

# INTERNATIONAL DEALER NEWS



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OCT/NOV 2015

ISSUE #127

## Yamaha, BMW and Honda to create safety research consortium

Yamaha, BMW and Honda have announced that they are to collaborate to develop Cooperative-Intelligent Transportation Systems (C-ITS) technology for PTW applications, and will be working together to establish an industry research working group named the Connected Motorcycle Consortium.

According to a Memorandum of Understanding, which was signed by all ACEM manufacturing members in 2014 (European Association of Motorcycle Manufacturers, [www.acem.eu](http://www.acem.eu)), C-ITS features will be introduced from 2020 onwards. In order to accelerate this process, the three manufacturers will begin their cooperation in the field straight away.

The new cooperation was announced in October at the ITS World Congress in Bordeaux (France). The three partners also encouraged other motorcycle manufacturers to join the consortium so as to further increase safety in powered two-wheelers.

"In order to speed up more motorcycle-specific safety developments, we intend to

cooperate to promote a successful implementation of C-ITS in motorcycles and scooters", said Mr Tetsuo Suzuki, Operating Officer at Honda.

Mr Takaaki Kimura, Chief General Manager of Technology Center and Executive Vice President and Representative Director of Yamaha, added that "our companies are



Karl Viktor Schaller, BMW; Tetsuo Suzuki, Honda; Takaaki Kimura, Yamaha

already active members of the Car2Car Communication Consortium, in which we work with car and truck makers and other stakeholders on common specifications and standards. We came to realise that the specific requirements of motorcycles are

beyond the scope of that consortium, however. The next logical step is therefore to enter into a cooperation dedicated solely to the challenges relating to powered two-wheelers".

"Our aim is to promote a timely and comprehensive use of cooperative ITS systems in powered-two wheelers, offering the potential to improve safety. We therefore encourage other companies to join us", explained Prof. Dr. Karl Viktor Schaller, Executive Vice President Development, BMW Motorrad.

Antonio Perlot, ACEM Secretary General, stated: "This initiative is fully in line with the ACEM road safety strategy and shows the willingness of the motorcycle industry to increase safety for riders based on very concrete and practical developments".

If well considered and properly deployed, ITS technologies offer the potential to further increase safety, security and efficiency in all transport systems, in particular for motorcycles. ITS requires the integration of information and communications technology, including transport infrastructure, vehicles and users.

## 'Paris Show'

December 1st - 6th

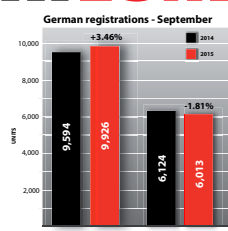
**SALON**  
DE LA **MOTO** SCOOTER, QUAD  
& EQUIPEMENTS  
PARIS

## Vertex Pistons wins again



## STATZONE

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# NEW!

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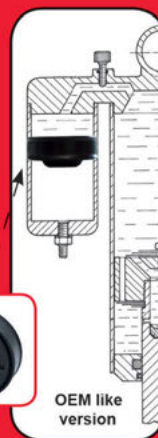
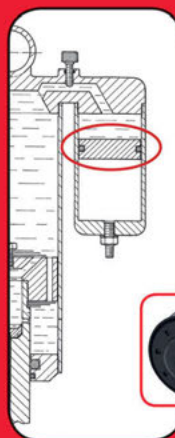
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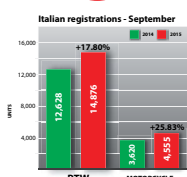
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## NEWS

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## STATZONE

Italian motorcycle registrations +14 percent for first nine months

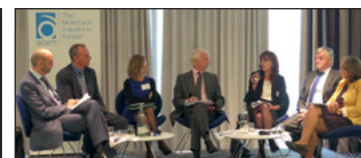


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**ACEM Conference - Schaller calls for a "clear and predictable regulatory framework"**

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Harley-Davidson sales revenue and production data, 3rd quarter 2015				
Income statements in \$1,000s (except share)	THREE MONTHS ENDED		NINE MONTHS ENDED	
	SEPT 2015	SEPT 2014	SEPT 2015	SEPT 2014
Net sales revenue	\$1,140,321	\$1,130,558	\$4,301,674	\$4,536,531
Gross profit	\$394,039	\$394,600	\$1,631,528	\$1,710,870
Total operating income	\$215,836	\$224,073	\$1,088,470	\$1,182,650
Net income	\$140,347	\$150,066	\$710,011	\$770,136
Diluted EPS	\$0.69	\$0.70	\$2.43	\$2.54

MOTORCYCLE SHIPMENT DATA				
	SEPT 2015	SEPT 2014	SEPT 2015	SEPT 2014
United States	30,092	28,106	141,884	145,440
Exports	23,380	22,564	76,349	78,129
Total H-D	53,472	50,670	218,233	223,569

UNITED STATES OF H-D MOTORCYCLES				
	SEPT 2015	SEPT 2014	SEPT 2015	SEPT 2014
United States	48,918	50,167	142,196	144,122
Canada	2,554	2,598	8,414	8,753
EMEA	10,031	9,796	35,598	37,500
Asia Pacific Region	7,857	7,473	23,471	21,953
Latin America Region	2,818	3,183	8,091	8,522
Total	72,178	73,217	217,770	220,850

customer-facing marketing by approximately 65 percent above 2015 levels. The company also plans to increase its investment in new 2014 Q3. In international markets dealers sold 23,260 new Harley-Davidson motorcycles during the third quarter

## AMERICAN REPORT .....17-19

This month's American Report includes the latest financial data from Harley-Davidson, as they continue to see sales slow, and Polaris Industries as their Indian and Victory motorcycle brands prosper

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Italian performance add-on module specialist Dimsport's Rapid Bike programme offers dealers access to a versatile, inventory-friendly programme of options that deliver real-time dynamic data capture and tuning

# Suddenly the EU wants to be our friend!

**T**he news about the C-ITS research consortium being established, initially by collaboration between BMW, Honda and Yamaha, is the kind of industry initiative that has the EU purring.

The announcement came a few days after this year's 11th annual ACEM conference in Brussels had showcased the dramatic distance travelled by the motorcycle industry in the past decade.

From being seen as part of the problem by many EU, national and regional policy regulators and planners, the volte-face that has been seen has been dramatic.

All kudos to our trade associations, riders' rights groups, motorcycle manufacturers and transport specialists for investing so much effort and resources, and achieving so much against a climate of

extreme challenge to the industry and against a background of negativity about the place of motorcycling in forward-facing transport and infrastructure policy making.

From being seen as excessively polluting, inherently unsafe and fundamentally anti-social, motorcycles, PTWs in general, are now recognised for the positive contribution to transport policy they can have, and that now riders are the victims of road safety issues rather than the authors of other road users' misery, potentially valuable contributors to the EU's urban mobility transport policy objectives and represented by consumer and industry lobbyists who have listened and acted.

**W**e have a lot to thank Dutch MEP Wim Van de Camp for - a classic case of the right man being in the right place at the right time, and we also have a lot to thank those who started the ball-rolling twenty years ago with initiatives such as the establishment of ACEM and seemingly simple ideas that have subsequently punched well above their weight - the annual MEP motorcycle ride has been a huge such example of first class PR for riders everywhere.

The EU Parliament's report on the implementation of the White Paper on Transport, launched by the Commission in 2011, and that Mr Van de Camp and well wishing fellow traveller MEPs successfully steered through the minefield of procedure that could have hijacked it at any stage, clearly sets out policy imperatives that formally and permanently place motorcycles on the transport "good guys" agenda.

At the ACEM conference, that coincidentally was staged just a week or so later, EU Commission staffers were falling over themselves to embrace the

opportunity to associate themselves, their departments and their policy perspectives with this new-found best-friend of Europe's forward-looking march towards transport nirvana.

The EU calculates that traffic congestion currently costs the European economy about 1 percent of its GDP every year. At present some 4 bn people worldwide live in urban/suburban environments; that figure is expected to be around 6.5 bn people by 2050.

**“kudos to our lobbyists”**

Already some 73 percent of Europeans live an urban/suburban lifestyle; that figure will exceed 80 percent in the 2040s. Reliable independent academic research has shown that if just 10 percent of car drivers were to swap to PTW use in making their time-consuming relatively short distance urban journey, congestion would be reduced by 40 percent! Indeed a 25 percent migration onto two wheels

would eliminate it altogether.

With some 36 million PTWs in use on Europe's roads, approximately one in every 10 EU citizens of riding age already uses or has regular access to use of a PTW.

**T**hat means that 10 cents in every Euro spent by local, regional, national and European level administrators has motorcycling connections; 10 percent of the salary of every politician and bureaucrat, including EU Commission employees, has got motorcycle DNA in it somewhere, somehow.

Now that we have the EU's attention, the industry must make the most of it. As Stephan Schaller pointed out, the current recovery in registration numbers is a start, but having lost 55 percent of our market in less than ten years, there is a long way to go.

The investment being made by the manufacturers in technology, safety and reduced environmental impact, and the response that we have now had from the EU, has opened the door to our industry being able to reverse that decline and build further on that by the mid-point of the 21st century.

**Robin Bradley**  
Publisher

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# UK motorcycle registrations +15% for January - September 2015

The latest data released by the motorcycle industry trade association in the UK (MCIA) shows new motorcycle registrations there for September at +10.28 percent (12,372 units - the best September figure for a decade) and +15.02 percent for the year-to-date (86,485 - the best first nine months the UK has seen for ten years).

In total PTW terms September was +7.32 percent (13,536 units) and is +12.27 percent for the year-to-date (93,725 units). Moped sales are still down in the UK, as they are in most other main European markets (-12.7 percent/8,289 units YTD).

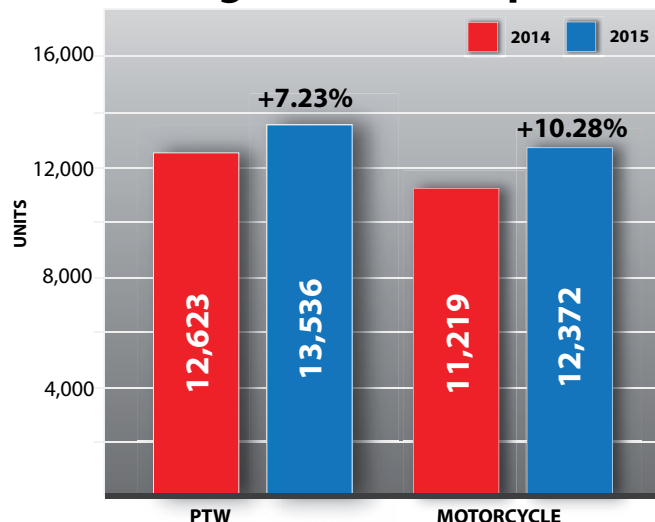
The 'Naked' style (+28.3 percent/19,733 units YTD) and Adventure Tour sectors (+24.6 percent/11,359 units) are the strongest growth markets in the UK, with Sports/Tour and traditional

Touring models the primary sectors that are losing sales so far this year (-7.0 percent and -12.7 percent respectively).

In displacement terms the fastest growing part of the market in the UK is the 'middleweight' 651 - 1000cc market - +26.5 percent YTD. Total scooter sales in the UK (24,723 units YTD) are basically 'flat' at -0.7 percent.

Honda were market share leaders in the UK in September, selling 2,457 units; followed by Yamaha, BMW, Lexmoto, Triumph, Suzuki, Kawasaki, Harley-Davidson, Piaggio and Ducati. The UK 'bike park' is now said to stand at 1.2 million units - a figure that has remained largely static since 2011; 34,600 people passed the motorcycle rider test in the UK in 2014/15 - which is some 4,000 more than in the previous 12

## UK registrations - September

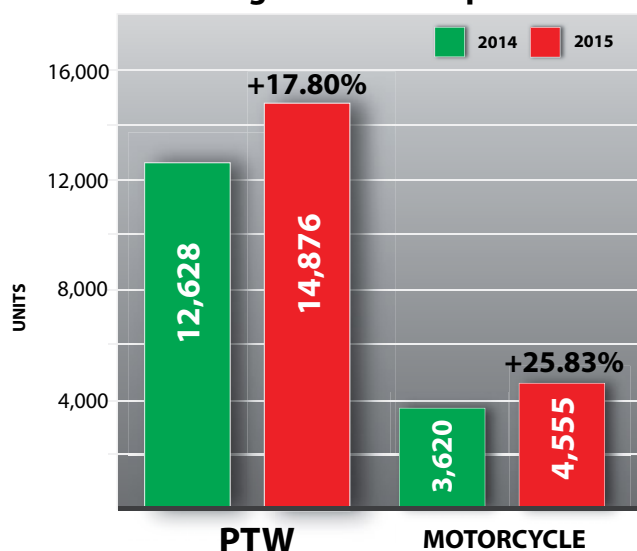


months; the MCIA says that some 4.6 billion km (2.8 billion miles) were ridden on two wheels on the

roads of the UK in 2014 - a figure that has remained largely static since 2011.

## Italian motorcycle registrations +14 percent for first nine months

### Italian registrations - September



The latest data released by the motorcycle industry trade association in Italy (ANCMA) shows new motorcycle registrations there for September up substantially over last year's September volumes at 4,555 units (+25.83 percent). For the first nine months of this year they are up by 14.45 percent at 55,070 units. In total PTW terms September was +17.80 percent (14,876 units) and the Italian market is running at +9.57 for the year-to-date (147,851 units). The top selling motorcycle in Italy so far this year is the BMW R 1200 GS (2,772 units), followed by Yamaha's MY-09

Tracer (2,451), the Ducati Scrambler (2,243), Yamaha's MT-07 (1,802) and BMW's E 1200 GS Adventure (1,762 units). Honda take all three of the top spots in the Italian Scooter market with over 18,000 of their SH 150/125/300 sold so far this year. Naked style bikes (+32.91 percent), Sport bike models (+19.95 percent) and Touring models (+19.36 percent) are the growth sectors in Italy, with the strongest growth in displacement terms coming in the 751-1000cc market (+38.93 percent) and 501-600cc power band (+19.73 percent).

## Swiss motorcycle registrations +17.37 percent for first nine months

According to the latest data released by MotoSuisse, the motorcycle industry trade association in Switzerland, motorcycle registrations there in September were +5.81 percent (1,474 units), having been +21.89 percent (1,480 units) in August; +17.37 percent for the first nine months of the year (25,326 units).

In total PTW terms the Swiss market is +20.84 percent (4,123 units); +12.85 percent in August (3,513 units) and is running at +9.75 percent for the year to September 30th 2015 (44,351 units).

Yamaha is market leader in total PTW terms, having sold 9,427 units (compared to 7,650 in 2014), with Honda second (5,789 units) and BMW

third (3,735 units), followed by Vespa and Harley-Davidson.

In motorcycle terms Yamaha has the largest market share in Switzerland so far this year (4,747 units), followed by BMW, Harley-Davidson, Kawasaki and Honda.

The top-selling models so far in 2015 are Yamaha's MT-07 and MT-09, followed by BMW's R 1200 GS, the

Ducati Scrambler and the MT-09 Tracer.

The fastest growing sector of the Swiss motorcycle market in displacement terms is the 251-500cc power-band, which is up by +51.28 percent for the year-to-date, followed by the 751-1000cc market, which is up by +34.66 percent for the year-to-date.

