

INTERNATIONAL DEALER NEWS

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APRIL 2013
ISSUE #110

New ACEM President repeats call for implementation of EU policies as motorcycle sales decline continues

NEW ACEM President Stephan Schaller, also the President of BMW Motorrad, has repeated calls for the "swift implementation of policies and initiatives announced by the EU to support the European automotive industry and EU funding for R&D projects".

Reiterating the importance to the future of the motorcycle industry in Europe that ACEM has already placed on new product development, he went on to say that "ACEM members are determined to seize these opportunities, offering users ever more innovative vehicles to meet their growing need for mobility and leisure."

Schaller, 55, said that "motorcycle manufacturers are mobility providers and as such deserve full recognition in EU transport policies.

"A growing number of EU citizens use PTWs on a daily basis, and in recent years our industry has done much to respond to the pressing challenges posed by the economic crisis, with the aim of moving towards greener and safer mobility.

"Much has been accomplished, however, PTWs must be included in a

coherent European transport policy based on clean, efficient and smart mobility."

Meanwhile the early indicators for motorcycle sales in Europe in 2013 are not promising.

On low volumes (1,935 motorcycles, 2,938 total PTWs) in January, sales in Germany started to pick up in February, though the poor weather so far this year is again being cited as putting the brakes on market activity.

Motorcycle registrations in Germany in February were broadly level with February 2012 at 6,230 units, -0.21 percent down on the year before; total PTW registrations were down -2.53 percent at 8,921 units.

For the calendar year to date motorcycle registrations in Germany are down by -2.29 percent, with total PTW registrations down by -5.69 percent at 12,575 units.

In the United Kingdom total PTW registrations for February were down -4.6 percent at 3,660 units (motorcycles were down -4.2 percent, 3,026 units) but with January having seen total PTWs down by -14 percent in the UK (motorcycles down by -13.4

percent) the year-to-date picture for the UK market shows total new PTW registrations down by -9.8 percent (at 7,752 units) with motorcycles down -9.4 percent (6,463 units).

The picture continues to be even worse in Italy, where January/February registrations of all motorcycles and scooters over 50cc were down by -23.59 percent (18,077 units) compared with the year-to-date in 2012, with motorcycles (7,173 units) down -16.60 percent (7,173 units).

The 500cc plus market in Italy appears to be set for an even worse year in 2013 than the one it endured last year. With 5,970 new registrations in the first two months of 2013, compared to 8,119 in 2012, the sector has seen an acceleration of the 2012 decline, at -26 percent for the first two months of this year.

Last year (January to December 2012) saw total scooter and motorcycle sales decline by -19.08 percent (206,422 units), with motorcycles down by -28.55 percent (59,303 units). Within that figure the 500cc plus market was down by 9,334 units from 2011, at 61,271 in total for the full year, a decline of -13 percent.

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Industry Extra: Andreani Group International 8-11

Celebrating the 25th anniversary of the business he started when retiring from Racing, Giuseppe Andreani is 'Il Professori' when it comes to the suspension industry in Europe

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What a difference 20 years can make in the motorcycle industry!

WITH sales statistics for most of Europe looking no better so far this year, hopes that the market will stabilise in 2013, that the decline in new registrations is over, appear to have been optimistic.

While the rate of decline may indeed have slowed, something that ACEM (the Association des Constructeurs Européens de Motocycles in Brussels) had been pointing to last year as possible evidence of market stabilisation in 2013, it would appear that consumer confidence is not yet returning to the motorcycle industry in Europe.

Some commentators are, probably quite rightly, pointing to adverse weather as no doubt having an effect of demand - but that was also cited as a factor this time last year.

The alarming possibility is that the crisis of consumer confidence in the Eurozone, and the lack of economic growth in all of Europe's primary economies, mean that the bottom of what is now clearly destined to be a very, very broad U-Curve has still not yet been reached.

While some sectors of the motorcycle industry are doing better than others (the touring and adventure touring markets in particular), and while some markets are showing some signs of stabilisation, modest growth even, the danger exists that the widespread negativity expressed about the year ahead among the parts and accessory vendor community at INTERMOT and EICMA last year may prove to have been a better measure of market prospects for the year ahead than anyone realised at the time.

It is also possible that fortunes of the market are being shaped not by the single issue of macro economics, but by a complex matrix of issues, a perfect storm of licensing and training, and demographics and changed consumer values, just as much as by unemployment rates and fear.

Those issues have somewhat dropped off the agenda in recent months, as Europe's economic woes have taken centre stage as the headline grabber, but they have not gone away. The truth is never simple though. Market cycles are rarely straight forward, and generally the result of a matrix of factors, some related to each other, some not.

When new PTW unit registrations in Europe peaked at around 2.7m annually in 2006/2007, there had been some 40 percent growth over the prior four or five year period.

However, the decline since then has been way more dramatic. As ACEM showed at their conference in January, new total PTW registrations have declined by more than half since their peak.

Indeed, with registrations for the whole of Europe in 2012 estimated at 1,353

million, sales now appear to not only have lost the growth seen in the years before the downturn, but are now back down to levels not seen since the early 1990s.

During that time there has been a dramatic change in the market's centre of gravity though.

In 1994, for example, ACEM say that motorcycle registrations in the markets they recorded statistics for were 549,254; in addition to those, "moped deliveries" were an additional 1,090,495 units.

By 2000 "mopeds" had grown by around 10 percent in the six years to 1,103,768; motorcycle registrations, however, had grown by some 140 percent to 1,330,641 units.

With total PTW sales (all, "mopeds", scooters and motorcycles) having declined so dramatically since the market peaked in 2006/7, the industry we see

today still remains massively larger than the one that existed 20 years ago in that the growth in the number of PTWs in use on Europe's roads (the "Motorcycle Park") has at least tripled in size.

A best estimate of the total number of PTWs in use in 1994 would suggest a Motorcycle Park of around 7 to 8 million units; the corresponding figure hit 30 million in 2002, peaking at around 37 million in 2009 and remaining pretty much at that level since despite the dramatic decline in new registrations.

Of course that goes to the durability of contemporary manufacturer products as much as anything else, but with something like 10 percent of EU citizens of riding age now having access to a

PTW of one kind or another, such a dramatic growth in the total "Park" could also be argued to point against long-term demographic issues and, so far, sport access issues.

Indeed with European traffic conditions worsening by the year, and the issue of urban mobility in particular pointing towards a viable future for two-wheeled transport of all kinds, the temptation is to think that the answer to the questions about what has happened to our market, and what may still be going to happen, maybe is simple after all - don't bet on it though!

'the centre of gravity in Europe has changed'

Robin Bradley
Publisher

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New LSL catalogue

GERMAN parts and accessories specialist LSL has released what it says is the biggest catalogue in its history.

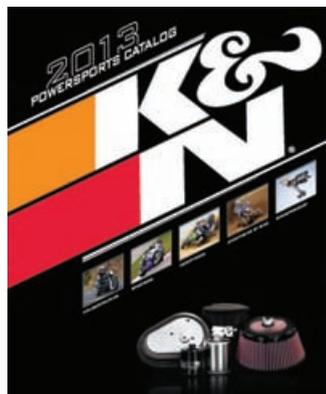
The catalogue, which runs to 108 pages, contains not only the complete LSL product range, but also a section on the manufacture of Clubman bikes and an article on a motorcycle tour through the Pyrenees.



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K&N catalogue available as download

THE 2013 edition of K&N's Powersports catalogue is now available as an electronic download in PDF format.



The 176-page catalogue contains details on the company's OE replacement High-Flow air filters, Wrench-Off oil filters, performance air intake systems, specialty air filters and filter wraps, Powerklean and Easy-To-Use cleaning and reoiling supplies, Hauler Horsepower intake systems and High-Flow air filters, K&N apparel and fanwear, and in-store merchandising and displays.

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Shanghai motorcycle component conference

IN association with Shanghai XieSheng Exhibition Co. Ltd., the China Chamber of Commerce for Motorcycles has moved to add a motorcycle component sourcing conference and Motorcycle Fair to its 2013 China International Bicycle, International E-bike and Cycling Products Exhibition programmes at the Shanghai New International Expo Center.

Scheduled for May 6th - 9th 2013, the Bicycle Fair is in its 23rd year and features 120,000 sq m of expo space, with some 1,289 exhibitors from 19 countries and nearly 90,000 visitors

from 85 regions/countries.

Focussed on strategies and opportunities for component sourcing, the new conference is being supported by Chinamotor as media partner, with former ANCMA/EICMA man Costantino Ruggiero's Milan based Showtime & More consultancy business providing European support.

Full details are available from Richard Chen (Ext 18) or Michael Yehua (Ext. 53) at
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MV Agusta doubles registrations

MV Agusta is reporting a significant increase in registrations of its three-cylinder and four-cylinder models in the first two months of the year with a 100 percent increase compared to the same months the previous year.

In Italy MV Agusta has gained a 12 percent share of the market for naked and sportsbikes with engine capacities above 570cc. Also significant is the share reached by the F3 675 model, which holds 25 percent of the middle class sportsbike segment.

The signs are positive also in Europe and the rest of the world for MV Agusta, with significant percentage growth in all categories.

