

INTERNATIONAL DEALER NEWS

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JUN/JUL 2014
ISSUE #119

'International Night' to be staged on INTERMOT's Trade Visitor Day

THIS year's INTERMOT will see the return of IDN's popular 'International Night', from 18:30 to 20:00 pm on Wednesday October 1st at the Dealer Lounge Business Centre of the Koelnmesse exhibition centre.

The show is open to the media on Tuesday September 30th, with Wednesday October 1st being a Trade Day, and Thursday October 2nd to Sunday October 5th open for all visitors.

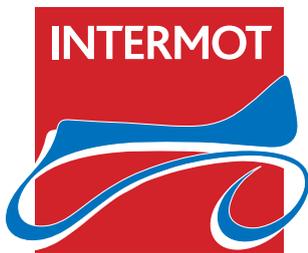
Since the move to Cologne from Munich in 2006, this is the first time that INTERMOT has promoted a specific Trade Visitor Day, with consumers only able to gain access by invitation.

Promoted by International Dealer News, and hosted by INTERMOT and the show's sponsors, International Night is unique - the only 'meet & greet' business reception specifically for industry professionals (of all kinds) and unique in the motorcycle industry.

The 'Cologne' Show has always been regarded as the world's primary

international motorcycle industry expo, and with the backing of International Dealer News this is your opportunity to meet colleagues from the industry in a relaxed environment as the show closes (at 18:00 hours) on the Trade Visitor special day.

In 2012, INTERMOT underlined its position as "the most significant



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motorcycle industry international business platform" with the number of visitors increasing to 55,000 – with a record proportion of those trade visitors (43 percent) being from outside Germany and an 8 percent increase in the number of countries

represented.

That year also saw the introduction of the Business District, which was developed to bring together a number of expo initiatives that had been developed for trade visitors in prior years.

This year it is once again located between halls 4 and 5, with the Dealer Lounge as the central meeting point.

In addition to International Dealer News the business district is being supported by other motorcycle industry trade magazines in Europe such as World of Bike and Bike und Business in Germany, British Dealer News in the UK, L'Officiel in France, Moto Dealer News (Italy) and Moto Taller (Spain).

The business district provides exclusive exhibition space for vendors who only want to meet other professionals in the international motorcycle industry and provides facilities for all kinds for professional visitors to be able to make meeting appointments away from the exhibition booths.

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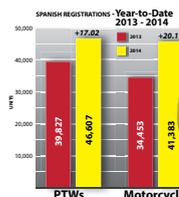
BMW Concept Roadster



Optimate
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STAT ZONE



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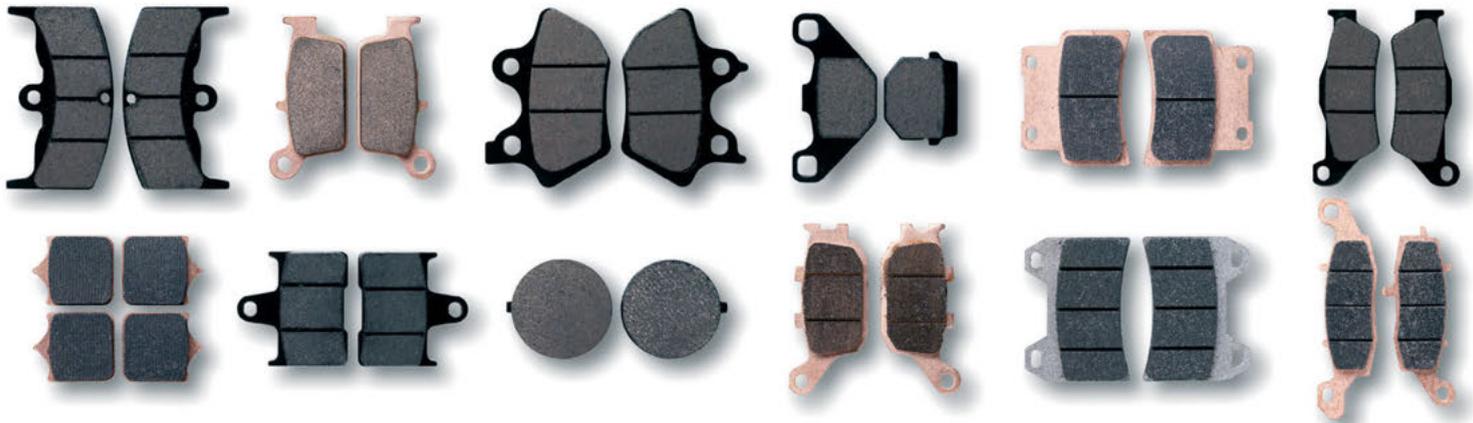
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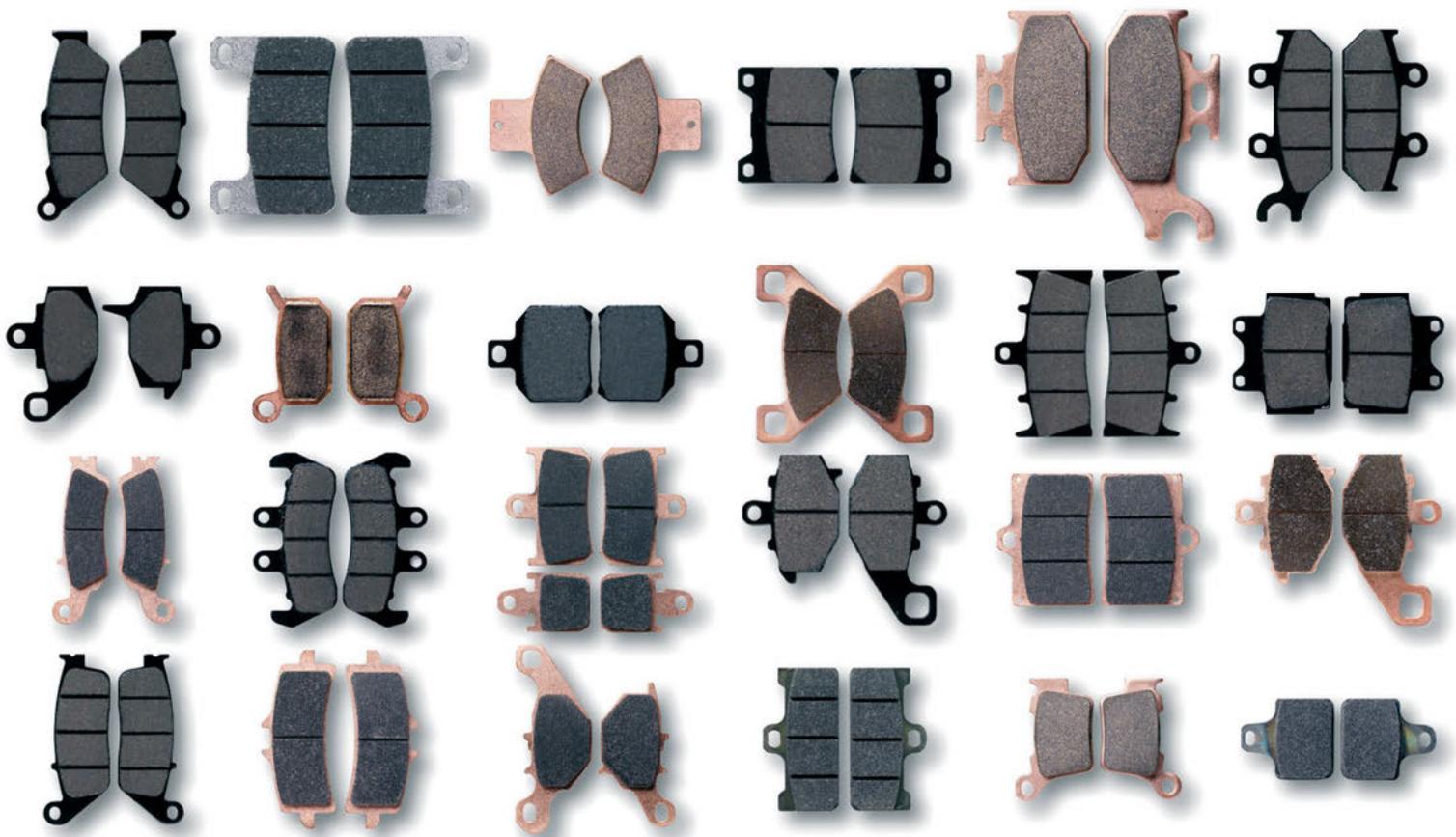


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Will Eurozone deflation kill off the recovery in new motorcycle sales after just six months?

JUST as you thought it was safe to get back into the water, the surprise fall in Eurozone inflation from 0.7 percent in April to 0.5 percent in May is a reminder that the economic recovery in the 18 nations that share the single currency remains far from robust.

Many commentators and politicians are now beginning to ring alarm bells about the possibility that Europe could be heading for a deflationary spiral that could result in negative interest rates and a moribund business climate of the kind that haunted Japan for so long.

It is widely expected that the European Central Bank (ECB) will have taken dramatic action by the time you are reading this – action that needs to be engineered to reverse a downslide into “lowflation” that will see consumers and businesses delaying spending amid expectations that prices will fall further still.

Despite the optimism being expressed by politicians and the hype that investment banks would have savers and consumers believe, a sustained recovery has yet to take hold in the Eurozone, with growth slowing to a mere 0.2 percent in the first quarter of 2014, down from 0.4 percent in the final quarter of 2013.

While economic indicators appear, broadly speaking, to suggest that underlying factors continue to move in the right direction, especially in terms of labour market statistics, nobody should think that there is recovery juggernaut in play, because analysts and economists have actually been trying to have their alarm bells heard for some nine months now.

It became apparent as early as last summer that producer price deflation in China among other places was more than a response to continued over-supply and sluggish domestic demand (in the case of China).

That deflation was being immediately exported to Europe (and elsewhere) and there were calls for the ECB to fend off the risks of deflation as long ago as August 2013.

However, as is so often the case with “inconvenient truths”, those calls went unheeded by a European political elite that has been desperate to paint the pavements gold in advance of electoral judgements that would see them being forced to take responsibility for years or even decades of

inaction and lack of foresight.

Fast forward to May 2014 and those votes have not gone in the way that the established generation of political leaders would have hoped and we are now faced, in the case of the European Parliament, with the prospect that Europe’s levers of influence are now going to be pulled by the least economically educated generation of so-called politicians ever seen.

Just at the time when Europe needs more than ever to be able to get smart, it looks like we’re just going to get small again.

At least from our point of view the electorate in The Netherlands had the good sense to elect Wim van de Camp for another year into the Parliament, so we will continue to benefit from the realism that he has stamped on EU Parliament and Commission negotiations in matters that affect the PTW industry.

Economically, the risks faced currently will have very different manifestations to those of a ‘conventional’ recession in that we will be faced with a long-term period of economic stagnation.

The motorcycle parts and accessory aftermarket in theory would see its sales increase as, again, fewer consumers buy new machines. However, that was also the conventional wisdom as we entered recession in 2008, and we all know how that ended.

As ever, the one primary USP that the motorcycle industry can cling onto is the passion for riding two wheels and the economic, urban and environmental advantages that two-wheeled transport continues to have in its favour.

After six months in which new motorcycle sales statistics appear to have finally shown that we are starting to see genuine and sustainable growth, it is to be hoped that the impacts of a deflationary spiral can be averted and growth sustained.

“action needed to reverse downslide into ‘lowflation’”

Robin Bradley
Publisher

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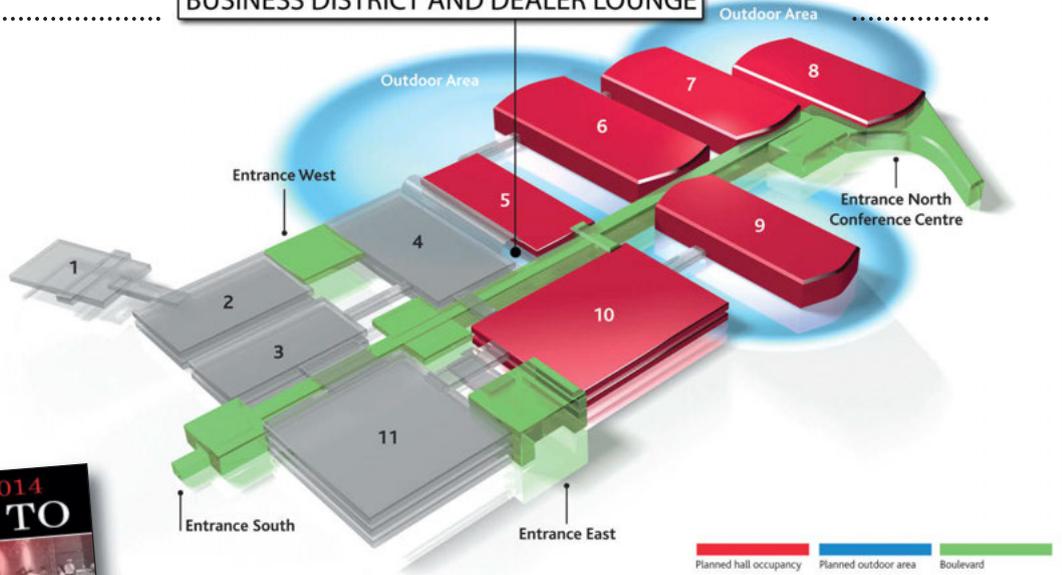
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<<< Continued from Cover

Additional trade initiatives operated by INTERMOT include the Dealer Card, which provides show access privileges and the online Matchmaking365 service, which is an expo visit experience optimiser – it enables trade visitors to gain an overview of the suppliers of selected product groups in the run-up to the fair, establish valuable business contacts and place targeted requests.