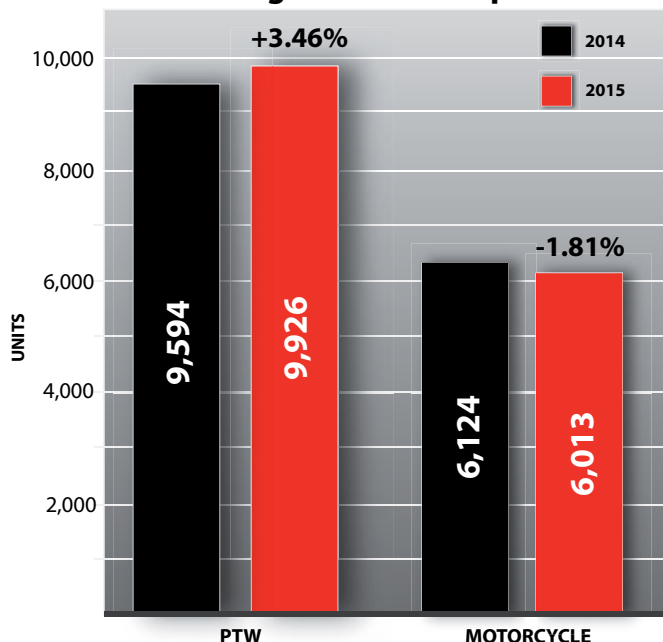
[www.motosuisse.ch](http://www.motosuisse.ch)

## German motorcycle registrations +6.18 percent for first nine months

According to the latest data released by the motorcycle industry trade association in Germany (IVM, Essen) new motorcycle registrations in September were down a little at -1.81 percent compared to September 2014 at 6,013 units, but are +6.18 percent for the year-to-date (94,110 units - the best first nine month market performance in Germany since 2008). In total PTW terms the German market was actually

up by +3.46 percent in September (9,926 units) and is running at +6.99 percent for the year-to-date (136,233 units - also the highest for the first nine months of the year since 2008). Last year the German market saw 96,823 new motorcycles registered for the full 12 months (140,609 total PTWs), and it is possible that these figures will be exceeded this year with a month or two to spare.

**German registrations - September**



## Japanese manufacturer motorcycle exports to Europe down over 5 percent for first nine months of 2015

According to the latest data released by the motorcycle industry trade association in Japan (JAMA), Japanese motorcycle manufacturer exports to Europe declined again in August - down by -37.8 percent (to 6,791 units - the lowest September figure for over 15 years) and stand at 106,938 units for the first nine months of the year (-5.57 percent).

In total PTW terms exports to Europe were -28.22 percent in September and are down at -4.26 percent for the first nine months of 2015 (120,685 units). The picture continues to be bad for Japanese made motorcycle exports to the United States, with September down at -13 percent (7,969 units) compared to September 2014, and down by -25.62 percent for the first nine months (82,784 units).

The increasing number of units being made by the Japanese brands elsewhere in Asia, the US and

South/Central America goes some way to explaining the data, though the majority of higher value larger displacement machines are still made in Japan with their overseas factories primarily engaged in making and selling scooters and smaller cc units in 'emerging' markets where import tariffs

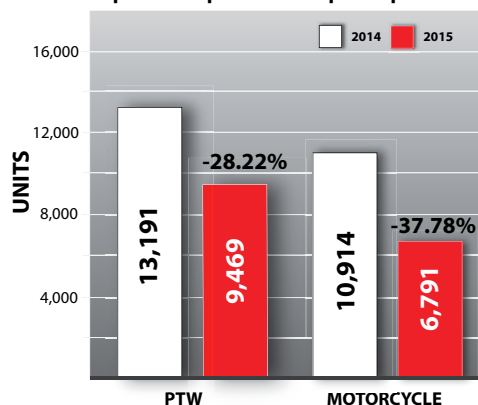
are high, and ATV/UTV units - especially in the United States.

Worldwide total Japanese manufacturer motorcycle production is on the increase though, with this year's annual total expected to be higher than the 597,058 units produced by them in 2014 (563,309 units in 2013).

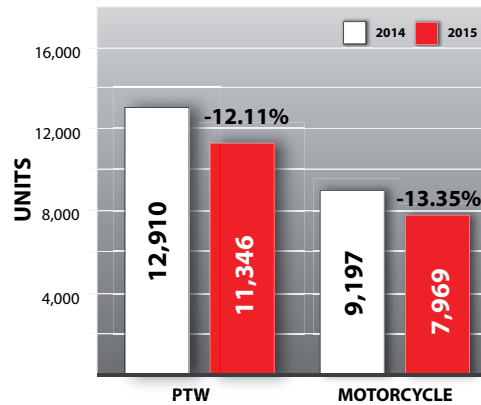
However, in 2007 (for example), prior to the global economic downturn, the Japanese manufacturers were producing more than double that figure, i.e. 1,676,097 units worldwide.

[www.jama.org](http://www.jama.org)

**Japanese Exports to Europe - September**



**Japanese Exports to the US - September**



## France sees motorcycle registrations grow in first eight months

The French motorcycle and scooter market was up by +1.8 percent for the first eight months of this year (January - August 2015) at 104,173 units. Street bikes were 51,321 units; scooters 33,910 units; off-road 11,114 units; custom and custom-style production bikes 7,806 units - mostly Harley-

Davidson, who sold 5,438 units in France in the first eight months of 2015, for a 5.22 percent share of the French market (though actually -7.04 in unit sales terms year-on-year). Yamaha is the market share leader with 21,885 units sold (+3.71 percent, 21.01 percent market share), with Honda

second at 16,197 units (+5.66 percent, 15.55 percent market share) and BMW third at 9,500 units (+11.88 percent, 9.12 percent market share); followed by Kawasaki at 8,884 units (-4.18 percent, 8.53 percent market share) and Suzuki at 7,471 units (-4.32 percent, 7.17 percent market share).

The top-selling model in France is the Yamaha XP500 T-Max with 4,154 units sold there in the first eight months of the year for a 5.89 percent market share; their MT-09 and MT-07 are second and third, with the Kawasaki Z800 fourth and ER-6 fifth.

[www.csiam.fr](http://www.csiam.fr)



# New and first-registration pre-owned PTWs +13.05 percent YTD in Poland

According to the latest statistics released by the motorcycle industry trade association in Poland (PZPM), the number of new motorcycles registered there was up by +74.75 percent in September (1,564 units) and is now running at 145.72 percent for the year-to-date (20,429 units).

In total new PTW registration terms, September was down by -3.15 percent and is flat for the year as a whole so far at -0.54 percent.

The statistics for Poland are difficult to compare with elsewhere in the EU, and

with domestic Polish year-on-year data. It is a small but fast growing market, one where the number of mopeds sold has a big impact on the overall PTW picture; the Polish new moped market was -27.38 percent at 2,090 units for September and is running at -31.41 percent (24,979 units) for the year-to-date.

It is also a market where the high number of pre-owned motorcycles that are registered for the first time in Poland (imported from Germany and other markets) represents good news for the

parts and accessory industry.

However, at the higher value new motorcycles end of the market, the growth is statistically impressive. The data collected by ACEM, the Brussels based international motorcycle industry trade association for Europe, shows that Poland was actually the 7th largest in the EU in 2014 at 9,847 units - only a little less than The Netherlands.

In that context this year's registrations are already well ahead of last year, with three more months of data still to come. The pre-owned motorcycles seeing

their first registration in Poland so far this year are put at 51,841 units for the year so far (+31.51 percent), taking the total new and pre-owned motorcycle count to 72,270 units for the year-to-date, which is up by +51.40 percent over the first nine months of 2014. Including new and pre-owned mopeds, that makes Poland a 108,413 unit market (+13.05 percent) in terms of new PTWs of all kinds that are new to the roads of Poland in the first nine months of this year.

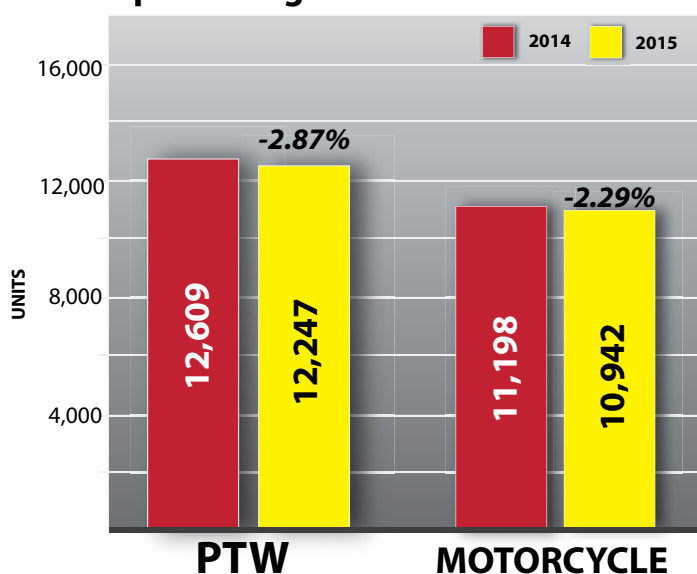
[www.pzpm.org.pl](http://www.pzpm.org.pl)

## Spain sees +29 percent increase in 751+cc motorcycle market in October

According to the latest data released by the motorcycle trade association in Spain (ANESDOR), the motorcycle market there is down a little in November at -2.29 percent (10,942 units) following a 25-month sequence of increases, but is still at +19.4 percent for the first ten months of the year (114,608 units).

Registrations of road-going motorcycles were up by +13.6 percent in October (3,184 units), with models of over 751cc up by +29.1 percent. In moped terms the Spanish market was -7.51 percent in October, but is still +6.81 percent for the year-to-date (13,489 units); in total PTW terms the market was -2.97 percent in October, but is +17.75 percent for the year-to-date (128,097 units).

Spanish registrations - October



ANESDOR say the lower number of working days in October 2015 compared to October 2014 will

have been one of the factors in the slight decline. Secretary General Jose Maria Riano points

to the fact that the market in Spain has already surpassed last year's 12-month market in just 10 months (110,396 motorcycle registrations in 2014, 124,593 total PTW registrations in 2014). Riano again repeated ANESDOR's call for greater government support for the sector, especially in terms of VAT incentives and in licensing/driver permit costs - which he says would help address the issue of the aging bike park in Spain. Honda lead the way in Spain in market share terms (18,873 units), followed by Kymco, Yamaha, Piaggio and Suzuki. The top selling model in Spain so far this year is Kymco's Agility City 125, followed by their Super Dink 125 and Honda's SH 125. The Piaggio Liberty 125 was the top seller in October.

## Swedish motorcycle market +13.8 percent for first nine months

The latest data released by the motorcycle industry trade association in Sweden (McRF) shows new motorcycle registrations at +14.94 percent for September (631 units) and running at +13.80 percent for the year-to-date (8,574 units).

In moped terms the Swedish market was +19.10 percent for September 2015 (898 units) and is +20.11 percent for the year-to-date at 8,756 units.

In total PTW terms the Swedish market was +17.34 percent in September (1,529 units) and is +16.91 percent for the year-to-date (17,330 units). A further 1,750 or so off-road motorcycles have also been sold in Sweden so far this year.

Sweden has one of the largest ATV markets in Europe, with sales running at +9.9 percent for the year-to-date, with 5,533 units sold in the first nine months of the year, plus a further

2,293 'Quadracycles', +12.2 percent for the year-to-date.

"2015 has been a positive year for the market in Sweden", says Per Johansson, Managing Director of McRF, "with rising registration figures compared to last year. We see a clear upward trend that began slowly in 2014.

"Low interest rates, high employment levels and a latent need to trade-up after several years of economic

prudence are the reasons for the increase.

Technology is playing a role. Refined ABS systems, improved handling and alternative motors make new motorcycles better and safer than older models, and many more Swedes are now realising that scooters and mopeds are the perfect vehicles for an urban lifestyle".

[www.mcrf.se](http://www.mcrf.se)

# January's UK Dealer Expo set for further growth



As the UK motorcycle industry continues to see healthy increases in new registrations the market is expected to end 2015 at +8 percent over 2014, and next year's European motorcycle industry show season will kick off with the 21st annual Motorcycle Trade Expo at Stoneleigh Park, near Coventry, England, from January 24th - 26th. This year's event saw a 20 percent increase in visitor numbers, with the return to the Stoneleigh Park venue

being well received by dealers and vendors after seven years at the less user-friendly Birmingham NEC. The final three day attendance was confirmed at 3,794 visitors, representing 1,638 businesses. Europe's largest and oldest motorcycle industry dealer/trade-specific expo saw more than 160 exhibiting companies benefit from the up-turn in the UK motorcycle market.

Speaking about the timing, venue and format of the show, organiser Mark Mayo told IDN that "Team Expo is committed to making Expo 2016 an even bigger success. It is no secret that Expo's January dateline is overwhelmingly supported by the retail trade as the perfect pre-season launch pad to appraise new products and services all under one roof. Expo's proven three-day, trade only format provides the perfect environment for dealers to evaluate and buy at the right

time for their business".

The organisers have worked hard to develop a series of incentives and initiatives to bring the UK market together in ensuring that the expo is a success, and Mark went on to say that "Expo offers all exhibitors real value for their investment. For example, our "20 Club" initiative will be extended and all exhibiting companies that actively promote attendance at the show to their dealer network will benefit from a 20% reduction in the cost of their booth space.

"For over twenty years Expo has been bringing the trade together. During that time the show has grown to become the most successful and dedicated motorcycle trade-only event in Europe".

The organisers are rigorous in their efforts to ensure a trade-only attendance, and the facts surrounding Motorcycle Trade Expo are impressive.

Research says that 85 percent of Expo visitors are decision makers (Managing Directors, Directors, Owners, Managers or Dealer Principals); 68 percent of visitors return each year, with 13 percent of 2014 visitors attending for the first time; 80 percent of visitors report that they visit to do business for the new season and take advantage of show deals; and a massive 9 out of every 10 visitors say they found their visit worthwhile.

[www.motorcycle-expo.com](http://www.motorcycle-expo.com)



## BMW sets new records

BMW Motorrad has set more records for its financial and unit sales performance. The company reports a new record for the quarter (the 3rd quarter of 2015, to end of September) with sales volume up by +16.3 percent to 33,993 units in the three months, compared to 29,239 units for the third quarter of 2014.

Revenues for the period from July to September 2015 grew by

+22.7 percent to €454 million, compared to €370 million in the third quarter of 2014. The company says this was achieved "on the back of the strong sales volume performance and a high-value model mix".

Their EBIT (Earnings Before Income Tax) improved to €46



million for the quarter, +70.4 percent compared to €27 million in 2014; +70.4%, while profit before tax increased +73.1 percent to €45 million from €26 million in 2014. BMW says that these earnings and sales volume figures are all new records for a third quarter and that upward trend in business "has been boosted by the new BMW R 1200 R, R 1200 RS, S 1000 RR, S 1000 XR and F 800 R models, all of which have been available since the start of the season".

BMW Motorrad also reported its best nine-month sales figures in more than 90 years of operations, with sales up by 12.2 percent to 112,411 units (from 100,217 units in the first nine months of 2014). Revenues rose by 19.9 percent to €1,643 million compared to €1,370 million in the first nine months of 2014 with EBIT up by +87.0 percent to €273 million (€146 million in 2014); profit before tax is up by +89.5% to €271 million (€143 million for the first nine months of 2014).

## Kawasaki unit sales +24 percent in Europe for Q3 2015

Kawasaki is reporting that its motorcycle, ATV (All terrain Vehicle), Utility Vehicle and PWC (Personal Watercraft/"jet ski") unit sales to dealers in Europe for the third quarter of 2015 (their Q2 2015/2016 financial year) are up by nearly 20 percent at 26,000 units compared to 21,000 units for the year-ago quarter.

Sales in the United States were 40,000 units, of which 19,000 were motorcycles, compared to 36,000/16,000 for the year-ago quarter. In emerging markets the company reports 146,000 unit sales, compared to 201,000 for the corresponding period in

2014 (Q2 of their 2014/2015 financial year); with domestic sales "flat" at 9,000 units for a total of 221,000 units worldwide (compared to 261,000 in 2014).