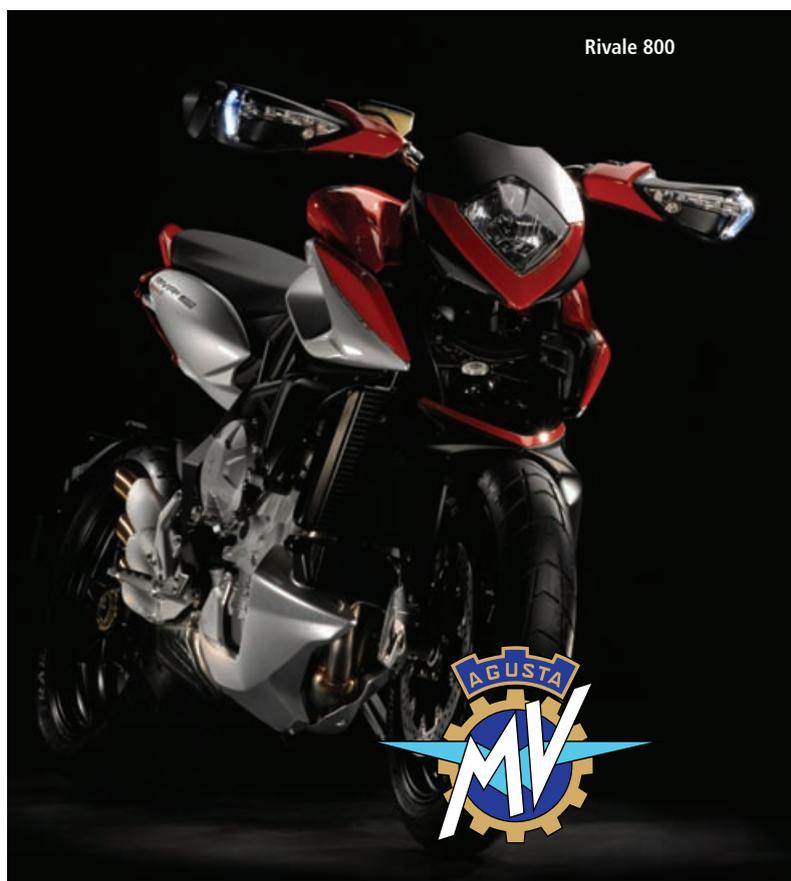
"The new year has started well for us regardless of the negative global market trend," said Giovanni

Castiglioni, President and CEO. "We are very satisfied with our results to date. I'm convinced that they will grow even further thanks to the arrival of the new Rivale 800, for which we've already received many orders. We have good reason to look forward to 2013 with optimism."

First shown at EICMA 2012, the Rivale 800 is claimed by MV Agusta to "revolutionise a market segment, interpreting technical and design concepts in a completely original way, defining new aesthetical parameters as well as performance."

Now at an advanced stage of industrialisation, the Rivale 800 will enter into production in the second semester of 2013.

www.mvagusta.it



Rivale 800

S02 electric scooter

SCUTUM has launched a new electric cargo scooter, which it is manufacturing in Barcelona.

The company, which has specialised in R&D work, has developed its own drive system for the electric scooter, which it will be offering to cars and motorcycles brands that want to enter the world of two-wheeled electrical vehicles as well as to distribution companies around the world with their own established identities.

With the S02 model, Scutum has launched what it says is the first electric cargo scooter with a complete extractable battery pack, which

powers a drive system with a 4kW motor. Additionally, the S02 includes a smart phone dock and an innovative communication system called 'remote monitoring factory connector' and



'USB-CAN' communication interface to allow simple and efficient service support.

"Only with the introduction of electric

vehicles people will trust in new technology. The companies and final customers will save money and we will walk together to a more sustainable world. It's in our hands," says Carlos Sotelo, Director General of Scutum.

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Métisse creates BMW R1200 CR-T

FOLLOWING on from the successful launch of its Classic Racer, Métisse has launched a reworked BMW R1200 R in the form of the café racer inspired CR-T.

The conversion kits for the bike were planned, designed and developed by Horst Edler, owner of German company Team Metisse. The electronics, engine and chassis are kept original from the basic Type R1200 R Classic (silver engine and frame) to guarantee the reliability and durability of the build. The carbon parts used in the build are manufactured with an autoclave system.

Alongside complete bikes, Team Métisse also offers kits for

owners of R1200 R or R1200 R Classic models who want to do their own conversions.

Métisse has also developed a luggage system for the bike that also fits its Classic Racer. Optional accessories from Métisse and BMW are also available to further customise each bike.



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Ducati reports record motorcycle deliveries

THE 'Audi Annual Press Conference' held in Ingolstadt, Germany, provided the company with an opportunity to showcase the latest details of the Ducati acquisition, including the results achieved by the company during the last year.

With Ducati experiencing continuous growth in terms of market share and production and sales volumes, 2012 has been confirmed as a record year in the history of the Italian manufacturer.

"Ducati closed 2012 with

revenues of €606 million, an increase of 16 percent compared with 2011 and a total of 44,102 motorcycles delivered to customers," declared Gabriele Del Torchio, CEO of Ducati Motor Holding. "Our growth rate has been especially impressive in the US, currently our primary-focus market, with sales up by 21 percent compared to 2011, confirming an absolutely positive trend for this country, where Ducati sales have increased consistently for the past 30 months. We are also achieving major results and important goals throughout the Far East, thanks to a marketing policy which specifically targets new and emerging markets and has returned growth in terms of market share and profits.

"With new stakeholders in the company, Ducati has never been so

solid, and these positive figures confirm the value and commitment of all the company staff and of our brand, increasingly popular, appreciated and renowned all over the world. The 2013 product range, including the new Multistrada, Hypermotard, Hyperstrada and 1199 Panigale R models, is the expression of technological excellence and the emotional impact of our products, ever-important in the current, highly competitive economic climate, perfectly complements our unmistakable, all-Italian style. Ducati is today, and will continue to be, a product-oriented company, with development and innovation as the milestones of our growth strategy."

www.ducati.com



The one stop suspension shop



This year sees Italian distributor, suspension specialist and former MX racer Giuseppe Andreani celebrating the 25th anniversary of setting up his own business in 1988 - 25 years in which the Andreani Group has not only become one of the leading distributors in Italy, but also one of Europe's most respected of 'go-to' specialists for all matters to do with motorcycle suspension. IDN publisher Robin Bradley presents the story behind the success ...

'my race career has been about taking risks and pushing the limits'



Giuseppe Andreani

Written by Robin Bradley - robin@dealer-world.com, Photos courtesy of Andreani

THE story is a classic of its kind. Passionate motocross fan becomes successful professional racer. Successful professional racer starts new career as a parts, accessory, performance and tuning specialist.

Then, 25 years later, the business is one of the most respected of its kind, not just in its home market, but throughout Europe - indeed worldwide.

"In my experience as a racer, it is all in the mind - if you feel the bike is stable, you have confidence, and when it comes to racing, confidence is king", says Giuseppe Andreani, recalling his time as a racer.

"If the bike feels good, you have the confidence to push its performance, to push your performance. Otherwise your mind tells you to slow down, to be cautious where the handling is concerned - and the most important factor in that 'feel' is the suspension."

These days the Andreani Group has 22 employees at its 1,500 sq m (16,000 sq ft) at

'I had already formed the opinion that motorcycle suspension was of critical importance'

Pesaro on Italy's Adriatic coast, 150 km south east of Bologna, the spiritual heartland of Italy's motorcycle industry.

The company has over 40,000 product numbers in its offer, with a third of sales being exports to everywhere in Europe, indeed to some 60 countries worldwide. Indeed, while company sales are stable in the difficult Italian market conditions at this time, which is a big achievement under the circumstances, their export sales have continued to grow throughout the downturn, with importers and dealers attracted to the depth of inventory and expertise that the company has.

Giuseppe started racing in 1974, with a home-built bike, and progressed quickly - by 1977 he was one of Simonini's riders and won the Italian 500cc class Championship, progressing to the Official KTM Italia team by 1980, for whom he was a regular winner.

Those wins secured him a place on the Official KTM factory 125cc WMX team, and led to the Championship after 6 races in his first season, but the sandy tracks and loose surfaces that were a new experience for him saw him finish off that debut season 6th in the World Championship.

He continued to race with KTM until 1984 when he switched to Aprilia for two years, scoring a 5th place in the World Championship, and then spent a year with Benelli before a year in the 250cc Championship with Yamaha in 1986 in the 125cc class.

By this stage he was beginning to get to a stage when he wanted to try out some of his own ideas, and spent his last season in the World Championship with Honda in the 250cc class, scoring a win in the French Grand Prix.

Despite that year also seeing him win the Italian Championship again, and scoring a second place in the Nations Trophy, there were as many lows as there were highs (among them coming near to last in Argentina!), and with thoughts already turning to what he would do after his race career at the end of that season, he started a race school, and formed his own company.

"Like anyone, my race career had been about taking risks and pushing the limits, that was all I had known my entire adult life at that stage, so it just felt logical and comfortable to carry that on into the next stage of my career, so starting out on my own, starting my own business despite any formal business training, education or experience just felt right, it felt a logical next step through which I could capitalise on my race experience", says Giuseppe.

"I had already formed the opinion that motorcycle suspension was of critical importance to race performance, so from an early stage I had paid attention."

"I learned all I could about how different set-ups could affect performance, and about how riding conditions and circumstances changed the needs that a rider has from his suspension.

"I learned that while the variables of riding conditions made suspension tuning and set-up a massive and massively complex art, I also learned

'a rider's reaction to the bike is hugely influenced by the reaction he gets from the bike'

that the technology available at any given time, in any given circumstances, dictates where an optimum balance between the theory and practicalities dictated by available components can be found.