Matchmaking365 is a free of charge, time-saving service



To get your invitation to the free of charge IDN International Night at INTERMOT (18:30 hours Wednesday Oct 1st) just email Sara Viney (sara@dealer-world.com)



that helps trade visitors maximise the benefits of their visit.

This year sees the international motorcycle industry celebrate the 50th anniversary of its expo involvement with the city of Cologne, and highlights and a timeline from past shows will be showcased along with an "old timer" exhibition.

www.intermot-cologne.com



New Secretary General for ACEM

THE European Association of Motorcycle Manufacturers (ACEM) has announced the retirement of 10-year Secretary General Jacques Compagne (61), and the appointment of Antonio Perlot as its new Secretary General, with effect from 1st May 2014. Compagne has seen a remarkable period in his 10 years - 10 years in which the regulatory and downturn challenges have been immense, but 10 years in which the status and influence of ACEM as a Brussels based advocate for the interests of the motorcycle industry has grown massively. His experience will not be lost to the industry though as on retirement he will take on the role of Senior Advisor to the ACEM Secretary General and Executive Committee. Antonio Perlot (43) is an Italian-Swedish national who has substantial experience in the

motorcycle sector and EU interest representation. He has been ACEM Public Affairs Manager since 2006, advising the industry on public and regulatory affairs. Between 2001 and 2006, he worked for the Federation of European Motorcyclists' Associations (FEMA), first as Campaigns Officer, then as Secretary General. Prior to that, he worked as an EU public affairs consultant representing clients from different industry sectors and, before then, in the NGO sector. Mr. Perlot holds a degree in Political Science (specialisation in European integration) from La Sapienza University, Rome, Italy, and a Master's Degree in Diplomatic Studies (International Relations,



International and EU Law, Economic policy) from SIOI, Rome, Italy. Commenting on his appointment, Mr Perlot said: "It is a great honour to be given the opportunity to serve as ACEM Secretary General. Having worked together with Jacques Compagne for the last eight years, being trusted with his professional legacy is a positive and motivating challenge. With the support of the Secretariat, I am looking forward to continue representing the motorcycle industry and developing further the ACEM presence at EU level". Stephan Schaller, President of ACEM and President of BMW Motorrad, stated: "I am delighted to announce the appointment of Mr. Perlot as the next Secretary General of ACEM. He has a great depth of knowledge and proven



experience in the sector. I am confident that he will build upon the remarkable work of Mr. Compagne, who during the last 10 years has successfully led and turned ACEM into the effective association it is today. On behalf of all ACEM members, I would like to express our highest appreciation and wish him all the best for this new chapter in life".

Harley shipments up 11 % internationally

HARLEY dealers worldwide sold 57,415 new Harley-Davidson motorcycles in the first quarter of 2014, up 5.8 percent from the 54,254 shipped in the first quarter of 2013. U.S. dealers sold 35,730 units, up 3.0 percent (34,706 in the 1st quarter of 2013).

In international markets, dealers sold 21,685 new Harley-Davidson motorcycles during the first quarter, up 10.9% (compared to 19,548 motorcycles in the first three months of 2013), with sales said to be up 20.5% in the Asia Pacific region, 8.2% in the

EMEA region (Europe, Middle East and Africa), and 8.9% in Latin American markets. Canada was down by -2.4%.

Polk/IHS research data for 2013 saw Harley post a sixth consecutive year as the number-one seller of new on-road motorcycles in the US to young adults (age 18-34), women, African-Americans and Hispanics (Harley's "outreach" customers) and Caucasian men age 35-plus (which Harley describes as "core" customers) - both in terms of their 'in-class' 601cc-plus displacement market and across all engine size bands.

The Company says that compared to 2012 it grew its U.S. market share and also increased its share gap to the nearest competitor in each of these segments.



Revenue from motorcycles grew 13.1% to \$1.31 billion (\$1.15 billion in Q1 2013) - the Company says it shipped 80,682 motorcycles to dealers and distributors worldwide during the quarter, which it says was "in line with guidance and a 7.3% increase compared to shipments of 75,222 motorcycles in the year-ago period".

Revenue from motorcycle parts and accessories was \$198.1 million during the quarter, up 7.7%, and revenue from general merchandise, which includes

Launched towards the end of their first quarter and still not yet fully available to dealers, Harley's new 750 and 500 cc street models are designed to further accelerate brand outreach

MotorClothes apparel and accessories, was \$64.1 million, down 11.1%, compared to the year-ago period.

Harley-Davidson says it continues to expect to ship 279,000 to 284,000 motorcycles to dealers and distributors worldwide in 2014, an approximate 7% to 9% increase from 2013.



Umberto Borile, President of Borile Motociclette, with the company's newest model the B500 Ricki

Borile B500 Ricki

BORILE Motociclette has announced the launch of its B500 Ricki, a limited edition scrambler model hand-made by Umberto Borile. Founded in 1988 by Umberto Borile, Borile Motociclette is a small volume motorcycle manufacturer based in Vò Euganeo, Italy, and this latest model is built around a

Borile specification GM engine, which was originally developed for speedway racing. Housed in a frame built from 7020 aluminium, the motor is backed by a classic Norton four-speed gearbox with a dry clutch driven by a toothed belt. The B500 Ricki rolls on spoked wheels; 3 x 21in front and 4.5 x 18in rear. The mudguards and tank that make up the minimal bodywork on the bike are hand beaten from

aluminium and left raw. The launch of the B500 brings the range of motorcycles available from Borile Motociclette up to six, with the selection covering both off-road and cafe racer models.

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Sportec M7 RR offers improved milage

METZELER has introduced a new supersport tyre – Sportec M7 RR, which it claims offers the highest levels of handling and safety, even on wet, rough and dirty asphalt.

Introduced to replace the existing Sportec M5 Interact, the new Sportec M7 RR is said to offer up to 20 percent greater mileage.

Metzeler's Sportec M7 RR's tread features a groove layout designed to provide grip in the dry, while at the same time offering water drainage and excellent cornering stability. To achieve this the longitudinal grooves are interrupted by elements of the compound to improve the stability of

the tread, the regularity of wear and increase the thrusts in acceleration. These elements are also said to contribute to maintaining the grooves well open when the tyre is in contact with the road to drain water.

In the lateral grooves, the depth decreases gradually toward the shoulder area to increase the compactness and the lateral thrust when cornering at maximum lean angle in the dry; their width, on the contrary, increases toward the shoulder area to ensure an effective drainage of the water at a high angle of bend.

Metzeler has developed a new



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range of compounds for use in the Sportec M7 RR. The front tyre is mono compound with 100 percent silica. The rear is dual compound, where the shoulder has a 100 percent silica to provide chemical grip on both dry and wet surfaces, supported by a harder compound in the substrate for high levels of stability and cornering precision.

The radial carcass of the new tyre is composed of a special version in rayon. The structure is claimed to be

much more rigid and able to maintain its shape under conditions of greater stress and deformation from the load, and above the radial structure is a 0-degree steel belt with Metzeler's 'Interact' technology with different tension zones that offers a progressive behaviour at every lean angle.

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BMW Concept Roadster

BMW still shows no signs of retiring its characteristic boxer-twin engine - it features as the power-plant in another new concept bike design, unveiled at the Concorso d'Eleganza Villa d'Este, Lake Como, Italy, in May. The Concept Roadster takes a different styling direction to the well received R Nine T that went into production as an anniversary special last year, and both represent different offers to the "Harley Beater" LowRide concept unveiled by

former design chief David Robb at EICMA four or five years ago. Ola Stenegard, the current Head of Vehicle Design BMW Motorrad says of the Concept Roadster that "it is exciting to look and at least as exciting to ride." Citing the "the interplay between the fuel tank, seat and radiator" as being "modelled to perfection in flowing style" it certainly has plenty of urban ergonomic credentials and design ideas, but is clearly aimed at a younger wheelie

popping hooligan torque-beast market for which the BMW brand would be an alien concept, rather than the riding-demographic mid-point at which the BMW brand is generally to be found. As such this iteration of Roadster thinking is a robust Concept, and another tick in BMW's box as they continue to back brand value reinvention with convincing design and engineering solutions - a street-wise minimalist street fighting beemer for the stunting generation.

Based on a tubular space frame with single sided swingarm, the power from the 1,170cc 125hp twin makes it the rear wheel via a Paralever cardan shaft drive, and the self-supporting, aluminium seat/tail section is machined as a one-piece unit. While the Brembo brakes are likely to feature on the final version (if this concept is to make it as far as production) the Concept Roadster's near race-spec Ohlins suspension is unlikely to be offered as standard at an entry-level price-point, and while the stylized



exhaust collector and upswept single megaphone look true-to-concept, even BMWs engineers may struggle to get that design configuration through emissions testing and noise controls.

www.bmwgroup.com



Mitas for FIM Speedway GPs

MITAS, the Czech Republic-based tyre manufacturer, has signed a multi-year contract with BSI Speedway, the promoters of the FIM Speedway Grand Prix, to be the official tyre supplier and associate sponsor of the World Championship Series.

Andrew Mabin, Mitas' Marketing and Sales Director, said: "Mitas' association with speedway spans over 67 years since we began manufacturing specialist tyres for the sport, back in 1947. Over the years we have been

dedicated to the development and support of the speedway discipline and look forward to continuing this work over the coming years."

In 2014, Mitas renewed its FIM certificate for both the SW-07 and SW-09 speedway tyres. The FIM certificate, issued by the governing body, is to confirm that the named tyres have met or exceeded the requirements of the FIM certification programme, and the certification is valid until the end of 2017.



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World Champs entry forms available online

THE official entry form, rules and class definitions for the 2014 AMD World Championship of Custom Bike Building are now available online.

Being staged at INTERMOT for the first time, in Cologne, Germany, from September 30th to October 5th 2014, 'Early Bird' competitors can scoop a €100,00 entry fee discount - bikes entered prior to June 30th will be able to enter for €100,00 (fee exemptions apply to 2013-14 Affiliate Show winners and previous World Championship

prize winners). All competitors also receive the AMD World Championship 2014 special edition 'Competitor Logo' for use in all their own advertising, marketing, print, website and social media activity, in addition to a free of charge studio-grade photo-shoot set of pictures of their bike. There will be five classes at the AMD World Championship in 2014 - the now traditional and highly acclaimed **FreeStyle class** from which the 11th annual AMD World Champion Custom

Bike Builder will be chosen, plus four further classes to recognise specific sectors of the custom motorcycle market.

The **Retro/Modified Class** will showcase customs based on engines manufactured before 1984.

The **Modified Harley-Davidson Class** will feature stock frame geometry customs with engines (minimum stock cases) from 1984 and up.

The **Street Performance Class** will showcase custom design and engineering work where the primary objective is to improve the performance and handling of streetable customs. All new for 2014, a **Cafe Racer Class** for 50s/60s inspired road race bikes.

A change from previous years is that no run-testing will take place at the event itself, so video evidence of each bike being ridden must be submitted prior to arrival at the Cologne Exhibition Centre (Koeln Messe) on Monday September 29th (set-up day) for the bike to be eligible to win a prize.



For further information or for any clarifications contact the World Championship program Director Neil Blaber at neil@amdchampionship.com To enter, follow this link: www.amdchampionship.com/worldchamps



Polaris' first factory in Europe



PANATTONI Europe, a leading industrial property developer, has completed the first European factory for Polaris Industries Inc. The 33,000 sqm facility (355,000 sq ft) was built in Opole, at the Wałbrzych Special Economic Zone Invest-Park in Poland. Production of vehicles is expected to commence as early as September. The production hall takes up 25,600 sqm of the facility (275,000 sq ft), the rest being warehousing and offices; construction work started at the

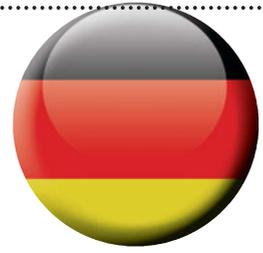
beginning of August 2013. "This is the manufacturer's first European factory. Up to 25 thousand quads and small all-terrain vehicles per year will be made for delivery to Europe,

Middle East and Russia. Some 350 jobs will be created initially, with that number expected to grow in the future", said Boguslaw Dawiec, Plant Manager.

"Our Opole, Poland, plant is right on schedule for start up later this year", Polaris President and COO Bennett Morgan said during Polaris' first-quarter conference call in April.



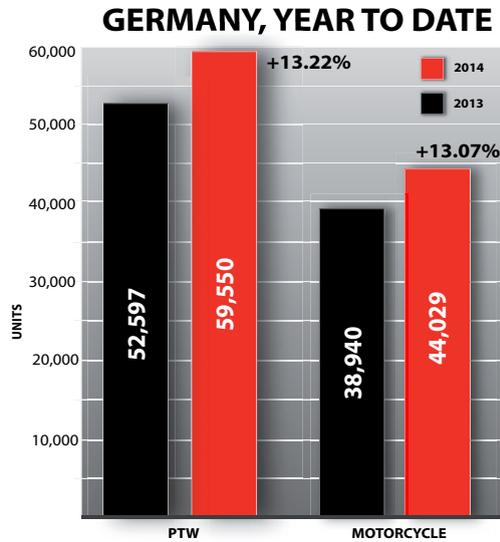
German motorcycle registrations up over 13% for first four months of 2014



FOR the first time since September last year, and only the eighth time since January 2012, motorcycle registrations in Germany were down in April.

