid special attention to rider comfort with features like an adjustable collar, action back and premium mesh liner.

"Cool air is delivered through oversized arm vents, zippered vents for intake and exhaust, and through patented, easy to operate 'Fidlock' magnetic vents. Personal fitment for riders comes from hook and loop adjustments on the waist, forearms and biceps for a secure fit with an interior drawstring waist to get just the right fit in the mid-section."

Moisture repelling vent storm flaps "take comfort and protection to the next level. Using 100% waterproof materials and constructed with sealed seams, this jacket handles all types of weather and keeps rain on the outside, where it belongs."

The ballistic nylon construction has a reflective weave, offering additional visibility in low light situations. Since not all riders are the same size, pockets for the SAS-TEC CE Level 2 shoulder, elbow and back protection are adjustable - this helps to ensure the included pads are in the exact right position to do their job.

For rider convenience, the jacket features two exterior hand pockets and an interior slash pocket,

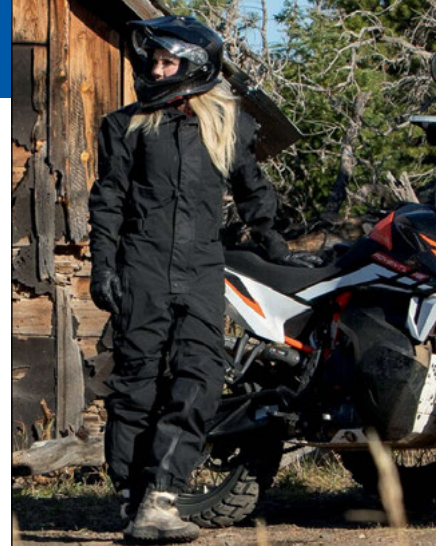


**Rogue XC Pro
jacket and pants**

Thermosuit

as well as a pass-through grommet for a heated gear controller. The Rogue XC Pro jacket and pants are designed to allow riders to use their favorite base layer. Both are described as a perfect match for FirstGear's line of heated shirts, pants and glove liners.

The Rogue XC Pro pants feature similar technology and comfort features as the Rogue jacket, and additionally include leather knee panels and stretch sections in the knee for comfort and movement. The waist is adjustable, there are hip-to-cuff side zippers with magnetic storm flaps, adjustable cuffs and 'Fidlock' magnetic vents on the thighs, and the pants and jacket "feature an ergonomic jacket to pants interface."



The FirstGear Thermosuit Pro "is the best setup for riders who put on lots of miles or find themselves in dusty or wet conditions. Its sturdy, one-piece construction offers great protection, superior fit and allows the rider to handle a variety of weather conditions."

The Thermosuit Pro has an adjustable collar with two-piece magnetic closure, leather knee panels and an adjustable waist for the ultimate fit. Weather protection comes from 100% waterproof materials, with a waterproof chest pocket and a waterproof hand pocket. The thigh-length side zippers have a hook-and-loop storm flap and there are integrated boot gaiters in the cuffs.

"The design of the suit is also great for riders who want to use their favorite base layers and is a perfect match for FirstGear's heated shirt, pants and glove liners."

TUCKER POWERSPORTS
Fort Worth, Texas, USA
Tel: 817 258 9000
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www.firstgear-usa.com



German Made Chief Bobber Additions

German parts and accessory manufacturer ABM says that the response to its WUNDERKIND branded launch of a selection of parts and accessories for the Indian Chief Bobber and "similar models" was so positive that it has released details of more model-specific accessories.

"In the spring we developed a large number of parts for this popular motorcycle," said Managing Director Christian Mehlhorn. "They gave the bike a new look in selected areas, but we have continued with the development work in order to be able to offer riders a proper reinterpretation and update that offers convincing Bobber styling.

"We now offer a selection of nearly 20 parts - starting with subtle improvements in the design, through optimization of the ergonomics to a complete conversion of the rear."

At the front, a new riser design allows riders to enjoy a more convincing, classic Bobber style that lowers the handlebars and delivers a compact look. As a result, the speedometer also moves closer to the fork bridge, closing the large gap on the stock bike where the cables hang around.