"That is where the science of suspension technology meets the art of tuning suspension for the realities of the ride enters the equation. That balance is something that we still work hard to take into the products, services and training that we offer."

Training is a huge factor in the Andreani Group's success story - it was from the start, having embraced the concept of sharing knowledge as an instructor at the start of his commercial career, and remains so right through to today.

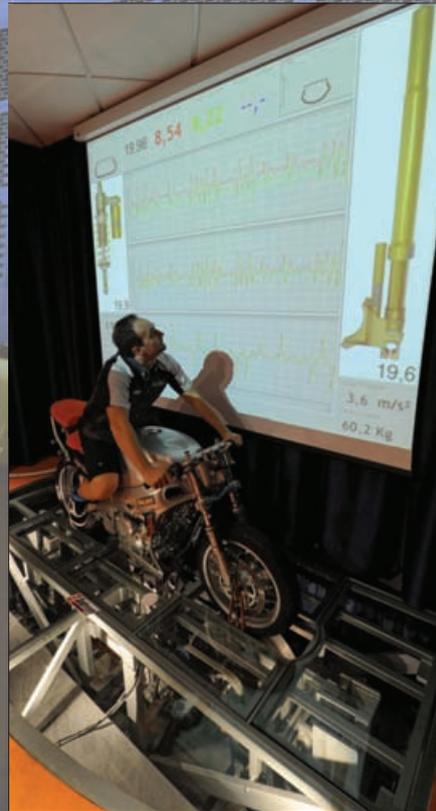
"As a racer I became convinced that a rider's reaction to the bike is hugely influenced by the reaction he or she gets from the bike, and the

suspension has always been the single most important 'feedback' mechanism the rider gets. If the suspension is working well, then the bike is working well, and that in turn means the rider will work well - the rider will be able to work the bike harder and stretch his own limits as well as those of the bike. It becomes a virtuous cycle of improvement for bike and rider", Giuseppe believes.

He started out selling and tuning WP suspension products, but quickly realized that if he wanted to be able to grow the opportunities he could offer riders and their dealers, and grow his business further, he had to be able to take a 360 degree attitude to the technology and techniques available in order to find that "balance" - to find the suspension "sweet spot" for each individual rider, each individual model, and each individual suspension set-up.

So agreement with Kayaba, Showa and Marzocchi followed quickly, and at the same time he realized that the experience he'd gained passing on race skills to riders could be purposed in the suspension industry too - training service centres and helping them to understand the functionality and tuning possibilities of the

Continued on page 11 >>>

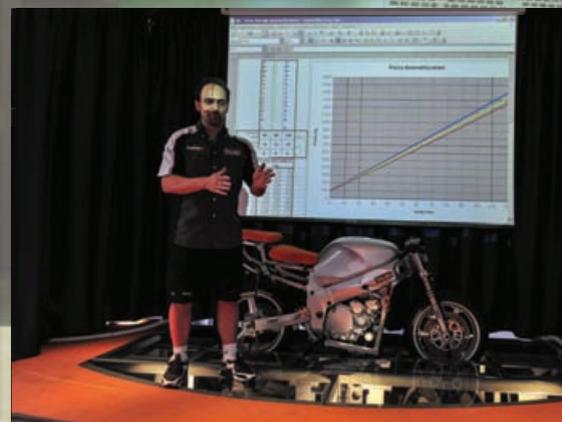


Education, experience and expertise

AFTER starting his business in 1988 Andreani used his experience as a racer and race instructor to develop one of the world's leading suspension tuition operations.

Classes combine theory with hands-on technical knowledge, and combine exploration of the principals and physics of suspension, with the specific set-ups offered by all the leading brands and styles of suspension products on the market.

The Andreani Group's 300 plus service centres and dealers can draw on a database in which over 7,000 different combinations of suspension product set-up are recorded for most popular makes and models (and many less common suspension set-ups) based on rider variables such as weight, riding experience level, and individual riding style, needs and habits.



<<< Continued from page 10

products he was selling.

These days we might refer to this as "added value" business thinking, but back then, as far as Giuseppe was concerned, it was just common sense and good business.

"We quickly developed the structure of the training we were offering into one where we show how to tune the OEM suspensions on all MX bikes and most road bikes. Once we had switched from WP to Öhlins, we were able to broaden the training to all kinds of suspensions, and we have been able to build a team of highly qualified technicians, many of whom have a similar background to mine - highly motivated ex-Championship riders coming from the MX and road race circuits.

"Alongside me they have been able not just to

'we have an advanced suspension tuning and training facility with simulator and diagnostic set-ups'

learn everything about the different types of suspensions, but through overhauling them, servicing them and tuning them we have been able to develop complete suspension set-ups and build a huge database of suspension set-ups for all kinds of bikes, riders, and riding styles.

"Nowadays we have an advanced suspension

tuning and training facility with our own diagnostic and simulator set-ups, and offer the market a complete range of specialist tools and the equipment needed, so a service centre can replicate our expertise in their own business for their own customers. It is that complete, 360 degree vision that I believe sets us apart and makes our place in the market unique.

"Every year we get many requests on how to become an Andreani Service Centre or Dealer, and the message is simple. We do not only sell the piston kits, the cartridges, the tools and the equipment, but we offer the total package, the complete service and tuning package and, of course, it is the knowledge and the techniques and the support and collaboration that we provide that is the most important thing." Giuseppe says that



With capacity for up to 50 students Andreani's 300 sq m training facility is equipped with state-of-the-art testing and demonstration equipment, including many proprietary equipment systems that have been developed by Giuseppe Andreani and his team of specialists - equipment that is available to their service centres worldwide, along with a leading programme of specialty suspension tools, many of which have also been custom designed in-house for task specific suspension work



"Our trainers are the same experienced and trained technicians who provide paddock suspension support for the race teams we work with"

the Andreani programme has eight key elements. They will help the Service Centre or dealer to increase their business - offering their customers the expertise to mount, set-up and tune the suspensions for all makes and models.

Specifically the Service Centre and dealer is able to tap-in to Andreani's tips and secrets for setting up the widest possible range of brands and products - from Öhlins, Sachs, and Showa to

The team that Giuseppe has built-up is able to bring their own experiences of MX, Superbike, Supermotard and World Championship class racing to the support, training and advice they are able to provide to their customers.

Currently the Andreani Group has more than 300 specialist suspension Service Centres that it works with in Italy, all of whom have been able to train at the Andreani facility and are able to

"And in this I think there is a lesson for the future. Of course we are always focused on seeing race success for our customers and our partners, and if there is one thing that will always be there, it is the passion for riding and racing - people will always want to ride bikes, to race them, and to enjoy them, and they will always need specialist products, services and support.

'our database has over 7,000 suspension combinations and settings'

Kayaba, Marzocchi, Paioli and WP suspensions. Their customers are able to share the 20 years of race support and experience that the Group now has, experience that is stored in a database of over 7,000 suspension settings based on the widest possible range of variables such as rider weight, style and experience/skill level.

The training that the company offers combines theory with practical - from classroom to oil under the fingernails, and is able to provide what Giuseppe believes are the most advanced and tailored facilities in the industry with over 300 sq m of tech rooms, workshops, test benches and equipment.

The Andreani tools programme is believed to be the most comprehensive specialty line-up in the industry with everything from task specific designs of hand tools and testers, to simulators, spring testers and vacuum pumps.

'our export sales are growing'

draw on the knowledge base that the Group has built-up at its own facility and across the network.

So, with 25 years of growth, success and an enviable reputation under his belt, I asked Giuseppe how he saw the future for his own business, and for the market as a whole?

"Well, of course, the market here in Italy is very difficult at this time. After strong, steady growth for so many years it has come as a shock to many in the Italian market, and there is a great deal of uncertainty about when market conditions will improve again, and when they do, what will that market be like? What will have changed?"

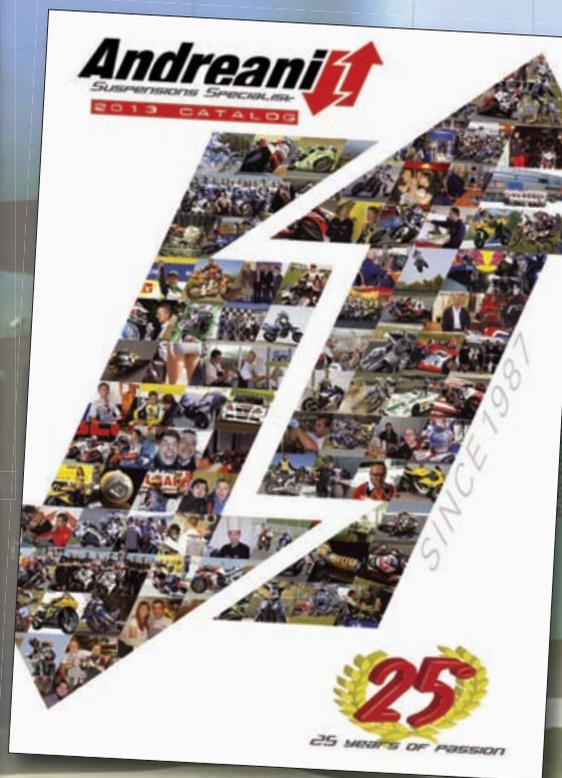
"For our part the continued growth in our exports is important of course, and even though I know that there are market difficulties elsewhere in Europe, I think that the reason our Group is still able to grow internationally is because of the broad spread of our products and services, and because of the depth of our expertise and customer service- the support we are able to provide.

