



# INTERNATIONAL DEALER NEWS

**COMMENT: EU stats send positive message**.....Page 4

Gas Gas headed for liquidation sale .....Page 6

Govecs buys Vectrix production line .....Page 18

**AUG/SEPT 2015**

**ISSUE #126**

## European motorcycle registrations up by +8.3 percent for first six months of 2015

**T**he latest data released by ACEM, the Brussels based motorcycle industry trade association, show motorcycle registrations up by +8.3 percent in the first six months of 2015 in 26 of the 28 member states of the European Union.

At 505,229 units (compared to 466,496 units in the first six months of 2014), this is the best first half-year market performance in Europe for many years, and after a couple of years in which the sales decline of the recession slowed and in which registrations stabilized and then posted modest growth in 2014, this is the first and most important piece of major good news for the motorcycle industry in Europe since 2007.

In total PTW (Powered Two Wheeler) registration terms the first six months of the year saw 3.4 percent growth at 666,119 units from 644,527 in the first six months of last year. On small volumes, Europe's moped market is still in decline though, down by -9.6 percent at 160,890 units (from 178,031 in 2014).

France remains Europe's largest market in total PTW terms, although at 127,425 units for the first six months (compared to 131,210 units for the same period last year) the French market remains the only one of Europe's "majors" where sales are still in decline, at -2.9 percent; that said, in motorcycle terms, French

total  
PTWs +3.4  
percent

market decline has slowed and at only -0.3 percent for the first six months (87,672 units, down from 87,424 in 2014) suggesting that this year will see the French market stabilize, following the same pattern that has informed recovery elsewhere in Europe.

In total PTW terms the German market is the second largest behind France at 114,770 units (+1.8 percent for the first six months) with Italy third

largest at 113,246 units (+2.3 percent).

However, in motorcycle registration terms, the Italian market is Europe's largest at 100,672 units (up by a very healthy +5.1 percent for the half year), with the German market second at 96,709 units (+5 percent) and France third.

Spain is Europe's fourth largest in new motorcycle registration terms for the first half of 2015, according to ACEM's pan-European data, at 64,616 units (+20.9 percent for the year to date), with the United Kingdom fifth (56,950 units, +15.3 percent); Greece sixth, Austria seventh, Poland eighth, Belgium 9th and Portugal 10th. If it was an EU member, Switzerland would actually be just behind the UK market (see report elsewhere in this edition of International Dealer News, as it is in fact Europe's sixth largest motorcycle market overall.

France is Europe's largest moped market; followed by Germany, then Italy. At the time of going to press ACEM's data had yet to include the new registration data from Malta and Slovakia.

### Electric and alternate-powered motorcycles in the EU



**SWM rolls again**

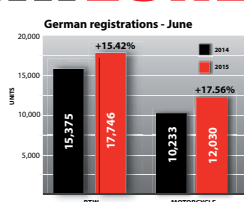


**TOURATECH**



## STATZONE

Pages  
9 - 11



## EXHAUST PROGUIDE



**polini**



**GIVI**



**BARRACUDA**

**NEWS ROOM** 6-18, 40

**TRADEZONE** 36

**INDEX** 38



# CHOICE OF CHAMPIONS



**Ian Hutchinson**  
Paul Bird Motorsport

**OVERALL WINNER  
JOEY DUNLOP TT  
CHAMPIONSHIP  
2015**



**WINNER  
SUPERBIKE  
TT  
2015**



**WINNER  
SUPERSTOCK  
TT  
2015**



**WINNER  
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TT 1  
2015**



**WINNER  
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TT 2  
2015**

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# INTERNATIONAL CONTENTS

DEALER NEWS

IDN AUGUST/SEPTEMBER 2015 (#126)

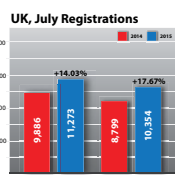
## NEWS

6-18,40

### STATZONE

UK  
motorcycle  
registrations  
+15.6  
percent for  
first seven  
months

p.9-11



Piaggio reports increased sales revenue for Moto Guzzi, Aprilia, Vespa, MP3

p.40



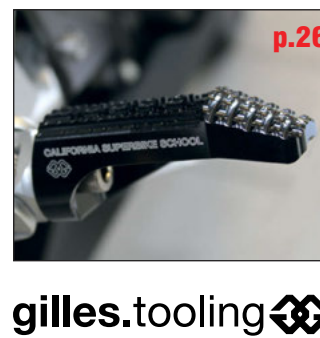
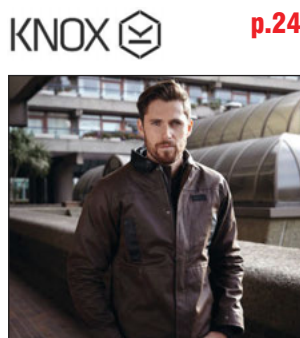
**Ducati reports record first half year 2015**

p.13



## PROGUIDE

16-35



## EXHAUSTPROGUIDE

p.34



# EU new motorcycle registration data for first half of 2015 sends a positive message

**I**t is rare for being wrong to be a good thing, and rarer still for anything in life to be a surprise anymore, especially not in a "good way".

However, the latest new motorcycle registration data released by ACEM, the Brussels based motorcycle industry trade association, appears to show the recovery in new registrations in EU members to be "robust".

Of course the headline news is an average of national data that conceals big variations in individual European markets; even among the "big five" there is a big difference between what is happening in the UK and Spain (in particular) and Germany, where the 12 month cycle has had downs as well as ups, Italy where stability is still fragile, and France, especially, with a market only just now starting to edge towards the bottom of its own very broad PTW sales cycle U-curve.

Indeed, even within national markets, there are wide variations between sectors of the market and between regions.

In general though the trend data is positive in two key respects.

First of all in terms of the headline numbers. Overall, and as reported on the front page of this edition of International Dealer News, market growth does now appear to be solid, and it shows pretty decent numbers; mid single digit growth is a "good thing" in that it generally isn't to be confused with the stability that is characterised by low single digit growth, and is sustainable in a way that double digit growth generally isn't.

Second, while there is still softness in the lower displacement sectors of the market, sectors that, arguably, can point to demographic issues in terms of youth entry, the strongest growth is taking place in parts of the market that are financially more important to Europe's hard-pressed dealers, and more important to Europe's aftermarket parts, accessory, apparel and service-item vendors - the larger displacement markets and, especially, among the middleweights and ever increasingly important adventure tourer sector.

**M**iddleweights have been somewhat of a "Cinderella" sector for years, and growth there is to be welcomed as they represent units that are more likely to be daily riders, and more likely to be a parts and accessory spend opportunity for dealers.

The growth in "naked" style middleweights (kudos to Yamaha) and adventure tourers means the mid single digit growth we are seeing in Europe will punch above its weight in aftermarket, apparel and accessory terms; it will also result in increases in the number of miles being ridden (as is already being seen in some markets despite the theoretically much lower bike parc), which in turn goes to unit growth, and participant stability is good news for workshop bookings and service item consumption.

Regular readers will know that, personally, I have remained rather sceptical, cynical even, about the prospects for any real evidence of real growth emerging for another couple of years at least. My thesis has been that there are still too

many macro economic uncertainties and too little consumer confidence as a result for any anticipation of what ACEM's half-year data represents to be realistic.

However, ACEM's methodology is sound and the diligence with which their figures are compiled (some weeks after the first releases of major-market data by the national trade associations) makes their analysis "considered" and definitely worth taking notice of.

**I**t was ACEM for example who, as long ago as the autumn of 2012, started pointing to signs of an impending slow-down in market decline and a cycle that would see stability established in 2013 and 2014 - a cycle that would be followed by market conditions that could well permit modest growth to evolve into something more meaningful.

There is no doubt an element of deferred spending going on, with a lot of bike park renewal taking place rather than overall bike park growth as such. In recent years older machines have been worked longer and harder and as a modicum of consumer confidence returns they, no doubt, are finally being retired in increasing numbers.

Indeed the questions that still haunt the industry in terms of licensing and training, youth entry into PTW transportation and leisure options, and the comparative weakness of lower displacement sales, then the growth cannot yet be explained by young riders coming into the industry in increased numbers.

Either way ACEM's late 2012 prognosis has proven to be spot-on and, for once, the scepticism of those, like me, who have still been unsure about market prospects for the past 12 months, has been misplaced.

In my case it still hasn't gone away entirely. While some markets (the UK for example) have started to see small increases in the number of people completing their rider education processes, I think it still behoves us to temper optimism with realism. It may well be that we are all in for a pleasant surprise and if we are, well, it is the kind of surprise that I'm sure we'd all embrace willingly.

That said though, as this edition of IDN went to press there are still macro economic issues threatening the prospects for sustained job and wealth creation in Europe's single currency zone; not least the financial problems that now appear likely to envelop China. For as long as the Euro languishes and the spectre of deflation hangs over us then the very real risk is that the next decade will be one of Japanese style stagnation rather than real growth - and under those conditions it is likely that consumer demand will remain unstable.

**“middleweights have been the Cinderella of the market”**

**Robin Bradley**  
Publisher

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# ACEM Conference - innovation and mobility September 24th, Brussels



THE theme of ACEM's 2015 annual conference will be "Let's innovate! L-category vehicles? Today's smart choice for the future".

The event will take place on 24 September 2015 at the Renaissance Hotel, 19, Rue du Parnasse, Brussels. The conference will run from 12:30 to 17:00 and be split into two main sessions.

This first ("The place of L-category vehicles in the European Union") will focus on the main areas of importance

to the PTW, 3-wheel and quad markets and cover current European transport policy and the revision of the White Paper on Transport, recent economic developments and trends in the sector and the impact of legislation on the European L-category vehicle market. The panel debate will be followed by a Q&A session with attendees and the press.

The second session ("Unlocking the potential of innovation") will look at how European research policy can

support companies to develop innovative and advanced vehicles and technologies such as electromobility. This will feature presentations from leading industry experts on ongoing research projects funded by the EU through the European Green Vehicles Initiative (2014-2020).

Speakers and panellists at the event will include Gwenole Cozigou, Director for Industrial Transformation and Advanced Value Chains in the European Commission's Directorate General for

Internal Market, Industry, Entrepreneurship and SMEs; Wim van de Camp, MEP in the TRAN, INTA and CONT committees and Rapporteur on the European Parliament own-initiative report on the European Commission's White Paper on Transport, Stephan Schaller, ACEM President and BMW Motorrad President and ACEM Secretary General Antonio Perlot.

**To register follow the links at [www.acem.eu](http://www.acem.eu)**

## Gas Gas liquidation?

IT would appear that attempts to secure a future for Spanish trials bike manufacturer Gas Gas/Ossa under the present management have failed. According to a recent press release from the company it is still hoped that a new owner may buy the assets as a going concern and recommence production.

"Update regarding the current situation with the company..."

"In recent months the company has gone through several legal proceedings in order to renegotiate the debt and to continue operations. Unfortunately, despite the valiant efforts made to achieve this goal, it has been impossible to reach and finally they have declared to proceed with the liquidation of Gas Gas Motos SA.



"In this process, the current management team, the receivers and the council representatives of all employees are working full-throttle to collect all of the necessary information to begin the process of selling the factory and to close the subsequent sale process with potential buyers in the fastest way possible.

"The target set by the sale of the production unit is to be able to reactivate the Gas Gas Motos factory in a way that allows us

to produce our motorcycles, both enduro and trial, and ensure a solid and sustainable long term viability of the company".

In 2013 Gas Gas received a 4 million euro investment by an international consortium, and in 2014 the Catalan government agreed to provide Gas Gas with a further 2 million euro to fund a recovery plan for the company, a plan that included acquisition of new technology to improve

their two and four stroke engine production.

Last year, it was announced that Gas Gas would merge with Ossa and re-launch that brand, having previously agreed to share production facilities and personnel. Ossa was re-launched in 2009, three decades after its closure, and were believed to be producing around 800 trials motorbikes. At this time it is unclear whether the Ossa brand and prospects for its production is wrapped-up in this latest development, but it is likely that it is.

Gas Gas itself was founded in 1985, so was hoping to celebrate its 30th anniversary this year. It is estimated that the company was producing some 9,000 bikes per year as recently as 2012/13, exporting to over 50 countries and generating some 500 direct and indirect jobs in Catalonia, north of Barcelona.

## Italian motorcycle registrations +13.21 percent for January to July 2015

ACCORDING to the latest data released by the motorcycle trade association in Italy (ANCMA) motorcycle sales in Italy for the first seven months of 2015 were up by +13.21 percent at 48,014 new units registered, compared to 42,413 for the same period in 2014.

This is by far the best market performance seen in Italy for many years. In July new motorcycle unit registrations were 7,548 units.

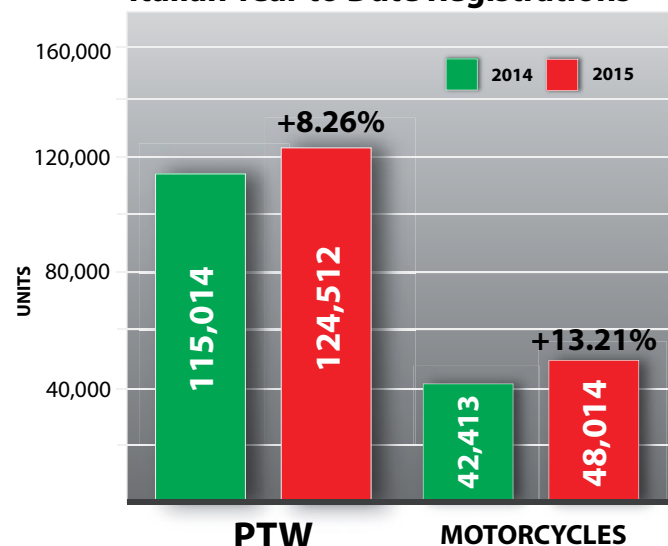
In total PTW terms July was up by a massive +25.31 percent at 24,100 units from 19,233 last year, making it the best July for all PTWs in Italy since 2012, and for the year-to-date the market was +8.26 percent at 124,512

units (compared to 115,014 units for the first seven months of 2014).