"In combination with the accessories that have been available since the spring, this means that the handlebar area looks like a self-contained unit. The kit also includes a cover, which is attached between

the risers, to conceal the exposed cables."

The first selection included replacement footrests and longer replacement pedals for the original footrest system that have already scored with their elegant design and better ergonomics. However, for those who need more legroom, WUNDERKIND now also offers a stylish, forward-mounted footrest system.

The highlight from the expanded product portfolio is the rear conversion kit, which does improve the Bobber styling of the stock bike. The set includes an accessory fender (matching front fender also offered), struts with integrated 3-in-1 LED turn signals and taillights, and an adjustable Bobber style seat.



There is an additional '2Stripes' adjustable design of side mount license plate holder, a further selection of matching covers, new adjustable brake and clutch levers, new vibration-reducing grips, mirrors, and "sleek, redesigned LED mini-indicators that make the front look significantly slimmer."

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Dyna pictured with "Pleated" style.
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'Tour Performance' Risers for Pan America

This new HeliBars Tour Performance handlebar offset riser for the 2020+ Pan America is designed to provide dramatically improved comfort - both sitting and standing.

Built to survive whatever the rider can throw at it, it retains the factory hydraulic lines, cables and wire looms for a quick and easy installation.

It is 2" (50 mm) taller than the stock design and 2" (50 mm) closer to the rider and reduces handlebar/riser flex. Heli offers a 1" Ram Mount option. They are available through HardDrive/WPS. Best known for its patented, adjustable HeliBars, Heli Modified owner Harry Eddy told AMD that "pain should never be a passenger on motorcycle rides. Feeling aches or numbness in your wrists, kinks and strain between your shoulder blades, or less confidence and control on the road, is not something to 'just put up with'.

"Changing your rise, pullback and hand placement can be a total gamechanger for riders of all ages and abilities - and adding HeliBars is the fastest, easiest and safest way to make it happen.

"Our model-specific motorcycle handlebar risers are engineered not just for total comfort, but for total control - 'go farther, feel better'!"



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Diamond Series Grips

Dublin, California based Ness Enterprises' all-new custom Diamond grips feature formed, knurled, premium rubber grip compound inside each diamond shaped pocket for a unique vintage look with added hand traction and comfort in all riding scenarios.

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Available with CNC-machined brass, chrome or black anodized end caps, with laser-etched Arlen Ness laser logo included on each custom end cap. Available for both H-D cable and throttle-by-wire models on selected Twin Cam and M-8 Big Twins and Sportsters.



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RC 3.25" Bolt Circle Wheels and Rotors

Bowling Green, Kentucky based RC Components' 'Dynasty' wheel is available as a 21" x 3.50" front, for dual discs, with ABS, in chrome for FLH front ends. Made from high-quality forged aluminum, it is CNC-machined and quality-tested "to ensure a strong and durable wheel." It includes fender relocation brackets. Front wheels listed as fitting '14-'22 Dressers will require the use of RC '08-'13 style front brake rotors (3.25" bolt circle).

RC offers a range of compatible brake rotor options to complement its wheels. Seen here is its 'Savage', right side, front in chrome, and 'Savage Eclipse' in chrome and black - both designed specifically for the

'Dynasty'



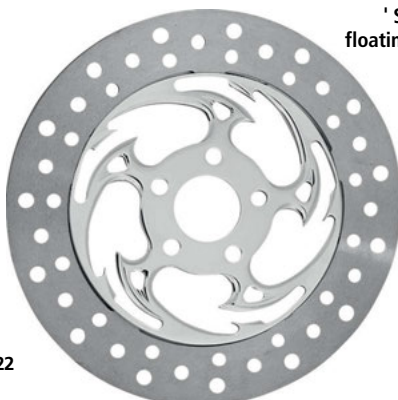
RC wheels 3.25" bolt circle (left front single disc applications).

They are CNC-machined from high-quality billet aluminum with attached 420 stainless steel outer ring.

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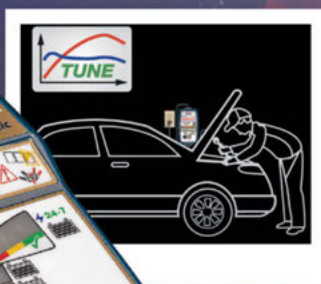
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Biker's Choice Adds New V-twin Handlebar Options



Biker's Choice, Tucker Powersports' "classic brand that serves motorcycle riders with great custom and service parts," has expanded its line of American-made handlebars.