'we have over 300 suspension service centres that we work with'

"In the future I think this will become even more important as riders themselves become more knowledgeable and, especially, as they become ever more demanding of their bikes and of the experience they have riding them - and therefore more demanding of the dealers and specialists they rely upon, and of the products and services they want and need".



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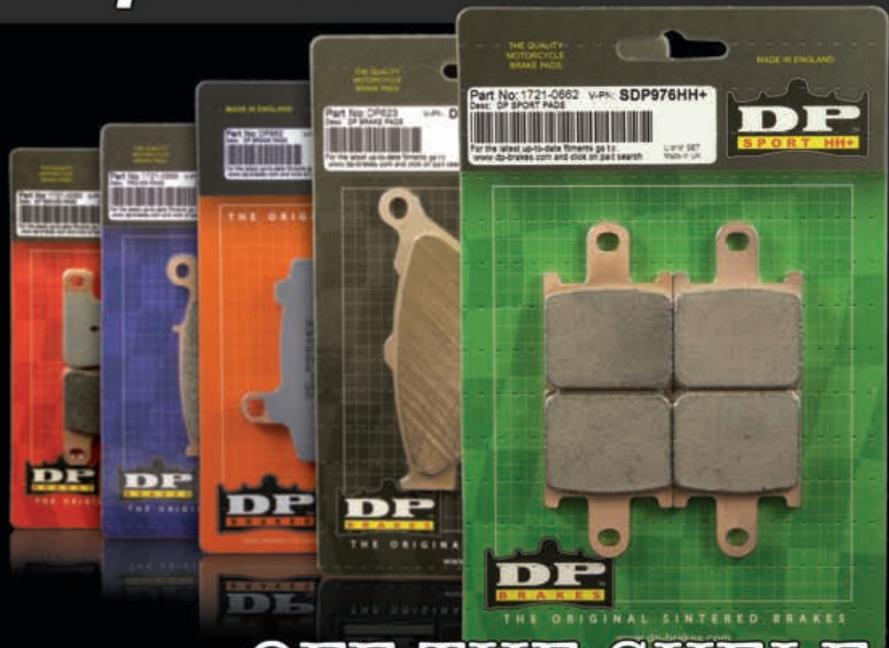
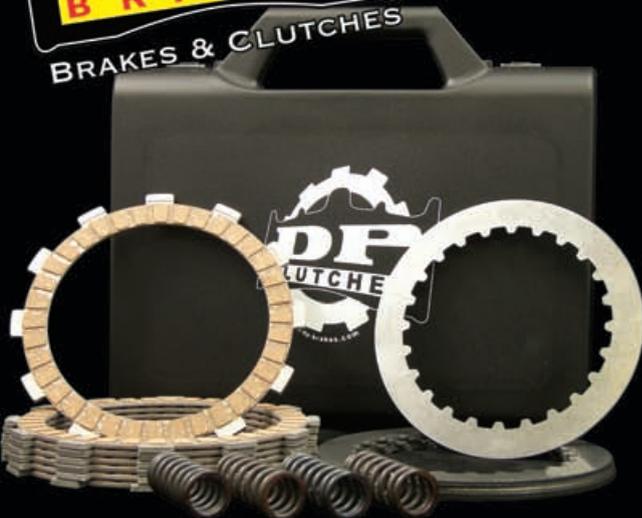
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Kobra handguard kit

SW-MOTECH'S Kobra handguard kit features guards made from polypropylene plastic to offer the maximum level of protection from the elements and stone chips. The plastic sections are integrated with a full-wrap aluminium frame for superior protection in crashes or sustained off-road riding.

A variety of mounting kits are available to allow the Kobra guards to be fitted to a wide range of motorcycles.

Optional indicators with 16 LEDs each side ensure improved visibility in traffic while being perfectly integrated within the

handguard. An optional extension is also available for extreme weather conditions, providing almost 50 percent more protection, even at the sides.

SW-MOTECH
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info@sw-motech.com
www.sw-motech.com



Puig screen for Kawasaki Z800

KAWASAKI'S Z800 is the latest bike to be able to benefit from a Puig screen.

The screen, made of 3mm thick High Impact acrylic, features a round finished edge. It also features a precise fit and mounts easily in a few minutes. Once installed it is said to reduce windblast pressure on the rider's chest.

The Puig screen fits without any modification to the bike and is available in dark smoke, light smoke, black and clear.

PUIG
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www.puig.tv



Bluetooth intercom from Givi

GIVI'S new i302B intercom offers Bluetooth mobile phone and GPS connectivity and acts as a rider-to-passenger intercom.

The i302B's launch marks the completion of the 'total GIVI' system of



helmets and GPS and smart phone holders for handlebars, which allows motorcycle or scooter riders to have hands-free use of mobile phones, listen to GPS prompts and talk to pillion passengers (when i302B is also installed in the passenger's helmet).

The i302B is universal, so it can be used with any helmet model or brand. Speakers, microphone and controls are installed using extra-strong hold Velcro strips, and spare strips are included, so switching the i302B from one helmet to another is simple. In stand-by, the charge lasts 80 hours and it recharges in two hours.

The i302B can be paired to two external Bluetooth devices (including next-generation devices), for example to a smart phone and a GPS, or one of those two and the intercom.

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Shad accessories for Honda Crosstour

SHAD has a comprehensive range of luggage options available to fit Honda's Crosstour.

The luggage range includes the company's SH50, which is a high-capacity top case with 52l capacity. Due to the case's size it is capable of holding two full face helmets plus accessories. It has a reinforced structure and features Shad's 'Smart Lock System' - an automatic retractile handle system and three-positions hermetic system. A standard extra on the case is a padded backrest for the pillion passenger, and there is a wide range of coloured covers to match the bike's colour. A light and braking lights kits are an option that can be used with the top case.

A second Shad top case, for the Crosstour, with the ability to hold two full face helmets is the SH49. Like the SH50 it has a reinforced structure and the Smart Lock System. An ergonomical backrest and a brake light are available as option for the SH49.

The ability to hold two helmets continues with the 48-litre SH48, which is the first Shad top case to offer two colour options for side reinforcements, which combine with the interchangeable covers in dark grey, titanium, metal black or the carbon.

To complement its top cases, Shad makes a range of side cases including the SH43 for the Crosstour. The SH43 cases are reinforced internally with a side metallic tray and delimiting straps. The range of interchangeable covers for the SH43 cases has recently been increased to allow users to match the



SH49



SH50



SH42



SH43



SH48

colours of their bikes.

The luggage options from Shad for the Crosstour are completed by the slightly smaller SH42 side cases which have a capacity of 42 litres, which is still enough to allow them to hold two helmets. The waterproof cases have a handle to make them easy to carry off the bike.

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www.shad.es



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Touratech accessories for new BMW R1200GS

IN time for the sales launch of the new liquid-cooled BMW R1200GS, Black Forest-based motorbike equipment specialist Touratech has become the first manufacturer to present a range of accessories for it.

The special parts being made available for the latest GS include a version of the ZEGA Pro case systems, seats in various heights and designs, a cylinder crash bar that is combined with the aluminium cylinder guards, an aluminium engine guard with plastic chain guides, a radiator guard to

protect the delicate fins from damage, auxiliary lights, 'Works' footpegs, LED headlight protector, a length- and height-adjustable brake lever, newly developed guard for the drive shaft that is now on the left, hand protectors with additional spoilers, etc.

Whether stainless steel crash bars, protectors, soft luggage solutions, nav bracket or a touring windscreen, the full range of accessories for the new BMW R1200GS is in the new Touratech catalogue. As a development partner to BMW Motorrad, Touratech CEO Herbert Schwarz was able to take the new model GS on a maiden voyage in late autumn of 2012, before the specially developed Touratech accessories underwent extensive testing on an adventure trip on the water-cooled BMW R1200GS to Madagascar.



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Scottoiler vSystem for Ducati

SCOTTOILER, the manufacturer of automatic motorcycle chain oilers, has, following the success of its dedicated kits for BMW and KTM models, extended the availability of its tailored kits to Ducati.

The Ducati kit allows the user to gain all the benefits of a Scottoiler but in the bike's distinctive colour, adding to the personalisation of the motorcycle and enhancing the discretion of the installation.

The new kit includes parts specifically tailored to suit Ducati's installation on all models from '09 onwards. The company says the Ducati kit will also fit all pre-2009 bikes and refers users to the bike specific install guides on its website.

Scottoiler Sales and Export manager Kevin Rooney



said: "Ducati is one of the most prestigious motorcycle manufacturers in the world and their bikes have been very successful both in the UK and worldwide. We are really happy that we can now offer all Ducati customers a bespoke Scottoiler kit. The system will fit the bike perfectly and with a very discreet installation will not spoil the look of a Ducati. At the same time riders can be sure that the chain and sprockets are well looked after while riding."

SCOTTOILER
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 Tel: +44 (0)141 955 1100
sales@scottoiler.com
www.scottoiler.com



LeoVince GranTurismo for Honda SH 125

LEOVINCE has developed a version of its GranTurismo CE-approved silencer for four-stroke maxi scooters for use on the Honda SH 125.

The silencer has a stainless steel conical body, which is covered by a stainless steel heatshield, and has an internally welded stainless steel end cap. A graphite bush connects the collector to the silencer to reduce vibrations and therefore lessen any breakage risk.



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Öhlins interchangeable off-road steering damper

ÖHLINS has introduced the 2.1 SD version of its off-road steering damper, which now features a new mounting system, allowing it to be transferred from one machine to another.