Total net sales revenue from worldwide motorcycle, ATV, Utility Vehicle and PWC unit sales was Yen 143 Billion, up from Yen 137.7 Billion in 2014 despite the global drop in units sold because of improved sales in "developed" markets (EMEA and North America) compared to the decrease in lower value units sold in emerging markets, mostly Indonesia. Kawasaki is leaving its full 2015/2016 net sales and operating income forecast

unchanged and is forecasting full financial year motorcycles and related vehicle sales of 60,000 units in Europe, 104,000 units in North America (of which 51,000 are anticipated to be motorcycle unit sales) and 531,000 units worldwide.

Kawasaki says its before-tax ROIC (EBIT/Capital Investment) from its motorcycle and related products division was 13.6 percent in the three months to September 30th 2015, compared to 12 percent in the three months to July 31st 2015 and 7.3 percent in their full 2014/2015 financial year return of 7.3 percent - again



reflecting strengthened sales of higher priced products in higher value markets. Overall corporate performance of all divisions saw the company record Yen 26.878 Billion for the six months to September 30th 2015, compared to Yen 18.185 Billion for the year-ago period on total net sales of Yen 708.194 Billion, compared to Yen 633.422 billion with EPS (Earnings Per Share) up by over 48 percent.

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# Piaggio reports increases in Vespa, Moto Guzzi and Aprilia sales

In reporting its financial performance for the first nine months of 2015, Piaggio says it has consolidated its leadership on the European powered two-wheeler market with a 15.1% overall share (up from +14.6 percent for the first six months of 2015) and a 24.4% share of the scooter sector, which it says is some 11 percent ahead of its nearest competitor. The company says it also maintained a strong position in the North American scooter market, with a 19.7% market share. In scooters, the Group reported higher revenues for the Vespa brand (+6.8%). Motorcycle revenues also improved with an increase of +32.9%. Turnover rose +35.7% for the Moto Guzzi brand and +23.4% for the Aprilia brand, thanks to "the success of the main new product entries launched by the Piaggio Group in the first half of the year: the V7 II 750, Audace and Eldorado 1400 motorcycles for Moto Guzzi, and the RSV4 RR and RF, Tuono 1100 Factory and RR and Caponord 1200 Rally for Aprilia".

In the first nine months of 2015, the Group sold 251,000 two-wheelers (259,500 at 30 September 2014), generating net sales of 701.1 million euro, an improvement of 6.5% from 658.4 million euro in the first nine months of 2014. The figure includes spares and accessories, where sales totalled 97.4 million euro (+9.7% from the first nine months of 2014). The company says it saw revenue growth in all its lines of business (two-



## PIAGGIO



wheelers, commercial vehicles, spares and accessories) and in all its main geographical areas (EMEA, India, Asia Pacific), assisted by a positive exchange rate effect, with net sales of 610.7 million euro in the EMEA and Americas areas (+6.4% on the first nine months of 2014), 260.3 million euro in India (+9.8%) and 131.7 million euro in Asia Pacific (+9.7%). Group consolidated net sales in the first nine months of 2015 totalled 1,002.6 million euro, an improvement of +7.7% from 930.8 million euro at 30 September 2014.

Turnover in its powered two-wheeler sector was 701.1 million euro, an increase of +6.5% from 658.4 million euro in the first nine months of 2014 (the figure includes spares and accessories).

The Piaggio Group closed the first nine months of 2015 with profit before tax of 30.5 million euro, compared with 36.5 million euro at 30 September 2014. Income tax for the period was 12.2 million euro (14.6 million euro at 30 September 2014), with an impact on pre-tax profit of 40%.

The first nine months of 2015 closed with a net profit of 18.3 million euro, compared with 21.9 million euro for

the year-earlier period.

Among investments in Group industrial assets, a particularly important project is the new automated paint shop at Piaggio's industrial facility in Pontedera (Pisa), work on which is nearing completion. In 2014, investment at Pontedera included the insourcing of high-precision aluminium machining operations, with the opening of a dedicated shop. The new paint shop is a completely robotised operation. It will be completed in early 2016, enabling Piaggio to improve still further finished product quality and efficiency on all vehicle paint processes.

The total workforce of the Piaggio Group at 30 September 2015 numbered 7,527 employees (7,510 at 31 December 2014). The Group's Italian employees numbered 3,688,

unchanged from the previous year.

In the first nine months of 2015, the Piaggio Group sold 396,200 vehicles of all kinds worldwide, compared with 417,200 in the year-earlier period.

On 29 September 2015, the Moody's rating agency downgraded the Piaggio rating from Ba3 to B1, with a stable outlook.

On 13 October 2015, in Manhattan, Piaggio Group Americas, the Piaggio Group subsidiary based in New York, opened the Group's first multi-brand flagship store in America, in line with the strategic guidelines of the Motoplex store programme. The new Group store is located at 6 Grand Street, at the heart of downtown New York. The dealership offers the top Piaggio Group brands such as Vespa, Piaggio, Aprilia and Moto Guzzi.

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

## Vertex Pistons wins again

This has been a very good year for Vertex Pistons of Italy - always a favoured choice of leading race teams 2016 has seen the company add to their impressively long list of race credentials.

In MXGP Vertex 'Racer's Choice' forged pistons have been the product of choice for Honda, Kawasaki and Yamaha riders, with Yamaha's Romain Febvre scooping the World Championship using their F1 inspired high resistance treated alloy racing profile special coating external treatment pistons.

He finished ahead of Honda HRC riders Gautier Paulin and Evgeny Bobryshev, also racing

with Vertex pistons and who were also part of the impressively successful French Motocross of Nations team. In EMX250 the title was taken by Vertex 'Racer's Choice' pistons equipped Dutchman Nick Kouwenberg of the Honda JTech team; in the Supermoto World championship Thomas Chareyre (first) and Ivan Lazzarini (second) raced with Vertex; in the Enduro World championship Eero Remes (E1) and Ales Salvini (Honda, E2) also benefitted from the experience and expertise goes into all Vertex OE, race, and replacement and aftermarket-retro-fit off-road and street piston.

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





# Suzuki vs. VW - the war is over

The failed link-up between Suzuki and VW has finally reached its end-game with VW being forced to sell its near 20 percent stake back to Suzuki; in response Suzuki has sold its 1.5 percent stake in VAG to its subsidiary, Porsche, for around \$300m, taking Porsche's share in VAG to 52.2 percent of its common stock (32.4 percent of its capital stock).

The link between the two stems from a December 2009 deal that was designed to give Suzuki access to VW's small diesel engine technology in exchange for an improved platform to exploit revenue potential in India and other Asian markets where Suzuki's automotive interests are well established.

However, the deal started to unravel as early as June 2010, just seven months after the deal was struck, with the dispute spilling into the public domain a year later.

Suzuki blamed VW, claiming that the German car maker was treating them like they were a subsidiary and not a partner, and refusing to deliver on the promised technology share. For their part VW took umbrage at Suzuki continuing to buy small diesels from other manufacturers (including Fiat) -



something that the Japanese car maker claimed it was still entitled to do under the terms of the agreement if it so chose or deemed it necessary.

Suzuki served VW with legal notice, accusing it of breaching the terms of their agreement in October 2011 and immediately filed for arbitration. After a protracted legal stalemate, an international arbitration court ordered VW to allow Suzuki to exercise its first right to buy back VW's shareholding "at a reasonable [market] price" at the end of August this year.

Describing it as feeling like he had a "small bone stuck in the back of his throat", Osamu Suzuki, the 85 year old Chairman, immediately announced their intention to do so; VW stating that the "co-operation between the two companies has now been ended".

Suzuki paid VW some \$3.8 bn for the

stake two weeks ago (around 120 million shares), sparking a 5 percent rise in Suzuki's share price - despite the fact that VW originally paid Suzuki \$1.9bn for the shares when the deal was agreed, and also despite Suzuki taking a considerable hit on its 1.5 percent stake in VW.

Given the present difficulties VW is facing, and the background of family warfare and rival ownership groupings the fact that Suzuki sold its stake to Porsche, allowing the sportscar maker to increase its already controlling stake in VW still further, has not gone unnoticed. Given the present difficulties that VW is facing, and the background of family warfare and rival ownership groupings, the fact that Suzuki sold its stake to Porsche, allowing the sportscar maker to increase its already controlling stake in VW still further, has not gone unnoticed.

## NEWS BRIEFS

**German helmet manufacturer Schuberth has parted company with its Italian distributor Bergamaschi and will sell direct in Italy from now on.**

It has been another good year for Italian off-road parts and apparel specialist UFO Plast with supported riders taking the MXGP title (Romain Febvre, Yamaha, and also a member of the victorious French MXDN team) and the WMX title with Italian Kiara Fontanesi again winning the Women's World title on a Yamaha YZ250F.

**German motorcycle industry magazine "Bike & Business" will host its annual symposium and awards event at its Wuerzburg, Germany headquarters on November 26th.**

Ducati has ended its successful distribution relationship with Jet Sky Developments in China and will now sell there through Audi China.

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# ACEM Conference - Schaller calls for a "clear and predictable regulatory framework"

Themed 'Let's Innovate', ACEM's 11th annual motorcycle industry conference in Brussels, in September, saw serving President Stephan Schaller's positioning of the motorcycle industry as "the solution to the mobility needs of millions of people across Europe".

Staged just two weeks after the European Commission adopted the European Parliament's report on the implementation of the 2011 White Paper on Transport, that decision set the seal on twenty years of lobby activity that has, finally and successfully, confirmed motorcycles (indeed all PTWs, three-wheelers and light vehicles) as having a valuable role to play in future-facing transport planning and drawn a line under an era in which PTWs have often appeared to be regarded as a part of the problem rather than a part of the solution where traffic congestion, road safety and environmental impacts have been concerned.

The conference saw the most dramatic proof yet that our industry is now an equal partner at the top-table of road use, with all the invited speakers from the EU referencing the valuable asset that Europe's 36m PTWs represent in the context of commission transport policy objectives.

The event attracted more than 130 attendees representing businesses, EU policy-makers, national administrations and stakeholders. The discussions addressed a wide range of topics, including the mainstreaming of motorcycling into relevant EU policies,



**BMW's Stephan Schaller pointed to three key criteria that successful regulations should meet and described the current situation as creating "considerable uncertainty and costs for our industry and making production planning very challenging"**

as well as its inclusion in national, regional and local transport plans and the importance of balanced and supportive European legislation for the sector.

In his keynote speech, Stephan Schaller said that despite the collapse in PTW registrations by some 55 percent in the years between 2007 and 2014 (compared to a 25 percent decline in the passenger car market) there are now, at last, reasons to be optimistic about the prospects for the sector.

"Although it is still too early to speak about a recovery, the latest statistics indicate that registrations in some European markets have stabilised. Registrations between 2013 and 2014 have recovered by at least 2 percent, and the market figures for the first half of this year show that trend

continuing".

For the future he called on policy makers to now give our industry a "clear and predictable framework, a framework that supports the competitiveness of our sector, a framework that creates a positive environment for the use of our vehicles. Of course we recognise that all markets need standards and regulations in order to function properly. All vehicles must comply with the same requirements. However, some aspects of the type approval regulations, which will be applied to our industry from 2016, are still open.

"Whilst we do recognise the efforts put in by the European Commission, I must nevertheless state that more efforts are needed".

"The current situation creates considerable uncertainty and costs for our industry; it also makes production planning very challenging. In our opinion the type approval regulation

must comply with three simple principles. First it must be technically feasible; second it must be based on solid economic assessments; third it must not increase prices for consumers beyond levels acceptable in the market".

He also applauded the EU for the efforts it is making to stimulate and support innovation and pointed to the motorcycle industry's track record of "constantly reinventing itself, constantly developing new products that meet customers' expectations and needs.

"Innovation is part of our industry's DNA. Innovation is a central part of what we do and of what we will continue to do in the future. However, innovation is also about finding solutions to real problems and finding new ways of thinking. In this sense I strongly believe that we need to look at transport in a different way and in an innovative way".



**Left to right - Antonio Perlot, ACEM General Secretary; Jacob Bangsgaard, Director General of FIA, Europe; Karen Vancluyse, Executive Director of POLIS (European Cities and Regions Networking for Innovative Transport Solutions); Geoff Meade (Moderator); Barbara Bonvissuto, Deputy Head of Unit, DG Grow, European Commission; Wim Van de Camp, MEP, member of the EU Parliament's Transport Committee and Committee on Internal Trade (IMCO); Cristina Marolda, Policy Officer, DG Move, European Commission**

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## 'Paris Show' - December 1st - 6th

With the French motorcycle market finally showing signs of seeing the decline in new registrations ending this year's Salon de la Moto, Scooter, Quad et Equipement (the 'Paris Show') is expected to "reflect the regained dynamism of the market" according to organiser AMC Promotion.

The show is returning to the French capital's much re-modelled primary exhibition centre at Porte de Versailles from December 1st - 6th 2015. Staged every other year, alternating with INTERMOT at Cologne, Germany, the show was cancelled during the depths but is now re-building its audience and working hard to attract young riders in particular.

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. Over 300 exhibitors are already booked to appear, with an exhibition area planned to be over 40,000 m<sup>2</sup> in at least four halls.

A second trade day has been added to cater for the stronger B to B attendance expected, a new Urban Mobility Electronically Assisted Vehicle feature ("urbanconnect zone") has been added, along with a new "Préparations Passion" and cafe-racer and "Neo-classic" zone and festival in association Café Racer, the leading French motorcycle magazine.

Free admission for under 14s,

# SALON DE LA MOTO SCOOTER, QUAD & EQUIPEMENTS PARIS

shorter duration but extended opening, an in-door Live-Zone and many more initiatives, features, promotions and activities the show is expected to build on the successful 2013 attendance with further growth. Thierry Archambault, Deputy President of the motorcycle branch of CSIAM, the trade association in France recently released data showing that the

market for two to three wheeled motor vehicles to end in August 2015 was up by +1.92% compared to the first eight months of 2014, with a total of 105 690 registrations, with the 125cc scooter and small displacement motorcycle markets doing particularly well at +9.79% (34,704 units).

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

## Holder France take 2015 MX Des Nations win

This year's (69th) FIM Motocross of Nations (held at Ernée, France, September 26/27) saw the holders and home team take the win by just two points over Team USA.

The 1,517m Circuit Raymond DEMY, situated in the Pays de Loire region, is a hard-pack clay dirt circuit, with half of the 111 riders in the field choosing to use Pirelli Scorpion MX32 tires.

Romain Febvre, the newly crowned MXGP champion for 2015, who was in

The Netherlands 6th.

The 2016 event will be staged at Maggiora, Italy, with the Glen Helen Raceway at San Bernardino, California, hosting in 2017.

[www.mxon2015.fr](http://www.mxon2015.fr)



### CLASS OVERALL:

#### MXGP

1. BARCIA Justin (USA)
2. BOBRYSEV Evgeny (RUS)
3. TOWNLEY Ben (NZL)
4. PAULIN Gautier (FRA)
5. SIMPSON Shaun (GBR)

#### MX2

1. MUSQUIN Marvin (FRA)
2. MARTIN Jeremy (USA)
3. SEEWER Jeremy (SUI)
4. RAUCHENECKER Pascal (AUT)
5. KULLAS Harri (EST)

#### OPEN

1. FEBVRE Romain (FRA)
2. WEEB Cooper (USA)
3. VAN HOREBEEK Jeremy (BEL)
4. WILSON Dean (GBR)
5. COLDENHOFF Glenn (NED)

### RACE 1 MXGP + MX2

1. BARCIA Justin (USA)
2. BOBRYSEV Evgeny (RUS)
3. NAGL Max (GER)
4. MUSQUIN Marvin (FRA)
5. MARTIN Jeremy (USA)

### RACE 2 MX2 + OPEN

1. FEBVRE Romain (FRA)
2. WEEB Cooper (USA)
3. MUSQUIN Marvin (FRA)
4. VAN HOREBEEK Jeremy (BEL)
5. MARTIN Jeremy (USA)

### RACE 3 MXGP + OPEN

1. FEBVRE Romain (FRA)
2. TOWNLEY Ben (NZL)
3. BARCIA Justin (USA)
4. BOBRYSEV Evgeny (RUS)
5. PAULIN Gautier (FRA)

the French team for the first time, took the overall Open classification title, winning both his races.