Updates to the full handlebar line-up include machining to allow use on throttle-by-wire equipped (TBW) motorcycles as well as a new powder-coated, gloss black finish bar.

A 19-inch version of the Biker's Choice Prime Ape has been added to the company's ape hanger line, which currently has 10-inch, 13-inch and 16-inch bars. The bar is designed to fit FLHT (Batwing fairing), Softail/Dyna/Touring models, as well as 2015 and newer Road Glide models. Another addition is a Straight-Rise T-Bar in 10-inch, 12-inch and 14-inch sizes. The Straight-Ride T-Bar is fabricated from 1 1/4" high-quality steel featuring a chrome or gloss black, powder-coated finish. All Biker's Choice bars now feature machining that allows for throttle-by-wire



technology. They all feature a knurled midpoint for solid mounting, accept standard 1-inch controls and are manufactured in the USA. In addition, an adapter is available to space out the hand controls one-quarter inch, which accommodates bikes that utilize cables. "We've really done our research to create new styles that match the latest trends, as well as add features to ease installation and offer greater convenience," said Roger Maddox, Brand Manager for the Biker's Choice brand. "We're expanding the Biker's Choice portfolio and we'll have a bunch of great new products for riders in the next few months."

TUCKER POWERSPORTS
Fort Worth, Texas, USA
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www.bikerschoice.com



Kellermann Jetstream - "Simply the Best!"



Custom Chrome Europe describes the new Jetstream DF LED sequential lighting turn signal and 3-in-1 rear brake and sequential lighting turn signal combo version by Kellermann as "probably the most spectacular motorcycle indicator ever built. It is simply the best we have seen!"

Inspired by the shape of a jet airliner wing with integrated engine, the shape is extremely aerodynamic and therefore at high speeds very streamlined and efficient.

"No other motorcycle indicator with sequential lighting and ECE approval gets even close to the brightness of the Kellermann product," according to CCE. "Jetstream is unmatched. Overtaking (especially) becomes safer as the vehicle ahead is warned by the extreme illuminating power - the danger involved in overtaking, or any lane change maneuver, is massively reduced."

Features include the highest illuminating power yet seen from Kellermann or any other brand, backed by Kellermann's proprietary high-power LED technology, including state-of-the-art "IC" chip technology, 32 MHz real-time microprocessor controlled, Silent-Current, advanced power saving algorithm, high measure of visibility across a wide angle range and long-life Protection Guard.

The Jetstream is suitable for 12 volt DC applications and comes in a high-quality, flow-optimized metal housing, with M8 x 20 mm thread and high-quality vibration-absorbing bearing. The Jetstream has



global design protection, is ECE-approved and available in black with a clear lens.

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UK Made Control Cables for Indian Motorcycle Models

British control cable and hose manufacturer Venhill Engineering has added Indian Motorcycles to its Featherlight cable fitment list - meaning it now caters for all big American V-twins, covering Harley-Davidson, Buell and Victory as well.

Made in Venhill's UK factory to its internationally recognized Featherlight specification, the clutch and throttle cables are an instant upgrade that feature high quality marine-grade stainless steel inner wire to eliminate stretch and a PTFE ("Teflon" style) liner for minimum friction and a lighter action.

"Each one is 'bird-caged' - a process applied to the inner wire, allowing solder to penetrate the weave, making the bond with the nipple much stronger to improve durability and reduce the risk of cable breakage."

The outer conduit has a heavy-duty 9.5 mm outer diameter longitudinal body, with a PTFE liner included and a hardened nylon outer sleeve to protect the cable from damage, moisture and corrosion.

Venhill makes the cables to match the stock sizes, but they can also be made in longer lengths, adding 25 mm (1 inch) extra up to 600 mm (24 inch) 'overstock' for different handlebars, or for custom builders who are altering the bike's dimensions.

Clutch cables are available for most models - from the Scout Sixty through to the Roadmaster and



Chieftain - and all are designed to be a straight swap with the originals with no modifications needed.