The redesigned SD 2.1 features high-speed damping, but gives minimum interference at low speed due to its use of precisely created components. Because of its RTC damping adjuster (Return to Center), the SD 2.1 can be used by riders inexperienced with steering damping; resistance for the rider can be minimised through opening the RTC valve. Riders searching for extra support and stability in both directions can use the RTC in a more closed position to achieve added stability.

Peter Andersson, Product Manager MC at Öhlins, says of the damper, "Our steering damper has really intrigued many riders – steering stability is so important especially for fatigue and safety and this system is important in that respect. Simon Pavey has recently used the unit in the most arduous conditions



during the Dakar Rally and he was extremely complimentary of its performance. This new for 2013 revised unit provides even more benefits and now with its interchangeable features can be transferred from one machine to another, a definite consideration in these financially conscious times."

Thanks to a redesign of the unit and by use of a series of fitting kits, the damper can be 'swapped' from one machine to another.

Fitting kits for the SD 2.1 are available for all popular MX and Enduro models including Honda CRF R and X models, Kawasaki KX and KLX, KTM EXC and SX, Suzuki RMZ, Yamaha YZ and WR, Gas Gas, Husaberg and Husqvarna ranges.

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Standard screens

International vendors continue to sign up as deadline approaches

WITH available stands at Big Bike Europe being booked at a healthy rate since the start of the year, a further update to the show floorplan has released additional exhibitor space. However, it still looks like we only have room for another 15 or so exhibitors. Even in these uncertain times for established show projects the "space all sold" signs may be going up on the first annual Big Bike Europe before the expo opens to invited trade visitors and their VIP guest riders on Friday May 10th. We anticipate publishing a 'lock-down' final show floorplan version at the end of March. Recent exhibitors to book their stands include Californian manufacturer DNA Specialty, well known for their wheels, front-end and trike conversion programs; Italian parts and accessory designer and manufacturer Rebuffini; California based parts designer Battistinis Custom Cycles; market leading filter manufacturer K&N Engineering; noted Canadian chassis engineer Rolling Thunder and world famous custom designer Arlen Ness' parts and accessory business. The vendor, dealer and rider response to the concept of a pro-grade expo dedicated solely to parts, accessories, custom, performance, tuning and workshop/service has clearly hit the motorcycle industry's 'sweet-spot' as exhibition budgets are put under ever increasing pressure to deliver results.

Show Hours

SET-UP days for the show are **Wednesday May 8th and Thursday May 9th, with 'tear-down' and move-out to be complete by midnight on Sunday May 12th.**

The Show opening hours are -

FRIDAY MAY 10TH
10:00 hrs - 17:00 hrs
SATURDAY MAY 11TH
10:00 hrs - 17:00 hrs
SUNDAY MAY 12TH
10:00 hrs - 16:00 hrs

EXPO HEADQUARTERS HOTEL

IDN has negotiated a bulk-booking room rate with the Atlantic Congress Hotel, Essen, as the exhibitor headquarters hotel. Located 400 metres from the show entrance, on the expo campus, and right by the U-Bahn station (underground train station - central Essen main station is just six stops away), rooms start from 129,00 Euro per room per night for single or double occupancy - all the rooms in the show block booking are described as Deluxe. That rate includes many items that are usually charged as extra - such as 'American-style' breakfast buffet, sales tax (VAT), and in-room WiFi internet access ... the rate includes a daily bottle of mineral water in the room, and, should you have time, free use of the hotel's spa and fitness facilities.

Rooms can either be booked through the AMD office by e-mailing Exhibitor Services Project Manager Sara Viney at sv@BigBikeEurope.com; alternatively Sara can provide you with a direct link to the BBE-branded hotel booking portal for the bulk-booking room rate.



Public Ticket Sales underway

MEMBERS of the general public can buy tickets for Saturday 11th and Sunday 12th May, admission costs 20,00 Euro a day at the door, but tickets can be pre-purchased for 15,00 Euro if bought online in advance (up to April 30th 2013). A two-day/Weekend ticket is available for 25,00 Euro if bought online in advance (only). A family ticket (for two adults and up to 4 children, minimum of 5 years of age) is available for 40,00 Euro on the door, or 35,00 Euro if purchased online in advance. No children under the age of 16 will be admitted unless accompanied by an adult.

World Championship passes the 100 bike mark with two months to go

THE exceptional response to the decision to host the World Championship of Custom Bike Building in Europe for the first time ever continues to capture the imagination of the European custom bike industry.

With two months to go, and available competition space running out fast (having already expanded the available space once already), having over a hundred bikes registered is "an unprecedented level of participation in the history of the World Championship programme," according to Championship Director Neil Blaber.

"We have 107 bikes registered from 80 competitors from 22 different countries. It is already apparent from some of the tech specs and run test videos we are seeing that we are going to be celebrating the 10th year of the World Championships with a stunning standard of custom motorcycle design and engineering."



By pure coincidence last year's World Championship winning bike was from Germany, the first German winner, and was also the first custom bike by an authorized Harley-Davidson dealer to scoop the top prize. Even spookier still, the winner, ThunderBike (Andreas Bergerforth and his team of trusty side-kicks) are based at Hamminkeln, which is practically local, being some 60km north west of Essen - making the World Championship an even greater potential draw for Essen area riders.



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The World Championship of Custom Bike Building thanks the exhibitors at Big Bike Europe for helping to make the World Championship program possible.

Some 20 percent plus of the marketing budget that they are investing in their BIG BIKE EUROPE participation is going towards the costs of staging the World Championship.

We are proud to acknowledge and thank them for the contribution they are making to the future of our industry ...



Stelvio protection from MyTech

MYTECH Accessories has introduced a range of parts for Moto Guzzi's Stelvio designed to offer impact protection for the bike in the event of a crash and increase the bike's off-road ability.

The MyTech manufactured sump guard, which is available in raw or black painted finishes, is made from 3mm aluminium, and supplied with black powder coated brackets.

Made from black powder coated, 2mm thick, 16mm diameter steel tubing, the cardan protector follows the profile of the cardan shaft to help prevent it being damaged in the event of an accident.

Clear anodised, 2mm thick aluminium is used by MyTech to make the radiator protector for the Stelvio. The same material is also used by the company for the rear brake reservoir protector.

The final piece in the MyTech range for the Moto Guzzi Stelvio is a side stand plate. Manufactured from 3mm AISI 304 stainless steel with a sandblasted finish, the plate attaches to the foot of



MyTech's sump guard for the Stelvio is supplied with black powder coated brackets



Tubular steel is used in the construction of the cardan shaft protector



The side stand foot helps keep the bike stable when it is parked on soft surfaces



The rear brake reservoir protector is made from 2mm aluminium



MyTech clear anodises the aluminium used for its Stelvio radiator protector

the side stand to increase the load bearing area and stability when it is used to hold the bike up on soft surfaces, such as sand.

MYTECH ACCESSORIES
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Tel: +39 0346 650 3260
info@mytechaccessories.it
www.mytechaccessories.it

Zard exhaust for Panigale



ZARD'S latest exhaust product is a full system for the Ducati Panigale. The 2-into-1-into-2 racing system, complete with db killer, features an underseat silencer. The exhaust is manufactured in a combination of steel and aluminium with a resin tail unit.

A second version of the exhaust is being offered by Zard, which is a full kit with a complete carbon tail section developed with the collaboration of Bursi Evolution, Italy.



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www.zardexhaust.com

Sena releases SMH10R intercom

SENA'S newest Bluetooth stereo headset and intercom is its SMH10R, which features a new shape and slimmer profile than the company's previous designs, while still offering eight hours of talk time, seven days of standby time, plus the same long range.

The Sena SMH10R utilises the latest in Bluetooth v3.0 technology and riders can make hands-free mobile phone calls, listen to stereo music or voice instructions of GPS navigations by Bluetooth wirelessly, and have intercom conversations in full duplex with up to three other riders or passengers.

"One of the most important things we do here at Sena is to listen to our customers," said Tae Kim, President and CEO of Sena Technologies. "We are very pleased with the functionality and popularity of the Sena SMH10, our first and flagship Bluetooth headset for motorcycle riders. Many riders told us they were looking for a Bluetooth headset with the

full capabilities of the SMH10, but that had a smaller and more streamlined profile. Our engineers poured over this, got the technology that comes inside the SMH10 even more streamlined and what came out is the SMH10R. I am very happy with it and we are confident our customers will be happy with it, too."

Each SMH10R comes standard with two adjustable in-helmet speakers, Velcro pads for placing the speakers, a wired microphone and an attachable boom microphone, a battery pack and the main unit, which houses the DC charging and firmware upgrade port.

SENA TECHNOLOGIES
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sales@senablueetooth.com
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SENA

New Motorex Moto Clean

MOTO Clean is the new specialist motorcycle cleaning product launched by Motorex. The successor to the company's Moto Clean 900, the new product is said to have all the benefits of its precursor but can do everything slightly, but significantly better. Because Moto Clean has a low pH value it is bio-degradable, yet at the same time offers an intense cleaning action to dissolve all kinds of dirt and stains, like insects, brake dust, or tar. Moto Clean will neither affect rubber nor chrome, plastics, or paint. Simply spray onto a cold motorcycle, let it work for a short while and rinse it off with water.