Team Belgium claimed third place, with Estonia 4th, Switzerland 5th and



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# THE AMERICAN REPORT

By IDN founder Robin Bradley

*R. Bradley*

robin@dealer-world.com

## 2015 AIMExpo wraps final day amid applause

As doors closed on the 2015 American International Motorcycle Expo (AIMExpo) applause filled the Orange County Convention Center (OCCC) where consumer attendees on the packed show floor joined the 561 exhibitors in celebrating the event's third year in Orlando.

Jeremy Cupp wins Championship of the Americas

The inaugural AIMExpo Championship of the Americas featured a slew of radically designed, hand built bikes by North America's top custom builders. These bikes and builders were met with a standing ovation during the award ceremony that crowned builders in four unique classes and culminated in the choosing of a Free Style champion to represent AIMExpo at the AMD World Championship of Custom Bike Building in Cologne, Germany.



Among the winners was Bill Dodge from Bling Cycles who won the Retro Custom Class, Jim "Preacher" Goodrich from Preachers Hot Rod Cycles won the Performance Custom Class and Dell Battle from Dangerous Dezigns won the Street Custom Class. The Free Style winner who was selected by his peers and AIMExpo judges alike was Jeremy Cupp from LC Fabrications. A masterpiece of

# AIMExpo

AMERICAN INTERNATIONAL MOTORCYCLE EXPO



Free Style Class Winner - Jeremy Cupp from LC Fabrications

craftsmanship, Jeremy built a flawless chassis from raw metal to house a motor constructed with a Ducati head mated to a Buell bottom end. Congratulations to Jeremy and good luck in Cologne!

### AMA Hall of Fame

Returning as a featured event at AIMExpo, the AMA hosted its 2015 Hall of Fame Induction Ceremony inside the convention center on Saturday night. Kicking off the night was a VIP reception leading into the awards ceremony. Emotional acceptance speeches highlighted the night, and the evening came to a close with a particularly heart-felt speech from Legend Award Winner Wayne Rainey. The class of 2015 included Alex Jorgensen, John Kocinski, Keith McCarty, John Parham, Rodney Smith and Richard Teerlink.

### Booth Winners

For the second year, AIMExpo handed out booth awards to exhibitors that went above and beyond with the design of their respective booth area. Four different awards were given – a rookie award for a large and small booth and a veteran award for a large and small booth – with exhibitors being scored on booth design, branding, creative design, interactive experience, social media, staffing and overall appearance. This year's rookie winner for a booth under 400 sq. ft. was Standard Motorcycle Co., while the rookie winner for a booth 400 sq. ft. or larger was Bates Footwear. In the returning exhibitor class, the booth under 400 sq. ft. winner went to Forma Boots, and the 400 sq. ft. or larger booth taking the top honors was BMW Motorcycle Owners of America.

## POWERSPORTS INSIDERS

Motorcycle thefts are reported -6 percent down in the US according to the National Insurance Crime Bureau. A total of 42,856 motorcycle thefts were reported in 2014. Las Vegas, New York and San Diego were said to be the three worst cities; Honda, Yamaha and Suzuki the most frequently stolen brands, with August the worst month.

Spain based MotoGP sanctioning organisation Dorna has priced the series out of the Indianapolis Motor Speedway - one of the world's premier, if idiosyncratic, race circuits. It is unclear whether a proposed 2016 fee increase was greed on Dorna's behalf, or represented a desire to drop the IMS from the schedule, but either way, IMS has declined to pay - meaning that from three MotoGP rounds in the United States, now there will only be one in 2016, at the Circuit of the Americas in Texas in April.

Dayton, Ohio based Brock's Performance has set a new speed record for the Kawasaki H2 Ninja. The company took a customer-supplied \$25,000 H2, developed a \$4,000 Stage 2 kit that added 70 horsepower, and shaved off 22kg and went on to beat the H2R's previous official land-speed record of 218 mph with a 219.4052 mph run from a standing start at the East Coast Timing Association's Ohio Mile on a 150-foot-wide runway at Airborne Park in Wilmington, Ohio.

Triumph has been fined \$2.9 million by the Department of Transportation in the United States for violations of safety reporting requirements. It arises from a 2014 recall of some 1,300 motorcycles for a potential steering issue. Triumph hadn't been doing its US paperwork on time or properly!

Sources: The Bradley Report, AMD Magazine, Big Bike Europe, MIC, AMA, PSB, Dealernews

# Harley Q3 unit sales of +2.4 percent in Europe, -2.5 percent in US

In releasing its third quarter 2015 financial data Harley-Davidson has confirmed dealer new motorcycle sales are down -1.4 percent overall worldwide compared to the first nine months of 2014, with sales down -2.5 percent in the U.S. and up +0.9 percent internationally.

"We expect a heightened competitive environment to continue for the foreseeable future, and now is the time for us to dial things up with significant additional investments in marketing and product development", said Matt Levatich, President and Chief Executive Officer, Harley-Davidson, Inc. "We have a strong plan, built on our incredible foundation, to further assert Harley-Davidson's substantial market leadership and accelerate growth. We have great confidence in our plans to drive demand and grow our reach and impact with customers globally". The company says it intends to fund the increased demand-driving actions by reallocating existing spending - it expects to incur one-time expenses of approximately \$30 million to \$35 million in the fourth quarter of 2015, primarily for employee separation and reorganisation costs related to this reallocation.

"In the short term, because the third quarter did not unfold as we expected, we are lowering full year shipment guidance. Our ongoing commitment to manage supply in line with demand and maintain the premium nature of the brand remains a top priority for Harley-Davidson", said Levatich. The company is highlighting four "Focus Areas" for increased investment in 2016 and says it will increase its investment in

## Harley-Davidson sales revenue and production data... 3rd quarter 2015

Income statements in \$1,000s (except share)	THREE MONTHS ENDED		NINE MONTHS ENDED	
	SEPT 2015	SEPT 2014	SEPT 2015	SEPT 2014
Net sales revenue	\$1,140,321	\$1,130,558	\$4,301,674	\$4,536,531
Gross profit	\$394,039	\$394,600	\$1,631,528	\$1,710,870
Total operating income	\$215,836	\$224,073	\$1,088,470	\$1,182,650
Net income	\$140,347	\$150,066	\$710,011	\$770,136
Diluted EPS	\$0.69	\$0.70	\$3.43	\$3.54
<b>MOTORCYCLE SHIPMENT DATA</b> NOTE: H-D MOTORCYCLE SHIPMENT DATA IS NOT THE SAME AS RETAIL REGISTRATIONS				
United States	30,092	28,106	141,884	145,440
Exports	23,380	22,564	76,349	78,129
<b>Total H-D</b>	<b>53,472</b>	<b>50,670</b>	<b>218,233</b>	<b>223,569</b>
<b>RETAIL SALES OF H-D MOTORCYCLES:</b>				
United States	48,918	50,167	142,196	144,122
Canada	2,554	2,598	8,414	8,753
EMEA	10,031	9,796	35,598	37,500
Asia Pacific Region	7,857	7,473	23,471	21,953
Latin America Region	2,818	3,183	8,091	8,522
<b>Total</b>	<b>72,178</b>	<b>73,217</b>	<b>217,770</b>	<b>220,850</b>

customer-facing marketing by approximately 65 percent above 2015 levels. The company also plans to increase its investment in new product development by approximately 35 percent from 2015 levels. These changes represent an approximate \$70 million increase in investment to drive demand compared to 2015.

The company has a target to grow its international dealer network by 150 to 200 new dealerships by 2020. Dealers worldwide sold 72,178 new Harley-Davidson motorcycles in the third quarter of 2015 compared to 73,217 in the third quarter of 2014. In the U.S. dealers sold 48,918 units in the quarter compared to 50,167 in

2014 Q3.

In international markets dealers sold 23,260 new Harley-Davidson motorcycles during the third quarter compared to 23,050 motorcycles in the year-ago period, with sales up +5.1 percent in the Asia Pacific region and +2.4 percent in the EMEA region, but down -11.5 percent in the Latin America region and -1.7 percent in Canada. Operating income from motorcycles and related products was \$143.1 million during the quarter, down compared to \$146.3 million in the year-ago period. Third-quarter revenue from motorcycles was \$812.4 million, down compared to \$815.4 million in the year-ago period.



Year-to-date in 2015 dealers sold 217,770 new Harley-Davidson motorcycles worldwide, down compared to the 220,850 it sold in the first nine months of 2014, with retail unit sales up +6.9 percent in the Asia Pacific region and down -1.3 percent in the U.S., -5.1 percent in the EMEA region, -5.1 percent in the Latin America region and -3.9 percent in Canada compared to the year-ago period.

## Twin Slash Duals



Vance & Hines is offering Twin Slash Duals for the Triumph Thunderbird LT and Commander models. Featuring 4-inch round mufflers with 2.5-inch mid-pipe heat shields, the company says they are marked by their "signature twin slash end treatment and produce a deep and hearty rumble for the Thunderbird's massive 1700cc parallel twin power-plant".

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

## Heavy duty KTM 'Belleville' style clutch springs

The latest addition to Californian manufacturer Barnett's extensive off-road clutch components line are these heavy duty 'Belleville' type clutch springs for select '12-'15 KTM models. Made of heat-treated high carbon content spring steel, they are said to be 20% stiffer than the stock spring they directly replace. Barnett say that "for optimal performance, install a Barnett Dirt Digger clutch plate kit along with the spring". BARNETT, USA;

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





## AntiVibe bar mounts

New from San Diego, California based manufacturer GPR Stabilizer, these 'AntiVibe' handlebar mounts are described as "small, lightweight and very effective at reducing vibration". They can be used with or without a steering damper and are available for a growing selection of popular makes and models.

GPR Stabilizer is a family-owned and operated business and, as their name suggests, they are specialists in motorcycle steering dampers and handling for dirt bikes, sport bikes, ATVs and Harleys.

With aerospace manufacturing and design backgrounds, Ralph and Randy Norman set the business up out of frustration at the choice of steering damper products on offer for off and on road use. Theirs' was and remains



a simple mission - to make the best steering dampers available for all types of motorcycles. They hold several US and international patents for their rotary steering damper technology and specialise in designs that are lightweight yet strong, easy to service and, importantly, adjustable while riding.



Their race credentials run deep, and their rig is a familiar fixture in off-road and road racing paddocks across the country.

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



## Polaris reports record third quarter results

**Polaris Industries has reported record third quarter sales for the third quarter 2015, totaling \$1,456.0 million, an increase of +12 percent over last year's third quarter sales of \$1,302.3 million. Net income was \$155.2 million, an increase of +10 percent from the prior year's third quarter net income of \$140.8 million.**

"Our record third quarter results continue to reflect the efficacy of our long-term strategy and the resiliency of the Polaris organisation, as motorcycle growth accelerated, ORV share gains continued and our developing adjacencies built momentum", stated Scott Wine, Polaris' Chairman and Chief Executive Officer.

"We accomplished this in a difficult environment, with the combination of weakening currencies and softening economies adding to the pressure we face from the sluggish oil and agriculture markets, all in the midst of the most competitive powersports landscape we have seen in nearly a decade".

Wine continued: "Successful innovation requires agility, in order to react quickly to ever-changing market conditions. This applies not only to product design but also to our internal organisation, which we demonstrated in the third quarter by realigning our international business structure to become more efficient and effective in response to challenging markets outside North America.

"Throughout the third quarter we

made consistent enhancements to our Spirit Lake paint system, which helped us stabilise our operations and, by improving production output each week of September, outpace shipment goals for the first time this year. "We have a clear plan to further optimise and upgrade that system over the next six months, and with the recently acquired paint facility in Spearfish, South Dakota, we will further augment paint capacity in the latter part of the fourth quarter.

"Polaris has delivered solid financial performance in the first nine months of 2015, and despite facing stiff headwinds that show little sign of abating in the near term, our financial position remains robust and our growth opportunities plentiful". Motorcycle sales increased +154 percent to \$160.4 million for the third quarter of 2015 compared to the 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, combined, increased over +60



**POLARIS**  
INDUSTRIES INC.

percent during the third quarter of 2015 driven by Indian Motorcycle and Slingshot, while North American industry midsize and heavyweight motorcycle retail sales were up low single digits compared to the third quarter of 2014.

Indian Motorcycles' retail sales were up significantly in the third quarter with ongoing strong demand for all models. Product availability for Indian motorcycles improved during the 2015 third quarter as the Company continued to increase throughput at its Spirit Lake, Iowa, motorcycle factory.

Victory retail sales in the third quarter of 2015 were lower than the prior year partly due to low product availability. Retail sales for the new Slingshot three-wheeled roadster continued to outpace Company expectations during the third quarter. International motorcycle sales were up +115 percent.

Off-Road Vehicle (ORV) sales

increased +3 percent to \$822.9 million in the third quarter of 2015 compared to the third quarter of 2014. The Company estimates North American industry ORV retail sales in the third quarter of 2015 increased low-single digits percent year-over-year, resulting in Polaris market share gains for both ATVs and side-by-side vehicles.

Global Adjacent Markets sales increased +10 percent to \$60.8 million in the third quarter of 2015 compared to the same period last year. International sales to customers outside of North America totaled \$153.6 million for the third quarter of 2015, +1 percent from the same period in 2014, though held back by weak currencies (up +18 percent on a constant currency basis). EMEA reported sales declined -4 percent in the 2015 third quarter and Asia Pacific reported sales were down -1 percent, while Latin American reported sales were up +50 percent.

### THIRD QUARTER PERFORMANCE SUMMARY (in thousands except per share data)

Product line sales	Three Months ended September 30			Nine Months ended September 30		
	2015	2014	Change	2015	2014	Change
Off-Road Vehicles	\$822,894	\$801,919	3%	\$2,157,068	\$2,058,673	5%
Snowmobiles	\$185,477	\$162,652	14%	\$219,317	\$184,379	19%
Motorcycles	\$160,437	\$63,263	154%	\$459,976	\$245,258	88%
Global Adjacent Markets	\$60,845	\$55,453	10%	\$192,801	\$185,013	4%
Parts, Garments & Accessories	\$226,347	\$219,056	3%	\$584,510	\$531,325	10%
<b>Total Sales</b>	<b>\$1,456,000</b>	<b>\$1,302,343</b>	<b>12%</b>	<b>\$3,613,672</b>	<b>\$3,204,648</b>	<b>13%</b>

## R3 frame slider kits

Italian manufacturer LighTech has added to its extensive range with new frame protection kits for Yamaha's R3. These frame sliders help protect the frame in the event of a slide and provide excellent crash protection, made of shatter-resistant Delrin pucks to comply with World Superbike regulations. Features include an innovative shape and design, a light magnesium support and internal bush, a special polymer (nylon and fiberglass compound) that was tested during WSS and WSTK Championships; the internal soft ring is 60-shores resistant. The kit contains two frame sliders, two white shock absorber rings (also available in blue, red, green and black) and a complete mounting kit, and LighTech recommend using medium Loctite with the bolts. Said to be easy to install with minimal tools, drilling of the fairings is not required with this model.

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



## Thruxton pedals kit



Leading Italian parts and accessory designer, manufacturer and Triumph specialist Free Spirits is offering a replacement brake and gear pedals kit for the Triumph Thruxton. Quick and easy to mount, they don't require any modifications and come complete with everything needed for installation. Available in silver, black or red, and like with all Free Spirits replacement parts designs, the modifications are reversible and spare/service parts are available. FREE SPIRITS, Italy; [www.freespirits.it](http://www.freespirits.it)



## Multi-purpose Xtrace



New for the 2016 season, the new Caberg full-face is "conceived for riders who are passionate about street enduro motorbikes, but is also ideal for off-roading", according to the Italian company.