At -3.76 percent (15,412 units) the variance over April 2013 (which was itself over 26 percent up on April 2012) industry analysts are saying that this is likely to be as a result of Easter timing, and that the March market in Germany included some boost as a result of changed Easter timing.

For the year to date, German motorcycle registrations are running at 13.07 percent up, on volume of 44,029 units (compared to 38,940 units for the first four



months of 2013).

The picture in Germany is broadly similar for lower cc models, with total PTW registrations falling by -3.72 percent (21,175 units), but the total for the first four months of the year (59,550 units) shows the total PTW market in Germany running at 13.22 percent up.

As previously report in MotoWEEK and International Dealer News, most of Europe's major markets have now returned to growth in both motorcycle and total PTW terms, but while growth remains low and inflation higher than ECB targets in the Euro zone, it will still take some time for the macro economic recovery to translate into stability.

Growth continues in the UK

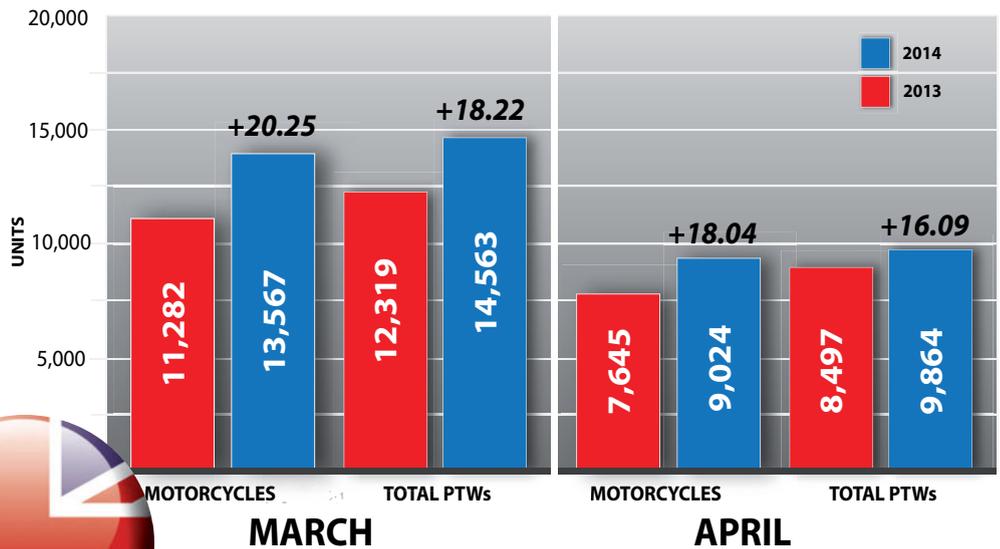
MOTORCYCLE registrations have continued their upward trend in the UK in April with 18.04 percent growth (9,024 units) compared to April 2013 (7,645 units).

April was the tenth month of motorcycle registration growth seen in the last 12 months (July 2013 was only off by -0.51 percent, with February this year down by -11.04 percent due to poor weather). For the year-to-date, the UK is up by 15.97 percent at 29,445 units compared to 25,390 for the first four months of 2013.

At the present rate of growth, the UK could see new motorcycle sales edging towards the 100,000 unit mark by the end of this year, if the current trend continues. Last year, the UK motorcycle market grew by 1.16 percent compared to 2012 (81,180 units), having grown by 1.07 percent to 80,251 units in 2012, which means that the UK motorcycle market had been stable for four



UK: MARCH, APRIL 2014



years following the 95,000 units sold in 2009.

The small cc market in the UK remains low in terms of volume (approximately 3,000 units for

the year-to-date). In total PTW terms, the UK was up by 16.09 percent in April (up by 18.22 percent in March) and is up by 13.66 percent for the year-to-date at 32,470 units in total.

Japanese export growth slows in April

JAPANESE motorcycle manufacturer exports to Europe slowed down in April, with exports of 250cc+ machines up by 1.5 percent (13,847 units) after being up by 19.5 percent (19,179 units) in March. This means that motorcycle exports to Europe by the Big Four Japanese manufacturers have shown growth for

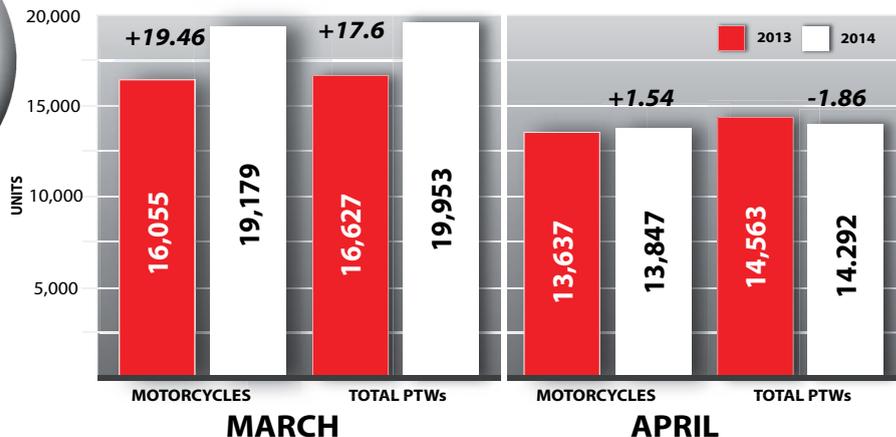
seven straight months. In 2013 annual 250cc+ exports of 130,455 were down from the 147,377 seen in 2012, but the final three months of last year and the first three months of 2014 have seen strong monthly growth percentages. In total PTW terms, exports to Europe were actually down a little in April, at -1.9

percent (14,292 units), also following six months of strong growth. Total PTW Japanese manufacturer exports to Europe were 147,965 in 2013, and 163,533 in 2012; a long way down from the peak of 663,662 total PTW imports from Japan in 1999 (motorcycle imports from Japan in 1999 448,051 units).

While it remains to be seen what macro-economic impacts lie ahead for Europe in the context of the increasing concerns surrounding deflationary pressures, it is to be hoped that these latest Japanese manufacturer statistics do not contradict prior analyst forecasts that their dealers have seen nine years of decline stabilising.



JAPANESE EXPORTS IN EUROPE: MARCH, APRIL 2014



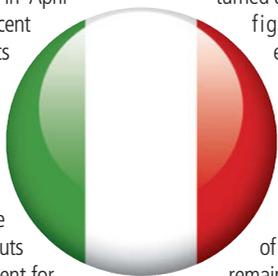
Italian market sees third month of growth

FOR the first time since the downturn started to bite, the Italian market has seen motorcycle sales grow for three consecutive months.

In April this year, sales were up by 8.95 percent at 20,198 units (from 18,539 units in April 2013), having been up by 28.91 percent in March this year (17,997 units compared to 13,961 in March 2013), and, as previously reported, up by 10.25 percent in February.

For the year-to-date, motorcycle sales in Italy have totalled 56,547 units (compared to 50,649 for the first four months of 2013), which puts the market up a total of 11.64 percent for the first four months of the year.

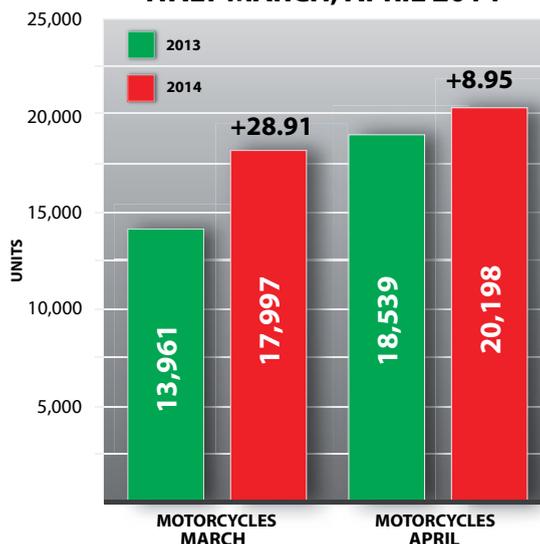
Like many others, the Italian market started to see the rate of decline in new motorcycle sales bottom out



in September last year, and while the historically most important months in Italy (May, June and July) will determine whether or not the market there really has turned a corner, the March and April figures are particularly encouraging.

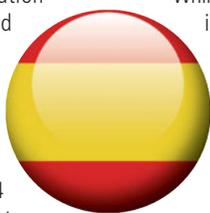
In 2013, sales were down by 25.5 percent for the full year, following a 19.04 percent decline in 2012. If the market continues to see an average monthly growth of around 10 percent for the remainder of the year, then Italy's motorcycle sales will have recovered from last year's 153,863 units to something in the region of 170,000 units.

ITALY MARCH, APRIL 2014



Spanish market continues upward trend

SPANISH motorcycle trade association ANESDOR has released motorcycle and moped registration data for April and May this year that shows the growth trend in Spain first seen late last year continuing. Motorcycle registrations in Spain in April were up by 17.8 percent (9,807 units, from 8,337 in April 2013), and up by 14.4 percent (to 11,126 units) in May, with year-to-date market performance up 20.1 percent at 41,383 units from the 34,453 seen for the first five months of 2013.



While the (surprisingly) small moped market in Spain remains sluggish (-3.3 percent for the first five months of this year at 5,031 units), there was growth of 6 percent in May.

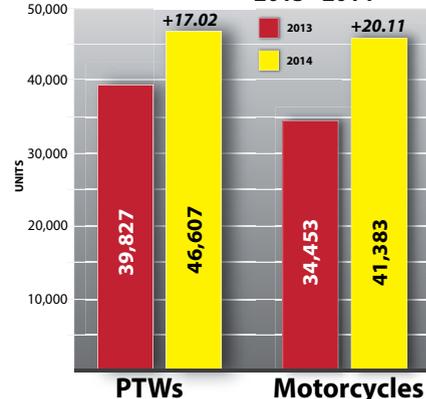
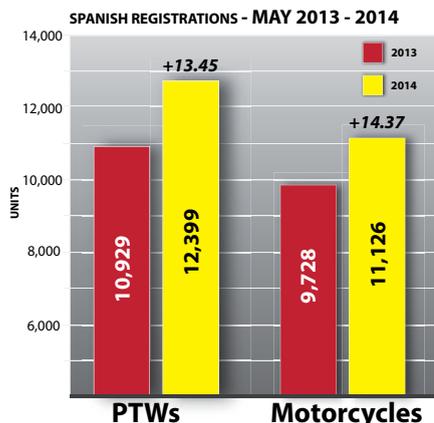
The total PTW registration figures for Spain therefore reflect the strength of motorcycle sales with April being 12.9 percent up on April of 2013 (at 10,765 units), and May being 13.5 percent up at 12,399 units.

For the year-to-date, total PTW registrations are up 17.0 percent at 46,607 units (compared to 39,827 for the first five months of 2013).

Jose Maria Riano, Secretary General of ANESDOR, said that "the motorcycle market continued to improve in April, and that growth has been sustained through May as the most important sales months of the year in Spain. The main reason is the improved economic situation, but better weather so far this year has also played a part.

"ANESDOR also believes that the time, cost and emissions savings offered by PTWs as a favourable urban transport solution are positive messages that are gaining increasing recognition with consumers in

SPANISH REGISTRATIONS - Year-to-Date 2013 - 2014



Spain, and as a trade association we plan to market these advantages heavily in the coming months." ANESDOR is marketing the advantages of motorcycles as a "5 star solution" – pointing to their five primary advantages ... up to 70 percent reduction in travel time, ease of parking, cost savings compared to automotive solutions, lower fuel consumption with greater energy efficiency and reduced emissions.

BMW continues to see double-digit growth and achieves new all-time high in April

After achieving record sales during its first quarter of 2014, BMW Motorrad says it "remains firmly on course for success" with sales in April up by 12 percent on April 2013 at 16,344 units (14,587 in April 2013). BMW says that makes April 2014 "the most successful month ever in the history of the company. All in all, BMW Motorrad has supplied 45,063 (previous year 39,319 units) vehicles to customers since the beginning of the year (compared to 39,319 units in the first four months of 2013), and 14.6 percent (5,744 vehicles) up for the year so far". Heiner Faust, BMW Motorrad Head of Sales and Marketing, said that "we have been able to build very successfully on the momentum of an excellent season start. We have seen double-digit growth every month since the start of the year. Sales results in April even surpassed the existing record of March this year, making it the best month ever for BMW Motorrad".

The company went on to say

that "this has been achieved on the basis of ongoing stable market developments worldwide. In Europe (not including Germany) BMW Motorrad had supplied 2,841 vehicles more as of April than in the first four months of the previous year. In Germany, sales are 672 units above the previous year's level. BMW Motorrad is also seeing impressive growth in the USA and Asia".

The new R 1200 GS remains the top-selling model with 9,826 units sold. The new R 1200 GS Adventure (5,440 units as of April), the new R 1200 RT (3,760 units as of April) and the newcomers in the BMW



BMW expect their records sales performance for the year so far to be boosted further from May onwards as the new C evolution electric maxi scooter hits showrooms



model programme R nineT (2,024 units as of April) and S 1000 R (1,679 as of April) are also seeing "very strong demand", according to the company. Heiner Faust went on to say that "the excellent sales results mean we are very confident in terms of how the season will develop. Demand for our newly launched Boxer and S series

models is especially pleasing. We have started supplying the BMW C evolution this month (from May 2nd 2014), and after initial test rides, the world's first electrically powered maxi scooter in the premium segment has received excellent reviews from the media - we are very much looking forward to the response from our customers in Europe".