It is not only the formula that is new with Moto Clean but also the dispenser. The Moto Clean 360-degree spray ensures that with every stroke, a larger amount of cleaner is delivered from the bottle, so that the user needs to pump less often, and the continuously adjustable new atomiser creates an even finer distribution of the cleaning fluid. Additionally, thanks to a weight at the end of the suction tube, the spray flask works in any position – even upside down. Motorex Moto Clean is available in one-litre spray bottles. The fluid is ready to use but may be diluted up to 3:1 if the bike is only lightly soiled.

MOTOREX
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E-mail: info@motorex.com
www.motorex.com



Saddlemen Adventure Tour seats

ADVENTURE Tour is the latest addition to the line of Saddlemen Adventure Track seats currently available through Parts Europe.

The Adventure Tour seat has been developed for adventure riders who cover long distances and want extra comfort. In order to achieve the appropriate comfort levels, the seat combines SaddleGel, progressive density foam and uses a 'Gel Channel' design cover. Saddlemen's patented Gel Channel technology is incorporated in the seat so that the channel is not externally visible, but still provides riders with the support and perineal nerve relief needed for long saddle time. The durable marine-grade vinyl cover is not only weather-resistant, but also resists cold-cracking.

Each seat features specially sculpted foam that has been widened where the rider settles. Saddlemen's designers reshaped the seat's nose area to aid the rider in touching the ground, plus the pitch has been carefully adjusted to prevent unwanted

sliding into the fuel tank.

Integrated bag/cargo mounting points on the pillion portion of the Adventure Tour seats make for easy installation of the matching Adventure Pack luggage or other cargo.

The Adventure Tour is available in different configurations, depending on model application. Single-piece seats, two-piece seat sets or select standalone solo rider seats are available.

Optional low-profile versions are available for most models. Each seat mounts retain the original seat's height adjustment features (if equipped). Integrated bag/cargo mounting points on the pillion portion of the Adventure Tour seats make for easy installation of the matching Adventure Pack luggage or other cargo.

PARTS EUROPE
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Tel: +49 (0)6501 96550
sales@partseurope.eu
www.partseurope.eu

PARTS EUROPE



Ermax scooter screens

ERMAX now has an extensive line of aftermarket screens available to fit a selection of new scooter models.

The range includes the 10cm higher than stock High Protection windshield and Original size windshields in four colour choices for the Kymco X-Citing 400i and 500Ri. This model can also be fitted with an Ermax Sport windshield, in a choice of seven colours.

Ten cm higher High Protection windshield and Original size windshields in a range of four colours complete with fitting kit and support are available for the Sym GTS EFI Joymax 125 and 300. The Sport screen for this model is also supplied with a fitting kit and support, and there are seven colour options. The final choice of screens for the Sym is the Hyper Sport, again in seven colours and with a fitting kit and support.

Daelim's 125 S3 and S300 can be equipped with one of four colours of High Protection or Original size windshield or a Sport windshield in a choice of seven colours.

The same range of options are available for the Keeway Silverblade 125 EFI, and the line-up is completed with the Protection or Original size windshield in four different colours and the choice of seven colours for the Sport screen for the Quadro 3D 350.

Across the entire range of screens Ermax offers 16 screen printed designs.

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www.ermax-design.com



Kymco X-Citing



New BMW exhaust options from Arrow

ARROW has launched a range of exhaust systems for the BMW C600 scooter and the G650GS Sertao and F700GS motorcycles. The exhaust for the 2012 C600 is based on the company's Race-Tech silencer and available in five different versions, with a carbon or stainless steel end cap.

The silencers are street legal following European standards (Directive 97/24/EC, ch. 9), can be fitted to OE collectors and have a removable dB-killer.

The silencer options are aluminium with a stainless steel end cap, black anodised aluminium with a stainless steel end cap,

titanium with a carbon end cap, aluminium with carbon end cap, and black anodised aluminium with a carbon end cap. A racing collector kit is also available, which replaces the OE piece removing the catalytic converter, and fits both Arrow and OE silencers.

BMW's G650GS Sertao can be fitted with the same systems made for the G650GS by Arrow. Based on a Race-Tech silencer, and available in four versions (aluminium, black anodised aluminium, carbon fibre or titanium), the silencers can be fitted to original pipes by a mid-pipe. All versions



A black anodised finish is one of the options on the Arrow exhaust for the BMW G650GS Sertao

feature a carbon end cap and are street legal following European standards (Directive 97/24/EC, ch.9), and a catalytic converter kit is available, which too is street legal following 97/24/EC ch.5 Directive. For the F700GS three slip-on silencers are available, in titanium, aluminium or black anodised aluminium, street legal, and a collector kit is available too, to be fitted with Arrow silencers.



The Arrow silencer for the F700GS is available with a choice of titanium, aluminium or black anodised aluminium bodies



A carbon fibre end cap is one of the options for the latest exhaust from Arrow for the BMW C600



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Dymag's lightest ever forged aluminium wheel

DYMAG has released the lightest forged aluminium wheel it has ever manufactured. The new UP7X, which has been developed for both race and road use, is an evolution of the company's existing UP7 wheel design.

The UP7X features a reworked style with a modified spoke shape and rim design. Excess material has been removed using lightening holes on the spokes to reduce weight and to aid areas of stress to increase strength and durability.

Dymag's Managing Director, Chris Shelley, says: "Dymag has a rich racing heritage going back to the 1970s when we supplied wheels that graced the world's best Formula 1, GT, rally and motorcycle racing teams. We then successfully progressed into a leading designer and manufacturer of motorcycle racing wheels.

"Since 2010, when I bought the assets and brand

off the administrators, we have been working hard to put us back where we belong – at the heart of motorcycling. This new wheel further enhances our offer to the international race and road customer."

Not only does the UP7X offer a claimed 25 percent unsprung weight savings and Moment of Inertia (MOI) reduction of over 25 percent against OEM wheels, it is on average 7 percent lighter than its predecessor, the UP7AL.

The UP7X is available in double-sided swingarm applications in 17 x 3.5in fronts and 17 x 6in sized rears in a range of different colours. Further sizes and a single-sided swingarm version will be added later in 2013.



The UP7X is tested to JWL, BS AU 50, and DOT standards, and is legal for road use worldwide.

DYMAG RACING 
 Chippenham, Wiltshire, UK
sales@dymagsdirect.com
www.dymag.com

CNC Racing introduces parts line for Panigale

CNC Racing, which claims to be the largest manufacturer of special parts for Ducati in the world (1,395 items including colour variations), is now offering an extensive range of components for the Panigale. The Italian billet aluminium specialist now has 59 products available in a variety of colours for the Ducati superbike. The parts available range from a clutch actuator with a 26 and 28mm diameter to multi-adjustable footrests, from adjustable brake and clutch levers available in two lengths to adjustable number plate holder, tank cap



Adjustable footrests are among the range of parts machined from Ergal 7075 aluminium for the Ducati Panigale by CNC Racing

and fork and frame caps. All of the aluminium pieces by CNC Racing are machined from Ergal 7075, while the rim nuts, wheel nuts, wheel pin nut and the rim holder flange are made in grade 5 titanium. CNC Racing carbon is all made in an autoclave, and then finished, polished and varnished by hand.

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Exan X-Black exhaust for Tiger 1200 Explorer

EXAN has released a version of its trapezoidal-shaped X-Black exhaust for Triumph's Tiger 1200 Explorer. The company is offering the slip-on silencer in a choice of stainless steel, satin black steel, titanium and carbon. Said to be much lighter than the stock exhaust and offering an increase in power with a peak in the mid-range torque, the X-Black is available in racing and homologated versions with removable db killer.



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MIVV exhausts for ER-6n



MIVV has created a full exhaust system, which is street-legal and comes complete with a Suono silencer, for the 2012 Kawasaki ER-6n. The new system is said to boost mid-range torque and power. The stainless steel system from MIVV has a 2-into-1 manifold assembly, coupled to the Suono silencer. The complete package loses 4kg in weight compared with the stock system it replaces.



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Schuberth SRC-System

HELMET manufacturer Schuberth has launched its fully integrated Rider Communication System (SRC-System) for its S2 and C3 Pro helmets, which both have pre-installed antennas.

Both the S2 and C3 Pro helmets are the only helmets worldwide to have pre-installed Bluetooth and FM radio antennas, which are specifically compatible with the SRC-System. This produces an increased range of up to 700m and a claimed improvement in the reception quality of the built-in radio.

Schuberth's SRC-System allows up to three riders to communicate with each other simultaneously and supports Bluetooth-enabled peripheral devices such as mobile phones, sat navs and MP3 players. Most

functions can also be operated by voice commands.

The materials used in the construction of the system are identical to those of the standard acoustic collar on the helmets and offers the same level of comfort.



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Mustang Goldwing seat

MUSTANG'S heated seat for the Honda Goldwing, which is now in stock at MAG Europe, features an 45cm (18in) wide driver seat, which is 2.5cm (1in) lower than stock and also sits the rider back 2.5cm (1in). The nose of the seat is narrower than stock to allow the rider to more easily place their feet on the ground. The passenger seat is 45cm (18.5in) wide with a bucketed shape to eliminate sliding forward.

A fully adjustable, easily removable driver backrest is available, which is 27.5cm (11in) wide at the top and narrows to 17.5cm (7in). The passenger backrest with 'Comfort Wedge' angles the passenger's upper back



5cm (2in) more forward than stock for more vertical back support. It is sold as a complete replacement backrest.



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Engine protectors for S1000RR



GSG – Mototechnik has taken the technology it has tested on both the street and racetrack with its engine protectors for Triumph and KTM models and applied it to new engine protectors for BMW's S1000RR.