It can be used either in its full configuration, with peak and visor, or with tool-free reconfiguration, without either the peak or the visor. Offered in two polycarbonate outer shell sizes for best fit options, it is equipped with Caberg's DVT (Double Visor Tech) system - the easy to use integrated anti-scratch treated sunshade visor allows the rider to tune the optics in conjunction with the anti-scratch treated Pinlock lens-ready outer clear visor.

Three wide, glove-friendly air vents deliver fresh airflow onto the inside of the visor from the chinguard vent and through the internal channel system from the two upper vents, with discharge through a rear vent.

The breathable fabric lining, under-chin windstop and breath guard are removable and washable. ECE 22.05 homologated, the helmet is available in solid matt black and white and a graphic LUX version with matt black.



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# X.Garage helmet range

Part of the new 2016 X.Garage retro style range from NEXX are these two helmet styles, the X.G 100 full-face and the XG.10, a classic three-quarter helmet. Some of the helmets were designed in collaboration with lifestyle and fashion house Maria Riding Company, and the colour schemes hark back to the 60s and 70s, with pinstripes and high-gloss graphics and Special Maria versions, lending a personal touch.

All X.Garage helmets feature very light outer shells made with a new X-Matrix technology, a process that combines multiaxial fibreglass,



XG.10

3D organic fibres, special aramid fibres and carbon reinforcement. The result is described as a "super strong and lightweight shell that is 35% stronger than normal fibreglass for

extension and bending resistance". The interiors are fully lined with X.Mart Dry, which is a skin-friendly, anti-allergenic and anti-bacterial performance fabric that keeps the interiors cool and dry.

To complete the authentic styling and allow riders to customise their helmet, an extensive inventory-friendly line of accessories is available, including three different colour peaks (suitable for both helmets) and six differently tinted shields tailored with optic leather bands and subtle branding for X.G 100 versions.

**NEXX HELMETS**  
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Tel. +351 231 590010

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[www.nexx-helmets.com](http://www.nexx-helmets.com)



# Electronic shifter



Bonamici Racing in Italy has developed this new electronic shifter system, controlled by a micro-processor which senses the gear change. The case is machined from solid aluminium and anodised black, the LCD display is protected by a PMMA panel with aluminium buttons. The sensor cover can be anodised in various colours. Each kit includes model-specific wiring plug-in for each bike.

BONAMICI, Italy; [www.bonamiciracing.it](http://www.bonamiciracing.it)



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# Replacement armour exceeds OE manufacturer specs

Forcefield Isolator Armour is designed to replace and improve on the armour fitted by motorcycle manufacturers to their own-brand authorised apparel programmes

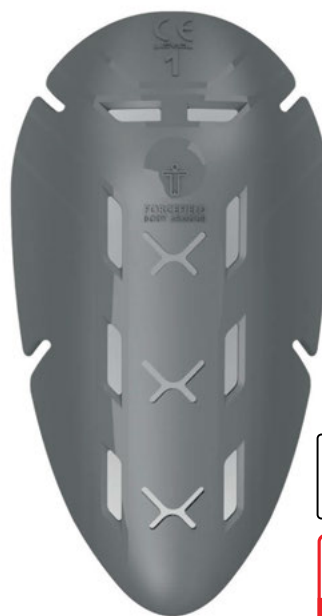
Forcefield say their new Level 1 and Level 2 'Isolator Armour' is designed to make the fitment of armour safer in original equipment (OE) riding gear.

Known for high performing body armour built for the aftermarket, Forcefield say they have been "researching and perfecting the correct materials to ensure the finest armour fit for OE use", and that "form, function and high performance have all been taken into account".

With added memory properties, high density formulations and "innovative design shapes" the company says that a range has been created that is the slimmest on the market, while passing the very latest CE standards with the Isolator CE2 limb armour passing at ambient, wet and extreme cold and hot temperatures. "These are super soft to touch and wear, yet have incredible protective strength", says Forcefield's Matthew Dawson.

"These new products maintain the standards and properties that the Forcefield brand has become known for. The material is wonderfully strong, breathable and heat reactive". The armour range in both CE 1 and CE2 versions comprises of back, shoulder, elbow/knee, hip and knee protectors.

Isolator Level 1 (grey) is aimed at garments where "low profile is a priority, these are super thin, lightweight and pass the CE tests at Level 1. Isolator Level 2 (yellow) is aimed at the higher-end of the OE



market where only the highest specification armour will do. Passing the CE 2 test with ease, nothing else comes close to the protective standards we are achieving, yet it is lighter and thinner than most CE1 armours".

**FORCEFIELD BODY ARMOUR**

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**info@forcefieldbodyarmour.com**

**www.forcefieldbodyarmour.com**

## The world's best selling universal windshields just got better

Said to be the world's best selling windshields, National Cycle has announced upgrades to its Street Shield and Deflector Screen programmes with an all-new line of the universal windshields with a "a clean, minimalist look and the best materials on the market, and reduced prices".

Their original 2-point QuickSet mount Deflector Screen was first introduced in 1980 and quickly established itself as a top-seller. Described as defining the concept of

a "universal windshield" when screens were far from universal, National Cycle followed them up with their Street Shield, a larger screen with a 4-point QuickSet mounting system.

Now the Chicago based manufacturer has upgraded both lines from the high impact acrylic that had sold so well to offer even better strength, durability and protection using their exclusive Quantum hard-coated polycarbonate for "state-of-the-art scratch resistance at no increase in price".

Like the originals, they will mount to thousands of motorcycles from sportsbikes and dual purpose to naked style bikes and big v-twins. They are backed by National Cycle's market leading 3-year warranty against breakage.

**NATIONAL CYCLE**

**Maywood, Illinois, USA**

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**www.nationalcycle.com**



## Anniversary edition valve cover



Celebrating their 30th anniversary, this limited edition "special" from German BMW parts and accessory specialist Siebenrock is a "classic look" valve cover for all 2-valve BMW Boxers from 1969 and up. With "many detail improvements" and 30th anniversary logo, it is available in black powder-coat with polished edges. SIEBENROCK, Germany; [www.siebenrock.com](http://www.siebenrock.com)





# BMW R1200 R carbon parts

German specialist Ilmberger Carbon Parts has turned its attention to BMW's R 1200 R(LC) with a programme of 24 replacement parts designs that "offer a very modern combination of aesthetics, dynamics and design", according to owner and founder Julius Ilmberger.

"Our team has been working on these designs for

more than four months to work out every hand-made detail for precision-fit and highest possible quality. They not only give BMW's powerful all-rounder the look of being lighter and more agile, but the weight saving improves performance and handling".

The range includes fenders, tank side panels, water-cooler covers and an engine spoiler, triangle frame



**All Ilmberger street use parts come with suitable approvals**

Ilmberger has 24 separate carbon fibre parts options for the R1200 R



cover and an exhaust heat-shield and a windshield. All Ilmberger carbon panels for road use come with type approval, and all Ilmberger parts are sealed with a TUV certified plastic coating and dispatched with an ABE general operating permit.

Founded in 1991 (they celebrate their 25th anniversary next year), Ilmberger has become the leading international supplier of replacement and custom carbon parts in Europe and offers access to a programme of around 1,000 different racing parts options for most popular makes and models of streetbike, from Aprilia models to Suzukis and Triumphs.

**ILMBERGER CARBON PARTS**  
Oberhaching, GERMANY  
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[www.ilmberger-carbon.de](http://www.ilmberger-carbon.de)

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# Schuberth Air & Acoustics Lab produces new E1 combination modular helmet

E1 combination flip-up and off road design

July this year saw the formal opening of Schuberth's new climate testing and aerodynamics/aeroacoustics wind tunnel equipped design and engineering centre at Magdeburg in Germany.

Schuberth was the world's first helmet manufacturer to use its own wind tunnel for the development of motorcycle helmets, and having expanded their Braunschweig facility to capacity over the past three decades, this latest upgrade brings all their research and development activities together under one roof for the first time.

At the time CEO Jan-Christian Becker said that "it is only logical to integrate our wind tunnel into the state-of-the-art Magdeburg plant. In the spirit of keeping distances short and communication flowing, development and production belong under one and the same roof".

When specifying the new facility the company used the occasion to further modernise the installation and add a climate testing facility. "We have of course already done some research into the influence of the air temperature and humidity on the climate within the helmet in the past and gained useful insights", explained Dr. Thomas Hagemeyer, Head of the new Schuberth Air & Acoustics Lab. "But the new climate testing facility allows us to conduct systematic and simultaneous research and development of all

criteria relevant to the comfort and active safety of our helmets".

The wind tunnel is 12 metres long, with 120 kW of engine power and a 1.6 metre axial flow fan that allows it to generate wind speeds of up to 190 km/h. The measuring station can be extended from 1.5 to 3.9 metres, allowing the company to test motorbikes and Formula-1 racing cars.

In motorcycle helmet terms one of the first new products to benefit from the investment is their new E1 combination touring flip-up and off-road riding design. Described by the company as "the first specialised helmet for riders of travel enduros and adventure bikes", the glove-friendly chin bar is easily unlocked and flipped, along with the visor and the peak.

The visor is scratch-resistant and free of distortions, provides UV protection and is equipped with a tool-free, easy-change anti-fog screen. For glare protection, there is an easily deployed lower edge lever operated scratch-resistant sun visor with integral 80% tint.

Schuberth says that the wind tunnel research has resulted in a design that is suitable for use at high speeds with low aerodynamic drag. A spoiler ensures that the helmet does not create lift, and the aerodynamic shape is also said to make it very quiet.



The peak has three different positions to adjust it to different requirements of off-road and street use. A complex system of ducts in the inner shell and three independently controlled ventilation circuits deliver advanced ventilation.

The external glass fibre shell is reinforced by the thermosetting matrix manufacturing technique, and the inner EPS has different degrees of hardness. Safety is further enhanced by the Anti-Roll-Off-System (A.R.O.S.). The removable, washable and quick drying anti-bacterial, breathable interior trim is certified to the Oeko-Tex 100 standard.

The E1 features two pre-installed antennas for optimum Bluetooth and FM radio reception, even at high speed. These antennas are prepared for installation of the optional SRC-System, which is fully integrated into the helmet for wireless communication with the pillion and other riders, as well as hands-free smartphone talking, listening to music and GPS use. The helmet is expected to be available in the spring of 2016.

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



Schuberth's 12m long wind tunnel at their new Magdeburg R&D centre can generate wind speeds of up to 190km/h

## Children's boots and gloves

Rainers Sports in Spain has added to its range with these new 'Five Two' boots specifically for children, designed with a controlled torsion system and several TPU protectors. It also comes with a TPU-Magnesium mixed slider for added flexibility and safety. Also seen here, their 'Winner' glove for children is made from cow's leather and features carbon protectors for the fingers and scaphoid.

RAINERS, Spain; [www.rainers-sports.com](http://www.rainers-sports.com)





# Motoz 'Arena' and 'Xtreme' hybrids

Following the release of its 'Mountain' hybrid trials inspired off-road tyre in 2014, specialist Australian manufacturer Motoz has added to the programme with their new 'Xtreme' and 'Arena' hybrids.

The 'Xtreme' hybrid features the same R&D DNA as their multi-award winning 'Mountain' and the same proven tyre carcass with concave and lock system, reinforced sidewalls and flexible tread zone.

The unique asymmetric tread design, best known for its trials climbing characteristics, is combined with "serious off-road cornering ability and more drive on loose surfaces, mud and sand."

The reversible 'Arena' is a MX/Trials hybrid with reinforced sidewalls and a 'Terrapactor' inspired motocross tread design. Featuring minimised weight, a combination organic/synthetic rubber

Xtreme hybrid



compound for durability and a super-flexible tread zone, Motoz say this is "the perfect tyre for enduro

INTERNATIONAL  
DEALER NEWS  
**HOT 100**  
PARTS AND ACCESSORIES

**MOTOZ**  
HI PERFORMANCE OFFROAD TYRES



Arena hybrid

cross, extreme enduro and technical closed circuit events, creating more traction over technical terrain, artificial and rutted circuits".

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## HC<sup>1</sup> radial cylinder

German manufacturer Magura has added to its award-winning HCT family of brake and clutch control products with this new HC<sup>1</sup> radial cylinder featuring their patented performance-improving HCT system. Incorporating "the latest technical know-how, ideal ergonomics and first class quality", it is said to be ideal for Superbike, Supermoto and street sportsbike models. Magura is using their patented Hard Core Technology (HCT) in the design - a system that was previously only available with their race and custom application parts. The HC<sup>1</sup> cylinder for brake and clutch applications is ABS compatible and due to its compact size, angle and advanced ergonomic design, the pump is easy to install.

MAGURA, Germany; [www.magura.com](http://www.magura.com)



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### ► BILLET CLUTCH BASKETS

- Patented stainless steel inserts prevent grooving and provide smoother shifting
- Available in red, black or gold anodize for 6-speed dry clutch models through 2009



### ► CLUTCH SPRING KITS

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# Andreani suspension tools programme

Well known for their suspension cartridge kits and technician training courses, Italian specialist Andreani Group also has one of the widest ranges of workshop equipment and tools available for suspension tuning and service - many of them designed in-house by Giuseppe Andreani based on his ten years of World Motocross Championship race experience and over 15 years in business as one of Europe's "go-to" race and street suspension experts. Their SP4 vacuum pump is an automatic tool to vacuum and fill all shocks, automatically, with easy-to-use software, and easy-to-use process control display on the front of the pump. Provided with two identical tanks, to select the kind of oil that can be used for the filling process, the capacity of the tanks allows work on the largest shock absorbers, including car shocks.

It is designed with a convenient large tool compartment built-in on the top, is light and easy to carry with side-handles and is available in two motor configurations - 110V and 220V.

The SP2 vacuum pump is designed for vacuuming shocks using switches on the front of the machine. The process occurs manually by driving the appropriate hydraulic controls. The machine has two manometers - the first one to verify the oil pressure; the second one to verify the vacuum inside the shock absorber (Vacuometer).

This version is also provided with two identical capacity tanks to use two different kinds of oil or to keep one for the used oil without having to open the

Specialist suspension-tuner tool box



shock absorber.

Also seen here, Andreani's electronic spring tester has been developed to accurately calculate spring rates - an indispensable machine for workshops or technicians tuning shock absorbers or forks. The measurement process is very straight forward, with all necessary components provided and a reliability and precision of measurement that Andreani say "places this machine at the top of the line when it comes to high quality suspension servicing and tuning essentials".

The specialist suspension-tuner tool box offered by the company is furnished with spring press, PDS recharge device, and complete tool set to work on suspension and shim boxes. Available in off road, street, and universal versions.

**ANDREANI GROUP INTERNATIONAL S.R.L.**

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**Tel: +39 0721 20921**

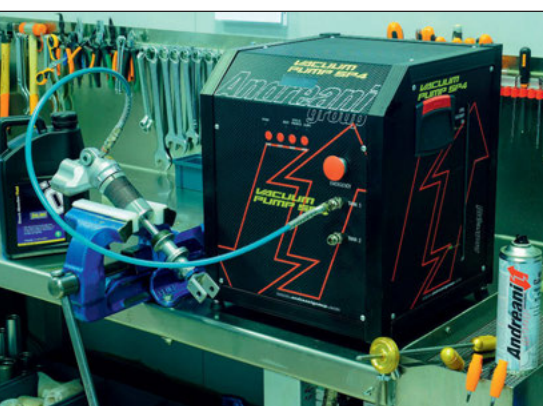
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Andreani's electronic spring tester has been developed to accurately calculate spring rates

SP2 vacuum pump



SP4 vacuum pump

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# Kawasaki Z800 accessories

SHAD offers accessories for this naked bike that include the SH39 top case or the new semi-rigid E-04 and E-48 bags, as well as a new SHAD Style seat. Spanish manufacturer SHAD's new 40

maximum space use and offers a capacity of up to 39 litres. It has an airtight pressure closure and includes plate and screw set.