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Brand Opportunities

Well, fortunately, the custom parts and accessories market isn't in such a bad position that it is facing an existential crisis - and neither is S&S Cycle - far from it.

But 'spreading the risk' and diversifying the product offer is central to business best practice, both for vendors and dealers. Indeed, as S&S President Paul Skarie pointed out in AMD last month, if "the force is with you" in terms of brand values and performance heritage, there is every reason for even the most traditionally V-twin specialist vendor to spread its wings, especially if undeniable heritage, world class manufacturing and "Proven Performance" are in the brand's DNA.

It has been an open secret for a while that S&S Cycle had been among a number of "senior" V-twin brands to have been eyeing the possibilities for it in the burgeoning UTV/SxS market. As with others, the 'Sand Expo' at Costa Mesa, California, in September 2020 provided the launch platform for its new Off-Road Division.

The launch product line was its new S&S Power Tune XTO exhaust - initially available for select Polaris RZR, Honda Talon and, as seen here, the Can-Am Maverick X3 line.

As Paul Skarie told AMD: "S&S is the market leader in the powersports performance arena and has a long history of making big, reliable power in everything it touches. We incorporate a highly engineered muffler body and dual outlet design, with a spark arrestor, in a 100% stainless steel muffler.

"Naturally, S&S brings its own style to the SxS market and incorporates adjustable inserts that let the user optimize their system for both sound and performance. The proven baffle inserts are easily removed or replaced by pulling the end cap, and we've also made a complete tuning kit available. More durable, lighter and tunable are going to be the hallmarks of S&S in the off-road market, and the reaction at the 'Sand Expo' couldn't have been more positive."

Also seen here, S&S has leveraged its long-standing relationship as a Tier 1 OEM manufacturer for Kawasaki in the United States to launch this new complete turbo kit for Kawasaki KRX models - seen here for the KRX 1000 SxS.

S&S VP of Marketing David Zemla said: "The factory KRX motor was not happy with forced induction, and it took us 18 months to sort out a combination of



Can-Am
Maverick X3 line

parts that would make the kind of power that the model deserves. Our R&D team is reporting a 50% gain in horsepower and a 0-60 time that drops from the factory 11.5 seconds to a much more fun 6.2 seconds. The kit includes a massive fan-cooled air to air intercooler (others do not) as well as a 9:1 compression piston that allow for 10 psi of boost (double that of any competitor) and a pre-loaded PV3 tuner.

"This is an incredibly well thought-out kit that



includes details others do not, like larger injectors, a high flow fuel rail, and even upgraded spark plugs. It even looks right, and as the old saying goes - if something looks right, then it probably is right."

S&S CYCLE INC.
Viola, Wisconsin, USA
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Complete turbo kit for Kawasaki KRX models - seen here for the KRX 1000 SxS



Big Twin Billet Clutch Basket

BDL's new CDB-720 billet clutch basket is cut from a single block of premium grade billet aluminum and designed to be a direct replacement for the OEM cast aluminum chain drive basket on 2007 through current (2022) models.

"The specialized materials and one-piece design make for a much stronger, durable and longer lasting replacement and upgrade - notice the formidable strengthening band machined into the basket." Installation is said to be straight forward - simply remove the primary chain sprocket and ring gear assembly from the stock cast aluminum basket and attach it to the new BDL billet basket.

The unit is offered in two versions - shown is the CDB-720, which has no chain sprocket and starter

ring gear. The CDB-720-SG-4 has the chain sprocket and the starter ring gear. The chain sprocket is cut into the basket by BDL and it has attached its SG-4 ring gear to it. Since many customers will not want to replace the bearing, they are not sold with the package, but are available separately.