The top selling models in Italy so far this year have been Honda's SH 300 and SH 150 scooters, followed by the Piaggio Beverly 300. The top selling motorcycle was BMW's R 1200 GS, followed by the Ducati Scrambler.

In displacement terms, those industry analysts pointing towards middleweights being an overlooked sector of the market certainly appear to be right where Italy is concerned as the fast growing sector there is in the 751 to 1,000 cc market, which is up by +36.65 percent for the year-to-date; the 500 to 600cc market is the second fastest growing at +20.84 percent.

Italian Year to Date Registrations





# SWM rolls again

FOLLOWING its debut at EICMA in November last year, one of the legendary names of post-war off-road motorcycle sport is now firmly on the come-back trail.

Under the guidance of renowned ex Cagiva, Aprilia and Husqvarna motorcycle engineer Ampelio Macchi as CEO, and with the financial backing and volume production expertise of China's Shineray Group, July saw the first new Italian SWM model roll off a production line in the 23,000 sqm former BMW/Husqvarna production facility on a 45,000 sqm site near Varese, north of Milan. Originally founded in Milan in 1971 by Piero Sironi and Fausto Vergani, SWM (Speedy Working Motors) was a leading Trials, Enduro, Motocross and off-road brand in the 1970s and 1980s, achieving considerable race success and building a devoted following in Italy and internationally.

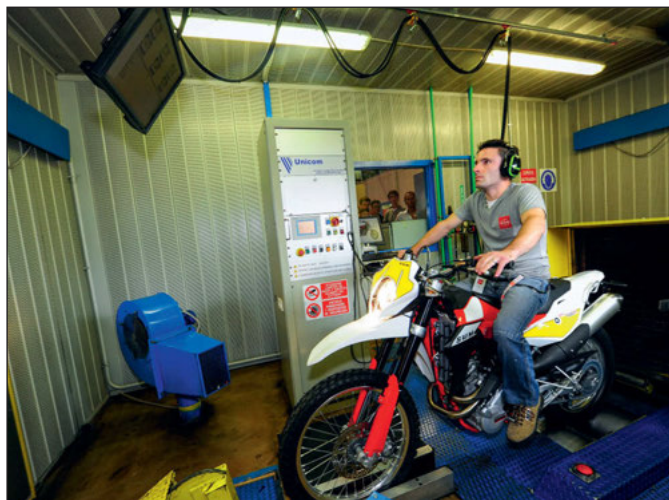
They started with small capacity Sachs engined enduro bikes and began making Rotax engined trials bikes in 1977. This was the era of other historically strong brands such as Ossa, Bultaco, Montesa and others, many of which hit trouble one way or another. In the case of SWM the end came in 1984; fast forward thirty years to the 'Milan Show' last year and a new company bearing the historic name introduced six street and off-road bikes with engine sizes between 300 and 650cc. Following a formal unveiling at the "Valli Bergamesche" event, the Italian round of the WEC (World Enduro Championship) at Rovetta (Bergamo, Italy) in June, the first to roll off the production line in July was the RS 650 R, a DOHC 4-valve liquid-cooled fuel injected 600 cc single cylinder 4-stroke enduro in a steel single beam double cradle frame with upside-down front forks, Sachs



SWM RS 650 R



Ampelio Macchi, CEO (left), has brought the SWM brand back in the former BMW/Husqvarna factory space near Varese thanks to backing from China's Shineray Group



In-house R&D includes an engine test room and structural strength test benches

rear shock absorber, fixed disc/floating caliper brakes, 21" front and 18" rear wheels, electric start and 6-speed wet-sump gearbox.

Based on an evolution of the Husqvarna TE 610 enduro, with the same brakes and suspension set-ups, the compression of the Husqvarna engine has been increased and the single cylinder bored out to 600cc. SWM will use the Husqvarna engine for all the off-roaders it makes. The production plan

anticipates some 2,500 to 3,000 units for 2015 initially, with an SM 650 R due later in the summer, an RS 300 R, RS 500 R and SM 500 R at the end of September, with the return of the SWM "Classics" - the Silver Vase and Gran Milano 440s - by the end of October. The present workforce of around 60 is expected to grow to some 110 people, and 125cc models are planned in the near future.

[www.swm-motorcycles.it](http://www.swm-motorcycles.it)

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# Sweden - motorcycle registrations up nearly 12 percent for first six months

POSITIVE news from Sweden where the market growth seen in 2014 has continued for the first six months of 2015.

According to the latest data released by the motorcycle industry trade association in Sweden (McRF) motorcycle sales were up by 11.8 percent at 6,174 units, with small cc PTWs (mopeds etc) up by +21.7 percent at 5,442 units.

For June motorcycle registrations were +13 percent at 1,119 units; with small cc PTWs (mopeds etc) +32.4 percent at 1,393 units.

Per Johansson, the Managing Director of McRF puts the turnaround in Sweden down to several factors. "Low interest rates, high employment and, not least, pent-up need to trade-up. Many have waited a year to trade-up but now decided to acquire a better and more modern motorcycle".

He especially cites the safety

standards of new vehicles as being a big motivator with consumers. "The technological developments in the past five years mean a lot for safety - there have been big advances in brakes and lights for example, to name just two important drivers of improved safety and improved public perception of two-wheel safety".

Motorcycle registrations in Sweden 'bottomed-out' in 2012 at some 7,000 units; they grew in 2013 (approx 7,300 units) and 2014 saw the market recover to around 8,100 new motorcycle registrations.

The total number of motorcycles registered in Sweden (the "motorcycle parc") continued to grow throughout the downturn and that maybe the delayed-spend factor that Johansson is referencing - from around 285,000 units in 2007 it had reached over 315,000 by the end of last year.

The top selling models in Sweden



last year were the BMW R 1200 GS & R 1200 GS Adventure in top place, the Yamaha MT-09 second, the Kawasaki Z800 & Z800e third, Kawasaki ER6n & ER6F fourth with Yamaha's MT-07 fifth.

Street bikes took 29 percent of the market in Sweden last year; Adventure bikes second at 18 percent (the KTM 1190 Adventure and 1190 Adventure R and 690 SMC and 690 Enduro were the sixth and seventh best sellers in Sweden in 2014); custom style motorcycles (principally Harley-Davidsons) took 12 percent of the market, equal with scooters, with off-riders accounting for 11 percent and tourers 8 percent.

Some 34 percent of the bikes sold in Sweden in 2014 were over 1,000 cc; with 19 percent 751-1,000cc and 15 percent between 601 and 750cc.

Sweden's principal motorcycle expo, MC Massan, will be staged in Gothenburg next year, January 28th-31st (it alternates between there and Stockholm).



Managing Director of the McRF in Sweden

## German market recovers to pre-recession levels

The latest data released by the motorcycle industry trade association in Germany (the IVM) shows that new motorcycle registrations there were +17.56 percent in June (at 12,030 units), compared to down by -4.26 percent in May. For the year-to-date the market in Germany is +5.12 percent at 69,412 units, compared to 66,033 units for the first six months of 2014. This is the best June and best first half of the year seen in Germany since 2008.

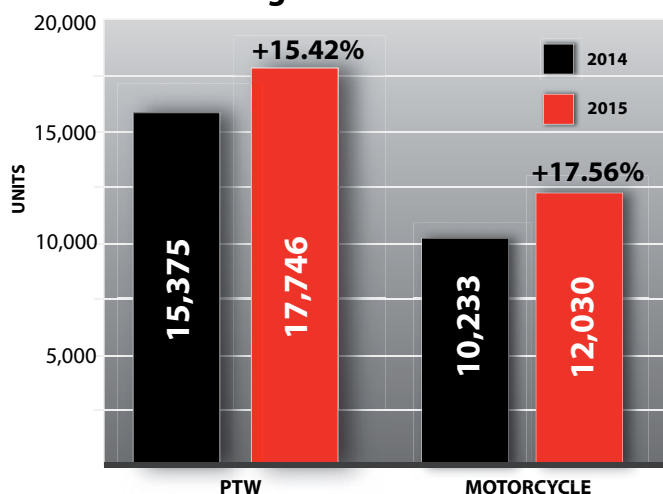
In total PTW terms the German market was +15.42 percent in

June (17,746 units - the best since 2008) and +4.95 percent at 96,066 units for the first half of the year, also the best since 2008.

The best selling motorcycle in Germany for the all-important first six months of the year was the BMW R 1200 GS, with 5,130 units sold. Second was Yamaha's MT-07 (2,306 units); third was BMWs R Nine T (1,915 units); fourth was the Yamaha MT-09 (1,780 units); fifth was the Kawasaki ER-6n (1,695 units).

In sixth place was the BMW S 1000 R (1,466 units); seventh

### German registrations - June



was the BMW R 1200 R (1,422 units); eighth was the Kawasaki Z 800 (1,259 units); ninth the

KTM 690 SMC (1,033 units); with the Ducati Scrambler tenth (1,019 units).

## Motorcycle sales +8.3 percent for the first six months of 2015 in the Netherlands

According to figures released by the motorcycle industry trade association in the Netherlands (RAI), motorcycle sales were up +8.3 percent in the first six months (7,326 units), with moped registrations at +15 percent (8,998 units).

In June motorcycle sales were up +13.1 percent (1,330 units), with

moped sales at +20 percent for June (1,880 units).

The best selling motorcycle brand in the first six months of the year in the Netherlands was BMW with a 16 percent market share (1,172 units); followed by Yamaha second with a 15.2 percent share (1,116 units), with Kawasaki third with a 12.2

percent share (895 units).

Piaggio was the top selling moped manufacturer with a 22.3 percent market share (2,011 units); followed by Kymco in second with a 20.6 percent share of the Dutch moped market (1,853 units) and Sym third with a 14.7 percent market share (1,325 units).



# Swiss motorcycle sales up by over 16 percent for first half of 2015

ACCORDING to the latest data released by the motorcycle industry trade association in Switzerland the motorcycle market there was up by 16.66 percent for the first six months of 2015 at 19,019 units (from 16,303 for the first half of 2014).

For June the Swiss market was worth 3,608 motorcycles, up by nearly 25 percent compared to June 2014.

In Scooter terms the Swiss market was down by 6.52 percent at 11,878 units for the first six months. In total PTW terms therefore the market in Switzerland was up by nearly 14 percent in June (6,201 units) and by 6.51 percent for the first six months of the year (30,897 units).

Yamaha is the market leading manufacturer, taking top spot in motorcycle and scooter sales terms (3,827 motorcycles in the first six months for a 43.71 percent market share and 2,942 scooters). BMW is the second largest motorcycle brand, followed by Harley-Davidson, Kawasaki and Honda.

The top-selling motorcycle in the first six months of the year was Yamaha's MT07 (1,012 units), followed by their MT-09 (744 units), the BMW R 1200 GS (474 units), Yamaha's MT-Tracer (418 units) and Ducati's 803 Scrambler (384 units).

The top-selling scooter in Switzerland in the first six months of the year was the Vespa Primavera 125 3V (754 units). Kymco is the top

MT-07, the top-selling motorcycle in Switzerland for the first six months of 2015



manufacturer in a Swiss ATV market that was up by nearly 20 percent in the first half of the year (896 units in total). Nearly 64 percent of the 19,019 new motorcycles registered in Switzerland in the first six months of 2015 were in the 751cc+ class.

The health of the Swiss market was evidenced by the excellent attendance at this year's Swiss Moto exhibition in Zurich in February this year; in 2016 the expo will be staged from 18 - 21st February.

[www.motosuisse.ch](http://www.motosuisse.ch)

## Japanese exports to Europe and US decline in June

THE latest data released by the motorcycle industry trade association in Japan (JAMA) puts motorcycles (of over 250cc) manufactured in Japan and exported to Europe in June 2015 at 9,512 units, -2.45 percent over June 2014 and down from 26,800 units for the month in 2007.

For the year-to-date Japanese manufactured motorcycle exports to Europe are broadly level, at +1.21 percent, 85,331 units for the first half of the year, which compares to nearly 259,000 units for the first half of 2007.

In total PTW terms June exports to Europe were -12.73 percent at 10,650 units and are broadly level for the year-to-date at +0.95 percent, 91,118 units.

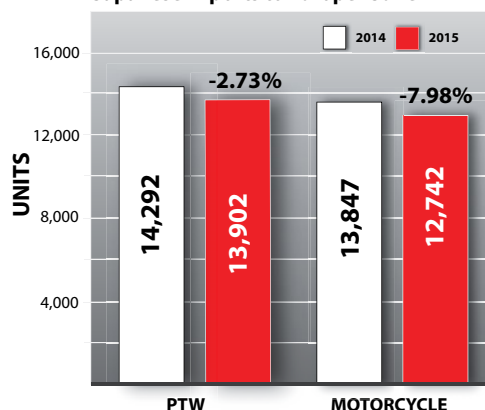
The picture is even worse in the United States, where imports of 250cc+ domestic Japanese manufactured motorcycles were -

37.19 percent at a mere 3,562 units (which is barely enough for one per dealer!) with the year-to-date there - 31.25 percent at 19,097 units. To put that in context, June 2007 was worth 17,787 units, and the first six months of 2007 worth 191,000 units.

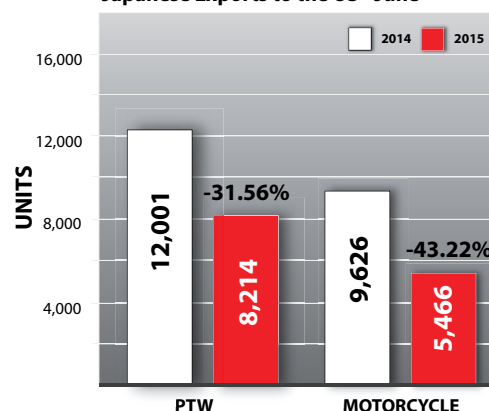
A lot more Japanese brand motorcycles and small cc machines are now coming into Europe and the USA from subsidiary and affiliate factories elsewhere in the world, but the data still makes alarming reading as the historically market-defining

"Big Four" look increasingly like a "Big Two plus a few other models", as European and American manufacturers take ever increasing shares of a much smaller market in Europe and North America.