Alpha Technik to be Bitubo Suspension technical consulting centre for Europe



ALPHA Technik have been the Bitubo Suspension importer for Germany since 1994 and as a result of that 20 year collaboration have now become Bitubo's technical consulting centre for Europe.

The partnership consists of development and customisation of suspension set-ups for race teams, retailers and end users as well as service of Bitubo products.

Alpha Technik has a track record of providing suspension support for many of the biggest factory race teams in the

world and is equipped with the latest available technology, which means Bitubo will certify that set-ups and service undertaken by Alpha Technik meet Bitubo's own internal procedures.

Gianni Mardollo, owner of Bitubo, said that "the long relationship that we have had with Alpha Technik has been excellent for both of us, and this new arrangement is a logical extension of the relationship that already exists between our R&D departments and development of ABE homologations".

BITUBO
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 Tel: +39 0499 903 475
info@bitubo.com
www.bitubo.com



Gianni Mardollo - owner of Bitubo Race Suspension



Alternative fuels Directive

ACEM, the Brussels based motorcycle industry trade association for Europe, has welcomed the European Parliament vote on the Directive on the deployment of alternative fuels - describing it as "a first step towards common standards", but say that "much remains to be done".

"The motorcycle industry is particularly pleased that the final text responds to ACEM's views regarding the inclusion of L-category vehicles (mopeds, motorcycles, tricycles and quadricycles) and the need for a technology-neutral approach that does not favour any alternative fuel over the other.

"The industry also welcomes the recognition that L-category vehicles running on alternative fuels have the potential to contribute to meeting the EU's ambitious climate and energy targets for 2020".

ACEM went on to say that while most L-category vehicles are well suited for electric power, due to their intrinsic characteristics of being small, light and specialised, vehicles running on alternative, low emissions fuels such as electricity and hydrogen still represent a low share of the L-category fleet.

"Increasing the availability of public charging points could change this situation and facilitate the deployment of L-category vehicles powered by alternative fuels, particularly in urban and suburban areas.

"The adoption of common standards for electric chargers is of paramount importance for the industry. The standards currently being prepared by CEN/CENELEC under Mandate M/468 of the European Commission should ensure European-wide interoperability and guarantee the required safety and security level for the consumer".

CEN (the European Committee for Standardisation) and CENELEC (the European Committee for Electrotechnical Standardisation) are two of the three primary officially recognised European Standardisation Organisations that develop and agree the safety and quality standards for consumer products.

"ACEM strongly believes that recharging points for L-category vehicles should be equipped with connectors of Type 3A. This solution would avoid a multiplicity of different cables and

"Mandate M/468 of the European Commission on common standards for electric [vehicle] chargers should ensure European-wide interoperability and guarantee the required safety and security level for the consumer".



ACEM Secretary General Jacques Compagne:
"While the compromise is not perfect, it paves the way for more technical predictability"



adaptors and retrofit costs for switching to different charging systems. Moreover it would help to create a secure investment climate for L-category vehicle manufacturers and would prevent the risk of stranded assets resulting from interim solutions".

ACEM points to the risk that "first movers in the field of electromobility could be penalised by this new legal framework and calls again on policy makers to ensure that L-category vehicles already in circulation in the EU that are fitted with a domestic plug are able to recharge after the entry into force of this Directive".

Commenting on the outcome of the vote ACEM Secretary General Jacques Compagne said: "The removal of minimum national targets for recharging points [has] significantly watered down the Commission's proposal.

"While the compromise reached by the Parliament and the Council is not perfect, it paves the way for more technical predictability, something that L-category vehicle manufacturers require.

"The next step now is to ensure that appropriate standards are approved by CEN/CENELEC and that the necessary delegated acts, catering for electric and hydrogen L-category vehicles, are adopted by the Commission. Further work at national level will be required in order to deploy the necessary infrastructure".

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THE AMERICAN REPORT

By IDN founder Robin Bradley

robin@dealer-world.com

Tucker Rocky/MAG "merger" deal completed

TUCKER Rocky/Biker's Choice and Motorsport Aftermarket Group (MAG) have announced that their previously announced "merger" has now been completed.

As planned, the combined company will operate under the MAG name, with John A. Lacy, President and CEO of Indianapolis based Lacy Diversified Industries (LDI Ltd., being the majority shareholder of the combined company) as the Chief Executive Officer.

Brian Etter will continue in his role as President of MAG's "branded product, media and online retail operations", with Dan Courtney continuing as President of Tucker Rocky/Biker's Choice.

The former MAG majority owner, the Los Angeles based equity investor Leonard Green & Partners and other "legacy MAG shareholders" as they are being described, will retain a "significant minority interest in the combined company".

Best known as the owners of Vance & Hines, Performance Machine, Kuryakyn, Progressive Suspension, J&P Cycles and a number of other high profile specialist motorcycle industry parts and accessory brands, manufacturers, retailers and media outlets, MAG is being touted as having "merged" with the Tucker

Rocky/Biker's Choice operation.

However, industry talk of an arising likelihood that the deal implies some kind of upcoming 'integration' plan between the two aftermarket giants appears to be wide of the mark.

The deal in fact appears to be a lot simpler at this stage, with Tucker Rocky's parent company LDI simply making a strategic acquisition which,



in effect, sees them taking an ownership position as an alternate investor to Leonard Green & Partners or acquisition by some other equity investor.

It would appear that Leonard Green had decided that the interests of the investors in fund through which their ownership of MAG was held and funded would now be better served by realising value at this time, rather than continuing with its ownership.

In this context industry insiders are

pointing to LDI as being an excellent ownership candidate for MAG as the company has both the resources and the pedigree to be a beneficial long-term owner of a power sports industry business, as proven by their established track record as owners of Tucker Rocky.

At the time that the plan was press released some seven weeks before this completion announcement, LDI stated that it "had been a major participant in the power sports industry for 25 years through its ownership of Tucker Rocky/Biker's Choice", and referenced their business ownership strategy as being one of "build and hold".

That said, rumours about consolidation and potential "merger" of operations were rife at the time, fuelled in part, it would appear, by LDI also stating that "long-term success for the company will be built by bringing enhanced selection, service and solutions to power sports dealers in order to drive retail sales growth". A statement that appears to presage leveraging of combined ownership and Tucker Rocky/Biker's Choice resources in a rather more "integrated" way than a simple investment holding company strategy might suggest.

While those rumours have died down since, and with all concerned remaining tight-lipped about details, there nonetheless is widespread relief that MAG ownership will reside "within" the industry and a growing sense that this particular chapter in the story of aftermarket consolidation brings opportunity for dealers with it.

At the time MAG Chairman, shareholder and original founding partner Arnie Ackerman was quoted as saying that "the strategic merit for this combination stems from the highly complementary product and service offerings of each of these

Continued in page 16

POWERSPORTS INSIDERS

Motorcycle dealers in the US have the chance to see their customers win a total of nearly \$30,000 in gift certificates and other prizes, thanks to the Revive Your Ride! Spring Giveaway promotion, sponsored by the aftermarket members of the Motorcycle Industry Council. The twice-per-year promotion is entirely free for dealers, and free for consumers to participate.

BRP is to build a new Can-Am plant in Juarez, Mexico. The 45,000 sq m (500,000 sq ft) facility represents an estimated \$55 million Canadian (€7m/US\$50m) investment. Manufacturing operations will begin by the end of 2015, with the project completed by the end of 2017; 900 jobs are expected to be created. BRP already has a facility in Juarez, on the border with the US, and both plants will be geographically close to each other. This will be BRP's third facility in Mexico.

Just as the Orlando, Florida based AIMExpo announced that it has now clocked up its 300th exhibitor booking for its second annual show in October, Dealer Expo organiser Advanstar said that it has "more than 125 companies already contracted to exhibit at the 2014 Dealer Expo", and that "nearly 2,200 retailers have registered for the (Chicago, December) event as well."

American Sidi boots distributor Motonation is to sell the Sidi casual apparel range retail direct at break-even pricing in order to propagate brand ID and values. The Sidi Casuals range has never been stocked by US dealers.



Sources: The Bradley Report, AMD Magazine, Big Bike Europe, M/C, AMA, PSB, Dealernews



J A Lacy is the fourth generation of his family to head up Indianapolis based Lacy Diversified Industries (LDI) and will become CEO of the combined company, which will operate under the Motorsport Aftermarket Group name (MAG)

POWERSPORTS INSIDERS

Arctic Cat has parted with CEO Claude Jordan. Former CEO and Chairman Chris Twomey, a 24 year Arctic Cat veteran who had remained on the board, will come out of retirement to take the hot seat while a permanent replacement is found. Sales increases have not prevented the company from posting a fourth-quarter net loss and reduced gross profit margins were down. Arctic Cat was sued in December by Polaris for a patent violation.

Husqvarna is returning to Supercross and Pro Motocross racing in 2015, after a 14 year absence. The Rockstar Energy Racing Husqvarna Factory Team will include reigning 250 West Supercross champion Jason Anderson on a Husqvarna FC 450. Husqvarna was an integral part of American motocross in the 1960's. The first and last time the manufacturer fielded a Supercross effort was in 2001.

PowerSports Business has reported that a new analysis of preliminary state data released by the Governors Highway Safety Association (GSHA) suggests that US motorcyclist fatalities are projected to have decreased in 2013, for only the second year since 1997 - by probably 7 percent.

Black Book editorial director Ricky Beggs has said that used motorcycle prices in the United States increased significantly from March to May, with "prices up across the board by fairly large amounts for most segments".

The controversy surrounding motorcycle-only check points in the US continues - according to the AMA federal, state and local governments spent more than a half million dollars on them in the last two years. Some fifty congressmen and five senators have now signed on to sponsor or co-sponsor bills that would end that funding.

Continued from page 15 businesses".

Lacy Diversified is somewhat of an American institution, certainly an Indianapolis institution, owing its origins to a business founded there in 1912 by Howard Lacy. The Lacy Diversified name was adopted in 1972 to reflect the evolution of the group and now, 102 years since it was founded, it is still owned and operated by the Lacy family, with Andre Lacy as Chairman and his son, John A. Lacy, representing the fourth generation of the family to be involved in the ownership and operation of the group.

Famously, Tucker Rocky owes its origins to Texan Ed Tucker's 1967 wholesale motorcycle oil business and subsequent expansion and diversification following Bob Nickell's purchase of the business in 1972.

The business became Tucker Rocky (TR) in 1986 following the purchase of Rocky Cycle, and was acquired by Lacy Diversified Industries in 1989. NEMPCO, a specialist New England based Harley aftermarket parts business (founded in 1971 by Larry Coppola) was bought by Tucker Rocky in 1992 in order to give the group strength in a then fast developing custom parts industry

that had already seen the emergence of several strong specialty distribution brands.

Tucker Rocky re-branded NEMPCO as Biker's Choice (itself a NEMPO own brand) in 1998, and the business is a strictly wholesale operation that claims it sells over 100,000 products to all sectors of the motorcycle and wider power sports market, through seven domestic US distribution centres.

MAG was founded in 2000 by Arnie Ackerman and his partners in a San Francisco based equity investment fund managed by Duff Ackerman and Goodrich (DAG). The specific intention of the fund was to acquire, finance and develop leading motorcycle aftermarket parts and accessory brands and manufacturers.

As the man who had largely guided the acquisition strategy and driven development of the Group, Ackerman retained a shareholding in MAG in 2006 when DAG's interest was acquired by Leonard Green & Partners - a Los Angeles based equity investor with current involvements in well known consumer brands such as Petco, The Sports Authority, J Crew, Top Shop, Lucky Brand Jeans and the Palms Casino Resort in Las Vegas.

Though details are confidential it

is being assumed that Ackerman and former MAG company owners such as Terry Vance, Byron Hines, Tom Rudd, Perry Sands, John Parham and others are among the "legacy" shareholders referred to by LDI, thus meaning, given the deal and holding company structure that has been announced, that they now, in effect, have a (albeit modest) stake in ownership of Tucker Rocky.

- www.ldiitd.com
- www.magggroup.com
- www.tuckerrocky.com
- www.bikerschoice.com

Saddlemen acquires Phantom Pad

RANCHO Dominguez, California based Saddlemen, the leading motorcycle seats and luggage specialist founded in 1987, has acquired exclusive rights to the Phantom Pad range of products.

Based on removable suction cups to provide a seat pad for passengers, Saddlemen will manufacture the complete line of Phantom Pad products, and the business becomes the third company owned and operated by Saddlemen, with All American Rider bought in 2012 and American Kargo having been launched earlier this year.

"The addition of Phantom Pad has been a step in the right direction for Saddlemen. With companies like Phantom Pad, All American Rider and American Kargo we are able to give consumers what they want, more variety and quality products. It's an exciting time to be here at Saddlemen", states CEO David Echert.

Phantom Pad's proprietary suction cups are said to

be non-abrasive and designed with dual cavity and quick tabs.

"Unique features such as Neoprene fender liner, an injection mold, ABS base plate and shock-absorbing orthopaedic memory molding foam all go to make Phantom the leading passenger motorcycle pad design out there", said Echert.

All Saddlemen products are distributed exclusively by Parts Unlimited, Drag Specialties and Parts Europe.



Saddlemen CEO Dave Echert



New chair for MIC Aftermarket Committee

ARNOLD W. Ackerman, chairman emeritus and founder of the Motorsport Aftermarket Group (MAG), has accepted the appointment of Chair of Motorcycle Industry Council's (MIC) Aftermarket/Allied Trade Committee. Ackerman will be replacing the committee's previous Chair, Steve Johnson, who was the President and Chief Operating Officer of Tucker Rocky Distributing for 12 years before retiring in 2012.