Rather than using injection moulding to create the protectors, GSG mills them from high quality plastic.

On the right side of the bike, the protection is not fixed via the engine cover bolts, as per the left, but via a central aluminium rounded head screw.

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Akrapovic for SRV 850 and GP800



AKRAPOVIC has created a stainless steel, slip-on exhaust which fits both the Aprilia SRV 850 and Gilera GP800.

The replacement muffler is said to offer an increased throttle response, peak power and torque gains, (2.3kW and 2.2Nm) respectively, and a weight reduction of 2.9kg.

The slip-on silencers include a carbon fibre end cap and carbon composite heat shield plus a welded stainless steel mounting bracket.



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www.akrapovic-exhaust.com

HRN medium bend handlebars



DOMINO has enlarged its handlebar production range with the introduction of a new bend – its patented HRN (handlebar racing naked) handlebars.

The new design of bars, which are described as being suitable for all naked bikes, is made from Ergal aluminium. The bars vary in diameter along their 814mm length and finish in a 22mm section for the controls, while the centre section is 28.5mm diameter. The Domino HRN bars are available in a choice of gold, silver, or black.

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Forcefield unveil new NeT Upgrade Armour

FORCEFIELD, the British body armour specialist, has introduced a new range of CE Level 2 armour. Designed to be used as replacement for the OE armour in motorcycle clothing with built in pockets at the elbows, shoulders and knees, the 'Forcefield NeT Upgrade Armour' is a line of flexible and breathable moulded protectors certified to the latest CE testing standards PREN1621-1 (Level 2) and is said to offer increased levels of protection over standard OE armour pieces. The NeT armour is low profile (max. thickness 9mm) and highly flexible for comfort,

while at the same time having RPT (Repeat Performance Technology), which allows it to withstand multiple impacts without a loss of performance or structural integrity for long-term protection. Forcefield's NeT Upgrade Armour is available in small (265mm length, 170mm width) and medium (295mm length, 170mm width) sizes.

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www.forcefieldbodyarmour.com



HX 144 Transformer and Vidar gloves

THE new 2-in-1 HX 144 Transformer open-face helmet from iXS is a polycarbonate helmet for many uses. Thanks to an innovative mechanism, the integrated chin bar can easily be removed, allowing the helmet to convert from full to open face, and vice versa, in seconds.

The integrated sun visor offers all-round visibility and visor graduation can easily be adjusted. Features also include a removable and washable liner, highly functional ventilation inlets at the front, and the micro-lock quick release is practical and easy to use.

The helmet is said to be quiet and hug the head perfectly and its light weight makes it comfortable to wear. It is available in white, neon-yellow



and matt black. The matt black version is created using new matt lacquering technology, NMT.

Vidar Gore-Tex X-Trafit leather gloves are technically innovative gloves that come with many extras, and features include Chamude cladding on palm and inner thumb, finger protectors are covered with Nyspan, cuff and knuckle padding, and Velcro wrist-fasteners, which prevent the gloves from slipping off.

The top-quality goatskin leather is highly abrasion-resistant, while at the same time supple, soft and lightweight. It is also water-resistant and absorbs hardly anything, which prevents the hands from getting cold and significantly speeds up the drying of the glove.

Vidar gloves come in classic black, with reflective print, which increases passive safety.



IXS/HOSTETTLER AG
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Forma Twister boots

THIS is a highly technical all purpose shoe with a sporty look made in suede leather, Cordura and synthetic material and features a personalised double-density rubber sole.

Twister is also equipped with external thermoformed and reinforced protection in the ankle and gearshift area.

Closing is by elastic laces and Velcro, and for added safety during night riding a reflective insert has been applied.

Internally Twister features personalised Drytex tubular (breathable and waterproof), moulded ankle protections and memory padding. It also features an Ultra Dual



Flex inner sole in Texon with EVA anti-shock covering, which means increased flexibility and construction in natural cotton fiber. A steel reinforcement is positioned in the lowermost area to give greater stability while riding.

The anti-bacterial, replaceable footbed features the Air Pump System and Twister is CE-approved, designed and developed in Italy and manufactured in the EU. Available in black in sizes 36 to 48, therefore also suitable for female riders.

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www.formaboos.com



Rev'It! Levante jacket

REV'IT! is catering for female riders needs with the launch of its Levante ladies' jacket. With the introduction of the Levante, Rev'It! has removed the need to choose between a waterproof or an air-mesh jacket as it features a full mesh outer shell with a removable, two-in-one waterproof thermal liner, which can be stored in the back pocket. CE-approved armour is included with the jacket at both the shoulders and elbows.



Airwave trousers.

Rev'It! also offers the Levante in a men's version.

REV'IT! SPORT INTERNATIONAL
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Tel: +31 (0)41 269 6757
info@revit.eu
www.revit.eu

Zandona Esatech shorts

ZANDONA'S Esatech shorts are protective pants designed to offer protection to the rider's sacral zone, sides and hip-femur zone.

Construction of the shorts is a mix of a fine and breathable honeycomb mesh (anti-bacterial and anti-stress) and soft plates made of a nitrile compound with hexagonal design (Esatech System), which is claimed to be able to absorb high impact energies. The plates are superimposed on a layer of E.V.C. (Evolved Viscoelastic Cells), an innovative waterproof anti-shock rubber with high performance /weight/thickness rate. Sold in black only, the shorts are available in sizes XS to XL.



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 www.zandona.net



URBAN LEGEND No 19

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KWOMAN TOP ALLY IS HER TOP CASE



The K47 Manta top case was designed for scooters but works perfectly on smaller bikes too. It features the Monolock mounting system and allows to change the top cover, among the four available colors: black, metallic grey, white and metallic red.

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In any case.

Alpinestars' Orbiter leather suit

ALPINESTARS' Orbiter leather suit has been designed for racing use and performance road riders, and as such it utilizes MotoGP and WSBK track tested protection.

The Orbiter suit is constructed from 1.3mm full-grain leather with reinforced seams to provide maximum tear resistance in the event of an impact. Further protection is offered by the use of removable, CE-certified GPR protectors in the elbows and shoulders, which feature injection molded shells and dual density foam padding. Additionally, Alpinestars race-derived, CE-approved GPR knee and shin protectors feature an internal floating attachment system to allow

customisation of protection as well as a precise garment fit while in the riding position. The snap connection system allows integration of a CE level 2-certified Bionic Race back protector, and hip protector compartments allow integration of Alpinestars CE-certified Bionic hip pads as an accessory upgrade. Replaceable Alpinestars PU Sport knee sliders incorporate Velcro for a customised and secure fit.

Rider comfort is provided by the use of Alpinestars' exclusively developed accordion leather back panel and accordion microfiber stretch inserts in key articulation points, plus extensive microfiber panels at crotch, underarms, calf and back of the knees.



A removable mesh liner features built-in stretch inserts to ensure a snug fit and is washable for extra convenience, while high-density perforations on chest, arm and leg panels offer optimum cooling performance. The suit also has a 3D mesh collar, and the cuffs and ankles feature Neoprene comfort edge for high levels of breathability and comfort.



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NexxPro partners with Swarovski

NEXXPRO has partnered with Swarovski Elements on a new helmet design. The result of the collaboration is the Luna, which features designs along its sides made up of Swarovski crystals. The positioning of the Swarovski crystals along the sides of the helmet is based on different stellar constellations, with each one having random points or stars in the constellation selected to create the final crystal design. The shell of the Luna is made from Advanced Thermo Resin, which is coated with a special anti-UV varnish finish. The anti-sweat and anti-allergenic lining is fully removable and washable. Available in black celestial or white glam, and sizes XS to XXL (53cm to 64cm), the Luna meets



and exceeds ECE R22-05 homologation. Once made available in countries such as the USA and Brazil, Luna will also comply with DOT and NBR-7471:2001 homologation requirements.

NEXXPRO
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nexx@nexxpro.com
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Alpha and Beta soft shell jackets

RUKKA'S new soft shell jackets, Alpha and Beta, are multi purpose. They can be worn as a mid layer beneath motorcycle clothing or as a casual jacket off the bike. The Alpha is a men's jacket and the Beta a women's with both made of windproof, breathable fabric.

The material used for Alpha and Beta is a three-layer laminate with a skin-friendly synthetic fabric on the inside to guide moisture quickly to the outside. The middle layer is a windproof, water repellent and highly breathable membrane. On the outside, a rugged polyester fabric is used that Rukka says will not get damaged by

backpack belts. Both jackets have three outside pockets with zippers and are available in black with orange trim or black with titan trim and sizes XS - 3XL for the Alpha, and the Beta in women's sizes 34 through 46.



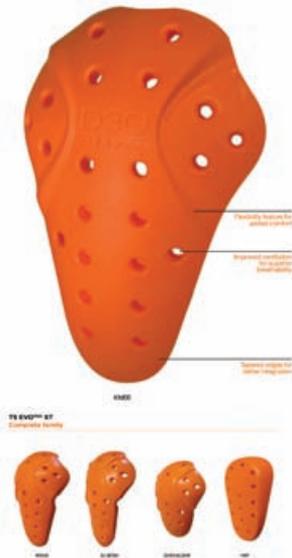
RUKKA
Lahti, FINLAND
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info@rukka.com
www.rukka.com



New generation D3O protection for Furygan

FURYGAN is introducing a new generation of D3O protectors into its products. The new T5 EVO Pro body armour passes level 2 of the new CE standard across ambient, wet and cold (-10 degrees C) conditions and passes level 1 when tested in hot conditions at 40 degrees C.