Japanese Exports to Europe - June



Japanese Exports to the US - June



## UK motorcycle registrations +15.6 percent for first seven months

THE latest data from the motorcycle industry trade association in the United Kingdom (MCIA) shows new motorcycle registrations up by +17.67 percent for July at

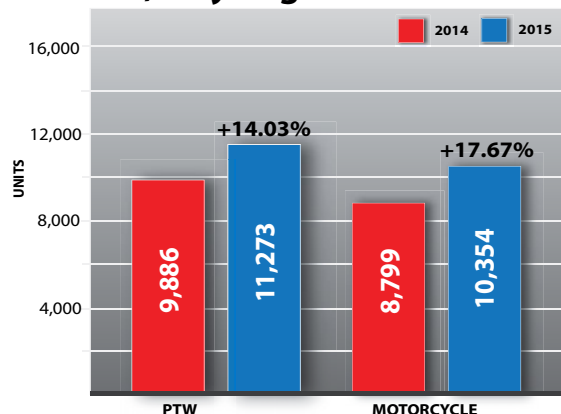
10,354 units, and up by +15.6 percent at 66,973 units for the year-to-date. In total PTW terms the market in the UK was +14.03 percent in July (11,273 units) and +13.08

percent for the year-to-date at 72,238 units. The UK moped market remains soft at -11.4 percent for the first seven months of the year (5,265 units).

Naked bikes constitute the largest and fastest growing sector of the market in the UK at 19,723 units (up by +30.8 percent for 2015 so far), with adventure sport models up by >>>



## UK, July Registrations



23.7 percent (11,011 units). The UK has been worth 13,590 scooters so far this year, which means they too have grown this year, by +6.9 percent; Supersport models have grown by +11.1 percent in the UK this year (8,916 units) and custom bikes by 11 percent (5,889 units). As is the case elsewhere in Europe currently, the fastest growing displacement sector of the market in the UK is in the middleweight/651-1000cc market, where sales are up by

26.3 percent so far this year (17,238 units).

Good news in terms of rider entry in the UK - having seen a dramatic annual decline in the number of new riders passing their motorcycle test for several years, 2014/15 saw 34,600 passes, up from 30,500 in 2013/14. The MCIAs say that there are some 1.2 million motorcycles in use in the UK, and the total distance travelled by motorcycle in 2014 grew over 2013 to 4.6 billion km (2.8 billion miles).

## Polish PTW registrations up nearly 18 percent in first half of 2015

THOUGH still relatively small in new motorcycle registration terms, the motorcycle market in Poland is an interesting one - especially in terms of parts and accessories. Chosen by Polaris for their first European manufacturing facility, Poland has been a leading choice for motorcycle parts and accessory manufacturing for a long time.

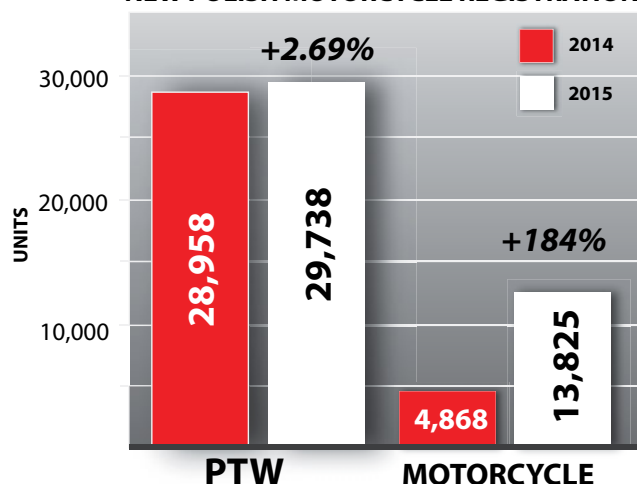
Mostly out-source manufacturing for Western European brands, the past 10 years has seen a growth in the number of Polish parts makers now selling to importers and distributors in the rest of Europe, and a growth in the number of domestic Polish importers and distributors representing leading European brands. All sectors of powersports activity have seen evolution there - the country even has a small but thriving custom bike scene with some Polish builders winning prizes at custom bike shows in Western Europe in recent years.

Pre-owned motorcycles imported to Poland (from Germany in particular) are a huge part of the market (which is very good news for the parts and accessory sector), and according to the latest data released by the motorcycle industry trade association in Poland (PZPM), new and first time registered used motorcycles grew strongly in the first six months of 2015.

Nearly 50,000 new and used motorcycles were registered in Poland in the period January to June, which is up by over 63 percent over the first half of 2014, and by far the highest number since before 2010 - the cut-off point for PZPM data.

Of those 13,825 were new units (as opposed to first time registered used machines), which is a massive 184 percent increase on the number of new motorcycles registered in Poland in the first six months of 2014 - nearly 28 percent of all motorcycle registrations.

### NEW POLISH MOTORCYCLE REGISTRATIONS



In addition, some 15,913 new mopeds are reported as registered in Poland during the first half of the year, although that is down by over 31 percent from 2014; with an additional 22,801 used mopeds registered there for the first time (-26.41 percent).

In total Poland was worth over

72,000 new and used PTWs in the first half of 2015 (over 68 percent of them were new or first time registered used motorcycles), a figure that is up by nearly 18 percent over the first half of 2014 and the highest seen since 2012.

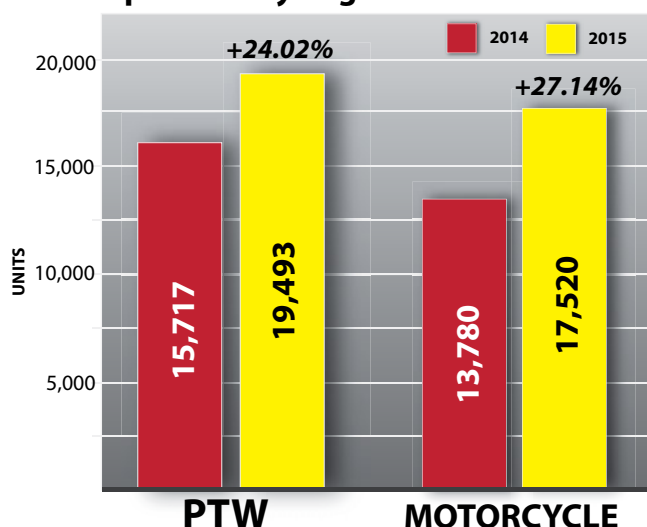
[www.pzpm.org.pl](http://www.pzpm.org.pl)

## Motorcycle registrations +27 percent in Spain in July

ACCORDING to the latest data released by the motorcycle trade association in Spain

(ANESDOR) new motorcycle registrations there were up by over 27 percent in July at

### Spanish July Registrations



17,520 units for the month, taking the total for the year-to-date to 81,656 units, which is nearly +23 percent.

This was the best first seven month market performance since 2011 and the best July market performance in Spain since 2009.

In total PTW terms July was +24 percent (19,493 units and +21 percent for the year-to-date (91,141 units; moped sales were modestly up in July (at just under +2 percent) and running at around +11 percent up for the year-to-date (9,485 units).

Jose Maria Riano, General Secretary of ANESDOR, said that "With July we have seen 23 months of continuous

growth and we will approach 150,000 units this year. This is still far out from goal of market sustainability though, which we see as being around 250,000 units a year - which is not an over-ambitious target, given that the market in Spain saw more than 395,000 units registered in 2007". Market leader so far this year for new motorcycle registrations is Honda with a 16.2 percent share at 13,243 units (up 11 percent over 2014). Kymco is second with 14.9 percent, with Yamaha third (14.4 percent); Piaggio fourth (9.1 percent); Suzuki fifth (6.6 percent); followed by Sym, BMW, Kawasaki, Keeway and Peugeot.

# Electric and alternate-powered motorcycles in the EU

By ACEM Secretary General Antonio Perlot



## An alternative offer with considerable advantages

IN recent years, the motorcycle industry has started developing new electrically and hydrogen-powered models, as well as hybrid vehicles. They emit little or no carbon monoxide and dioxide, hydrocarbons, nitrogen oxides or particulate matter; operate in a smoother manner and consequently have very low sound emissions.

From the user's point of view, these electric vehicles can be easily charged at home or work, without special charging infrastructure.

Moreover, mopeds, motorcycles and quadricycles running on these 'alternative fuels' have substantially lower prices than electric cars, which makes them potentially affordable to a wider range of people, and as a result of their reduced weight and mass, they are a perfect candidate for electrification.

Also, they can take full advantage of the key features of mobility in urban environments: trips in high-traffic density zones, short travelling distances, and limited availability of parking spaces.

## ... but still very much a niche market

In spite of these comparative advantages, market uptake remains limited.

According to ACEM's estimations, only between 1% and 2% of all L-category vehicles (i.e. powered-two and three-wheelers and quadricycles) registered in Europe in 2014 were electric models. It is true that some countries are witnessing an increase in the number of electric vehicles. In the Netherlands, for example, registrations went up from 4,090 units in 2010 to 5,123 units in 2014. In Spain, registered vehicles increased from 165 in 2010 to 1,053 in 2014.

Notwithstanding this, the absolute figures remain at niche levels for now. The fact that some national administrations do not yet distinguish between internal combustion engine and electric engine vehicles in their official statistics is symptomatic of the situation in this segment of the market.



## The key barrier to market uptake: charging infrastructure

According to the European Commission, limited charging infrastructure is a major limiting factor in the large scale adoption of electric vehicles, in particular for cars. This is one of the reasons why in 2013, the Commission proposed the Clean Power for Transport package with very ambitious objectives for charging points all over the EU to be achieved by 2020.

However, probably as a result of the delicate situation of public finances in many European countries, the European Transport Ministers rejected the principle of binding targets and proposed a more flexible framework without quantitative objectives. In any case, for the European Commission this issue is still on the table, as its recent Communication on an Energy Union suggests.

## The importance of common standards

Another important area of work is harmonisation. Experts from the public and private sectors working together at CEN-CENELEC, the European body responsible for technical standardisation, have defined a standard to harmonise plug-ins for electric L-category vehicles. Although not legally binding yet, this new standard for type 3A plugs sent a clear signal to economic operators.

The European Commission should certainly consider making this standard mandatory through its inclusion in the Directive on the Deployment of Alternative Fuels Infrastructure. This would facilitate the free movement of products within the EU internal market and would increase their acceptance among consumers, providing further possibilities for charging in public spaces.

## Creating the adequate fiscal environment

It is also important to remember that a sensitive combination of fiscal and tax incentives would also be required in order to create an adequate environment

for the uptake of vehicles running on alternative fuels.

Although some European governments have launched rounds of subsidies to incentivise sales of low or zero-emissions vehicles, powered-two and three wheelers are not always eligible.

This is why in several European countries there is still an unequal playing field between electric mopeds, motorcycles and quadricycles, and other electric means of transport such as cars or buses.

Notwithstanding this, in some countries the situation is starting to change. In the UK, for example, our colleagues from the MCIA have successfully made the case for electric motorcycles and scooters to qualify for subsidies under a new scheme announced by the Office for Low Emission Vehicles (OLEV).

## Unlocking the potential of innovation

Co-operative, publicly funded research can be a valuable complement to in-house industry research in the area of e-mobility. In this respect, the European Green Vehicles Initiative (EGVI), a public private partnership funded by both the European Commission and industry, is being instrumental in promoting "smart, green and integrated transport" in Europe.

A concrete example of this: earlier this year, the European Commission decided to allocate €5-8m to the RESOLVE project, an initiative, led by ACEM manufacturers KTM and Piaggio, which will develop new prototypes of vehicles with innovative powertrains.

Projects like RESOLVE illustrate the importance of creating synergies between partners and are an excellent example of co-operation between industry and policy makers. Additional research would be needed in different areas, which would greatly benefit from further European support. And this is one of the key topics we will discuss during our next 2015 annual conference in Brussels.

## Summing up...

The models that the motorcycle industry has launched onto the European market, as well as those under development, will certainly contribute to transforming our transport systems and to improving their environmental footprint.

However, whether the share of electric vehicles increases or not will depend mostly on two elements: consumers' choices and the policies that will be put in place by decision makers.

For the time being, and quite likely for years to come, internal combustion engines will continue to play an important role in transportation.

[www.acem.eu](http://www.acem.eu)





# Ducati reports record first half year 2015



DUCATI has announced that it sold 32,600 bikes in the first six months of 2015, a 22 percent increase over the excellent results it recorded in the first six months of 2014.

Among the motorcycles sold this year, the company says it sold 9,000 Ducati Scramblers worldwide from January through June, "highlighting the extraordinary success of the new Ducati brand".

Ducati say they have seen growth in all the major markets it sells to, with the United States again confirmed as their largest market with sales there up by some +10 percent for the first half of the year.

Their biggest percentage increase came in Italy, where they were up by +51 percent, followed by Spain +38%, the UK +36%, Germany +24% and France +23%.

The results for June set a new monthly record for the company overall (the previous best was April 2015), with bike sales topping 7,400, an increase of 60 percent over June 2014; June also saw record sales in North America, where more than 1,900 bikes were sold and Japan where the company sold over 500 bikes in the single month.

In addition to the runaway success of the Scrambler, the first half of the year

saw Ducati sell 4,700 Multistrada 1200s, 3,700 Monster 821s and over 3,000 Panigale models, "not to mention good sales figures for the Diavel, 899 Panigale, Hypermotard and Monster 1200".

Claudio Domenicali, CEO of Ducati Motor Holding, said that "this record-breaking performance by Ducati in the first half of 2015 stems from the incredible efforts made over the last two years. Products like the Scrambler, Multistrada and 1299 Panigale reflect the extraordinary talent of workers who, day after day, dedicate themselves to making customers' dreams come true.

"This exceptional growth is the result of teamwork, an ability to handle the complexity of selling in over 90 countries and running 11 branches and 3 production plants. That makes me incredibly proud. A big helping hand has, of course, come from the Ducati Corse racing division, of which our customers are the biggest fans".