"As we continue to focus on strengthening our industry's recovery, we are excited to have a key contributor like Arnie Ackerman lead our Aftermarket Committee", said Dennis McNeal, MIC Chair and Vice President Motorcycle Operations at

Yamaha Motor Corporation. "Arnie's resume is filled with industry experience, and he's no stranger to the MIC. He's worked with and supported the MIC on a variety of projects and issues over the years, and we look forward to Arnie's leadership as he takes the helm of this industry-critical committee".

Ackerman, a lifelong motorcycle enthusiast whose ties to the industry run deep, founded Motorsport Aftermarket Group in 2000.

"Our industry is facing persistent and ongoing challenges and some never-before-seen threats", said Ackerman. "A strong MIC is necessary to combat these threats and at the same time to be able to offer sensible

solutions. The MIC Aftermarket/Allied Trade Committee's cadre of board members represents all aspects of our industry and is qualified and ready to take on the challenge".



Arnold W. Ackerman

Record first quarter for Polaris

POLARIS Industries has reported that net sales for the first quarter 2014 totalled \$888.3 million, up 19 percent (from \$745.9 m).

Motorcycle Division sales increased 52 percent in the 2014 first quarter to \$78.9 million due to the shipments of the new model year 2014 Indian motorcycles. Consumer retail demand for Polaris motorcycles, driven by strong Indian Motorcycle retail sales, was up about 50 percent during the 2014 first quarter, while first quarter North American industry heavyweight cruiser and touring motorcycle retail sales were up low-single digits percent from 2013.

Sales of Polaris motorcycles outside of North America increased 140 percent in the first quarter of 2014 as compared to a year ago, driven by strong shipments of Indian motorcycles.

International sales to customers outside of North America totalled

FIRST QUARTER PERFORMANCE SUMMARY (in thousands except per share data)

	Three Months ended March 31,		
	2014	2013	Change
Product Line Sales			
Off-Road Vehicles	\$602,843	\$541,272	11%
Snowmobiles	15,586	14,714	6%
Motorcycles	78,867	51,797	52%
Small Vehicles	38,483	11,059	248%
Parts, Garments & Accessories	152,567	127,067	20%
Total Sales	\$888,346	\$745,909	19%
Gross Profit	\$258,417	\$216,648	19%
Gross profit as a % of sales	29.1%	29.0%	+10 bps

\$165.1 million for the 2014 first quarter, up 44 percent over the same period in 2013. The increase in first quarter sales resulted from strong sales growth in the Europe, Middle East and Africa region with sales up about 50 percent; over two-thirds coming from the April 2013 acquisition of Aixam, and a 28

percent combined increase in sales to customers in the Asia/Pacific and Latin America regions. Both ORV and motorcycles gained market share outside of North America during the 2014 first quarter.



Vectrix Bankrupt

BASED at New Bedford, Massachusetts, with an assembly plant in Wrocław, Poland, Vectrix ceased all US operations as of December 31, 2013, although at that point it was planned to maintain the plant in Poland to fulfil obligations under a joint venture agreement with Daimler AG's Smart division.

However in April the company's owners, Chinese battery manufacturer Gold Peak, filed for Chapter 7 bankruptcy for Vectrix in the US courts. First introduced in 2006, the Vectrix was a maxi-size scooter, and was said to be the first commercially available high performance electric scooter. Plagued by battery and production issues, the company first entered into a sequence of

bankruptcy actions designed to protect it from its creditors in 2009, with its assets ultimately being acquired by the Chinese Gold Peak battery group at the end of that year.



At EICMA in November 2013 Vectrix still actively marketing the brand and promoting new battery technology within weeks of Chinese parent company Gold Star Battery suspending operations



POWERSPORTS INSIDERS

Brembo has celebrated the opening of its expanded North American manufacturing operations at Homer, Michigan, where the company is investing more than \$115 million to expand a facility that houses production of brake discs and calipers and assembly module manufacturing. North America will become the number one market for the group by the end of 2014 - last year saw a 19.4 percent increase in US revenue, with a 27.7 percent increase during the first quarter of this year. The growth is due to the 2007 purchase of the Hayes-Lemmerz Automotive Brake Component division, which included the Homer plant, the largest of Brembo's facilities in North America, and substantial growth in its US-based OEM business.

Noted for budget priced mini-bikes and go-karts sold through "big box" retailers in the US, MotoVox is set to start selling higher value, lower-emission, super-economical small recreational vehicles through powersports industry dealerships. Parent company APT (American Performance Technology) is said to have invested \$20m at its Kansas City, Missouri facility since 2008, and hopes to score higher margins from a new improved specification, higher performance Pro-Line product range that will include a 150cc on-road production motorcycle - for which they are claiming delivery of between 100 and 150 mpg, using patented "SmartCarb" technology.

Suzuki say that strong US sales are being driven by availability of the 2014 V-Strom 1000 ABS and 2014 Burgman 200 ABS, with April sales gains in the standard, touring motorcycle, and utility ATV categories. The company believes it is benefiting from strong race results in the US this spring.

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- 4) DEDICATED TRAINING ROOM** High tech meeting room with suspension test bench and simulator; tech room with all tools you need to place maintenance to suspension.
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- 6) A COMPLETE STAFF FOR ALL YOUR NEEDS** Our technicians love riding their bikes, and they offer assistance to teams & riders in superbike, motocross, supermotard world championship. You can count on the most prepared and professional teachers for suspensions.
- 7) 20 YEARS RACE SUPPORT EXPERIENCE** Over 25 years beside factory teams and riders in assisting and improving bike suspensions performance.
- 8) ITALIAN RIDERS AND CUSTOMER CARE** Andreani headquarter is close to Misano circuit in the land of riders like Valentino Rossi, Loris Capirossi, Marco Melandri, Andrea Dovizioso.

- Entry and Pro level courses
- Travel and accomodation assistance



Andreani cartridges for Triumphs

THE Andreani Group has developed a new cartridge kit for use in the front forks of Triumph's modern Thruxton and Bonneville models.

Equipped with a 20mm diameter piston, the cartridge is adjustable in compression, rebound and preload and built with a sophisticated hydraulic system said to improve the behaviour of the bike in turns and on the brakes.

The kit is complete with springs with the proper setting, based on the weight and the driving style of the rider.

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Air Jet unisex open-face helmet

THE Air Jet from Givi is a new open-face unisex helmet equipped with a full ventilation system and available in a range of high impact colours.

With the 10.4 Air, Givi was one of the first companies to offer a demi-jet helmet with true mesh protecting shell ventilation. With the Air Jet, the company claims that it improves on existing technology available on the market.



The features and look are the result of a new design which creates a summer helmet equipped with a full ventilation system by working on the internal structure of the shell, which takes full advantage of the depression generated by the large slide intakes installed in the front and by the two rear extractors. The new helmet includes a new and more protective profile around the neck area, a sun visor and a completely removable interior lining.

Along with classic white and matt black, it now introduces Military Green, Purple, Mocha and Neon Yellow for its motorcycle helmets.

Sizes are XS to XL, and the weight is 1,150 g. The

shell is made from Polymer and the interior is hypo-allergenic. Closure is by micrometric chinstrap buckle.

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www.givi.it

Barnett billet clutch covers



BARNETT'S clutch covers for off-road motorcycles and ATVs are machined from billet aluminium before being powder-coated with a textured black finish for increased durability. The covers are then finished by having the Barnett logo applied in a machined contrast cut.



BARNETT CLUTCHES & CABLES
Ventura, California, USA
Tel. 001 805 642 9435
info@barnettclutches.com
www.barnettclutches.com

AGV's Corsa scores SHARP 5-star rating

SHARP (Safety Helmet and Assessment Rating Programme), the British certification board, has awarded the AGV Corsa helmet a 5 star rating.

As a result of the award, the Corsa, which is one of AGV's 'Extreme Standard Helmets', is now listed among the 321 safest helmets in the world.

The 5 Stars are defined by the UK's Department of Transport, and are widely accepted as the highest marks for safety. Sharp assigns this important rating by means of an independent evaluation system, where the helmets are subjected to the safety criteria tests without involving the manufacturers.

The Corsa helmet uses four shell sizes, made from fibreglass, aramid and carbon fibre, to be able to offer correct fit in sizes XS to XXL. The breathable Lycra and Shalimar with sanitising treatment liner is fully removable and washable, and works with the IVS (Integrated Ventilation System) ventilation with large air ducts on the shell with open/close mechanism.

A flat Race, Class 1 optical standard, non-scratch, anti-fog visor (four layers) with wide field of vision and tear-off strips is fitted as standard and works with the XQRS (Extra Quick Release System) and micro lock front-locking and visor micro-opening system.

AGV
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www.agv.it



Panigale clutch and alternator covers

CNC Racing has developed its RPS (Racing Producing System) on race tracks around the world to create parts that are capable of withstanding extreme use. The first components to be launched under the RPS designation are clutch and alternator covers for the Ducati 1199 Panigale, which have been designed to protect these parts in the event of a crash. Both covers are CNC machined from Ergal alloy and said to fit without any changes needed to the stock bodywork.

CNC RACING
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Ventura luggage system for V-Strom 1000

VENTURA has developed a version of its Bike-Pack system to fit Suzuki's new V-Strom 1000.

Lighter than hard luggage and more stable than soft luggage, the Ventura Bike-Pack system consists of three easy-to-fit elements: L-brackets, pack rack and bike pack. The L-brackets fit securely to the bike using existing mounting points, and then the pack rack slides into the brackets and is secured by two locking devices. Finally, one of Ventura's specially designed soft luggage packs slides onto the rack, held firmly in place by QL clips.

MOTOHAUS POWERSPORTS LTD
Odiham, Hants, UK
Tel: +44 (0)1256 704 909
info@motohaus.com
www.ventura-bike.co.uk



Urban riding shoe collection

REV'IT!'s urban shoe collection is said to provide the perfect combination of comfort when walking, while at the same time providing protection when riding.

The company says they are made from the finest leather, highly abrasion resistant and durable. All shoes have a reinforced toe and heel area for safety. These areas incorporate hard plastic parts that have been heated to provide the perfect shape.

There are six different models, with looks

varying from urban sneakers to iconic boots.



REV'IT! SPORT INTERNATIONAL
Oss, THE NETHERLANDS
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www.revit.eu

Turini



Bleeker



MT-07 parts from R&G

R&G Racing has added model-specific parts and accessories for the MT-07, including

insurance approved 'Aero' crash protectors with removable end caps, to hide the hardware, and a two-piece (left and right side) engine case cover kit in 4mm polypropylene.

R&G fork protectors prevent damage to the forks, fork bottoms and brake callipers, and swingarm protectors fit to the rear spindle. The pressed aluminium radiator guard is available in black or titanium finish, and fits without the need for permanent modifications.

A rear footrest blanking plate kit covers the rear footpeg holes, includes a rear brake reservoir bracket, and is available in black or titanium finish.

A replacement tail tidy/licence plate holder includes a rear number plate illuminator in black powder-coated aluminium, which is compatible with the OEM or R&G's own micro indicators.

A kickstand shoe bolts onto the bottom of the side-stand for a 100 percent increase in the ground contact area without affecting ground clearance or chain run.

R&G also have a range of universal fitment parts that can be used on the MT-07, including micro indicators (bulb and LED types), bar end sliders, heated grips and mirror extenders.



R&G's Aero crash protectors feature hidden fittings

R&G RACING
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 www.rg-racing.com



The R&G tail tidy/licence plate holder for the Yamaha MT-07 includes a rear number plate illuminator



Available in black and titanium finishes, the radiator guard is made from pressed aluminium



R&G's swingarm protectors fit to the rear spindle of the MT-07



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The picture represents:
 Enduro "Trail" helmet (code KV10), a pair of Monokey "Garda" cases (code KGR33 + code KGR46), "Dry Pack" waterproof roll bag (code WA401S), tank bag with Tanklock® fitting system, (code RA311). Extensible rear bag holder (code EX15RAK), universal extra spoiler (code KS180T) specific windshield (code S108DT), low engine guards (code KN51080X), high engine guards (code KNH51080X), sideframe (code KLR5108), sump guard (code RPS112), all of them by Kappa.

All products for you and your bike on the web: www.kappamoto.com
 Contacts: info@kappamoto.com | ph. +39 030 2680374

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Yamaha MT-07 belly pan

POWERBRONZE claims its belly pan for the Yamaha MT-07 not only reduces air drag, but also

protects the engine components from stones and other debris that can be thrown up by the front tyre. The belly pan is made from high impact ABS plastic, and comes with TÜV approval.

Supplied with all required fittings, the Powerbronze belly pan is available in gloss black, white or carbon-look with gold, silver or blue coloured mesh vents.



POWERBRONZE
 Littlehampton, West Sussex, UK
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www.powerbronze.co.uk



Galfer pads for MT-07

WHILE Galfer is working on developing Disc Wave rotors for the new Yamaha MT-07, the company has already released a selection of front and rear brake pads.

For front brake use Galfer is offering five different street compounds to choose from, i.e. standard compound through to sinter sport compound. The company also has a GP compound, but this is not recommended for street use, only for use on race tracks. Galfer's rear brake pads for the MT-07 are available in three compounds, which includes organic and sintered street. All versions of the Galfer brake pads are supplied with German TÜV (KBA) homologation.

INDUSTRIAS GALFER SA
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galfer@galfer.es
www.galfer.eu



Italian made 'Interceptor'

FULLY manufactured in Italy, 'Interceptor' is the latest helmet from offroad and motocross specialist UFO Plast.