The E-04, also shown here, is a small semi-rigid bag with crystal touch screen and an upper compartment to use with 5.5" smartphones which is attached to the bike with a universal tank base. Capacity is 3 litres and it comes with a universal USB motorcycle adapter.

The SHAD Style seat was specifically designed for the Z800 and increases the contact surface for both rider and passenger. The use of 3D MESH technology offers prolonged use without losing shape as it absorbs vibration, dampens rebound, does not deform over time, nor is it sensitive to temperature changes. The seat is said to be 100% waterproof and water-resistant thanks to its thermo-sealed seams.

SHAD also has a heated version available for the Z800, featuring a management console that includes temperature level selection (36 - 42°), automatic stop/start to regulate a stable temperature, one-minute fast warm-up, a thermal map designed to distribute the heat uniformly and a versatile mounting system which links directly to the battery or through the ignition key.

This is the latest in a range of heated seat options by SHAD that includes fitments for models such as Piaggio's Mp3, the Honda NC700x/NC750X, NC700S/750S, CBF600/1000 and Integra 750, Suzuki's V-Strom and the Yamaha T-MAX and Yamaha MT09.

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- 58 litre capacity E-48 extendable semi-rigid panniers attach to the Z800 with a new side bag holder, or can be held with Velcro straps, and have rings that allow the use of a heat protector (insulation thermal pad).

Described as "sporty, elegant and practical", their SH39 top case is said to be the lightest in its class, as both the base and the cover are designed with high-strength but minimum thickness material that has good impact and scratch resistance. The optimised internal volume allows







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# Rapid Bike versatile universal or model-specific tuning module systems

Well known internationally as a leading "go-to" source for high-tech solutions dedicated to electronically managed engines, it is about ten years now since Dimsport entered the motorcycle market with a complete range of electronic add-on modules under the Rapid Bike brand.

Rapid Bike's technology is specifically designed to improve the bike's handling and performance especially in mid/low rpm (the so-called closed loop area) where the latest gas emissions legislation is forcing the adoption of very lean air/fuel mixture. At the heart of this technology is an innovative management of the stock lambda sensor signal that allows fuel adjustments throughout the entire rpm range while maintaining full compatibility with the OEM ECU engine management system.

This means the benefits of improved fuelling delivered by the unit will not be detected as a mistake requiring further corrections; the final result being a reliable, predictable and consistent injection management system.

By connecting directly to the injectors, carburetion values can be modified throughout the entire engine power delivery curve without any of the limitations typical of the so-called closed loop area. This special feature is possible thanks to the management of the stock lambda sensor signal, which in turn allows an exclusive auto-adaptive feature to adjust fuel delivery while the bike is being ridden. Rather than a pre-calibrated set of fixed values, the injection map becomes a dynamic tool that can adapt to what is happening to the bike and to the engine - adapting for things such as the impacts on readings of changing weather conditions, driving style, loads and other variables that can alter the tuning status of any bike. On twin cylinder engines equipped with double lambda sensors it is possible to develop a specific injection map as well as an auto-injection remapping set for each cylinder.

Rapid Bike 'Evo' and FIM Pro-Race approved



The Racing version delivers extra features such as ignition map adjustments, engine and launch control, engine braking management and pit lane limiter

'Racing' add-on modules manage up to 8 injectors and up to 2 lambda oxygen sensors, and perform all the other functions expected of a contemporary engine management plug-in but without the need of any additional/secondary modules or tuning accessories.

The firmware of both Evo and Racing modules can be re-programmed unlimited times to be installed on different bike models, while the wiring harness is specific for the bike application. In this way the dealer/distributor's stocking investment decreases considerably as the desired kit can be assembled to order from a reduced component inventory. Both modules perform injection map adjustments, while the Racing version also performs ignition map adjustments and has additional features typical of race-track integrated into the module - features such as traction and launch control, engine braking management and pit lane limiter. New YOUTUNE



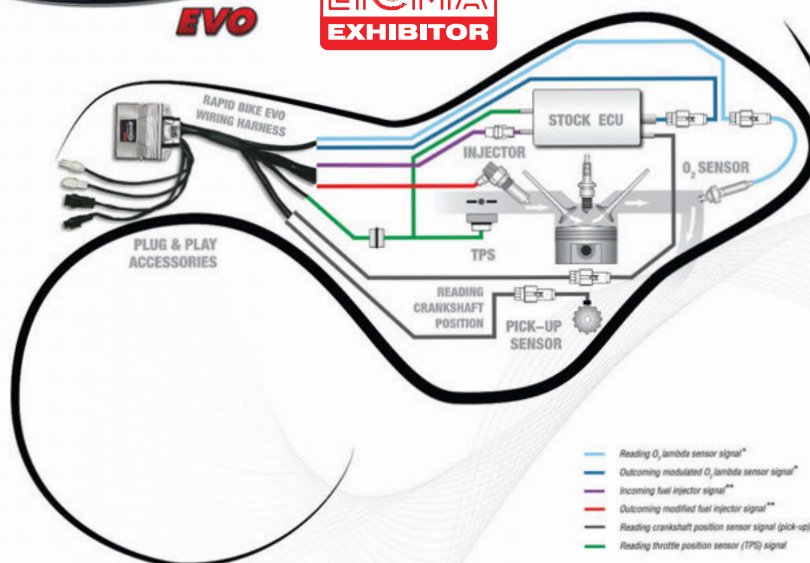
The Evo and Racing module kits are available in lower cost single model-specific 'Exclusive' configurations



The Rapid Bike EVO module (along with the Racing module) can be reprogrammed unlimited times to be installed on different bike models, while the wiring harness is specific to the bike application. In this way the dealer/distributor's stocking investment decreases considerably as the designed kit can be assembled to order from a reduced component inventory

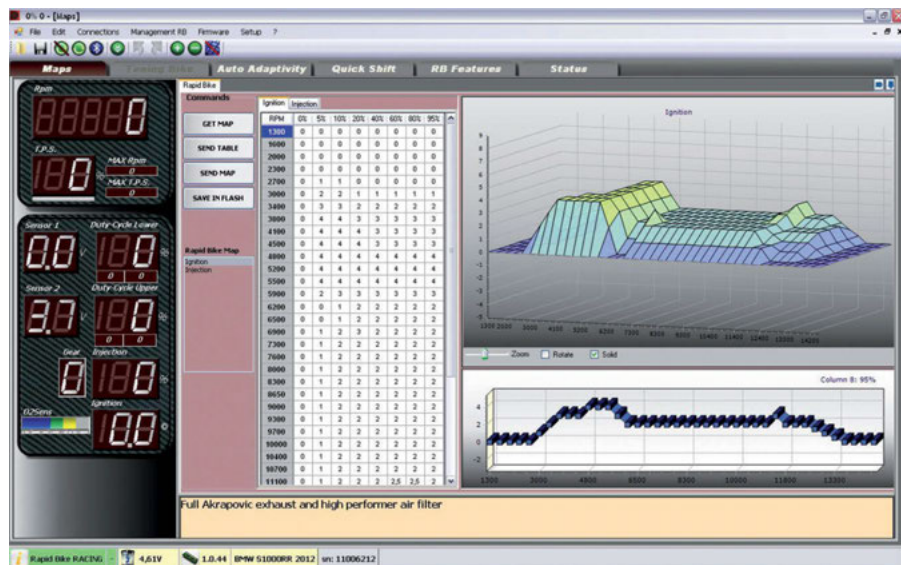
**RAPID  
BIKE**  
EVO

**EICMA  
EXHIBITOR**

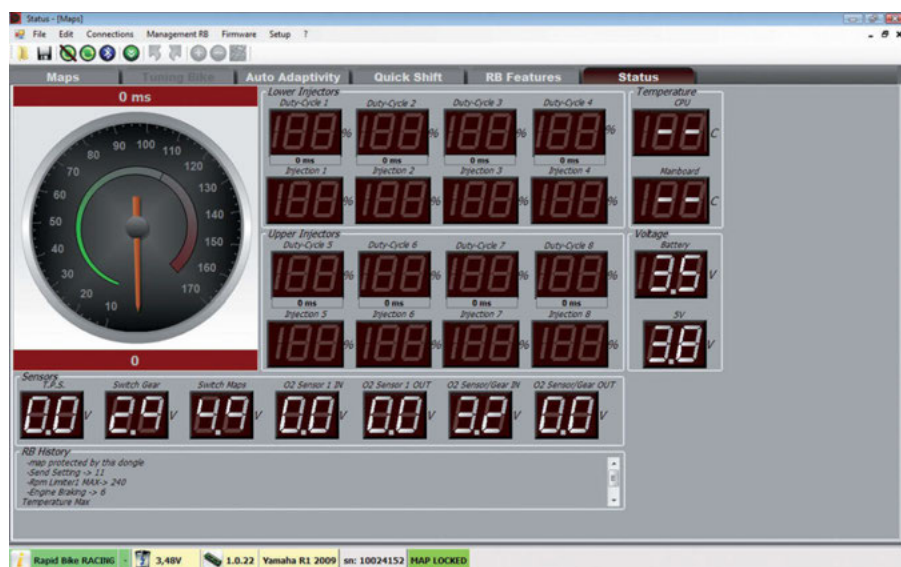


The Rapid Bike modules connect directly to the injectors - they can manage up to eight injectors and up to two lambda sensors, and perform all the other functions of a contemporary engine management plug-in, but without the need of any additional/secondary modules or tuning accessories





The software of both Evo and Racing modules perform 'dynamic' injection map adjustments, adapting to what is happening to the bike and engine, responding to and calibrating for the tuning status of the bike while it is being ridden or raced



The glove-friendly YouTune introduced in January 2015 is a new handlebar mounted device directly connected to Evo and Racing add-on modules, allowing the rider to interact with the modules' features and change a number of parameters in real time, without need of any additional software or laptop connections

controller in conjunction with the Evo module also makes engine braking management and rpm control available (to maintain a constant and consistent cruising speed).

Both modules share the same wiring harness and can manage up to 2 stock lambda sensors, and both have pre-set injection and ignition maps and are therefore ready for installation (detailed instructions provided with every kit).

The racing module reads and also modulates the crankshaft (pick-up) sensor signal, therefore they

control what can be considered "the engine clock" in order to secure a very fast and accurate calibration start-point for adjusting the ignition timing (and managing the launch and traction control with installation of new YOUTUNE controller).

With a load sensor cell installed Rapid Bike Evo and Racing add-on modules can operate quick shifting, and multiple maps can be managed when the optional handlebar switch is installed. Both modules can also raise rev and speed limiter in a number of selected applications.

All other Rapid Bike accessories plug directly to the wiring harness without the need for any additional modules such as, for example, the electronic quick-shifter sensor, which is a load sensor cell working both ways ("push or pull").

Rapid Bike Evo and Racing are also available as an "Exclusive" kit for a selected range of applications with the purpose to offer a simpler, lower priced version that cannot be reprogrammed and installed on different bike models.

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# Flip-up Aventura Mod with off-road DNA

**EICMA  
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HOT 100  
PARTS AND ACCESSORIES**


Touratech has added their vast touring and off-road/enduro experience to Schuberth's new E1 and component refinements developed in conjunction with TT-3D in Bavaria



Described as a "perfect blend" between a modular touring and a dual-sport helmet, the new Aventuro Mod is a collaboration between Touratech and Schuberth - a development of Schuberth's advanced E1 dual-sport helmet.

Touratech had seen success with the Aventuro Carbon that it launched earlier this year, and the new Aventuro Mod is said to "combine the comfort and convenience of a flip-up chin bar with the adjustable peak and increased ventilation benefits of an enduro helmet".

Available in seven different sizes and colour options, the design and graphics are the work of Touratech designer Bart van den Bogaard with touring experience components contributed in conjunction with TT-3D, its plastics technology centre in Bavaria.

The peak rotates back when the chin bar is up and returns to the rider's preferred position when the chin bar is closed. Class 1 optics are provided with an anti-fog shield, which opens at 1, 2.5 and 4" settings to boost airflow.

Touratech's Head of product management Tilo Jentzsch describes the Aventuro Mod as "the most versatile touring helmet on the market". Set up for an integrated communication system, the company says it is "ultra quiet, very comfortable, ergonomic and German engineering at its best"!

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# Three Sparks for the Scrambler

Spark, the Italian exhaust manufacturer, has always offered a large range of aftermarket exhaust solutions for Ducati models - now they have unveiled three options for the Ducati Scrambler.

The slip-on CLASSIC is EU approved and fitted with a removable catalytic converter, approved according to European legislation, in a design described as being "taken from the past, with the muffler outlets being reminiscent of classic design lines but extremely short, so the swingarm and rear wheel can be seen clearly".

The EU approved EVO5 is available in carbon, dark style, titanium and stainless steel; the third, the "very extreme version", is a 103 dB racing configuration, a short slip-on designed in collaboration with Pepo of XTR fame in Spain.

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**EICMA  
EXHIBITOR**


# New BMW clutch features Para-Aramid fibres

One of Europe's largest and oldest brake and friction product manufacturers, Newfren was founded by Alessandro Barbero in the 1950s.

Now owned and operated by his son Valter Barbero, the company uses selected manufacturing partners and manufacturers at its Cirié factory, near Turin, Italy, is a 6,000 sq m (65,000 sq ft) hi-tech facility on a 10,000 sq m (110,000 sq ft) site where new production lines produce brake shoes, pads, backing plates, clutch plates and components, brake discs and brake assemblies.

Central to Newfren's success has been the investment in materials research, and the new "oil resistant" dry clutch discs seen here continue that tradition.

Newfren is a major OE supplier as well as offering dealers access to a large replacement aftermarket brake and clutch component programme. One of their latest product additions is these new clutches specified for BMWs from the 1970s onwards.

Newfren say the main feature is the new friction material - composed of Para-Aramid synthetic fibres that are noted for their outstanding strength to weight properties, excellent wear characteristics and resistance to organic solvents - delivering a higher friction coefficient and better resistance to high temperatures.

Newfren say that this new material prevents glazing and maintains the operating temperature characteristics when clutches overheat and provides safe, reliable and consistent operation "even in the presence of oil - which means better torque and improved durability".



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# Multiple options for Multistrada



Handlebar ends



Front brake fluid reservoir



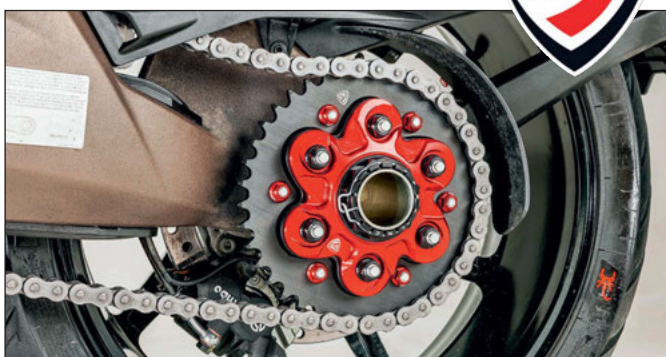
Riser

Italian sportsbike parts and accessory specialist Luca Fornaini of CNC Racing has unveiled an entire programme of model-specific custom options for Ducati's award-winning 2015 Multistrada.

CNC Racing is well known for their clutch actuators, and now the 30 percent effort-saving improvement of their design is available to Multistrada riders. CNC footrests have been researched for the ergonomics of the Multistrada and new cranks for the gear change side and rear brake are also available, and a gear holder flange in coloured Ergal alloy or Titanium delivers "exclusivity".

Among the accessories dedicated to vehicle protection, new front and rear wheel buffers protect the feet, fork and wheels while an ABS sensor protector is available in matt carbon. Weight improvements include phase inspection covers in Ergal, counterweights in light alloy, Ergal hardware, risers and oil plugs - all adding to the personal touches and optical enhancements that help make a bike stand out from the crowd.

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In the picture: helmets: full face Toledo (HKKV21FSKNY), demi-jet Varadero (HKKV9KBLCK) travel trunks: Manta (K37), Urban (K466).