In 2014 Ducati delivered 45,100 motorcycles to customers, an all-time company record - although sales are inevitably concentrated in the first half of the year, and Ducati's performance so far puts them on-track for another record year in 2015.

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



Claudio Domenicali, Ducati CEO, with, left to right, the popular new Scrambler, the 1299 Panigale and the Multistrada 1200




*The Vintage Collection*

[www.premier.it](http://www.premier.it)







# BMW sales +10.5 percent for first six months

BMW Motorrad has seen sales set a new record for the first six months of the year with 78,418 motorcycles and maxi scooters supplied worldwide (70,978 units in the first six months of 2014). This represents an increase of 10.5 percent over 2014.

BMW also set a new record in the month of June 2015 with sales up by + 31.0 percent to 15,490 vehicles (11,827 units in June 2014).

Heiner Faust, BMW Motorrad's Head of Sales and Marketing, said that "never before have we supplied this many vehicles to our customers. With a plus of 10.5 percent as of the first six months, we are well on track to set a new sales record at the end of this year".

BMW say they have seen strong growth in Italy, France, the UK, Spain and Germany, with their home market continuing to be their largest, and are market share leader in their 500cc+ class in Germany and Spain.

The company says that it has also seen demand for its products "rising steadily" in Asian markets, with China in particular "showing considerable

growth potential with a dynamic increase in sales".

Faust went on to say that "our powerful model portfolio and the reputation of the BMW Motorrad brand provide the basis for our increasing market success. The new generation of water-cooled Boxer models, our custom roadster and the family of sporty S models are creating a veritable surge in demand".

The front-runner in the BMW Motorrad sales ranking remains the water-cooled R 1200 GS, with 14,099 units supplied to date this year. This is followed in second and third place by the two Boxer models, R 1200 GS Adventure and R 1200 RT, with 10,429 and 6,471 units respectively, with more than 40 percent of Boxer GS motorcycles ordered of the Adventure type.

In fourth place is the R nine T custom style roadster, with 5,868 units sold in the first half of the year, exceeding BMW's expectations again in this, its second year on the market.

[www.bmw-motorrad.com](http://www.bmw-motorrad.com)



BMW say that all their S series models with 1-litre 4-cylinder engines are seeing very high levels of demand, with the recently launched S 1000 XR completing the three model line-up. BMW say that with 5,654 and 4,134 units respectively in the first half of the year, the S 1000 RR and the S 1000 R "have developed into volume models" and that launch reaction to the XR suggests that it too could exceed expectations

## Salon de la Moto 'Paris Show'

THIS year sees the 'Paris Show' return to the French capital's much re-modelled primary exhibition centre at Porte de Versailles from December 1st - 6th 2015.

The Salon de la Moto, Scooter, Quad et Equipement (to give it its full title) is staged every other year, alternating with INTERMOT and Cologne, Germany, and after being cancelled during the depths of the recession is now continuing to build back its audience and working hard to attract young riders in particular. France in general, and Paris in particular, have become notoriously difficult markets for the motorcycle industry in regulatory terms, despite regulators there being exposed to several well-researched projects that point to the congestion, emissions and journey time reduction advantages of PTWs for

urban mobility. Of all of Europe's "big five" motorcycle markets, the French market continues to languish with the best hope for 2015 being that dealers there continue to see a slow-down in market decline followed by some stabilisation in 2016. With that being the hope, the primary motorcycle manufacturers, parts and accessory importers and distributors, and the small but high-quality domestic French component and apparel manufacturing and brand owning community, is expected to come out in force for the show. There appears to be positive market sentiment and attitude - Thierry Archambault, the Deputy Chairman of the CSIAM (the International Automobile and Motorcycle association in France), says that "the two-wheel

## SALON DE LA MOTO SCOOTER, QUAD & EQUIPEMENTS PARIS

manufacturers, members of CSIAM, are working relentlessly to promote the show, so two-wheel fans can discover the many great new motorcycle and scooter models and parts, accessory and apparel programmes that will be launched for 2016. The latest data available from CSIAM (January - April 2015) show that the total number of motorcycles, scooters and Quads/ATVs sold in France stood at 58,851 units, down by -4.0 percent over the first four months of 2014.

However, motorcycles and scooters of all displacements were down by only 2.7 percent (48,415 units); better still sales of motorcycles over 500 cc were approximately level with the first

four months of last year, at just over 30,000 units, meaning that the prospects for a successful show and better business environment for the industry in France in 2016 are good. The show is open to the public for six days, with Monday November 30th and Tuesday December 1st (through to 4:00 pm) reserved for trade and press visitor admittance.

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





# KTM unit sales +25.6 percent for first six months of 2015



KTM has announced another record sales performance, for the first half of 2015, selling 88,531 vehicles worldwide - an increase of +25.6 percent compared to the first six months of 2014.

Revenue was up at EUR 515.1 million compared to EUR 410.3 million for the first six months of 2015; EBIT increased to EUR 50.3 million (+49.7% compared to the EUR 33.6

million for the first six months of 2014) representing an EBIT margin of 9.8 percent for the period January to June 2015.

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



## Consolidated Financial Summary for the Fiscal 1st Quarter ended June 30, 2015

HONDA Motor Co., Ltd. has announced its consolidated financial results for the fiscal first quarter ended June 30, 2015. Consolidated operating profit for the fiscal first quarter (April 1, 2015 through June 30, 2015) amounted to 239.2 billion yen, an increase of 16.4% compared to the same period last year. The company says that this was due to profit-increasing factors, including strong sales in North America, the positive effects of new (automotive) products and cost reduction efforts, and despite profit-reducing factors



such as an increase in selling, general and administrative (SG&A) expenses that include quality-related expenses. Consolidated profit before income taxes for the fiscal first quarter amounted to 282.3 billion yen, an increase of 15.9% compared to the same period last year. Profit for the fiscal first quarter attributable to owners of the parent amounted to 186.0 billion yen, an increase of 19.6% compared to the same period last year.

Consolidated financial forecasts for the fiscal year ending March 31, 2016 remain unchanged from the forecasts announced previously.

The quarterly dividend for the fiscal first quarter will be 22 yen per share, and total cash dividends to be paid for the

fiscal year ending March 31, 2016 are expected to be 88 yen per share.

Worldwide Honda Group motorcycle, PTW, ATV/UTV and Power Product sales were 4.105 million units in the quarter to June 30th 2015, down by -0.247 percent from the 4.352 million units reported for the year-ago quarter.

Worldwide consolidated motorcycle, PTW, ATV/UTV and Power Product sales were 2.545 million units, up by +0.042 units from the 2.503 million units reported for the year-ago quarter - that is completed products and income at Honda factories and those of its consolidated/wholly owned subsidiaries, as opposed to partnership and joint venture operations.



## Kawasaki report improved first quarter

KAWASAKI have reported increased unit sales and operating income in its Motorcycle (& Engine) division for the first quarter (to June 30th) of its current 2015/2016 financial year.

Total worldwide motorcycle (and ATV) unit sales were 103,000, down from 129,000 in the April - June quarter of 2014, but in Europe unit sales were some 15,000, which is around 25 percent up over the 12,000 recorded in the same quarter of 2014.

Worldwide operating income was 58.2 billion Yen compared to 52.3 billion Yen in the year ago quarter; European operating income was 13.6 billion Yen, compared to 11.4 billion Yen in the year-ago quarter.

North American unit sales were 18,000, of which 11,000 were motorcycles, compared to 11,000/6,000 in the year ago quarter; North American operating income was 18.9 billion Yen compared 9.5 billion



Yen a year earlier.

Kawasaki is forecasting full year 2015/2016 motorcycle (and ATV) unit sales in Europe of 60,000 units, worth 48.5 billion Yen - up from 57,000 units, but down from 50.1 billion Yen in 2014/2015.

## NEWS BRIEFS

Chinese motorcycle manufacturer Chongqing Jianshe Motorcycle Co Ltd has suspended trading of its shares effective July 24th "pending an announcement".

**BMW is sponsoring the "Pure & Crafted" Festival - a music, "new heritage lifestyle" and motorcycle culture event in Berlin on August 28th and 29th.**

Following legal delays, August 5th was set as a new date for the auction of the assets of the bankrupt Erik Buell Racing (EBR) factory in the United States. However, Indian giant Hero MotorCorp, who, speculation suggests, had failed to come up with the full amount of the capital promised when it bought a 49.2 percent ownership stake in EBR in 2013, has done a separate deal with the receiver to purchase "just those assets specific to the consulting projects that EBR was doing for Hero", leaving the assets relating to the EBR motorcycles business to be sold off separately.

**In an interview with Alan Cathcart, BMW Motorrad CEO Stephan Schaller has confirmed that the company is to deepen its relationship with Loncin in China, developing a second engine to the F650 that is assembled there - a twin-cylinder middleweight for the new mid-capacity models that BMW says it will produce; Schaller also confirmed that BMW is to seek homologation for its top-end C-Evolution electric maxi-scooter in China.**

MV Agusta may revive its prior collaboration with former Indian partner Kinetic, as importer and reseller of MV Agusta models in India. In the 1990s Kinetic India designed and manufactured the frame and engine of the Cagiva Mito 125 models that sold in Europe and Asia. Kinetic may also be a viable partner for MV Agusta CBU sales in India and lower cost CKD units at a later stage. Rumours also continue to circulate that, flush with AMG and third party investor funds and loans, MV may be edging closer to a decision to revive Cagiva - maybe as an off-road, enduro and adventure sport brand.



# THE AMERICAN REPORT

By IDN founder Robin Bradley

*R. Bradley*

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## Tough second quarter for Harley

HARLEY-DAVIDSON is continuing to forecast increased unit shipments for 2015 as a whole despite the fact that Q2 and year-to-date unit sales, unit shipments, net income, consolidated income, operating income/margin and EPS are all down.

Its latest financial filings state that the company "continues to expect to ship 276,000 to 281,000 motorcycles to dealers and distributors worldwide in 2015, an approximate 2 to 4 percent increase from 2014" and that "revenue, earnings and motorcycle shipments" for the second quarter were "in line with [April revised] company expectations".

This optimism is despite a second quarter decline of -1.4 percent in worldwide sales (88,931 units sold against 90,218 in the second quarter of 2014) and a 0.75 percent drop in the United States (57,790 units against 58,225 in Q2 of 2014).

In international markets, dealers sold 31,141 new Harley-Davidson motorcycles during the second quarter compared to 31,993 motorcycles in the year-ago period, with sales up 16.6 percent in the Asia Pacific region and down -8.9 percent



### SECOND QUARTER 2015

	THREE MONTHS ENDED		SIX MONTHS ENDED	
	2015 Q2	2014 Q2	2015 Q2	2014 Q2
<b>MOTORCYCLE SHIPMENT DATA</b>				
United States	55,128	63,043	111,792	117,334
Exports	30,044	29,174	52,969	55,565
<b>Total H-D</b>	<b>85,172</b>	<b>92,217</b>	<b>164,761</b>	<b>172,899</b>
<b>RETAIL SALES OF H-D MOTORCYCLES</b>				
United States	57,790	58,225	93,278	93,955
Canada	3,737	4,146	5,860	6,155
EMEA Region	16,179	17,764	25,567	27,704
Asia Pacific Region	8,517	7,302	15,614	14,480
Latin America Region	2,708	2,781	5,273	5,339
<b>Total</b>	<b>88,931</b>	<b>90,218</b>	<b>145,592</b>	<b>147,633</b>

in Harley's most important Middle East & Africa (EMEA) export market, -2.6 percent in the Latin America region and -9.9 percent in Canada.

For the first six months of the year Harley report worldwide sales down by -1.4 percent at 145,592 units from 147,633 for the first six months of 2014; with domestic US sales -0.7 percent and -7.7 percent in their EMEA region.

On a discretionary basis, the

company repurchased 2.8 million shares of Harley-Davidson, Inc. common stock during the second quarter of 2015 at a cost of \$164.8 million.

As reported by AMD Magazine recently, the company is to repurchase up to an additional 15 million shares of its common stock and, significantly, to do so with no dollar limit and by incurring long-term debt in the third quarter of 2015 in

the amount of \$750 million to fund the share repurchase. This is in addition to the 20 million share repurchase announced in early 2014; there are approximately 200m shares outstanding at this time.

AMD, a noted authority on the Harley-Davidson and custom bike market, believes that a stalled share price performance and recent soft fiscals make Harley vulnerable to hostile take-over activity.

## Polaris Q2 revenue + 11 percent



POLARIS Industries Inc. has reported record second quarter net income of \$100.9 million for the quarter ended June 30, 2015, an increase of four percent from the prior year's second quarter net income of \$96.9 million.

Earnings per share were a record \$1.49 per diluted share for the second quarter of 2015 compared to \$1.42 per diluted share for the second quarter of 2014. Sales for the second quarter

2015 totalled a record \$1,124.3 million, an increase of 11 percent over last year's second quarter sales of \$1,014.0 million. "In addition to reporting record second quarter sales and earnings, there are numerous

positive undertones to our results this quarter. Motorcycle demand, notably including Slingshot, remains exceptionally high", stated Scott Wine, Polaris' Chairman and Chief Executive Officer. Motorcycle sales increased 57 percent to \$162.1 million for the second quarter of 2015 compared to same period last year, due to continued strong demand for Indian motorcycles and the new Slingshot roadster. Victory, Indian Motorcycle and Slingshot North American retail sales increased over 80 percent during the second quarter of

### SECOND QUARTER

#### Three Months ended June 30

#### Six Months ended June 30

Product line sales	2015	2014	Change	2015	2014	Change
Off-Road Vehicles	\$ 688,761	\$ 676,641	2%	\$ 1,334,174	\$ 1,256,754	6%
Snowmobiles	19,344	6,141	215%	33,840	21,727	56%
Motorcycles	162,122	103,128	57%	299,539	181,995	65%
Global Adjacent Markets	66,559	68,347	-3 %	131,956	129,560	2%
Parts, Garments & Accessories	187,541	159,702	17%	358,163	312,269	15%
<b>Total Sales</b>	<b>\$1,124,327</b>	<b>\$1,013,959</b>	<b>11%</b>	<b>\$2,157,672</b>	<b>\$1,902,305</b>	<b>13%</b>



2015 driven by Indian Motorcycle and Slingshot retail sales, while North American industry midsize and heavyweight motorcycle retail sales were flat compared with the second quarter of 2014. Demand for the Indian Scout, Roadmaster and the new Indian Dark Horse drove an over 100 percent increase in retail sales for Indian

Motorcycle during the quarter. Victory retail sales in the second quarter of 2015 were lower than the prior year largely due to poor product availability of the new Victory Magnum and Magnum X-1. International sales to customers outside of North America totalled \$162.9 million for the second quarter of 2015, down four percent from the

same period in 2014, driven by weak currencies. The EMEA region's sales declined 12 percent in the 2015 second quarter, partially offset by a 32 percent increase in Latin American sales and a 15 percent increase in sales in the Asia/Pacific region. Gross profit increased five percent to \$319.4 million in the second quarter of 2015.