Equipped with their sophisticated M.V.S. ventilation system, the Interceptor was designed to match popular neck braces. Particular attention was paid to "internal comfort, the aggressive and aerodynamic design and to weight reduction", according to the company.

The exterior shell is available in two different sizes for optimal fit and made from a multi-material composite that includes carbon, aramidic, fibreglass and polyester resin layered and woven together at specific spots inside the helmet to guarantee maximum protection with minimum weight.



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Freeride urban riding shoe

FORMA has designed a technical, practical and fashion-orientated shoe called Freeride, which is said to be comfortable and easy to wear while riding, but also for easy walking.

The full grain oiled leather upper is perfectly adaptable, and the personalised double density rubber sole especially designed for urban use. The full grain padded leather collar enhances the overall comfort, while the reinforced hooks and laces complete this practical shoe. A rear reflex insert is positioned at the back of the shoe to further increase safety.

Internally Freeride features the personalised Drytex membrane, which assures breathability and waterproofness, while the internal moulded TPU plastic protections enrich an already safe and comfortable shoe. The Mid Dual Flex midsole, made in PP with felt covering and padding with memory foam, are additional features. The anti-bacterial, replaceable footbed features APS (Air Pump System). The APS System provides exceptional ventilation starting from the center of the insole; when pressure

is applied during walking or riding, the channels within the sole expel air uniformly, providing the user air cushioning that absorbs body weight.

Freeride is available in brown and black and sizes 38 to 47. Like all new models in the 2014 Forma collection, Freeride is CE approved, designed and developed in Italy and manufactured in the EU.

SDE MOTORSPORT Srl
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www.formaboos.com



Classic Triumph custom parts

TORQ Distribution, the sister company of Netherlands-based V-twin specialist Motorcycle Storehouse, has been established to distribute custom parts and accessories for European-made motorcycles, and is now offering a range of parts range for classic Triumph models, which includes options from custom firm Biltwell.

Torq Distributions Classic Triumph parts range begins with its motor mount plates in a choice of clear or black finishes. Designed to fit the '63-'70 Unit 650 Bonneville, the plates are cold forged from 6061-T6 aluminum, and come with classic fins and a bronze bushing for the stock brake pedal is pre-installed.

For the modern Triumph '01 onward Bonneville and Scramblers silver or black anodized footpegs are available. Again from made from 6061-T6 aluminum they feature chrome plated, investment case chromoly mounting clevises.

The Biltwell range of parts includes a pair of handlebar options; the Frisco II or the Keystone. The 'bars are complimented by the Kung Fu grips, which are available in a choice of natural or black injection-molded Krayton synthetic rubber.

TORQ DISTRIBUTION
 Bedum, NETHERLANDS
 Tel: +31 (0)50 303 9776
rick@torqdistribution.com
www.torqdistribution.com

For use on modern Bonneville and Scramblers the 6061-T6 aluminum footpegs feature chrome plated, investment case chromoly mounting clevises



The Triumph engine plates from Torq Distribution fit '63-'70 Unit 650 Bonneville and include a bronze bushing for the stock brake pedal is pre-installed

Natural look Krayton synthetic rubber is an option for the Biltwell grips



Frisco II is one of the handlebar options for Triumphs from Biltwell

Torq Distribution is carrying the Biltwell Keystone handlebar for use on Triumph motorcycles

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Shark Vancore Air-free tank bag



FOLLOWING the release of its urban inspired Raw helmet last year, Shark is continuing the theme with the launch of its new Vancore helmet for 2014.

The Vancore shares the same shell shape as the Raw, but it now includes a fixed chin bar for full face protection. The Vancore is equipped with quick-release goggles, and there are also various colour options available for both the goggles and lenses. The interior of Vancore has been designed to accommodate glasses with a recessed partition of the interior lining, which is Shark's 'Easy Fit System'. The helmet also has a pocket for the company's own Bluetooth communication system – SHARKTooth.

The 1,250g light Vancore is available in Gloss BLK and Gloss WHU, sizes XS-XL, while matt options include Matt KMA and Matt GMA, sizes XS-XL.

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www.shark-helmets.com



ITALIAN outdoor activity specialist Amphibious say "versatility and protection" is the name of the game with their air-free new motorcycle tank bag.

Their "100 percent waterproof" design features a valve that allows the excess air to be removed, making the bag as small and compact as possible - the 25 litre capacity can be reduced to as low as 15 litres while still full of the rider's items.

Doubling up as a backpack, Amphibious say the concept has been developed from their experience manufacturing "professional containers" for several outdoor activities (Amphibious are suppliers to the Italian Mountain Rescue Corps and the Italian Navy amongst others), and that their motorcycle-specific design incorporates many of the same technical features that they have developed for extreme use.

Weighing 650 grams, it is made of sturdy yet lightweight TPU, which is not stitched but seamed, using high frequency welding/bonding, with removable anti-shock sidewalls, a reinforced padded base, two side pockets, reflective stripes, D-rings and

PVC handle.

The "motorcycle set" created by Amphibious also includes two different side bags, universal mounting bags, their FLUO range, leg bags, hip bags, backpacks and self-inflating cushions.

AMPHIBIOUS S.r.l.
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www.amphibious.it



'Sting' leather jacket



THE 'Sting', from the iXS 2014 collection, is a jacket made from fine cowhide nappa leather said to feature sportiness, safety and style.

Features include Cordura reinforced stretch panels on the arms for maximum freedom of movement, titanium-look, highly abrasion-resistant shoulder and elbow caps (with innovative protector pads), high quality back protector (meets standard EN 1621-2, level 2), and ventilation holes on shoulders, upper arms and back, which maintain ideal temperatures inside the jacket. A circular connection zipper comes as standard with iXS. The reflective logo around the edge offers further safety and two interior and exterior pockets offer space for essentials. Three colour combinations are available (black/green/white, black/orange/white and black/yellow/white).



iXS MOTORCYCLE FASHION
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www.ixs.com

Barracuda for Yamaha MT-07

BARRACUDA has developed a selection of accessories for customising Yamaha's MT-07, which it says improve the bike with unique details and eye-catching design which is unmistakably Barracuda.

The company's range of universal accessories includes mirrors, knobs, pro tec levers, indicators and in addition there are a number of accessories specifically designed for the MT-07, such as windshield, license plate, frame sliders, levers and gas cap.

BARRACUDA SRL UNIPERS
Florence, ITALY
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Zandona Shark EVC

ZANDONA'S Shark EVC is a back protector made in Italy using specialist materials such as the ultra-breathable S.R.T. (Sweat Removing Textile) 3D textile material, which transfers sweat from skin to the exterior of the fabric.

The Shark EVC is also designed to provide back protection and to offer kidney support. Its structure is composed of high-technology deformable structure, splinter-proof plastic materials and E.V.C. (Evolved Viscoelastic Cells), an



innovative waterproof anti-shock material with a high performance/weight/thickness ratio. The plates are joined to a drop wire system to guarantee impact distribution throughout the whole protection surface. Shark EVC also has an Anti-Torsion system, which limits twisting and deformation. It is CE approved to EN-1621-2/03 Level 2 and available in anthracite, black and white, and sizes height: x6 - x7 - x8 - x9 and waist: XS - S - M - L - XL.

ZANDONA

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Hinson clutch for 2014 Husqvarnas

HINSON Clutch Components, through its European distributor Technical Touch Racing, is now able to offer its Billetproof line-up of products for '14 Husqvarna two- and four-stroke models.

Each Billetproof component is machined from billet T-6 aluminum and hard coated for up to five times the wear resistance of stock components. The company states that its precise manufacturing tolerances allow for a truer spinning clutch inside the engine, reducing heat fade significantly.



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'Flare' screen for Honda Gold Wing

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PARTS AND ACCESSORIES



AMERICAN touring parts specialist Klock Werks originally designed its 'Flare' windshield for use on Harley Touring models, but has now introduced a version for Honda's Gold Wing and F6B models.

In 2006 Klock Werks built a custom Touring Harley-Davidson for the Discovery Channel's Biker Build-Off Series, and took the finished bike to race on the Bonneville Salt Flats.

It was during those rides that the idea for a performance screen developed as Laura Klock, the rider of the bike on the Salt Flats, explains: "The faster I went, the more it felt like the front end of the bike was lifting up. We wanted to be able to change the shape to add downforce and make the bike more stable. We designed many shapes and wind tunnel tested prototypes until we achieved an optimum design for production as the company's patented Flare windshield".

The Flare features 'hips' on the outer edge that re-route the air and add downforce, which aids stability. The flip at the top is said to send the air up and back

as directed air, which allows it to be cleaner, less turbulent airflow compared to the effects that a stock shield creates.

The Flare for Honda is made from .177in hard-coated polycarbonate material for lasting durability, and Klock Werks is confident that Gold Wing riders will appreciate how the Flare will improve comfort, as well as aid performance.

The Flare is available in Europe through Parts Europe and supplied ready to install on a Gold Wing or F6B, using the factory mounting hardware.

PARTS EUROPE
Wasserliesch, GERMANY
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sales@partseurope.eu
www.partseurope.eu

**PARTS
EUROPE**

Furygan GTO jacket



FURYGAN'S 2014 collection of leather and textile jackets and trousers includes the classically styled GTO jacket. Made from waterproof, treated soft Italian 'Donato' leather, which is reinforced with a Furygan Skin Protect lining, and areas exposed to tearing and abrasion are reinforced with triple stitching. The jacket has CE homologation and further rider protection comes through the use of CE certified D30 flexible armour at the elbows and shoulders. There is also a back protector pocket, which is compatible with D30's 'Central Back' (level 1) and 'Full Back' (level 2) back protector, available as an added option.

Internally, the GTO features a thermal padded lining with aluminium inserts on the chest, for maximum protection against cold and a connecting zipper mounted on an elastic belt and additional snap claws to link it to the belt on trousers quickly and easily. The black and white GTO is available in sizes S - 4XL and also in a female version (S - XL).

FURYGAN
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Magura hydraulic clutch for BMW F series



MAGURA

MAGURA has introduced a version of its Hymec hydraulic clutch conversion kit for use on BMW F series motorcycles.

The Magura kit, which replaces the stock cable set-up, has been engineered to offer 15 percent lighter clutch operation, improve clutch feel and control. The kit is said to be fully plug and play and features a break away lever in the event of a fall over. The company says that the hydraulics will compensate for expansion and contraction in the clutch system to ensure a constant pressure point. Included in the kit is a forged lever, with improved ergonomics and span adjustment, while the kit is supplied filled with a specially developed mineral oil – 'Magura Blood' – which is non-toxic and non-hygroscopic.

The Magura Hymec hydraulic clutch conversion kit can be retro-fitted to the BMW F800 R, F800 S, F800 GS, F800 ST, F800 GT, F650 GS and F700 GS models.

MAGURA GMBH & CO
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Liqui Moly re-launches its motorcycle line with 40 new products

GERMAN motor oil and additive specialist Liqui Moly has completely revised its line of products for motorcycles, adding numerous new oils and additives to its two-wheel product line.

Industry specialist Carlos Travé, who recently joined Liqui Moly as General Manager for their motorcycle and scooter product lines said that "with these new products we now offer a complete line of products for two-wheelers. No one else offers such a comprehensive line of products for motorcycles"

The re-launch also includes changing the name of the motorcycle line from "Racing" to "Motorbike". "The name 'Racing' appealed particularly to sporty riders, but all motorbike owners can benefit from our products", continued Travé.

Altogether 40 new products have been added to the motorbike line, including a "complete series of motor oils for cross-country [off-road] bikes". Moreover a 20W-50 HD oil and an economical 10W-40 oil have also been added.

"In addition to the motorcycle additives we already have available, we are adding our 'Engine Flush' for thoroughly cleaning the oil system when the oil is changed. In the area of gasoline additives,

we are introducing our gasoline stabilizer to ensure that the bike starts well in spite of the old gasoline still in the tank after standing the entire winter.

"Another new product is our Speed Additive to improve acceleration, particularly in the partial-load range; for radiators we have one additive to clean them from the inside and a second to reliably seal any leaks. No other manufacturer offers additives exclusively for motorcycles in their product line.

"Our policy of offering everything in the chemical sector from one company also applies for the motorcycle segment. This is why, in addition to motor oils and additives, Liqui Moly also offers transmission oils, air cleaner oil, fork oils, care products, chain cleaner, chain oil and even cleaner for helmet visors and leather balm for motorcycle leathers. This wide assortment makes Liqui Moly unique in the world of two-wheelers.

"With our motorcycle product re-launch we are also improving message clarity in our line of motor oils. The motorbike line will now be divided up into two segments: Street and off-road. The off-road sector includes Motorbikes, ATV's and snowmobiles. The street sector serves the Motorbikes, scooters and go-cart segments. Two and four-stroke oils can be identified by the colour of the container and the colour of the label indicates at a glance whether the oil is a mineral based, semi-synthetic, fully synthetic oil or synthetic technology oil. This gives the line a clearer presentation at point-of-sale and makes it easier for your customer to find the right oil quickly".