The soft and flexible protectors for hips, knees, shoulders and elbows will be fitted as standard in all Furygan's leather and textile jackets and pants (excluding the Genesis range). Said to be lightweight and breathable, the new T5 EVO Pro armour can be fitted to existing Furygan products currently equipped with D3O's T5 Pro level 1 protectors. D3O claims to be the first company to market a solution that exceeds the highest level of performance in all tests for the new standard EN1621-1. It uses a patented technology, which produces a superior shock-absorbing material. In standard conditions, the material's molecules flow freely, allowing the material to remain soft and flexible, but on impact, they lock together to absorb impact energy and reduce the force transmitted. The molecules instantly return to their flexible state.



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www.furygan.com



TWO OPPOSING POSITIONS
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The LS2 FF393 Convert has two positions thanks to its 180° swing-around chin bar, making it the perfect choice for both on the road and in the city. It is doubly certified as a modular and a jet helmet. And it has a double face shield. However, it's not double the price: only 199.99 pounds. It's half the weight as well: 1.650 grams. Everything you could ask for in a helmet, and much more.



WWW.LS2HELMETS.COM

Ariete Glamour goggles

GLAMOUR is the name given to Ariete's mid-range off-road riding goggles. The frame of the Glamour goggles, which are compatible with all Ariete accessories and spares, is made from flexible PUR, and coated with an anti-UV lacquer. Backing the frame is a triple layer of foam: a technical foam layer with closed cells, a soft

technical foam layer with open cells, and a layer of black hypo-allergenic pile in contact with the skin. The lens is clear Lexan and treated with an anti-fog and anti-scratch treatment and provided with pins to suit roll-offs or tear-offs, and offers UV-A, UV-B, UV-C 100 percent radiation protection.



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Enduro XTR by Sinisalo

AS part of its 2013 Enduro collection, Sinisalo has combined its experience in both Enduro sports and functional outdoor clothing technology, with a key piece of the collection being the Enduro XTR suit.

Available in classic black or orange, the Sinisalo Enduro XTR textile suit is described as being suitable for everything from leisurely cross-country bike hikes to extreme Enduro. Woven from 600D polyester fibre, the suit's outer shell also has reinforced sections on the knees with

1680D ballistic nylon (right) and heat resistant Kevlar panels (left), with an extra panel of 1000D polyester protecting the seat area. A Hipora membrane makes it waterproof as well as breathable, and a mesh liner ensure extra comfort. Ventilation zippers allow control of the flow of fresh air into the jacket and pants.

The XTR suit has plenty of pockets as well as back and joint protectors, while the special jacket collar allows the use of a neck brace. There are wind and water barriers on the cuffs

and leg ends as well as multiple width adjusters and stretch inserts for comfort. Additional touches include a magnet front closure on the front of the jacket and a water bag exit eyelet.



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Gear Pro boots from Stylmartin

FOLLOWING its introduction to Stylmartin's off-road range in early 2010, the Gear boot has undergone a technical overhaul. When first launched it was said to be their most versatile 4-lever boot and has now been updated and fine-tuned to the latest market demands. Some aspects were modified, most importantly the sole, which has been completely changed, using an alternative construction technique, the Goodyear welt. In terms of comfort, the interior materials have been upgraded, now featuring a breathable



polyester lining and memory foam anatomical padding, which moulds to the foot and then returns to its original shape after use. The boot is manufactured from PU in the heel/shin/calf/ankle areas and from microfiber in the "comfort areas" to ensure maximum flexibility during use. The new Gear Pro is technically and qualitatively superior and more suitable to extreme racing conditions. Improved fit, grip on the pegs and on the ground, and higher abrasion resistance have made the boot even more hard wearing.



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www.stylmartin.it



GTI wp glove from Clover

THE new GTI gloves from Clover have an Aquazone waterproof and breathable membrane and Thinsulate thermal lining, a double closure with a flap at the bottom of the glove, and an adjustable wrist strap.

Made from a mix of materials, the back of the glove is made

with Duratek 5 fabric and leather, the palm with Clarino microfiber and an anti-skid material, which also features on the forefinger and middle finger.

Elasticised inlays between fingers and a stretch fold panel on the side further add to comfort. Hand protection is also enhanced by stiff

knuckle reinforcement, padding on the palm, side and fingers and leather reinforcements.

The GTI wp gloves come in sizes from XS to 3XL and colourways are black/grey and black/black.

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INTERNATIONAL DEALER NEWS

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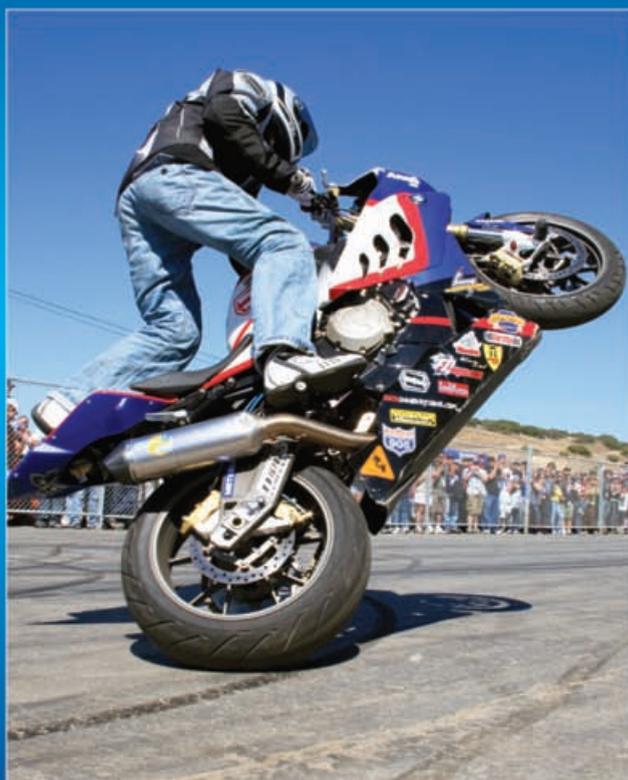
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EICMA presents new advertising campaign for 2013

THE 71st edition of the International Motorcycle Show is being promoted with the slogan 'Motorcyclists have changed'.

The show, better known as EICMA, will be held in Milan from 5 to 10 November 2013 (the first two days being reserved for media and trade).

The new strap line for EICMA has been chosen as a clear signal that aims to describe in a punctual and objective manner both the users that are nowadays a part of the urban fabric who use motorbikes and scooters to negotiate city traffic, and the entire production and supply chain of this sector. The basic consideration, which prompted the claim, stemmed from the observation of current society and

the way it has evolved: two-wheel vehicles are the ideal solution for sustainable mobility.

The choice of a female subject in the advertising image was prompted by many considerations. First of all, the fact that women use two-wheel vehicles and are an integral part of the motorcycle world, and secondarily, a desire to get across a reassuring association with motorcycles.

Safety, sense of responsibility, awareness and attention are the pillars underpinning the photograph. The presence of a child also reinforces a twofold message: nowadays, motorcyclists are people who are able to assume responsibility, on the road, for different users; and the intention

to attract the very young through projects and concrete actions which come under the heading of promoting the culture of two-wheel vehicles.

As a whole, the image deliberately includes elements and accessories that evoke the latest fashion trends: safety may be given pride of place alongside with suitable apparel, without overlooking charm and personality.

The EICMA 2013 campaign is conducted on an international scale and in different languages (besides Italian, in English, German, French and Spanish) and uses printed materials, television channels and the Internet.

www.eicma.it



EICMA

ACEM responds to 'Clean Power for Transport' package

ACEM has welcomed the 'Clean Power for Transport' package, which clearly recognizes Powered Two-Wheelers as a solution to tomorrow's energy challenges. Since the release of the White Paper on transport, ACEM has been calling for full integration in EU mobility policies of L-category vehicles (mopeds, motorcycles, scooters, tricycles and quadricycles). The Clean Power for Transport package, released by the European Commission, is aimed at facilitating the development of a single market for alternative fuels for transport in Europe. The package mainly consists of a Communication on

a European alternative fuels strategy and a Directive on the deployment of an alternative fuels infrastructure at Member State level.

Part of the implementation of the 2011 White Paper on Transport Policy, the Clean Power for Transport package recognizes that the deployment of alternative fuels is hampered by the high price of vehicles, poor consumer acceptance, and lack of recharging /refuelling infrastructure, caused by multiple market failures, while recommending the rapid implementation of the necessary actions, with market comforting targets.

ACEM has stated that it looks forward to further cooperation with the EU institutions, to ensure that the specific features of motorcycles, scooters and other vehicles belonging to the L-category are taken into account within the Clean Power for Transport Directive, consistently with current type-approval directives and, looking at tomorrow, recently published regulation on L-category type-approval (regulation 168/2013), which will apply from 2016. Jacques Compagne, ACEM



Secretary General, says: "ACEM members are at the forefront of vehicle innovation, with hybrid, electric and hydrogen vehicles already on the market or in the pipeline. In spite of the adverse economic situation, market figures show that these niche segments are growing, year on year.

"Positively inspired by CARS21 recommendations, the Clean Power for Transport package has the potential to trigger a wider market for green propulsions in Europe, stimulating R&D, and creating jobs. It now needs to be followed through, at Member State level and at EU level with a dedicated L-category vehicles focus in EU R&D funding and the European Green Vehicle Initiative."

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