Scott Wine, President & CEO of Polaris Industries

## AIMExpo - America's "INTERMOT"?

THE American International Motorcycle Expo (AIMExpo) at Orlando, Florida, continues to build momentum as it heads towards its third year (October 15-19, 2015).

Now the only 'mainstream' motorcycle and wider powersports industry expo in the United States (since the closure of Advanstar's Dealer Expo), the AIMExpo formula is new to the United States. It is the first motorcycle industry expo to bring a European INTERMOT style combined OE and aftermarket exhibitor culture to the US market, and the first expo to offer those exhibitors the best of both worlds in business terms - a combined industry and public attendance (October 15th & 16th are trade/dealer only days - the weekend is additionally open to riders).

The reaction to this unique-to-America formula has been overwhelmingly positive, with attendance last year building on year one and expected to grow again this year as acceptance of the concept becomes widespread among the OE motorcycle manufacturing community. In a short time AIMExpo has built an impressive list of motorcycle manufacturer exhibitors, including the likes of Yamaha, Suzuki, Kawasaki, Honda, BMW, Kymco, CF Moto, Zero, CanAm/BRP and Arctic Cat - many of whom are operating outdoor display and test ride opportunities as well as indoor exhibits.

Critically, as AIMExpo deepens its OE manufacturer roots, it will deepen the importance of the show to dealers - the OE involvement could prove to be the magic key that unlocks national dealer attendance; in the past regionalism has been a big criticism and perceived flaw of the traditional trade show formulas in the United States.

With more than three months to go, the total



number of exhibitors had surpassed last year's figure with over 500 companies booked in total. The AMA (American Motorcyclist Association) will again be hosting their annual Hall of Fame induction ceremony at AIMExpo, and a whole slew of attendance-driving enthusiast-facing initiatives are set to capitalise on timing that sees the event staged on the same weekend as the long-established and popular Biketoberfest Rally at Daytona Beach, Florida, which is just an hour's ride north east of Orlando.

Those enthusiast-facing initiatives include an AMD World Championship of Custom Bike Building affiliate round - the all new Championship of the Americas - which gives any US expo a big draw for bike builders, trade and consumer attendees; in the case of being based in Florida, for the first time it also gives trade visitors from central and south America a viable business nexus for the first time.

The winner of the Championship of the Americas will receive expenses paid entry to the 2016 AMD World Championship at INTERMOT in October 2016 and the chance to compete against many of Europe's greatest custom bike designers and engineers.



## European Exhibitor Opportunity

THE combination formula of AIMExpo, with OE motorcycle manufacturers guaranteeing a strong dealer attendance, exhibits or attendance by most of America's parts, accessory and apparel importers and distributors, and an unprecedented line-up of consumer-facing initiatives to also build enthusiast attendance, makes AIMExpo the "ideal platform for European vendors looking to build brand awareness, contacts and sales in the United States" according to AIMExpo founder, former Cycle World publisher and long-time Motorcycle Industry Council Chairman Larry Little.

"We know how hard it can be for European parts, accessory and apparel designers, brand owners and manufacturers to build a business platform in the USA, just as it can be for American companies to break into Europe.

"AIMExpo has been conceived to bring European style expo values and concepts to America for the first time - the kind of values and concepts that European businesses are familiar with at the leading international trade fairs there such as INTERMOT and EICMA.

"This makes AIMExpo the first expo-project in the United States to have the strategic needs of European vendors built-in to it from the start. We believe that AIMExpo is quickly establishing itself as the must-attend annual one-stop-shop business opportunity for European motorcycle industry visitors and exhibitors just as INTERMOT is for Americans looking for contacts in Europe".

International Dealer News will be exhibiting there this year, along with our INTERMOT industry colleagues, and AIMExpo also has strategic alliances in place with EICMA and the Italian Trade Commission.

**If you would like information on exhibiting at AIMExpo contact the IDN office in the UK (sara@dealer-world.com) and we will introduce you to the AIMExpo team by email. If you want to register to attend AIMExpo you can do so by following the links at [www.aimexpousa.com](http://www.aimexpousa.com).**



# Govecs buys Vectrix production line

FOLLOWING the 100 percent buy-out last year by a private investor who already had a shareholding, Munich based electric vehicle manufacturer GOVECS has bought the assembly line of bankrupt

American E-scooter manufacturer Vectrix. Based at Wroclaw (Breslau), Poland, the production line had been set up to produce the "smart e-scooter" for Daimler AG. Following the difficulties

encountered by Vectrix that project never got past the prototype phase, but now GOVECS says it is resurrecting the "cutting-edge" production plant and that as part of an asset deal it is taking over the complete machinery as well as the inventory of Vectrix, and that they will be integrating them into their own 4,000 sqm high-tech facilities there. GOVECS was founded in 2009 by CEO Thomas Gruebel, who is also President of GOVECS Poland Sp.z o.o., VP Operations Nicholas Holdcraft and Gerald Vollnhals. The company says that the deal is "both a strategic success as well as a necessary next step for GOVECS GmbH, which is experiencing flourishing consumer business and B2B expansion in both Europe and the USA. The acquisition quadruples our production volume to more than 20,000 vehicles a year". Gruebel said that "by combining our production facilities with the machine park of Vectrix, we will achieve the maximum of production possibilities. This is a major step in our international expansion strategy". GOVECS are targeting further growth in its e-vehicle OE contract manufacturing business with the cache of high quality "Made in Europe"

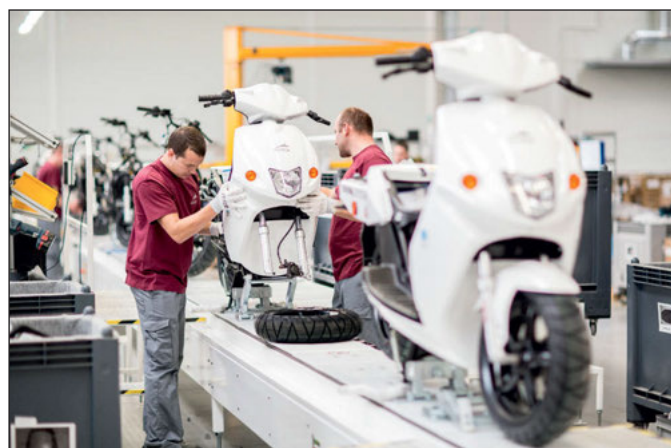
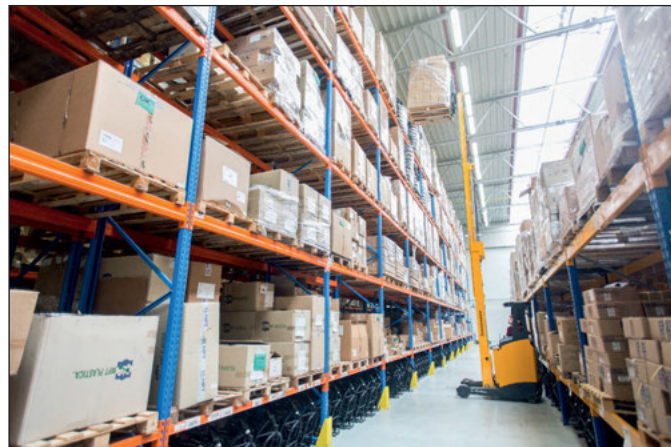


CEO Thomas Gruebel says the acquisition will be "both a strategic success as well as a necessary next step for GOVECS GmbH ... this is a major step in our international expansion strategy"

manufacturing likely to become increasingly important to the customers it will seek to work for in the years ahead, as well as targeting further expansion of its own brand e-scooter programmes.

In 2013 GOVECS won the "European e-scooter of the year" award for the third consecutive time.

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



## Yamaha +14 percent unit sales in Europe for first half of 2015

YAMAHA has announced its financial results for the second quarter and first half of its current financial year (ending December 31st 2015).

Global net sales of motorcycle products were 518.2 billion yen (an increase of 36.8 billion yen/7.6% compared with the same period in the previous fiscal year), and operating income was 18.6 billion yen (an increase of 7.4 billion yen/65.8%).

Unit sales increased in developed markets thanks to the effect of new product launches such as the 'YZF-R1' and the 'MT-09 TRACER', with sales in North America and Europe increasing 28% and 14% respectively over the same period in the previous fiscal year. The motorcycle business segment moved

into profitability thanks to structural reforms and the effects of the new product launches.

Unit sales in emerging markets such as Vietnam and the Philippines increased (where the 'Exciter' and 'Nozza Grande' are selling strongly), but decreased due to the markets softening in Indonesia and Brazil.

Net sales revenue increased thanks to sales of products in the higher price range in emerging markets and the effect of new products. Operating income also increased with factors generating increased income, such as the effect of sales increases, cost reductions and yen depreciation absorbing negative factors such as increases in development costs and currency depreciation in emerging

markets.

Yamaha's total consolidated financial performance across all sectors of the business for the first half year saw net sales of 821.1 billion yen, an increase of 65.1 billion yen (+8.6%) compared with the same period the previous fiscal year. With regard to income, the profit structure of each business segment continued to improve, and operating income for the half-year was 69.7 billion yen, an increase of 20.6 billion yen (+41.9%) compared with the same period the previous fiscal year. Ordinary income was 74.4 billion yen (an increase of 25.3 billion yen/51.5% against the same period the previous fiscal year), and net income for the first half-year was 52.1 billion yen (an increase of



19.9 billion yen/61.7%).

For the full fiscal year ending December 31, 2015, Yamaha forecast that factors generating increased sales and income in its motorcycle and other business units in developed markets, and the motorcycle business segment in Vietnam and Taiwan, will sufficiently offset headwinds elsewhere for its forecasts for 2015 to remain unchanged. Namely that net sales will be around 1,700 billion yen, operating income around 120.0 billion yen, ordinary income will be 123.0 billion yen, and net income 76.0 billion yen.





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Movistar Yamaha MotoGP



Ryan Dungey  
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Find more than 900 accessories at [www.givimoto.com](http://www.givimoto.com)



## Terminator 2.1 off-roader

TERMINATOR 2.1 is a new off-road composite fibre and carbon helmet developed in two different shell sizes and "designed for the most demanding riders", according to Italian manufacturer Locatelli.

The company says that Terminator 2.1 has a contemporary design, is lightweight (1,020g), and all-round ventilation features that make this helmet unique. The inner lining has been designed and made with the latest materials to provide comfort and breathability. It is equipped with a dust filter to prevent particles entering the helmet. The retention system has double-D rings to ensure maximum safety and an emergency system for the release of the cheek pads (Airoh Emergency Fast Remove A.E.F.R.).



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## GSX-S 1000 parts

NOTED German parts and accessory designer ABM has new parts for Sukuki's GSX-S 1000. Their "Stremo" licence plate holder is CNC machined and black powder coated, with a seamlessly adjustable plate angle; ships with mounting kit and LED bulb.



"seamlessly"  
adjustable  
plate angle



6-way adjustable levers

Their "Synto" and "SyntoEvo" levers are 6-way adjustable designs, precision CNC machined in a range of anodised colours in short or long lever. ABM says that they offer "excellent grip and are adjustable during riding".

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[www.ab-m.de](http://www.ab-m.de)

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## Yamaha grip

ITALIAN specialist Domino has introduced a new 120mm open end grip for Yamaha models. Made of a thermoplastic material, it is the result of Domino's unmatched experience in the design and manufacture of grips, available in black only. Suitable for most Yamaha models.



DOMINO

[www.domino-group.com](http://www.domino-group.com)

## Bolt-on covers feature replaceable puck

R&G say their 2015 specification Race Series engine case covers range has been track proven to offer maximum protection in case of a crash and are widely used in the MCE British Superbike Championship. New features on this upgraded design include a replaceable puck on the impact face to further enhance protection by providing more material to grind through. It also



offers an easy, low-cost fix in the case of a minor slide.

The ultra-lightweight covers are made from 4mm polypropylene; the slim-line design ensures maximum ground clearance. The covers are an easy bolt-on install over the original engine case and require no adhesives, silicone or epoxies.

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[www.rg-racing.com](http://www.rg-racing.com)



## 12V socket with USB port

BC BATTERY CONTROLLER has launched what it claims is the only 12V cigar lighter socket with a removable double USB port and a universal support for all kinds of motorcycle handlebars.

The mounting kit included in the P12USB dual pack and the socket are said to be suitable for 22.2mm, 25.4mm and 28.6mm handlebars.



Made in Italy, it is able to charge smartphones, tablets, GPS systems and other electronic devices with the cigar lighter adapter (12V, maximum of 2 amps) or by USB (5V, two ports of 2.1 amp and 1 amp), the 2.1 amp USB port also makes the accessory suitable for the recharge of iPhones and iPads. The double USB port features short-circuit protection and automatic overload cut-off.

Waterproof connections and watertight sealed boot protect the socket, while a protection-fusible with waterproof-fusible holder guarantee safety. The 145mm cable with eyelets can also be used to connect a BC Battery Controller battery charger.



**BC BATTERY CONTROLLER**  
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## CE hoody

DRAGGIN Jeans has expanded its range of protective clothing to include a hooded sweatshirt. The new Roo Hoody has CE armour and is lined with Roomoto (Draggin's own abrasion-resistant fabric), in key areas on the inside.