LIQUI MOLY
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Carlos Travé, General Manager 2 Wheel



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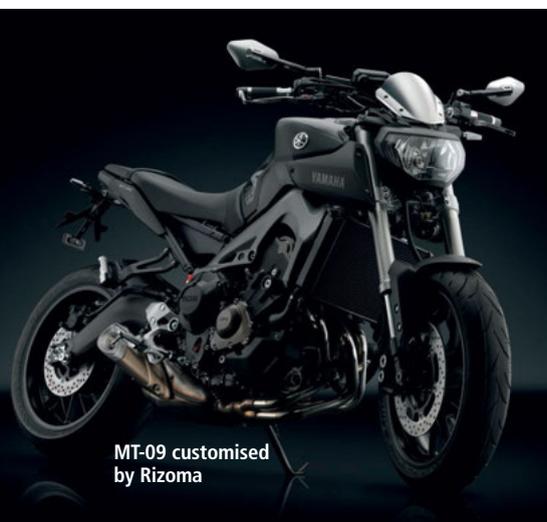
Rizoma 'Accessory Line'

ITALIAN parts and accessory manufacturer Rizoma continues to add to its popular and stylish range with detailing accessories for Yamaha's MT-09/07. Products include brake and clutch levers, grips, passenger pegs, headlight fairings, licence plate supports, engine and fairing guards, passenger peg bracket kits, homologated taillights, covers and caps and mirror adaptors.

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MT-07 customised by Rizoma



MT-09 customised by Rizoma



Digital Multi-language battery chargers

FORELETRONICA, the Italian manufacturer behind the BC Battery Controller brand, has introduced a new series of "smart, digital" battery chargers and testers featuring an LCD display and selectable languages. The range includes their BC BRAVO, BC 3500 EVO and BC 9000 EVO.

The backlit LCD display digital voltmeter helps the user follow every step of the charging and testing process. All the BC chargers automatically execute a microprocessor-driven 8-step charging algorithm, offering the opportunity to check the battery's state of charge and cranking power, as well as the function of the alternator.

BC chargers are 100 percent made in Italy, and Forelectronica say that their technology represents a "complete solution for car and motorcycle battery care, allowing recovery and reconditioning of deeply discharged batteries and recharge, desulfate and maintain all kinds of 12V lead-acid batteries, including gel, sealed and AGM start & stop batteries".

The company says that the charger can remain connected to the battery indefinitely, with no risk and no need to disconnect it from the vehicle. Languages can be selected from English, French, Italian, German or Spanish, and the package includes a waterproof battery cable and insulated clamps.

BC BATTERY CONTROLLER
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export@batterycontroller.it
www.batterycontroller.it



Protective sneakers from TCX

TCX's motorcycle-specific footwear collection is fully CE certified to meet current EN 13634:2010 regulations, and this even applies to its new casual styled Urban Line of boots, the X-Rap range.

The X-Rap is a sneaker style boot designed to be worn on motorcycles and scooters, and despite the casual appearance has full CE certification and a waterproof membrane. Like all of TCX's boots, the X-Rap has a reinforced malleolus, toe and heel area, as well as a heat-formed footbed for increased protection. The sole is highly wear resistant and there is also an ankle lock system.

The X-Rap is currently available in four

colours, black-waterproof, anthracite-grey, brown-grey and a ladies specific model in anthracite-grey-fuchsia. Sizes available are 36-48 and 35-42 for the ladies version. More models will be released including the X-Rap Retro, the X-Rap Jungle Waterproof, and the X-Rap Gore-Tex.

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www.nevis.uk.com



New Interphone MC Bluetooth Series

COMMUNICATIONS specialist Cellular Italia has added to its motorcycle-specific Interphone MC communication system series with the F3MC, F4MC and F5MC.

The F3MC connects wirelessly to a mobile phone, Sat-Nav and music player, along with being useable as a rider-to-pillion intercom that can be used with a second device (Interphone or another brand).

The F4MC allows bike-to-bike intercom toggling with up to four other riders, within a range of 0.8km. It receives GPS voice instructions and allows communication with a pillion or other riders via intercom and receives phone calls directly into the helmet. There's a function to listen to music from a stereo A2DP connection, or MP2/iPod via cable. The F4MC also has a built-in FM radio with RDS and a preset memory for up to eight stations, including automatic radio muting for incoming calls.

Sitting at the top of the range is the F5MC, which has a range of up to 1.3km, and can connect between up to four riders in conference mode. Its multi-device connectivity includes mobile phones, A2DP Bluetooth stereo, FM radio, with RDS, and conference intercom. The AnyCom feature allows



communication with all types of brands and intercom devices. It also features an 'intercom auto reconnect', where if the paired intercom device goes out of range the F5MC will automatically try to reconnect to the device.

All the MC Series devices are now available as single units or as a twin pack, and a

handlebar remote control is available for the entire Interphone MC product range.



CELLULAR ITALIA
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www.cellularline.com

'Lynx' touring jacket

THIS jacket from GERMAS is said to be well equipped with various adjustment possibilities and plenty of watertight pockets.

During warmer weather conditions the detachable membrane and the AIR-VENT-SYSTEM ensure cooling, and original DuPont-Cordura and YF protectors guarantee safety. In the back pocket the jacket also has a reflex body belt, which can easily be accessed.



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Compañero Boreal riding suit

TOURATECH'S latest version of its Compañero technical riding suit, which follows on from the Worldwide and Black Editions, is the Boreal. Made with a high-quality, triple layered laminate with a climate membrane, it is designed for all those who rarely travel under the tropical sun, and for whom the double suit system of the present Compañero is too cumbersome. The waterproof suit includes an innovative ventilation system, trousers fitted with detachable thermo-lining, a Polartec fleece inner jacket, which can be worn separately, and a generously cut triple-layer laminate by Gore-Tex. Additional features are various reflective surfaces, a practical backpack, adjustable arm, hip and waist lengths, as well as a selection of pockets. The



trouser legs are fitted with zippers to make them easy to get on over boots, and the boot section is additionally reinforced with Cordura to provide maximum durability. The latest generation SAS-TEC soft protectors provide safety and comply with the highest motorcycle standards. "Riders often asked us for a classic combination with the same high quality and comfort standards as the Worldwide Compañero. This is the group we are addressing," said Tilo Jentzsch, the product manager responsible for the Compañero Boreal. Development was oriented more towards classical bike travellers than globetrotting adventurers, and was created in collaboration with German clothing outfitter Stadler and is manufactured in the EU. It consists of black trousers and a jacket which is available in



black or black-grey-yellow. The Compañero Boreal is available in the men's sizes standard, short and long, as well as in a ladies' cut.



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Biker-Extensa GPS features faster processor

DUTCH specialist DPM International has updated its popular GoRider range of GPS rider technology accessories with the launch of the Biker-Extensa as a third model.

The established Biker-II and Excalibur remain on sale, but the Biker-Extensa features a faster 800MHz processor, increased memory (8GB) and a built-in waterproof speaker.

It shares the popular 480x272 pixel 4.3 inch large format clear screen seen on the Excalibur and standard range features such as "accurate GPS with fast GPS fix", IP57 certification for all weather use (water and dust resistance), glove-friendly touch screen, 4 hour rechargeable battery, support for Bluetooth, detailed maps for all of Europe and interactive PC route software.



The GoRider Biker-Extensa ships as a complete ready-to-go kit which includes cradle and sun shade, 12V power supply, handlebar mount, protective pouch, wall charger and USB cable.

DPM are looking for new importers/distributors for selected markets for the GoRider range.



DPM-INTERNATIONAL
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www.goridergps.com

AiRider jacket for summer

THIS new jacket from Rukka called AiRider is made completely from the extremely air-permeable and very soft Cordura AFT knitware. The wind can easily get through its wide mesh, cooling the body while sweat can evaporate freely.

Passive safety is ensured by the high abrasion resistance of Cordura AFT, the reinforcements on the elbows and by the CE certified Rukka D30 Air joint protectors, which are said to be very comfortable, but multiply their crash protection during an impact. Thanks to a rear protector sleeve, the jacket can also be upgraded with a central back protector.

The collar of the AiRider jacket has a magnet closure, and adjusters on the lower arms ensure a perfect fit. Four pockets with zippers offer storage space, and thanks to a

long connective zipper on the waist, the jacket is easily connected to any pair of Rukka trousers. The AiRider jacket is available in sizes 46 to 62, either in black with red graphics or in grey with orange graphics.

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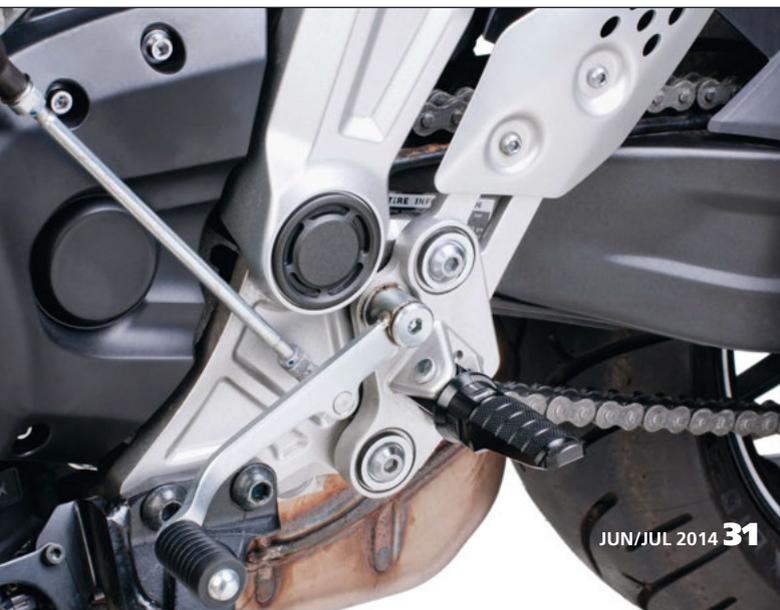


Puig parts for MT-07

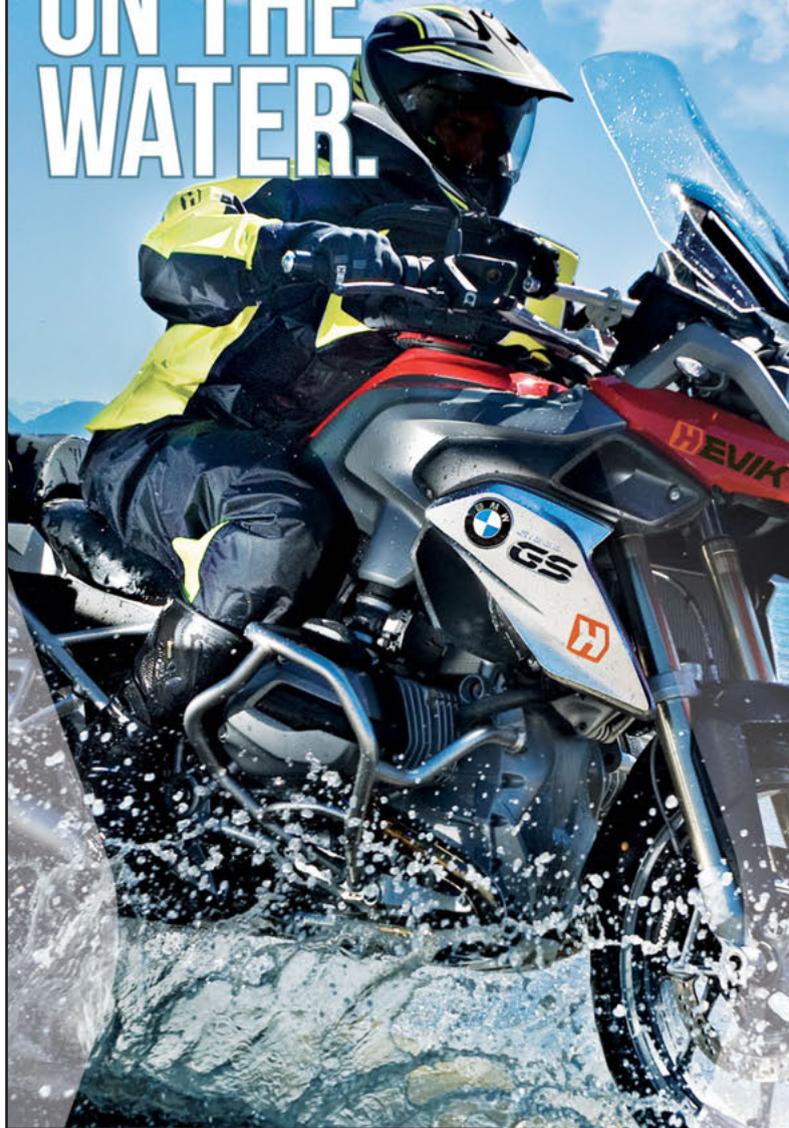


PUIG is now making a range of parts for the 2014 Yamaha MT-07. Among the new parts selection are two heights of screen, which have been especially designed for the naked bike. Both the Sport and Touring screens are manufactured from 3mm high impact acrylic and available in dark smoke, light smoke, black and clear. To help prevent damage to the MT-07 in the event of a fall Puig's R12 sliders are made of nylon with a rubber topping to protect the rider's knee from accidental knocks. They sliders are available in a variety of colours. The license plate support from Puig for the MT-07 is adjustable for its mounting angle and has mounts for separately available turn signals. The licence plate light is included. Puig's Racing footpegs are rotational to allow user adjustment and available for both rider and passenger.

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The picture represents the article HRS103, a 100% waterproof rain suit consisting of separate jacket and trousers with inserts in fluorescent and reflective materials.