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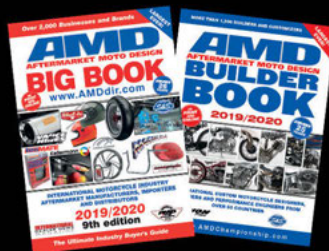
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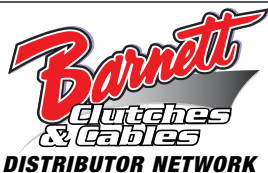
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INSIDE LINES

The MIC reports that sales of new motorcycles and scooters were down in Q3 by -3.9% (compared to the year-ago period) but remain up vs. the 2019 benchmark. **Dual-sport (ADV) models** are the primary exception, up by +11% in Q3, 2022 ...**10**

Available through **HardDrive, Heli Modified** (of patented, adjustable HeliBars fame) has announced 'Tour Performance' branded risers for the Pan America. They move the bars 2" higher and 2" closer ...**54**

LeMans Corp. has announced that Parts Unlimited and **Drag Specialties** will exhibit at AIMExpo, Las Vegas, February 15-17 ...**14**

Jeff Zielinski's **Letric Lighting Co.** has introduced new 'European Rally' style plug-n-play 'Sunbeams' dual headlight lighting kits for 2015 and up Road Glides ...**40**

AMA Racing has released a provisional 18-race **AFT schedule** for 2023, with a return to The Buffalo Chip and an earlier Labor Day Weekend finale ...**24**

Available to care for lead-acid, Gel, AGM and Li-ion batteries, European distributor **Motorcycle Storehouse** has added the award-winning range of **OptiMate** battery chargers, maintenance and diagnostics tools ...**44**

Custom Chrome Europe has added the award-winning **Kellermann** Jetstream 3-1 sequential rear brake combo lights - describing them as "simply the best" ...**56**

SHOWZONE

Industry events listing ...**18, 20 and 22**

Polaris Q3 2022 Earnings Results - Indian Motorcycle "Up High-Single Digits Percent"

In releasing financial and operational highlights from its Q3 results, Polaris has stated that worldwide sales were \$2,341m, up by +32% compared to Q3, 2021.

Diluted earnings per share from continuing operations were reported as \$3.17, up +69% versus last year; adjusted diluted earnings per share from continuing operations was \$3.25, up +64% versus last year. Primary drivers in the quarter were "higher volumes, strong pricing and favorable mix, supported by modest sequential improvement in supply chain."

Retail sales for the quarter were **down 8%** versus last year, despite **strong**

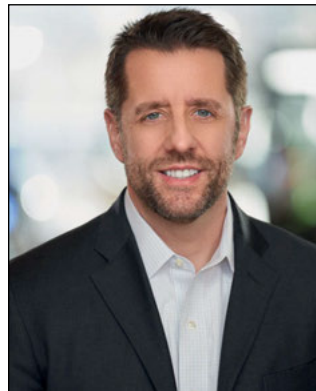
'record sales in the quarter'

performance in Motorcycles, primarily driven by continued supply chain challenges and softness in Recreation Off-Road demand.

Mike Speetzen, Chief Executive Officer of Polaris Inc., stated: "We maintained our focus on executing for customers, dealers and shareholders. Our results were bolstered by easing supply chain headwinds that enabled us to increase shipped volumes and take advantage of our strong pricing strategy - resulting in record sales in the quarter."

"We believe we are well positioned to meet our commitments for the year, while our team remains highly vigilant and agile should indicators point to shifts in consumer behavior or new market dynamics."

"Looking forward, our diverse



"Mike Speetzen, Chief Executive Officer of Polaris Inc., stated: "Our results were bolstered by easing supply chain headwinds that enabled us to increase shipped volumes and take advantage of our strong pricing strategy - resulting in record sales in the quarter."

portfolio, commitment to innovation, strong financial position and track record of successfully navigating in

various operating environments gives me incredible confidence in Polaris' ability to deliver long-term profitable growth and shareholder value."

North America sales of \$2,069m represented +88% of total company sales and increased +35% from \$1,532m in 2021. **International sales** of \$272m represented +12% of total company sales and increased +10% versus the third quarter in

'North America ORV unit retail sales down high-single digits percent'

2021. "Sales in the third quarter of 2022 were propelled by accelerated shipments towards the latter part of the quarter, as well as higher pricing and favorable mix."

Continues on page 10 >>>

TICKER CHECK Polaris Inc (NYSE: PII)

1 Year High (2/16/22) **\$126.73**

1 Year Low (10/20/22) **\$92.65**

After Q3 results (10/31/22) **\$101.22**

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