Constructed using DuPont Kevlar, Roomoto is said to be proven to be highly abrasion resistant, yet soft, breathable, flexible and non-allergenic. In addition, the Roo Hoody also features Draggin's removable 'Dffuse' CE-approved armour at the elbows, shoulders and back.

Features also include an adjustable and removable hood and glove-friendly thumb holes in the cuffs.

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## Monster footrests



**CNC RACING**  
[www.cncracing.it](http://www.cncracing.it)

ITALIAN sportsbike parts and accessory specialist CNC Racing has added to their large range of specialty components for Ducati models with new footrests for the Monster 821, 1200 and 1200S - sport and touring versions. Machined from solid one-piece billet blocks, they offer a greater versatility than the stock designs with extended touring peg and pivot-style sports riding options for the passenger and a range of adjustments for the driver. They can be used with the traditional gearbox, with the gearshift brake levers installed with a double-bearing arrangement, which means they can be slide-adjusted -20mm through to +15mm compared to stock.



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# New battery preparation made easy!

IDN interviews TecMate CEO and Chief Technical Officer Martin Human about a problem that can affect many motorcycle dealers...



Correctly preparing and activating a new battery is essential - it guarantees that the battery will perform at full power from the get go and have the best chance of delivering the long service life the manufacturer says it should give.

However, due to time pressure and other issues it is a process that's often overlooked; simply put, a customer buying a new battery at the parts counter is usually anxious to get his vehicle going, or the happy rider about to pull away on the bike he's just collected wants to get going the moment the sale is through. For those customers "come back tomorrow while I finish preparing the battery" just does not work.

Martin Human, the brains behind the OptiMate battery maintenance and diagnostics programme, told IDN...

"The problem with badly prepared batteries is that they will work to begin with, because problems don't emerge until months or even a year later. For dealers poor battery preparation is a potentially expensive gamble - in financial and reputational terms - if it has to be replaced within the warranty period.

"Even with battery acid at full strength when fresh, poor preparation brings the new battery only to 70-80% of deliverable power. Some cells may be at a lower voltage than others, due to some plates within those cells not yet fully interacting with the just-received acid", Martin continued.

He explained that the final 20-30% of power is achieved with controlled charging that gently activates the full surface of each lead plate and thus brings each of the 6 cells to equal voltage. This is the problem that the specifications of his TecMate OptiMate PRO-S (single bank) and OptiMate PRO-4 (4 bank) are designed to deal with - to do this automatically, and quickly with only one hour of charging.

"It's easy and does not take a lot of time. All the dealer or battery buyer has to do is fill the battery with acid as normal per manufacturer's recommendations,



wait 30-45 minutes for the acid to settle, then select 'NEW' on the OptiMate PRO, hook up the battery and walk away.

"One hour later that new battery is good to go, ready to deliver full power and well prepared to last well past its warranty period - that can be 100% guaranteed if maintained by an OptiMate consumer charger".

OptiMate PRO also revives new batteries that have lost their charge due to being in storage for 3 months or longer, and can also automatically save a sulphated battery that has been discharged down to as little as 1 Volt.

"Once again it is a simple procedure", says Martin. "Simply select 2A or 4A for batteries larger than 10 Amp-hours, hook the battery up and let the OptiMate PRO do the rest.

"We use what we call an 'AmpMatic' micro-processor, and this automatically adjusts the charge voltage and current to match the connected battery's size and condition. It saves, charges and equalises the



OptiMate PRO, a time and money saver for any powersport dealer wanting to deliver great service and battery performance to their customer



**OptiMate PRO-S**  
ampmatic

cells within the battery, then tests and indicates to the dealer how well the battery recovered".

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Infill side panels



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## Clutch spring kits for Ducati



BARNETT's clutch spring kit for Ducati 6-speed dry clutch models is designed "with performance, durability and style in mind", according to the company. Included are six heavy duty clutch springs that are made from chrome silicon, then shot-peened, heat-treated and powder-coated gloss black for "an attractive, long lasting and durable finish. The end result is great looks and reliable performance with no noticeable increase in lever effort".

To complete the kit, they also include six stainless steel screws and six billet aluminium spring cups in the choice of red, black, gold or clear anodised. Barnett was founded in 1948 and is still manufacturing all its products in California, USA, under the same family ownership.

**BARNETT CLUTCHES & CABLES**  
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## Intake system for Yamaha VXS950 Bolt

K&N offers stock replacement and high-performance custom open element air cleaner assemblies for the 2014 Yamaha Star VXS950 and VXS950R.

The custom air cleaner unit includes a solid mounted backing plate, with integrated velocity stacks and an improved air flow and custom oversized K&N performance air filter specifically designed to fit the Bolt intake. The kit also has a black powder coated billet aluminium top plate that features CNC machined contrast-cut reliefs.

K&N's air cleaner is said to be dyno proven to increase horsepower and torque on an otherwise stock '14 Yamaha Bolt VXS950, with tests showing an additional 7.14 horsepower at 5,313rpm and 4.81lb-ft of torque at 4,581rpm.



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# ZEGA Pro2 luggage

GERMAN adventure tour parts and accessory specialist Touratech's new 38-litre ZEGA Pro2 rugged aluminium pannier system for the BMW R 1200 GSLC/Adventure; features include a recess on the right-hand pannier to allow it to fit neatly against the exhaust; closer to centreline positioning and reduced overall width (approx. 95 cm). The stainless steel pannier racks are scratch and rust resistant.

An "innovative attachment system" is designed for true single-handed operation, according to the company - the mechanism operates entirely from the outside via a single lever; the design means there is no need to open the lid to remove the pannier.

Touratech say that the stainless steel and fibreglass-reinforced plastic construction has produced a "rugged, stable and reliable system that can stand up to the toughest conditions". Further refinements include an improved sealing strip, a tough webbing carry handle, optimised ventilation system and accessory holder brackets with appropriate base plates as standard for carrying extras. Available in 38 or 45 litres in natural aluminium, anodised or black anodised finishes.



Available in 38 or 45 litre configurations, they have an innovative single-handed opening system

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# AquaAir and AiRider

THE AiRider suit from Rukka is made from soft, air-permeable Cordura AFT knitware - the wide mesh of the weave allows air circulation and breathability.

Highly abrasion resistant Cordura AFT elbow reinforcements and CE-certified progressive impact energy absorbing Rukka D30 Air joint protectors are said to provide passive safety and a rear sleeve mean the jacket can be upgraded with an optional back protector. Additional features include magnet collar closure, upper arm fit adjustment and pockets/storage space.

AiRider trousers are cut in a casual five-pocket denim style with Keprotec Antiglide trim at the seat; inside the Rukka AirCushion system is said to provide efficient climate management; an all-round waist zipper matches the trousers to the AiRider jacket. Rukka say that their AquaAir overall, also seen here and available in black or blue, is the first one-piece Gore-Tex suit the company has made - a Gore-Tex membrane provides breathable weather protection. Additional features include pre-shaped sleeves and legs, a high collar in elastic Gore-Tex, adjustable belt and Keprotec Antiglide trim at the seat.

# Knox wax cotton jackets

KNOX say they have taken the traditional waxed cotton motorcycle jacket and given it "a contemporary make-over" with the introduction of the Leonard (for men) and Lea (for women).



Despite the tailored look, the jackets transform quickly into motorcycle-specific wear through the use of an expansion system that allows a body armoured shirt to be worn underneath.

Instead of being fitted with impact protectors at shoulders, elbows and in the back, which makes them too bulky to wear for anything apart from riding, they feature the Knox Dual Fit System. A zip runs from cuff to waist, concealed under the arm. Opening it transforms the jacket, expanding it by one size and allowing enough room to wear a soft stretch fabric Knox armoured shirt, with CE-approved armour at shoulders, elbows and back.

They are waterproof and breathable thanks to a 10k membrane laminated to the inside with fully taped seams.

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# R3 Rearsets in 7075 alloy

ITALIAN parts specialist Bonamici Racing has designed a new rearset for the Yamaha R3.

CNC-machined from 7075 billet aluminium, Riccardo Bonamici told IDN that "we use bearings to completely eliminate the friction on the levers and a spring for the assisted return of the rear brake lever. Our design also means it is possible to adjust the footpegs in 12 different positions".

They are available in black anodised or

customised colours to match other R3 accessories or the original factory colours.



**BONAMICI RACING**  
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bonamici@hotmial.it  
www.bonamici.com





## Tiger Sport accessories

**SKIDMARX** new direct fit OE replacement 'double bubble' screen for the **Triumph Tiger Sport** is made in 3mm acrylic and is said to create an air pocket for improved high speed protection; also available as a 10mm higher version for taller riders and even better air-flow management. Also seen here, their glass fibre rear hugger is gel coat finished in black, red or white. Supplied with a fitting kit for the Tiger's single-sided swingarm; also available in carbon for a 30 percent weight saving.

Skidmarx, UK; [www.skidmarx.co.uk](http://www.skidmarx.co.uk)



## Italian style R 1200 GS accessories

ITALIAN parts and accessory manufacturer **Rizoma** has a wide selection of model-specific and universal-fit styling upgrades and functional improvement products available for most popular makes and models - seen here is a selection for the **BMW R 1200 GS ABS** and **GS Adventure**.

Items include mirror adapters, protectors, handlebar caps, indicator light adapters and cable kits, crossbar, front and rear brake and clutch fluid reservoir caps, clutch and brake levers, rider and passenger peg options, adapters and touring isolation mount kits, pivot and rear hub covers, swingarm hole plugs and frame hole cap kits, heel guard kit, skid plate, exhaust guard, radiator guards, headlight guard kit and side stand base.

Drawing from a heritage of manufacturing aluminium components since the 1960s, **Rizoma's** motorcycle business was founded just over 10 years ago. Now employing 60 people, **Rizoma** now exports over 1,300 parts and accessories worldwide.

**RIZOMA**  
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# Italian designed Scrambler accessories

ITALIAN parts and accessory specialist Barracuda is the latest designer to offer upgrades for the Ducati Scrambler.

Barracuda offer a wide range of universal fit accessories, such as these handlebar levers, as well as model-specific components, and for the Ducati Scrambler these include a number/license plate kit, rear fender and windshield as seen here.

Founded in 2002 by Alessandro Giardina, Barracuda is essentially a design company, shipping products for most popular makes and models worldwide from its 1,000 sqm facility in Florence, Italy.

Manufacturing is at selected partner factories in Italy and Taiwan - factories where OE parts and components are already made, guaranteeing the quality that Giardina insists on for the Barracuda brand. He says that at least fifty percent of the Barracuda line is made in Italy, but that 100 percent

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PARTS AND ACCESSORIES



of the designs are pure Italian from their Florence studios.

"All our designs are protected, with registered E-marks, and we work on the basis of delivering stylishly enhanced, ergonomically well thought-out and precision-manufactured parts solutions in the highest quality materials for the application.

"We aim to operate at the top-end of the market with many new concepts. Our 'YOUDesign' programme is one where the buyer is able to customise the finished look with different insert colours and other optional details. Our ALUX project is aimed at delivering the absolutely best available quality right at the very top-end of the parts and components market. Our 'SKIN' concept is a project

that delivers the most essential design elements of a part, with top design features and improvements in style and function terms, but at a price that is very competitive with the kind of poorer designed mass produced items that have ruined dealer margins and rider expectations".

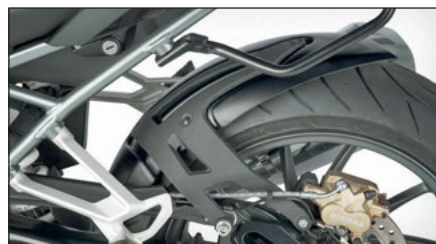
**BARRACUDA SRL UNIPERS**  
Florence, ITALY  
Tel: +39 055 412 746  
[info@barracudamoto.it](mailto:info@barracudamoto.it)  
[www.barracudamoto.com](http://www.barracudamoto.com)

## Huggers for BMW R1200R/RS

GERMAN BMW parts and accessory specialist Wunderlich has developed a rear mudguard and hugger for the liquid-cooled R1200 R and RS models.

Moulded in sturdy ABS plastic and finished to match the BMW's other plastic surfaces, the Xtreme rear mudguard is said to offer improved protection for the shock absorber, battery, exhaust system and exhaust flap mechanism, as well as adding further protections for the pillion.

Wunderlich say there's no drilling, cutting or difficult fitting kits required as their replacement design attaches directly to



existing points on the bike's Paralever strut and brake calliper, with a precision-cut, cast aluminium support bracket; the necessary hardware is included.

Available from Wunderlich distributors throughout Europe, including Nippy Normans in the UK.

**WUNDERLICH GmbH**  
Sinzig, GERMANY  
Tel: +49 (0)2642 97980  
[wunderlich@wunderlich.de](mailto:wunderlich@wunderlich.de)  
[www.wunderlich.de](http://www.wunderlich.de)

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## Trackday footpegs

GILLES Tooling has worked with Keith Code's California Superbike School to produce a new design of sportbike trackday-friendly footpegs.

The patented design includes sloped ends to allow the rider more comfort while hanging off the bike and a wide and rounded top surface to offer a large contact area and the best possible grip.

The mounting system used for the pegs allows for rotation around 15 steps for exact rider alignment.

The new pegs have been designed to work with Gilles Tooling's turning joints and fit on stock rearsets on approximately 250 different motorcycle models.

**GILLES TOOLING GMBH**  
Wecker, LUXEMBOURG  
Tel: +352 267 893 1  
[info@gillestooling.com](mailto:info@gillestooling.com)  
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# GIVI updates MAXIA top case

ITALIAN luggage and accessory specialist Givi say that their latest Monokey top case is "more stylish than ever before, more refined, more resistant, more reliable and has more customisation options".

Available in numerous colours and the subject of numerous redesigns over the years, GIVI say this latest iteration of its popular Monokey top case is "revolutionary". The MAXIA 4 V56 is described as "the ideal choice of equipment for any motorcycle or scooter user who seeks increasing load capacity or carrying large luggage when travelling on two wheels".