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# SKF seal technology reduces suspension friction

**Italian/US distributor and technical parts specialist InnTeck is offering dealers throughout Europe and US access to a wide range of motorcycle components and special parts from SKF.**

Among new products being shown at EICMA is an SKF floating piston that replaces the standard gas to oil separator in the reservoir of selected non bladder-style OEM and aftermarket replacement shock absorbers (for example Ohlins TTX and WP 52mm shocks for KTM, Husqvarna applications).

The OEM separator is normally built with a rigid plastic or metal body that is surrounded with a thick O-ring, sealing it into the reservoir body. This type of design causes significant friction against vertical movement of the separator, making it difficult for the shock to react to small high frequency bump absorption.

The SKF floating piston is designed to replace the OEM separator without having to replace the OEM reservoir design. Made using special SKF low friction compound, it features two sealing-lips tight against the reservoir walls for "perfect seal and separation between oil and gas" - the central portion of the piston membrane is designed with a level of flexibility.

A reservoir equipped with a floating piston allows for increased reactivity of the shock in absorbing high frequency small bumps and in following the oil transfers from/to the body from/to the reservoir. The flexible centre membrane starts deforming first, anticipating the complete piston movement, thus enhancing the shock reactivity to small bump absorption.

Also seen here is an SKF glide kit for the new Showa SFF-Air TAC forks. In their original configuration (like a lot of forks) these Showa forks are vulnerable to heat build-up from friction in the internal air cartridge spring.

This kit, which includes SKF special seals and special replacement parts jointly developed with InnTeck, replaces the original cartridge rod seals and air divider piston seals in the Honda, Kawasaki and Suzuki versions of the SFF-Air-TAC.

The InnTeck kit uses replacement SKF seals that create less drag/friction, less stick/slip and improve sealing, using an SKF special compound tailored seal design to replace 2 or 3 seals with 1 cartridge seal, therefore eliminating up to two points of seal drag and wear. The result is reduced friction and virtually eliminated stick/slip. The rider will immediately feel better small-



The SKF Glide kit for Showa SFF-Air TAC forks reduces friction and eliminates stick/slip

bump absorption during braking and needs less braking effort - the drastically reduced friction also allows for improved damping, making the forks more responsive to their clicker settings.

The kit can be complemented with SKF fork seals for further reductions in friction - available for all the most common brands of fork on the market. Made from highly oil, acid and abrasion resistant special NBR compound (Nitrile butadiene rubber), SKF fork seals feature a double spring design, making them suitable for use on both air and oil spring fork cartridges, integrated sealing functions to prevent oil/air migration and a metal insert to create the ideal seal contact pattern to the shaft and housing.

Compatible with a wide range of OEM and aftermarket suspension fluids.



Featuring a flexible central membrane, the SKF floating piston replaces the fixed position OE and aftermarket design to improve shock absorber response without having to replace the existing reservoir



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# LeoVince Honda options



Italian exhaust specialist LeoVince is offering several solutions from its range of exhaust options for Honda models right across the displacement bands. For the Honda CBR 1000 RR (2013-2015) their EVO II approved performance exhaust, described as "one of the most sought after LeoVince products", is said to be an "optimal mix of design, finish and performance - a road-legal product of style". The Factory R developed for the CBR 1000 has a 100 percent titanium body, with TIG welded AISI 304 stainless steel connectors. The front part of the

muffler is composed of an aerodynamic pipe, while the rear is in carbon with dual asymmetric cuts and fixed to the frame with rubber vibration-damping equipped carbon fibre clamp, fitted with a rubber vibration damping element; also available in titanium finish. Their LV ONE systems are an "an optimal combination of style and quality and an ideal solution for high performance and durability".

The oval-shaped exhaust system is made entirely of TIG welded AISI 304 stainless steel. The end cap is made of high performance technopolymer, producing a light muffler that is resistant to mechanical and thermal stresses. The manifolds are in TIG welded AISI 304 stainless steel. The outer surface has a sandblasted effect with a "titanium look" for a "touch of attitude and elegance", and the mounting bracket is in carbon. LeoVince say their LV ONE EVO II approved manifold and muffler geometry "aims to improve the torque and maximum power within the parameters set by European legislation."

Also available for selected models (such as 2013-2015 Honda CBR 300s) the LeoVince NERO exhaust system ("a modern and aggressive design) is a muffler with a casing in AISI 304 stainless steel finished with a black ceramic-based paint, a material that provides excellent resistance to high temperatures. The body of the muffler has TIG welded brackets, allowing easy assembly and ensuring "a more stable and durable installation, resistant to thermal and mechanical stresses." The asymmetrically cut exhaust outlet is made entirely of carbon fibre.

The mufflers in the NERO range are all EVO II approved with removable dB killer. LeoVince LV ONE and NERO exhausts are also available for the 2015 Honda Forza 125.

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LV One for CBR 1000 RR



LV One for Forza 125



Nero for CBR 300

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# Zyklon, Twister and Redbike

New for the 2016 riding season, these versatile CE-norm approved Zyklon touring boots by German manufacturer Kochmann are made from matt cow's leather with Hipora membrane for all-weather waterproof and breathable riding.

Safety features include pre-formed ankle protectors, gear reinforcement and safety reflectors; an inner zip ensures easy access and a good fit.

The Twister sneaker combines safety features with a "perfect sneaker look". Ankle and gear reinforcements ensure protection; available in two colour combinations.

Kochmann's own-brand 'Redbike' helmets programme for 2016 includes two new designs - the jet RB-780 in pilot-style design, with integrated tinted visor, available in two shell sizes with high quality textile lining and clear or tinted visor.

The new version of the retro-look jet RB-764 comes in classic racing blue-orange colours with brown textile lining and fake leather surround. Both helmets will be available in March 2016. For orders until the end of March, Kochmann has a special dealer offer - buy 12 helmets and you only pay for 11.



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Zyklon touring boots



Retro-look jet RB-764

## MT-09 accessories



Prolific German parts maker Ernst Fehling GmbH & Co. has released details of new products for the ABS version of Yamaha's top-selling MT-09.

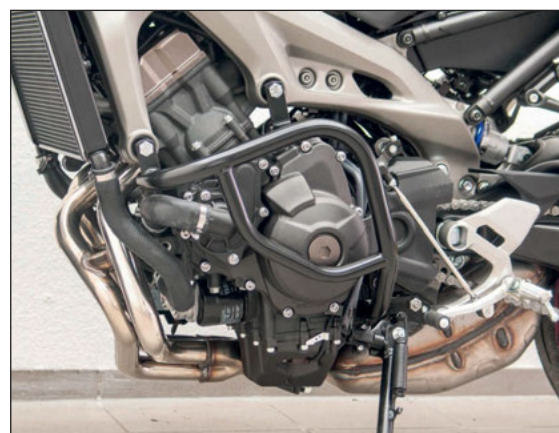
Manufactured in-house from steel at their Wickede, central German factory and finished in black powder-coat, seen here are an engine guard with three-point mounting, side case luggage carrier and top case rear rack.

Founded in 1945, and still owned and operated by founder Ernst Fehling's family descendants, these are just the latest three of thousands of product items, fitments, applications and designs offered by the company for most popular current and recent makes and models of sportsbikes, tourers and naked style machines.

In addition to engine guards and luggage carrier options, including mounts for leading luggage systems such as the Givi/Kappa Monokey range, the company offers dealers access to one of the largest handlebar programmes manufactured in Europe.

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# FEHLING



## Hydro TRE

First seen as a prototype at EICMA in 2014, Italian exhaust manufacturer HP Corse is now preparing to enter production with its Hydro TRE, a hydro-formed exhaust system with the three mufflers/outlets arranged in an "organ pipe" design for the three-cylinder MV Augusta models.

Probably the first ever aftermarket "3-into-3" exhaust system (certainly the first we can ever recall reporting about in International Dealer News), the undoubtedly eye-catching and powerful looking system is made in stainless steel and available in a satin stainless or black ceramic coated finish.

Consisting of a reverse pre-muffler, the Hydro TRE collector replaces the stock 3-into-1 collector and is the latest product from the collaboration between HP Corse and noted Italian hydro-forming technology specialist Steelform. See more at HP Corse's new website.



First seen at EICMA 2014, HP Corse has deepened its relationship with Steelform and is now ready to put the Hydro TRE for MV Augusta three-cylinder models into production

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# OptiMate accessory line-up expanded

The versatile and fast growing OptiMate programme of powered accessory connection and charging options offers riders the most comprehensive range available.

New OptiMate cables and a USB charger come with the DC 2.5mm axial connector that is found on all popular heated apparel/clothing/batteries. Cables for heated apparel applications are heavy duty and weatherproof, with 16AWG/1.31mm 2 cable rating at 10 Amps and thick SPT-2W PVC rubber covering for a very low temperature rating of -40°F/-40°C.

Available cables include weatherproof battery leads, Auto socket/Ducati/MV Agusta and other charger adapters, splitters, various cables and adapters for BMW, Victory and Triumph.



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# Gaerne Gore-Tex line

Legendary Italian boot maker Gaerne came into 2015 celebrating their Gore-Tex license with a new range of touring and all terrain boots to appeal to most street bike riders.

A multi-purpose boot, the CE approved **G.Voyager** with breathable Gore-Tex membrane is said to "combine the comfort of a casual shoe with outstanding technical features." The boot is suitable for every day bike use with styling inspiration from the fashion world. Equipped with ankle protection and reinforcements for heels and gear change with a non-slip sole, the boot is closed with laces and an external zip.

Eight different models include the City, with suede uppers and breathable membrane, the Premier Dame, with a cut designed especially for women's feet, the G.Voyager Gore-Tex with suede upper and Gore-Tex membrane inside, and the Aquatech, a full-grain leather boot. The **G.Midland** is a dual purpose touring and off-road boot with full grain waterproof leather upper with a layer of suede on the inside for heat protection. The closure system uses two aluminium adjustable and interchangeable buckles and Velcro at the top to allow the closed boot to adapt to the shape of the calf. Other features include inside lining in Gore-Tex, which ensures the boot is waterproof and breathable, an anti-slip rubber sole and a removable insole.

Part of their Touring line, the **Black Rose** Gore-Tex boot, a fashionable ladies boot with new patterns, features Gaerne's Pro-Tec ankle shield system and side closure for easy on/off.

Made from full grain leather with internal Gore-Tex membrane, reflective safety strip at the rear and a new anti-slip rubber lug sole.

Gaerne's CE certified **G.All Terrain** Gore-Tex touring boot was designed for adventure touring, dual sport and ATV use. It is a lightweight full grain leather construction, which is said to provide a comfortable fit and long lasting wear.

The **G.Hybrid** is a multi-function boot with a high level of technical specification. Made with a leather and cordura upper with front and rear elastic inserts on the instep area, it has a double closure system with zip and velcro strap. Inside the waterproof Gore-Tex membrane increases breathability; features include thermoplastic ankle and shin protectors, gear protection, reflex yellow fluo details for better visibility in low light conditions, anatomic and removable inner sole and a rubber sole with multi-surface grip design.



The G.Hybrid, a new waterproof multi-function Gore-Tex boot



The G.All Terrain Gore-Tex touring boot in full grain leather was designed for adventure touring, dual sport and ATV use



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The G.Midland - a dual purpose full grain leather touring and off-road boot



The G.Voyager casual technical riding shoe is available in eight different models



The Black Rose Gore-Tex boot - a ladies boot featuring Gaerne's Pro-Tec ankle shield system

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# Multistrada ergonomics

Luxembourg based manufacturer Gilles Tooling's RCT gear and brake lever kit is said to be "the perfect mix of high-end design and functionality. With their red and titanium coloured accents, they look great in any colour combination on the Multistrada".

Noted for attention to detail and ergonomics, Gilles Tooling's design features an adjustable toe piece that lets the lever adapt to every kind of rider; a rolling toe piece on the gearshift lever makes smoother shifting gears; and an ultra-grip toe piece on the brake lever to ensure a safe and positive braking feel. The gearshift can be customised to reduce gear-change travel with change points pre-set by using the company's turning joints system and the ergonomic touring footpegs.

Their "Maximum Performance Lever" (MPL) is described as a "design triumph" with optimum handle length and shape for all applications. Double ball bearings instead of plain bearing bushings are said to deliver superior precision and response. The lever length can be tuned with a smooth, precise

adjuster, and the length of the brake lever can even be adjusted while riding, using an optional remote control.

The MPL clutch lever has a special feature for converting the Bowden-Cable mounts, so both the lever ratio and response of Bowden-Cable clutches can be adjusted. The coloured inserts on the lever ends can be changed on request.



**RCT gear and brake lever kit**

Also seen here Gilles Tooling's new 2D.GT adjustable handlebar risers for the Multistrada allow height and reach adjustment of the handlebar and give a completely new geometry and ergonomics appearance and options to the fixed-position OEM set-up, both in height and in reach. They are for use with the factory handlebars where a height of up to 24mm can be reached.

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# Two-piece performance chain guard



Polisport's performance chain guard was developed and refined for off-road use, and the Portuguese manufacturer says that it will "withstand all the rigors of extreme riding".

Made in two components - the outer shell and the wear pad - the extra long design increases the efficiency of chain-guide feeding and installation is easy as the chain does not have to be removed.

The outer shell is tough and impact resistant, while the wear pad is produced in a special compound to endure the long periods of use it is subjected to. All parts are replaceable and the outer guard and wear pad are sold separately or as pairs; all hardware included - available in black or brand colours. POLISPORT, Portugal;

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



**2D.GT adjustable handlebar risers**

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# New Variator, transmission cooling and Maxi Scooter exhaust options



Italian scooter performance specialist Polini is promising "incredible acceleration and never-ending engine power progression" with their new Maxi Hi-Speed Variator for the Peugeot 125.

Featuring the new lubricating system seen on all new Polini Variators, this new Maxi Hi Speed has rollers with improved sliding surfaces thanks to a new polishing treatment, a case-hardened bushing made of special tempered and ground chromed-nickel steel, and a large internal compartment that contains the grease, inside of which there a special spring allows constant grease distribution on the pin, even during the hardest conditions of use.

Thanks to this new technology Polini say the performance is constant and consistent and it is no longer necessary to modify the roller calibration to find the best engine efficiency - the rollers have a coating made of a new mixture of nylon and aramidic fibres, which allows for reduced service costs and increased wear resistance and performance as well as improved bush and pin lubrication.

Also seen here, their "Air Speed Drive" fan delivers twin cooling of the transmission assembly with what the company describes as a "decisive" improvement in the aeration inside the crankcase, consequently increasing both engine performance and belt life. The

Polini Speed Drive and Ceramic Speed Drive for Piaggio and Yamaha models include the Air Speed Fan too.

Meanwhile the company has also announced an expansion to its range of homologated stainless steel and aluminium exhaust muffler options for maxi scooters (some with catalytic converters) with designs available for selected models such as the Yamaha Xenter 125/150 2011/14, Piaggio X10 350 2012/15, Gilera Runner VXR 200 4T 2006/07, the 2015 Honda Forza, and the 2014/15 Peugeot Metropolis 400.

The company says they deliver "increased power, pickup and an "energetic" sound that stays within parameters thanks to their tested noise management materials.

The exhausts can be made of stainless steel or of black anodized light alloy, according to the Maxi scooter model and are sold together with a stainless steel racing pipe.

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Polyester Panigale street filters with +210 percent filter area



Italian specialist Sprint Filter have introduced a new, bigger air filter for use on all Ducati Panigale models, based on their P08 mesh for street use - the same dimensions as the FIM homologated filters they supply to WSBK and Superstock Ducati Teams, featuring a 210 percent larger filter area than the standard filter they replace. Backed by a long-life warranty, Sprint Filter's P08 mesh uses patented 80 micron polyester technology composed of wires that have a diameter of just 0.03 mm for 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 claim that a 30 second treatment with compressed air removes the dust and dirt and restores the filter to maximum performance. SPRINT FILTER, Italy; [www.sprintfilter.net](http://www.sprintfilter.net)

## Metropolis - improved power and ground clearance

Peugeot Scooters UK offer this sports exhaust slip-on silencer for their Peugeot Metropolis 3-wheeler, developed for them by British aftermarket exhaust manufacturer Scorpion.