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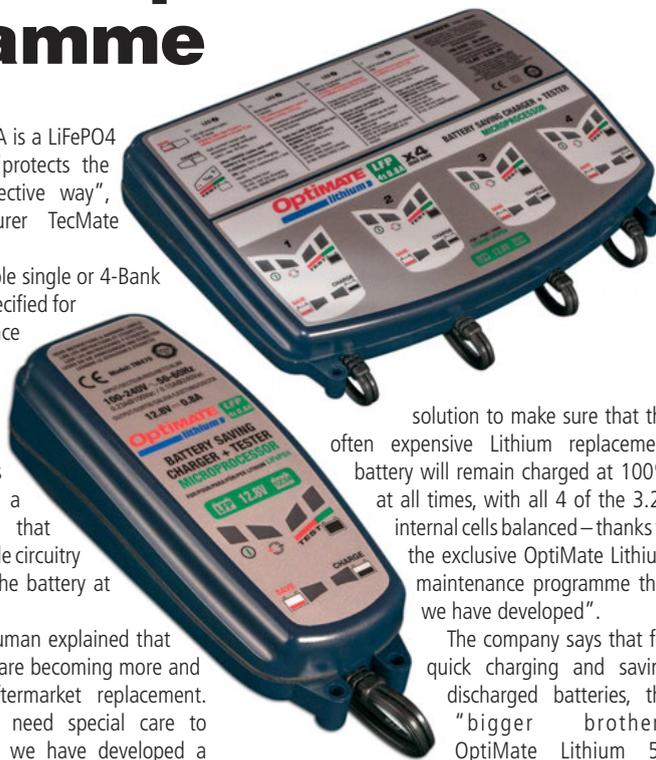
OptiMate lithium 0.8A features specific programme

THE OptiMate Lithium 0.8A is a LiFePO4 battery maintainer that "protects the battery in the most effective way", according to manufacturer TecMate International.

Designed as an affordable single or 4-Bank optimiser that has been specified for protection and maintenance of low voltage, LiFePO4 battery technology features include a specific programme that recharges and balances cells efficiently and safely and a maintenance programme that delivers current to the vehicle circuitry "protecting and keeping the battery at 100% charge".

TecMate CEO Martin Human explained that "LiFePO4 starter batteries are becoming more and more popular as an aftermarket replacement. However, those batteries need special care to perform at their best, so we have developed a dedicated charger/maintainer for their regular maintenance.

"The OptiMate Lithium 0.8A is the perfect



solution to make sure that the often expensive Lithium replacement battery will remain charged at 100% at all times, with all 4 of the 3.2V internal cells balanced— thanks to the exclusive OptiMate Lithium maintenance programme that we have developed".

The company says that for quick charging and saving discharged batteries, the "bigger brother" OptiMate Lithium 5A remains available from

TecMate – with 5 amps of charging current available and advanced recovery features.



TecMate CEO Martin Human

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TREKKER OUTBACK

People passionate for adventure, riding for long distances, knows the importance of security, comfort and strength of the accessories. These concepts guided GIVI in the design of the Trekker Outback, the perfect side cases for people loving the off-road thrill and ready to face the hardest situations.

- Innovative Monokey Cam-Side System (Patent Pending)
- Side case: available in two versions, aluminium and black, and two capacities, 37 lt. and 48 lt.
- Soon will be available two top-cases, 42 lt. and 58 lt.
- Aluminum structure of 1.5 mm thickness



MT-07 equipped by Gilles Tooling

GILLES Tooling has expanded its product range to include not only universal parts but also model-specific items for the new Yamaha MT-07.

Among the parts being offered by Gilles Tooling through Yamaha are billet aluminium adjustable rearsets, which are derived from the company's existing Factor-X rearset line. This version offers a wider range of adjustability with six different footpeg positions, and titanium anodised and Yamaha racing-blue anodised parts.

The Gilles Tooling front and rear axle protectors, as well as its chain adjusters, incorporate the same colour schemes, and the chain adjusters also feature embedded bobbins.

Previously available for the MT-09, the Factor-X levers, now also available for the MT-07, offer 35-step reach adjustability and a slim construction, which makes them suitable for riders with small hands or for female riders.

In addition to the parts listed above, which will be exclusively available through Yamaha, Gilles Tooling will also be offering machined 1D.GT risers for handlebar conversions from 22mm to 28.6mm diameter. They mount on top of the original handlebar clamps and lift the handlebars 25mm, and the MT-07



is the first bike for them to be available for. Matching handlebars with 28.6mm diameter are also new to Gilles Tooling. The GTO aluminium handlebars will be offered in two different geometries (low and medium), in black or gold.

gilles.tooling 

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EXHAUST PROGUIDE

Giannelli for Yamaha MT-07



GIANNELLI is now able to offer full exhaust systems for the recently launched Yamaha MT-07. The new systems from the Italian manufacturer, which include the option of silencers in aluminium, carbon fibre or titanium, are said to provide performance increases. All of the systems are street legal, and both the titanium and carbon fibre silencers have carbon fibre end caps, while the aluminium silencer has the choice of carbon fibre or stainless steel end caps and carbon fibre end caps only on the black anodised version.

Giannelli also has a street legal catalytic converter available for use with its systems for the MT-07.

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 Selci di San Giustino (PG), ITALY
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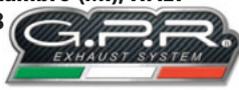
GPR slip-ons for Brutale

GPR has introduced a new range of slip-on exhaust mufflers for the MV Agusta Brutale 800. The new range includes homologated silencers and short racing slip-ons, all with a removable dbkiller.

The company claims that across the range the new slip-ons offer an increase in performance of 2hp, along with a weight saving of 3.5 to 4kg. The weight saving is dependent on the material used for the muffler body and there is a choice of aluminium, brushed stainless steel, coloured steel or titanium.

A feature of the new slip-ons is the supporting kit, which eliminates the traditional strap or welded bracket. Instead a new patented bracket kit is used that is said to be better looking and easy to assemble and install.

GPR ITALIA SRL
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Maxi scooter exhausts

TECNIGAS, the Spanish exhaust manufacturer, has expanded its product range for maxi scooters and now has options for the most powerful stock Vespa, the GTS 300i.e., with the introduction of the New Maxi 4 and 4Scoot exhausts. Both exhausts are homologated according to the 97/24EC Directive.

The New Maxi 4, with a similar design to the OEM exhaust, is a high performance muffler that also offers high strength and durability, while the 4Scoot is Tecnigas' sporty model for maxi scooters. It has stainless steel internals and an aluminium outer for an overall weight reduction, which is claimed to be almost half of the stock exhaust. This particular

version of the 4Scoot exhaust is fitted with a new end cap in black to offer a more aggressive look, which reflects the exhaust performance, technology and sportiness.

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Remus exhausts

2014 BMW R 1200 RT
 Hexacone muffler

REMUS has launched a range of Hexacone slip-on and complete exhaust systems for the 2014 BMW R 1200 RT, and its Hypercone slip-on mufflers for 2014 KTM 1290 Super Duke R, and 2014 Ducati Monster 1200 and 1200 S. Both the Hexacone and slip-on ranges include the option of muffler bodies made from a choice of stainless steel, carbon fibre or titanium, and all versions have carbon fibre inlet and outlet caps.

Remus' Hexacone complete 2-into-1 exhaust systems are also offered with the same choice of muffler bodies, and in addition feature a carbon fibre heat shield.

The Hypercone mufflers are available with a choice of bodies made from stainless steel, black stainless steel or titanium. With the Hypercone there is also the option to replace the stock connector pipe with a stainless one (with or without a catalytic converter included for the Ducati option).



REMUS INNOVATION
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office@remus.at
www.remus.at



Ducati Monster 1200S Hypercone muffler



KTM 1290 Superduke
 Hypercone muffler



New exhaust options from Arrow

ARROW has created the Reflex 2.0 range of exhausts for use on scooters as an alternative to its existing Reflex line. The new Reflex 2.0 features a black-painted cover and rear end cap.

The key features of the Reflex exhaust remain as the 2.0 version, and these include stainless steel alloy used for the collector, silencer body and internal parts, lightweight, quick and easy fitment thanks to the mounting shaped-plate (securing the silencer to the swingarm), and reduction of vibrations by means of silent-block bushes.

Alongside its selection of replacement scooter exhausts Arrow also makes exhausts for motorcycles, and the latest additions to the range have been created for use on the 2014 Honda CBR1000. The exhaust selection available for the CBR includes full systems, slip-on silencers, collectors and mid-pipes.

The street legal Indy-Race slip-on for the



The X-Kone nichrom street legal silencer with a carbon end cap can only be used with Arrow collectors

CBR1000, which is available with a titanium, carbon fibre, aluminium, or black anodised body, all with a carbon end cap, will only work with Arrow's own mid-pipe.

Designed to work with the Arrow collector, the X-Kone nichrom is a street legal silencer with a carbon end cap.

The Competition full system from Arrow for the



Arrow's Gp2 titanium silencer includes stainless steel mid-pipe



The Indy-Race silencer is available in a choice of aluminium, titanium or carbon

CBR1000 only works with race pegs and bodywork, and is made up of a low-mount version with stainless steel headers and mid-pipe, and a titanium Trophy silencer; a low mount, full titanium system; a high-mount version with stainless steel headers and mid-pipe, and Race-Tech silencer in titanium; and a full titanium high mount system.

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www.arrow.it



Arrow has created the Reflex 2.0 range of exhausts for use on scooters as an alternative to its existing Reflex line

Exan Black Evo X for Z1000

EXAN has created a version of its Series X for the 2014 Kawasaki Z1000 with the introduction of the new Black Evo X exhaust.

The dual exhaust is available in a choice of stainless steel or black stainless steel, with both options featuring a carbon fibre end cap. The replacement exhaust silencers are said to offer improved performance as well as reduced weight. The homologated exhaust is supplied with a removable DB killer than can be taken out for track use.

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Mivv Speed Edge Black

ORIGINALLY launched by MIVV in 2012, the Speed Edge exhaust muffler was designed to meet stringent regulations imposed on aftermarket exhaust manufacturers, while at the same time offering performance benefits to motorcycle riders. Now the manufacturer has reworked the Speed Edge for use on the latest generation of maxi scooters.

The newly revamped Speed Edge exhaust now has an all back look, which is obtained by means of a chemical process that modifies the surface molecular structure of the stainless steel sheet, followed by brushing to further enhance the result. Other

changes include rotating the end pipe 180 degrees and redesigning the end cap and the anchoring band, both manufactured in carbon.

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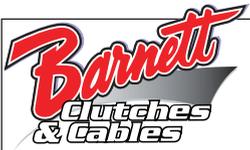
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NEWS BRIEFS

Slovenian exhaust manufacturer Akrapovic was recently voted 'Best Exhaust Brand' by the readers of PS Magazine in Germany - earlier this year the company announced that it was now selling its motorcycle exhausts Dealer-Direct in Germany.

From April this year commercial management of ScorpionExo helmets for the Italian market started to be handled by New Way Marketing Solutions, a sales consultancy at Chiasso, Switzerland - just over the border from Como, Italy. The ScorpionExo brand is manufactured in Korea by the giant Kido Sports Co. Ltd., and represented in Europe by Scorpion Sports Europe of Strasbourg, France.

Michael Dunlop of Northern Ireland won at the Isle of Man on a BMW, 75 years after BMW Motorrad's last Superbike victory there, when German Georg "Schorsch" Meier became the first non-British racer to win the Senior TT race when he lapped at over 100 mph (another first on a GP course) on a Type 255 Kompressor in June 1939. Dunlop finished 20.5 seconds in front of fellow Britton Guy Martin in the TT Superbike race on a Hawk Racing S 1000 RR with an engine from BMW Motorrad Motorsport..

Honda sales up, 'Vultus' in showrooms in June



The 750cc NM4 ("New Model") 'Vultus' is a v-twin motorcycle with maxi-scooter technology that is designed to attract riders who may be intimidated by conventional motorcycle characteristics. The styling is straight out of Japanese Magna culture - no surprise that Honda chose the London ComiCon event for its European debut in May

HONDA saw Group motorcycle sales for its financial year ended March 31st, 2014 grow by 9.8 percent, to some 17 million units (up by some 1.5m PTWs and ATVs), thanks to a strong fourth quarter in which it sold 4.5m units, up from some 4m units in the year-ago quarter, marking a 7th straight quarter of growth.

Some 14.6m units were sold in Asia (up +11.5 percent), with North American sales also growing strongly - up 10.4 percent to approximately 276,000 units; North American fourth quarter sales (the first three months of 2014) were up 20.3 percent at around 83,000 units.

For the 2013/2014 financial year motorcycle sales generated some 1.67 trillion Yen in revenue (approx €2bn/US\$16bn), thanks as much to improved exchange rates as to unit growth, and overall (including automotive, power products etc.) Honda saw profits jump from



Yen367bn in 2012/2013 to Yen574bn in 2013/2014 - approx €1.1bn/US\$5.6bn.

Honda are projecting further growth this year, with motorcycle sales for their 2014/2015 financial year forecast to increase again, to around 18.2m units (7 percent growth).

No doubt the company will be hoping that some of that growth will come from its ongoing new model blitz, including the radically styled 750cc v-twin NM4 'Vultus', which is due to start arriving in dealerships in Europe and North America in June.

Unveiled at the Osaka and Tokyo Motorcycle Shows earlier this year, Honda are hoping that 'Vultus' will come to define a new class - one that the 'Vultus' will populate with a new young urban demographic to whom the edgy, futuristic 'Magna'/'Japanimation' styling speaks in a



way that other motorcycles don't. The NM4 ("New Model" 4) features a low seat height, a Combined Brake System that includes dual-channel ABS, and Honda's proprietary Dual Clutch Transmission (DCT) - an electronically-controlled Continuously Variable Transmission (CVT).

Honda's Vultus is being produced at Kumamoto factory



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