For decades, the MAXIA has been the most popular Monokey top case from the Italian company, dating back to 1991 (E50 MAXIA) and continuing through the renewed versions of 2000 (E52 MAXIA 2) and 2008 (E55 MAXIA 3). All of these models "make a progression towards the refined design concepts and advanced materials use represented by the new V56 MAXIA 4.

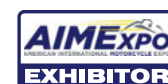
The technical and aesthetic changes made by the



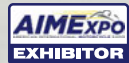
GIVI R&D Department are multiple and involve essentially all the main components of this large top case. With a capacity of 56 litres, enough to store two full-face helmets, and maximum load capacity of 10 kg, the V56 MAXIA 4 is available in four colourway versions with switchable ABS covers.

Further new features include internally strengthened outer edge, choice of ABS or aluminium covers (a design based on their current V47 top case), new outer bands and new optical reflectors with small reflector on the outer band.

**GIVI SRL**  
Flero (BS), ITALY  
Tel: +39 030 3581253  
info@givi.it  
www.givi.it



## VERSYS ACCESSORIES



**SW-MOTECH**  
www.sw-motech.com

SW-MOTECH is offering a wide selection of parts and accessories for the Kawasaki Versys 1000, including tank bags with fittings for their Quick-Lock Evo holder system tank bags with strap fastenings, a selection of tail bags and carriers, 'Dakar' all-terrain panniers, Quick-Lock Evo side carriers, Trax Adventure/ Evo aluminium cases, Aero ABS touring cases, GPS mounts, ergonomic footrest kits, gear levers, frame sliders, hand-guard kits and engine and radiator guards.

## Upper fork covers

INTERNATIONALLY respected Italian parts and accessory specialist Free Spirits is offering these new upper fork covers for Triumph Bonneville, Thruxton and Scrambler models. CNC machined from aluminium, then black anodised, they fit between the upper and lower triple trees without altering the steering geometry. Free Spirits say that they are a quick and easy, fully reversible install and that they also have everything needed for the repositioning of the ignition switch, turn signal and removal of the OEM headlight brackets - plus a whole range of additional custom styling and detailing parts, accessories and components for Triumph's popular classics.



**FREE SPIRITS S.R.L.**  
Carrè (VI), ITALY  
Tel: +39 0445 390437  
info@freespirits.it  
www.freespirits.it

## 'Ultra-Tacky' grips

RENTHAL Ultra-Tacky grips have been developed to increase traction between the glove and grip, increasing control and reducing rider fatigue. A unique compound constantly produces and renews a sticky surface coating which, when combined with

the Renthal Soft compound, offers "an incredibly grippy yet comfortable surface" for use in all conditions. The sticky surface will last for the lifetime of the grip, and if it loses its stickiness at any point, simply wash with clean water and allow the grips to air dry to re-activate. They feature a dual compound construction with the outer compound, providing increased traction and the firm inner compound providing durability at grip ends. Available through Renthal distributors, including Techno Motor Veghel in the Netherlands.

**TECHNO MOTOR VEGHEL**  
Veghel, NETHERLANDS  
Tel: +31 413 343 040  
info@tmv.nl  
www.tmv.nl





# Polini 50 & 125cc street and race performance upgrades

ITALIAN specialist Polini continues to improve the line-up of small cc performance race and street options available for dealers.

Their new Evolution 2 kit for the 125cc Vespa Primavera ET3 for track use by those running in the 135cc Vespa category features cylinders that work in the original and developed muffler-friendly turned orientation favoured by many in race applications.

Featuring rotary valve induction, the kit can be fitted to all 125cc Vespa models using a crankshaft with OE measurements or the Polini balanced solid-block milled con-rod crankshaft with the original 51mm stroke.

The Nickel-Siliceous coated lined cast aluminium cylinder has a 58mm bore for a 135cc displacement. There are 6 race-style transfer ports, two chromed cast iron piston rings for the gravity, cast light alloy piston and a cooling-finned one-piece cast aluminium cylinder head.

Polini's award-winning Maxi Hi Speed Variator is

now available in a version for the Honda Forza 125 that can be adapted for SH 125-150 applications which features many new design improvements.

Among them are a new polishing treatment to further reduce roller sliding surface friction; a case-hardened chromed nickel-steel tempered and ground bush and a large internal grease reservoir with springed-pin distribution. A compression spring is available that is said to be 10 percent less hard than the OE item for increased starting rpms.

Polini say that these changes produce reliable, constant and consistent performance without engine efficiency roller calibration and reduce service costs and improve durability.

Also seen here Polini's CP carburettors for Vespa 50cc 16.16 manifold rigid connection, which are 100 percent made in Italy, being designed, developed and produced by the company at its Bergamo factory.

Using a clamp, they are supplied with air-box with upgraded 17.5 mm diameter intake and a short inlet



Polini's Maxi Hi Speed Variator for Honda Forza 125s features many design and performance refinements that reduce service costs and improve durability; can be adapted for SH 125-150 applications

pipe with an exclusive concentric design and a geometry that is said to optimise air flow.

**POLINI MOTORI SPA**  
Alzano Lombardo (BG), ITALY  
Tel: +39 035 2275 111  
[news@polini.com](mailto:news@polini.com)  
[www.polini.com](http://www.polini.com)



Polini's race-only Evolution-2 kit cast cylinder has a Nickel-Siliceous coated liner and gives Vespa's 125cc engine a 135cc displacement with stock 51mm stroke and 58mm bore. The gravity cast light alloy piston has two chromed cast iron rings; the head is a one-piece cast design with cooling fins



CP carburettor of Vespa 50 rigid connection, supplied with air-box with upgraded intake

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## Polyester filters

ITALIAN Sprint Filters have been chosen by the BMW Italia SBK team for Ayrton Badovini's S1000RR assault on the World Superbikes championship, and by the BMW supported MotoXracing Team in the FIM Superstock 100 Championship.

Proud "holders" of no less than five world land speed records thanks to San Diego Motorcycles' adventures with the S1000RR on the Bonneville salt flats, Sprint Filter's race and street filters use a P08 air filter and a P16 intake-inclusive "Factory Kit" air filter, which are said to feature polyester patented

technology and a long-life warranty.

Sprint Filter use 80 micron polyester, composed of wires with a diameter of five microns, which allows a claimed doubling of the airflow and a higher filtration power compared to any other sport air filter.

The use of polyester means that no filter oil is required, and no soap or shampoo is needed for cleaning - Sprint Filter say that a 30 second treatment with compressed air removes the dust and dirt and restores the filter to maximum performance.

Sprint P08 air filters are available for all BMW models



### SPRINT FILTER

Arluno/Milan, ITALY

Tel: +39 02 9037 7518

export@sprintfilter.net

www.sprintfilter.net



## Scrambler windshields

NATIONAL Cycle have some great choices for wind and weather protection for the Scrambler. For a smaller screen with big screen performance, riders can choose a clear or light tint 'Deflector Screen', said to be one of the world's best known and most copied windshields. It has a 2-point mounting system that includes an easy-to-use 'RakeAdjust' feature.

The Deflector Screen DX additionally features patented 'QuickSet' mounts so riders can remove or reinstall the windshield in a claimed under one minute time.

For riders needing a bigger Scrambler windshield and a 4-point mounting system, National Cycle's 'Street Shield' offers excellent upper body protection and sturdy U-clamp mounts. The taller and wider Street Shield EX also features the 'QuickSet' mounting system.

For the ultimate in wind protection, the 'Plexifairing 3' was introduced in 1984 (the world's first quick release windshield) and became an instant hit with high-mileage riders. It features extended hand and leg protection and the QuickSet mounting system.

Founded in 1937, and still under the same family ownership, National Cycle make all their windshields and accessories themselves at their 110,000 sq ft facility near Chicago.

### NATIONAL CYCLE

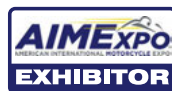
Maywood, Illinois, USA

Tel: +1 708 343 0400

info@nationalcycle.com

www.nationalcycle.com

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## Bitubo Spring Tester

**BASED** on his years of personal experience running Italian suspension specialist company Bitubo, Gianni Mardollo's Spring Testing Machine is now available to distributors, dealers, suspension specialists and race teams. Built to be portable with a relatively small size and low weight (making it ideal for race applications) it delivers real-time measurements of spring force and the value of its compression constant with several scales of metric available such as kgf - lbs - N.

Simply connected to a PC using a USB port, It allows force readings on a point-to-point basis, allowing progressive curve analysis with the possibility to print the screen and save the test with all its reference data and to export and store the tests in Excel format. It is available in six languages - Italian, English, German, French, Spanish and Japanese.

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# Hi-tech X-Pad Racer frame sliders



GERMAN 'specials' builder and parts and accessory designer Team Metisse has launched new X-Pad Racer frame sliders.

Using the patented Metisse Impact Absorber System (M.I.A.S.), owner Horst Edler told IDN that "as many protector manufacturers have changed their slider production to using cheap injection moulding, we at Metisse have gone the opposite way.

"Our X-Pad Racer frame sliders are CNC machined from solid billet POM-plastic, which, for us, is the best and only way to produce a perfect and exclusive product." Finished with anodised fittings, there are 25 colour options of X-Pad Racer protectors available with applications for over 20 motorcycle models. Made in Germany, Polyoxymethylene (POM - also known as acetel) is an engineering thermoplastic that is used in precision parts requiring high stiffness, low friction and high dimensional stability - making it an excellent material for motorcycle protectors.

In the X-Pad Racer design the visco-elastic impact absorber

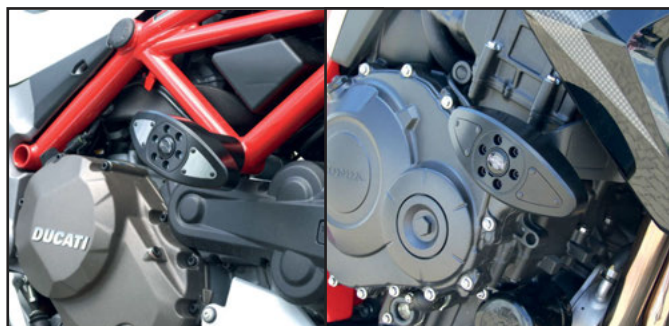


The patented design incorporates a visco-elastic impact absorber (seen here in blue) supported by six stainless steel springs

(blue in the picture) is supported by six stainless steel springs. The result is a fine attack movement and progressive damping, transforming hard impacts into much softer energy. Model-specific bracketry make fairing modifications unnecessary in most applications, and the 200-plus models that X-Pad Racer sliders are available for include recent models such as the BMW S1000XR/RR and Suzuki GSX-S1000.



**TEAM METISSE GMBH**  
Leiferde, GERMANY  
Tel: +49 (0)5373 924 0780  
[info@metisse.de](mailto:info@metisse.de)  
[www.metisse.de](http://www.metisse.de)



X-Pad Racer frame sliders are CNC machined from high stiffness, low friction precision engineering grade thermoplastic (POM) - an excellent and dimensionally stable material for motorcycle protectors



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# LighTech to launch R1 range at AIMExpo

LEADING Italian parts manufacturer LighTech has recently announced a full line of aftermarket accessories for the 2015 Yamaha R1.

The company will use the Florida based AIMExpo in October to display this new range to US dealers and consumers for the first time, and will then show them and many more items from their popular programme of high quality parts in Europe at EICMA, Milan, in November.

Owner Fabrizio Furlan told IDN that "in line with our usual ultra-high quality product standards, these products have been designed to both complement and extend the performance of this new bike model.



Aesthetically these new accessories are of the highest design, and most parts are available in four colour choices of Black, Cobalt Blue, Red and Gold".

The range consists of rearsets, chain adjusters, gas caps, reservoir covers, brake and clutch levers, carbon rear arm protector and engine covers, frame sliders and license plate holders.

Founded in 1997 as a new specialty for Fabrizio Furlan's family metalworking business, these days LighTech manufactures over 7,000 Ergal alloy products in a choice of colourways, over 400 titanium products and a host of other accessories.

LighTech has more than 2,500 authorised dealers all over the world, selling to over 40 countries and employing 18 people at its 2,500 and 1,500 sq m factories near Treviso, Italy.

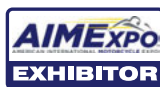
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Lucia de Pieve (TV), ITALY

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## Textile 2-piece

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## Hevik ergonomic Arizona and Dakota gloves

Italian apparel specialist Hevik's new glove designs are said to "combine safety, great design and ergonomic comfort with an unparalleled price-performance ratio" according to the company. They are described as "combining a classic look with



Dakota

Designed for both urban and touring motorcyclists, the gloves include polycarbonate protection on the knuckles and reinforcement padding on the palms. Leather cuffs include a hook and loop fastening closure.



Arizona

a fashionable retro twist whilst offering functionality, comfort and great protection".

Lightweight and flexible, made from soft leather with inserts in stretch denim, their fine surface and upper perforations provide ventilation.

**HEVIK Srl**

Brescia (BS), ITALY

Tel. +39 030 268 0374

[info@hevik.com](mailto:info@hevik.com)

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



## CE homologated 'Power' jacket

FURYGAN has added the Power jacket to its product line. The CE homologated Power jacket is made from 1.4mm full grain leather (the same material that Furygan uses for its race suits) reinforced with Furygan's waterproof-treated 'Skin Protect' lining for increased tear and abrasion resistance.

The shoulders and elbows have what is described as a new generation of CE D30 protectors and a back protector pocket will take the available 'Central Back' type level-1 and 'Full Back' type level-2 D30 back protector options.

Additional features include integral racing sleeves, which are said to offer comfort and mobility, a

thermal padded and removable vest lining with aluminium chest inserts to protect against the cold, two connecting zips on the elastic belt, with additional snap claws, stretch panels behind the elbows, bi-stretch panels in the back and behind the shoulders, Neoprene inserts on collar and the wrists and adjusters at the waist.

**SAS Jacques Furygan**

Nîmes Cedex 1, FRANCE

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# EXHAUST PRO GUIDE

## 2015 Honda Forza 125 mufflers



LV ONE



NERO

THE LeoVince development team is offering two mufflers for the 2015 Honda Forza 125, both of which are described as "unique in style and design".