Said to boost the engine's power by 5%, it is fully road legal, and has a 400mm long T304 stainless steel sleeve with a flared oval construction for extra ground clearance - enabling riders to take full advantage of the 3-wheeler's 39-degrees of lean. Fitting is straightforward thanks to a 38.5mm OD connecting pipe that is designed to slip over the original header pipe. Weighing in at just 4kg, it is less than half the weight of the original system, (8.4kg). Noise output is similar to the original (within 1%), with a "distinctive audible note". A removable 'db killer' is fitted as standard.

Scorpion silencers for the Peugeot Metropolis are available internationally to all dealers from Three Cross Motorcycles, Peugeot Scooters' UK importer.

**Peugeot Scooters UK**  
[www.peugeot scooters.co.uk](http://www.peugeot scooters.co.uk)



## 'Le Petit' Carbon



In addition to their recently launched 'Trophy' full-face retro helmet designs and this year's 'Toruran' full-face and tri-composite fibre mix, 'Le Petit' open-face helmet in four graphics and two solid colour options, Italian helmet manufacturer Premier has added to the full-carbon options it already offers with an additional new 'Le Petit' full-carbon design. Homologated to ECE 22-05, and said to be one of the smallest approved helmets on the market in Europe, it features three forehead buttons for secure attachment of the peak or optional "bubble" style long-visor and a micro-metric quick release buckle. Premier will also unveil a new touring and flip-up helmet and several new graphics options at EICMA.

PREMIER, Italy; [www.premier.it](http://www.premier.it)





# All-year technical shirt and pants

New from Hevik, these all-year use long sleeve technical shirts and pants are made using static-, bacteria- and micro organism resistant Dryarn and high-tech Resistex Carbon yarn. This seamless technology makes them stress-resistant with excellent body-shape fit for freedom of movement and muscle compression. The high level of insulation and breathability of the materials maintains the body temperature and transfers moisture to the outer layer of the fabric, allowing the natural thermoregulation of body temperature without excessive cooling in low temperatures or strong winds.

Also seen here, the 'Mimetic' jet helmet is an open-face featuring trendy camouflage graphics and contemporary styling for urban riders. Made in a matt finish from thermoplastic resin, it has been developed for ease of use and durability to withstand heavy duty daily city use. Features include a rapid micrometric release system, a removable anti-allergic fabric inner lining and an anti-scratch visor.



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# Puig parts for 2015 Yamaha R1



Spanish specialist Puig is offering this Z-Racing screen for the 2015 R1, made from high impact acrylic and designed to complement the signature design lines of Yamaha's popular sportsbike. The company says the screen has been wind-tunnel tested, improving available aerodynamics and wind protection by 28% compared to the OEM design. It has a precision-fit design and is available in dark smoke, light smoke, clear, red, blue, carbon look and black.

Puig's latest ABS rear hugger is finished with aluminium plates to reinforce structure and improve looks. The precision-fit, modification-free installation design provides increased protection of the undertail; it comes with instructions and is available in matt black and carbon look.

Their new bar ends are made from billet aluminium and have matching ring colours. Sold in pairs, they include two rings for colours blue, black, gold, silver and red. Available for all late-model street bikes; no modifications are required.

Also available for the new R1, the new license support seen here is a precise-fit design with an extendable lower section, adaptable to any license plate. Features also include adjustable inclination and turn signal supports. Supplied with instructions, license light and reflector. Turn signals are sold separately.

Also shown here, Puig billet aluminium footpegs feature a rotational system for maximum and versatile adjustment. Designed to improve comfort, feel and looks, they are a precision-fit design and sold in pairs and available for rider and passenger. Available in black, silver, red, blue and gold.



Racing screen



Licence plate supports



Bar ends



Mud guard



Footpegs



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# Aviator, Twist and Storm

Italian helmet manufacturer Locatelli are unveiling three new Airoh brand helmets at EICMA, two for off-road and one for road use.

The 'Aviator 2.2' (an evolution of the 2.1 worn by several off-road race champions) is available in two different 100% carbon Kevlar shell sizes "making it one of the lightest and best performing helmets in its class", according to the company.

Improvements include reduced weight, expanded field of vision, a new vent design chin bar, a new rear spoiler and a new peak to maximise off-road protection. The inner lining has been made and designed "with the latest materials, ensuring optimal ventilation and breathability". Accessories include the Go-Pro kit, covers for the vents (in the event of rain or mud), an extended peak, plus kit-screws and a tool kit.

The 'Twist' is a new thermoplastic helmet "developed for the most demanding riders", with a weight of only 1,180 grams. The inner lining is breathable, removable and washable, providing the rider with greater comfort. The peak can be adjusted and is equipped with a dust filter, and a retention system with double-D rings ensures maximum safety.

The new full-face street helmet from Airoh is the 'Storm', which is said to be ideal for road use in all conditions. The Pinlock-lens-ready thermoplastic shell has a "modern, sporty design and eye-catching graphics", and the helmet features a retractable sun visor, anti-fog visor position to prevent internal fogging, an excellent ventilation system and a comfortable inner lining.

Full details of these and all Airoh designs are available on their recently relaunched and updated website.



Aviator helmet

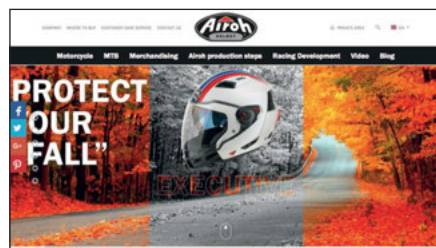


Twist helmet



Storm helmet

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Airoh 2016 designs are available on their recently redesigned website



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# VStream+ windshield options for the S1000XR

BMW parts and windshield specialist ZTechnik (manufactured in the USA by National Cycle) is offering these new VStream+ performance windshield designs for BMW's Sport Adventure S1000XR.

The shape and contour are modelled and tested to reduce turbulence in National Cycle's state-of-the-art in-house R&D department. The VStream+ is named for its unique patented "V" shape, and the + indicates that a highly engineered and perfectly manufactured mount bracket is included in the kit. VStream windshields are effective because the patented "V" shape and three-dimensional contours of the windscreen help quiet the ride by pushing the vortex out and away from the side of the rider's head, reducing wind noise. The smooth-radiused edges on all ZTechnik windshields add to the good aerodynamics achieved by the advanced

design.

The custom bracket of the VStream+ assures a tight and secure installation and fit on a model the company says has "a weak factory provision for mounting an effective windscreen".

Made from hard-coated Lexan polycarbonate to provide outstanding durability and optical clarity, ZTechnik windshields are 200% stronger than windshields made from acrylic or the "air craft" material commonly used in the motorcycle industry; which is why the company backs these windshields with a 3-year warranty against breakage.

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**www.ztechnik.com**



ZTechnik VStream+ windshields hard coated Lexan polycarbonate are said to be 200% stronger than conventional materials

# 'Mini' luggage from Givi

New luggage options from Italian specialist Givi include this new compact tank bag with rapid attach/detach fitting system. Suitable for naked and sports bikes, it adds 3 litres of storage and turns into a convenient carry-bag.

The tank lock system eliminates straps and magnets by attaching securely to a fuel tank ring. The bag is released by a red lever located on the base of the ring. The model-specific rings are sold separately. Made in Guzy Nylon 600D with PU inserts, the MINI features reflective inserts, rain cover in fluorescent material, handle and shoulder strap.

Also seen here is a new glove-friendly design twin compartment XL soft leg bag with adjustable leg and waist straps for convenient accessory storage and access. Made from durable Polyester 600D PVC, silver inserts in reflective fabric enhance night time visibility.



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# Versatile BMW CAN-Bus charger

Italian manufacturer Forelettronica/BC Battery Controller has a new version of its multi-platform battery charger available to work through the CAN-Bus system on current BMW models.

The "smart and automatic" BC charger is said to be the only battery charger on the market that is able



to charge lead-acid and Lithium batteries. Equipped with two separate charging algorithms for lead (traditional, sealed or gel) and Lithium batteries, it is compatible with all 12V batteries on motorcycles and scooters.

The new K900 Evo, which will debut at EICMA, offers the user the option to select among different charging programmes, according to the type of battery, and has two additional programmes, "Lead-Acid CAN-Bus" and "Lithium CAN-Bus" that allow it to connect directly to the 12V standard socket of CAN-Bus system BMWs, whatever the battery onboard may be.

The company says the K900 Evo can stay always connected to the battery, even in case of long periods in which the motorcycle is not used, or be wall mounted. An LED bar indicates the selected programme, the charging cycle and any operating anomalies.

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## 'Marshall' unisex technical sneaker

New from Stylmartin in Italy, the Marshall full grain leather unisex year-round sneaker can be worn on and off the bike, is a structured casual with protection that is made based on a technology that Stylmartin calls "assembly", which is said delivers better support for the foot and a comfortable fit of the upper - the insole and the sole are assembled together inside a last, with specific quality features.

Features include an anatomical, removable, breathable and micro-perforated inner sole, and a rubber outer sole with drawings designed to increase its anti-slip grip. The external leather has water-repellent treatment and the inside features a waterproof and breathable lining. PU protectors on both sides of the ankles and a leather gear protector classify this sneaker as technical footwear, certified as PPE category 1.



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**Stylmartin**

## GSX-S1000F options



British manufacturer Powerbronze has released parts designs for Suzuki's GSX-S1000F, made of high-impact durable plastic or steel. All available in a range of colours, they are supplied complete with full instructions and all hardware and brackets/fittings. Parts include pre-drilled rear huggers; Airflow ("Double bubble") windscreen for improved aerodynamics; a solo seat cowl; 'Eliminator' (tail tidy) with built-in provision for mini stem indicators; badged crash posts; swingarm and fork protector kits and model-specific mudguard extender. The company also offers hand-polished standard screens, CNC laser-cut in their own factory in England; POWERBRONZE, UK; [www.powerbronze.co.uk](http://www.powerbronze.co.uk)

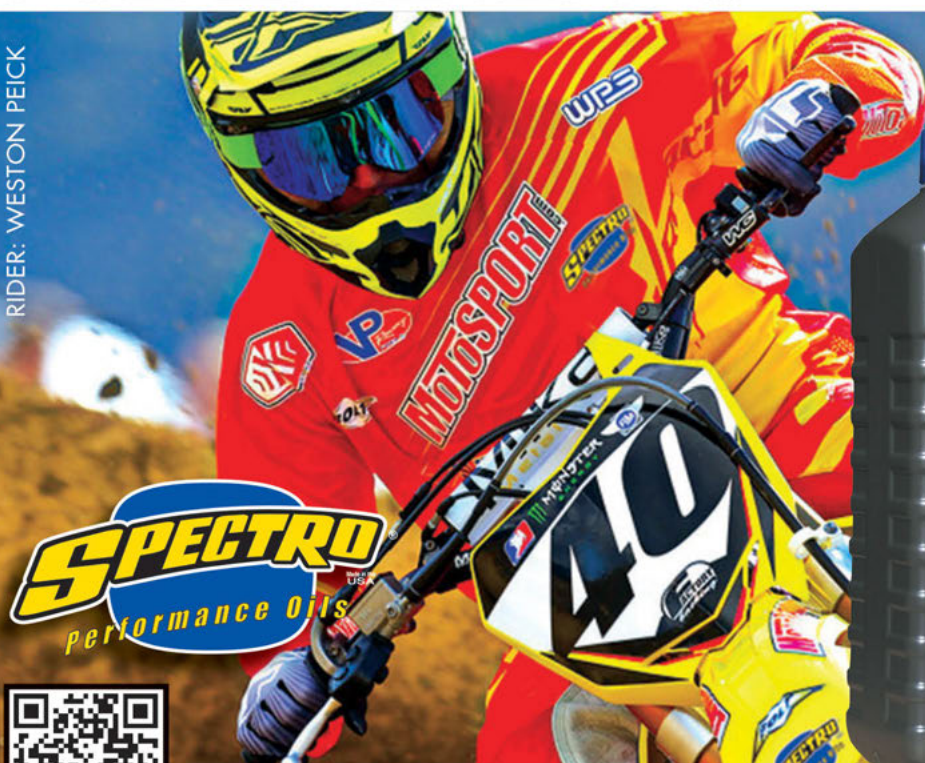
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# NEWS BRIEFS

This year's 90th FIM ISDE at Kosice, Slovakia, in September was won by the French team, with Australia second, followed by Spain, Italy and Great Britain fifth. The women's World Trophy was won by Australia, followed by France, Sweden, Finland and USA. In 2016 the event will be hosted in Spain at the Circuito Navarra, from Tuesday 11 October to Sunday 16 October.

Bultaco in Spain say that following a sell-out of their limited edition "Bultaco-is-back" special, their first 2.6hp 39kg 'Brinco' e-bikes (Pedilecs) were produced in August, has 10 dealers appointed in Spain, France and the UK already - it hopes to have appointed more than 100 sales outlets by the end of 2016. The company says it is initially targeting production of 1,000 units a year at a 2,000 m2 Barcelona facility that could be expanded to produce 20,000 units a year in the future. No announcement has been made yet about plans to produce the 54hp Rapita/Sport e-Bike prototypes it unveiled last year.

Barcelona based Spanish luggage specialist SHAD has opened its own showroom in Shanghai, China. SHAD is the consumer replacement and aftermarket brand of NAD Group, one of Europe's largest OEM seat and luggage manufacturers. SHAD products are sold in more than 70 countries around the world.

## European Parliament tells EU Commission that future transport policies and regulations must "stimulate and facilitate the use" of PTWs

On September 10th 2015 the European Parliament adopted Wim van de Camp's "Report on the implementation of the 2011 White Paper on Transport: taking stock and the way forward towards sustainable mobility".

In the report motorcycles are seen as a way to "solve the problems in urban transport by tackling congestion and parking problems" as well as providing a solution for "small logistics". The report also states that the specific design and arising benefits of these vehicles should be "adequately taken into account and reflected in EU transport legislation and guidelines".

In Mr Van de Camp's report the implementation of the White Paper on Transport (launched by the European Commission in 2011) is evaluated with recommendations given for the next years.

Although this report has no legislative characteristics itself, it will be a reference on which "many regulations in the wide area of transport" will be based on a moving forward basis. In it motorcycles are clearly identified as having a valuable transport policy contribution to make.

This means that using motorcycles should be "stimulated and facilitated". Also that motorcycles and other powered two-wheelers should be considered when new roads are designed and existing ones maintained or redesigned.

The European Parliament also calls for actions to reduce accidents among vulnerable road users, in particular users of two-wheeled vehicles, pedestrians in urban environments and older drivers. It also calls for better



Wim Van de Camp's report on the implementation of the EU Commission's 2011 White Paper on Transport officially and formally places policies that "stimulate and facilitate the use of PTWs" on the European transport policy and regulatory agenda

design and better maintenance of all roads in the whole of Europe.

FEMA's General Secretary Dolf Willigers said: "This is the first time

that the European Parliament [officially and formally] recognizes the importance of motorcycles for transport. We have been saying for a long time that motorcycles are part of the solution for urban congestion, environment and parking problems.

"The use of motorcycles should be stimulated and facilitated. In cities like Rome and Paris there would be enormous problems if anybody who now uses a motorcycle or scooter would go by public transport or, even worse, by car. Therefore we are very glad with the report from Wim van de Camp and its adoption by the European Parliament.

"We hope that the European Commission will do something with it and take adequate action".

The full text of the "Report on the implementation of the 2011 White Paper on Transport: taking stock and the way forward towards sustainable mobility" can be found by following the links at [www.fema-online.eu](http://www.fema-online.eu)



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