The LV ONE exhaust is a competitively priced high quality product with "the perfect combination of style and material", according to the company. The oval-shaped exhaust is made of TIG welded AISI 304 stainless steel with an end cap in high performance technopolymer, which is said to produce "a light muffler resistant to mechanical and thermal stresses. The exhaust pipe fixing bracket is made completely of carbon.

"The geometry, specifically developed for the LV ONE, is designed to boost the torque and maximum power, increasing performance within the parameters set by EU standards".

Also seen here, the NERO exhaust system is described as having "a modern and aggressive design". The muffler has a casing in AISI 304 stainless steel finished with a black ceramic based

paint, a material that is said to provide excellent resistance to high temperatures.

The body of the muffler is equipped with TIG welded brackets, allowing easy assembly and ensuring a "more stable attachment and improved resistance to thermal and mechanical stresses".

The asymmetrically cut outlet is made entirely of durable, lightweight carbon fibre. The mufflers in the NERO range are all EVO II approved so "performance optimisation is within the parameters set by EU legislation".

Originally founded in 1954, LeoVince currently has 150 employees between all its premises in Italy, Poland, Asia and Brazil, offer a 500-item product line with some 75 percent of sales exported to over 100 countries.

In 2014 LeoVince partnered with Adler S.p.A, one of the major manufacturers of motorcycle components in Italy. The company say that the agreement with Adler sends a "strong signal of

continuity for the LeoVince product line. The synergy between our two companies helps us respond to the new challenges imposed by the global market".

### LEOVINCE

Monticello d'Alba (CN), ITALY

info@leovince.com

www.leovince.com

## Handmade Rivale 800 exhausts



GPR is now producing a line of handmade exhausts for the MV Augusta Rivale 800.

The range of options being made available by the Italian specialist manufacturer includes the new double Thunderslash line, TIG welded by hand from stainless steel, the GPE Evo line, and the Albus silencer - an Albino exhaust finished with a white ceramic coating.



GPR ITALIA SRL

Cerro Al Lambro (MI), ITALY

Tel: 0039 02 98112058

info@gpr.it

www.gpr.it



## X-Black V-Strom Oval

EXAN now has its handmade X-Black Oval silencer, with trapezoidal design carbon end cap, available for the Suzuki V-Strom.

It is offered (with steel fittings) in four different materials - satin stainless steel, light black satin stainless steel, carbon and titanium.

Lighter than the original silencer, it is equipped with a removable DB Killer for track riding, and is said to deliver improved horsepower, torque and throttle response.

The X-Black is also available for the BMW S1000 RR and R 1200 GS/Adventure, Kawasaki Z1000, MV Augusta F3 and Brutale 800, and Triumph's Speed Triple, amongst other current models.

Founded by Andrea Nova in 1996 (Exan will celebrate its 20th anniversary next year), the company undertakes all aspects of its exhaust manufacturing in-house, at its facility near Milan, including dyno-testing of all its designs.

## Titanium silencer

MIVV is now offering a titanium exhaust for both air- and liquid-cooled BMW R 1200GS models with the MIVV is offering a titanium exhaust for both air- and liquid-cooled BMW R 1200GS models with the introduction of its Gs Titanium Edition.

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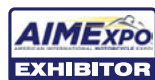
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## THIS MONTH'S ADVERTISERS

Andreani Group International (IT) Misano cartridges .....	25
Barnett Clutches & Cables (US) Ducati clutch components, distributor network .....	27,36
Deltran USA, (US) Battery Tender chargers .....	33
DID Europe (IT) Chains and wheels .....	19
DP Brakes and Clutches North America (US) Brakes & clutches .....	39
DPM International (NL) Ultrabatt multiMIGHTY battery .....	30
Fehling (DE) Parts & accessories .....	36
GIVI (IT) XSTREAM luggage range .....	19
Grossewaechter Racing Parts (DE) CP Pistons .....	36
GSG-Mototechnik (DE) Parts & accessories .....	36
Hevik (IT) Wind jacket .....	23
Kappa (IT) Kventure Wild Side .....	31
Kellermann (DE) New Bullet 1000 series .....	27
LeoVince (IT) Leovince exhausts .....	35
Locatelli (IT) Airoh 'Rides' flip-up helmet .....	39
Moto Direct (GB) RST clothing .....	5
Motoplasic (ES) Puig Hi-Tech products .....	22
National Cycle (US) Windshields and accessories .....	35
Orina (DE) Sports gloves .....	7
Premier Helmets (IT) The Vintage Collection .....	13
Rainers Sports (ES) Efrén Vázquez trusts Rainers .....	21
Rick's Motorsport Electrics (US) Starters, chargers & ignitions .....	4
SBS Friction (DK) SBS brake pads .....	2
Spectro Oils of America (US) Premium-quality lubricants - off-road oil .....	8
Surflex . (IT) Clutches .....	29
TecMate (BE) Optimate PRO-S and PRO-4 .....	8
Vertex Pistons - VP Italy (IT) Pistons .....	40
Wilbers Products (DE) Suspension systems .....	33

## THIS MONTH'S EDITORIAL

ABM Fahrzeugtechnik GmbH (DE) GSX-S 1000 parts .....	20
ACEM (BE) Motorcycle registrations up 8.3% .....	1
ACEM (BE) Electric and alternate-powered motorcycle in the EU .....	12
ACEM (BE) NewsBrief: Motorcycle industry contributed 35 Bn euro to economy .....	40
ACEM (BE) Innovation and Mobility conference .....	6
AMC Promotion (FR) Salon de la Moto Paris Show .....	14
ANCMA (IT) Italian motorcycle registrations +13.21% .....	6
ANESDOR (ES) StatZone: Spanish motorcycle registrations +27% .....	11
Barnett Clutches & Cables (US) Clutch spring kits for Ducati .....	23
Barracuda (IT) Italian designed Scrambler accessories .....	26
BC Battery Controller (IT) 12V socket with USB port .....	21
Bitubo (IT) Spring tester .....	30
BMW Motorrad Deutschland (DE) Sales +10.5% for first six months .....	14

BMW Motorrad Deutschland (DE) NewsBrief: Filed patent for scooter with vibration damping ....	40
Bonamici Racing (IT) R3 rearsets in 7075 alloy .....	24
Bovag (NL) StatZone: Sales up 8.3 percent in the Netherlands .....	9
CNC Racing (IT) Monster footrests .....	21
Domino (IT) Yamaha grip .....	20
Draggin Jeans (AU) CE armoured hoody .....	21
Ducati Motorcycles (IT) Reports record first half year .....	13
Exan (IT) X-Black V-Strom oval .....	34
FMS (CH) StatZone: Swiss sales up by 16 percent .....	10
Fowlers Of Bristol (GB) Textile 2-piece suit .....	32
Free Spirits (IT) Upper fork covers .....	28
Furygan (FR) CE homologated 'Power' jacket .....	32
Gas-Gas Motos (ES) Liquidation confirmed? .....	6
Gilles Tooling (LU) Trackday footpegs .....	26
GIVI (IT) Updates to MAXIA top case .....	28
Govecs (DE) Buys Vectrix production line .....	18
GPR by Linea OG Jolly (IT) Handmade Rivale 800 exhausts .....	34
Harley-Davidson Motor Company (US) Tough second quarter for Harley .....	16
Hevik (IT) Arizona and Dakota gloves .....	32
Honda Motor (JP) First quarter results .....	15
IVM (DE) StatZone: German market recovers .....	9
JAMA (JP) StatZone: Japanese exports decline to Europe and US .....	10
K&N Engineering/SRM Europe (NL) Intake system for VXS950 Bolt .....	23
Kawasaki Motors Corporation (JP) Report improved first quarter .....	15
Kawasaki Motors Corporation (JP) NewsBrief: awarded Innovative Brand award .....	40
KTM Sportmotorcycle (AT) Unit sales +25.6% .....	15
LeoVince (IT) 2015 Honda Forza 125 mufflers .....	34
LighTech (IT) LighTech to launch R1 range at AIMExpo .....	32
Locatelli (IT) Airoh Terminator 2.1 off-road helmet .....	20
Marketplace Events / AIMExpo (US) AIMExpo - America's INTERMOT? .....	17
MCIA (GB) StatZone: UK Motorcycle sales +21.6% .....	10
McRF (SE) StatZone: Swedish registrations up 12% .....	9
MIVV SPA (IT) Titanium silencer .....	34
National Cycle Inc (US) Scrambler windshields .....	30
Piaggio (IT) Increased sales revenue for main brands .....	40
Planet Knox (GB) Wax cotton jackets .....	24
Polaris Industries (US) Second quarter revenue +11% .....	16
Polini Motori (IT) Street and race performance upgrades .....	29
PZM (PL) StatZone: Polish PTW registrations +18% .....	11
R&G Racing Ltd (GB) Bolt-on covers .....	20
Rizoma (IT) Italian style R1200 GS accessories .....	25
Rukka (FI) AquaAir and AirRider suits .....	24
Skidmarx UK (GB) Tiger Sport accessories .....	25
Sprint Filter (IT) Polyester filters .....	30
Suzuki Motor Corporation (JP) "Next 100" mid-term plan .....	40
Suzuki Motor Corporation (JP) NewsBrief: Filed patent for hybrid motorcycle .....	40
SW-MOTECH (DE) Versys accessories .....	28
SWM Motorcycles (IT) SWM rolls again .....	7
Team Metisse (DE) Hi-tech X-Pad Racer frame sliders .....	31
Techno Motor Veghel (TMV) (NL) 'Ultra-Tacky' grips .....	28
TecMate (BE) New battery preparation made easy .....	22
Touratech (DE) ZEGA Pro2 luggage .....	24
Wunderlich (DE) Huggers for BMW R1220R/RS .....	26
Yamaha Motor (JP) +14% unit sales in Europe .....	18



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# NEWS BRIEFS

According to ACEM, the Brussels based international motorcycle industry trade association, the motorcycle industry in Europe contributes some €35 Bn to the EU economy, employs some 150,000 people in Europe, with some 35 million European consumers riding regularly - that is approximately 10 percent of all European citizens of riding age.

An EU funded drive to develop a viable electric commuter vehicle is being spearheaded by Piaggio with backing from KTM. The aim is to develop cost effective electric vehicles that will tempt motorists away from their cars. The initiative is known as RESOLVE - the EU's "Range of Electric Solutions for L-category Vehicles" project.

Suzuki has filed a patent for a hybrid motorcycle powered by an inline-four and an electric motor. Filed with the Japan patent office it describes incorporation of a hybrid powertrain and semi-automatic transmission on a sportbike.

BMW has filed a patent for a small displacement scooter with the World Intellectual Property Organization. The filing describes an arrangement for damping the vibrations from a single-cylinder engine mounted to the swingarm.

Kawasaki has followed up 2014 awards success with the "Most Innovative Brand of the Year" at the 2015 Plus X Awards.

## Piaggio reports increased sales revenue for Moto Guzzi, Aprilia, Vespa, MP3

PIAGGIO Group has reported increased sales revenues in its PTW businesses for the first half of 2015, with Vespa +9.3 percent, Piaggio Mp3 +24 percent, Aprilia +16.4 percent and Moto Guzzi +24.7 percent.

The company puts the positive performance of its motorcycle business units down to the success of key new products such as the Aprilia RSV4 RR/RF, Tuono 1100 Factory/RR and Caponord 1200 Rally, and the Audace and Eldorado 1400 for Moto Guzzi. Piaggio say their overall PTW unit market share leadership remains robust at 14.6 percent and 24.8 percent in the scooter sector. The Group shipped 175,700 vehicles in the first half of 2015, compared to 181,100 in 2014, for net sales of 496.3 million euro, which is up by 8.1 percent from the first half of last year despite the small drop in unit numbers.

That figure includes an 11.3 percent increase in the sales of spares and accessories to 65.1 million euro.

Piaggio say revenue grew in all the main regions where it operates in the two-wheel sector, with turnover of 394.4 million euro in the EMEA and Americas areas (+5.2 percent), 90.5 million euro in Asia Pacific (+19.4 percent) and 11.3 million euro in India (+35.9 percent).

Group consolidated net sales for all activities (including commercial vehicles) totalled 693.9 million euro for the first six months of the year, a +10.3 percent improvement; industrial gross margin was 204.4 million euro, up by 10 million euro, with a slightly reduced return on net sales of 29.5 percent (from 30.9 percent). Group profit before tax was 24.6 million euro (27.5 million euro in 2014). Net debt was reduced from



568.4 million euro at the end of the first quarter to 535.3 million euro after the second quarter, but that is from the 492.8 million euro reported at the end of 2014, largely said to be due to the capital costs of the major new product launches - Group capital expenditure was 43.5 million euro in the first half of the year compared to 38.2 million euro in the first half of 2014 and including 27 million euro for R&D expenditure.

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

## Suzuki "Next 100" mid-term plan

Suzuki has announced a new five-year "mid-term" strategic management plan that calls for a strengthening of its "management base" as the company heads towards its 100th anniversary in the year 2020.

The company says that in order for the group to "continuously grow" for its next 100 years, it will "globally develop manufacturing bases and overhaul working procedure" as one corporate team to "enhance corporate value and aim for sustainable growth."

Named the "SUZUKI NEXT 100" plan, the basic policy calls for the company to "develop products of

superior value by focusing on the customer", and focus on the selection of products "which clearly define [the] characteristics of Suzuki" in the 150cc and up market, with sport as the backbone.

The company is targeting unit growth in Europe that calls for its present 50,000 level to grow by 40 percent to some 70,000 units by 2019 and by 20 percent to 60,000 units in the United States.

The primary target in growth terms is the high-value northern hemisphere, but with growth in Asia and other emerging markets the company is targeting 2m units in total by 2019 - a



13.6 percent increase from the 1.76m sold in its 2014 fiscal year.

Priorities include a shortening of its development time and the consolidation of manufacturing and a 30 percent increase of productivity at its Hamamatsu, Japan factory.

The company's automotive activities have returned to profit following the downturn, but its motorcycle business continues to lose money, having only managed to post a profit once (100m Yen in 2013) since 2008.

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

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