



# INTERNATIONAL DEALER NEWS

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**DECEMBER 2015/  
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**ISSUE #128**

## As the EICMA 2015 dust settles, INTERMOT 2016 invites the industry to "Come together, ride now!"

**With the 2015 expo season reaching a crescendo with the 73rd EICMA "Milan Show", the battle lines for a very crowded October and November 2016 expo season are already drawn.**

In the space of some five weeks the vendor community will be invited to participate, one way or another, in three major international shows in succession - INTERMOT (Cologne, Germany October 5th - 9th); AIMExpo (Orlando, Florida, October 13th - 16th) and the 74th EICMA (Milan, Italy, November 8th - 13th), and that is without taking account of major national shows around the same time, such as Motorcycle Live! in the UK, and a number of specialist off-road, custom and trade events.

Still operating on an every-other-year basis (as used to be the case with EICMA), INTERMOT is still regarded as the major international industry nexus and event where the higher-value, larger displacement market meets Europe's highest mileage riders.

Organised for the German motorcycle industry trade association (Industrie-

Verband Motorrad Deutschland eV, the IVM) by Koelnmesse, the promotional campaign for 2016 is already up and running - under the marketing tagline of "Come together, ride now!".

"The new campaign encapsulates the essence of motorcycling: as diverse as



the machines being ridden, from tourers, enduro bikes and sport bikes to street motorcycles, scooters and e-bikes, and as diverse as the riding community itself - from the hard-core high mileage rider, through to the off-roaders, race fans and increasing millions of commuters. Only for some is riding purely a form of transport; for most, it is a feeling of being alive, and that passion is what INTERMOT

captures", says Ingo Riedeberger, Project Manager for INTERMOT.

"It was important to us that the new campaign should express this feeling and this connection in visual imagery". The marketing programme will include local, regional, national and international motorcycle and wider consumer media as well as online right the way through to October 2016, accompanied by point-of-sale promotions in motorcycle dealerships, display advertising, events and social media activities.

The customising and electro-mobility segments will be emphasised as their own individual "shows within a show" under the titles "INTERMOT e-motion", showcasing urban mobility and new power platform PTWs and "INTERMOT Custom" - the core highlight of which, in Hall 10, will again be the AMD World Championship of Custom Bike Building.

With motorcycle manufacturers now responding positively to the lead shown by ever increasing numbers of

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## EICMA 2015 SHOW REVIEW



### Andreani suspension courses

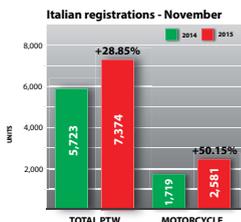


**Puig**  
Hi-Tech Parts



## STATZONE

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**MAROLO TEST**



# CHOICE OF CHAMPIONS



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**PUBLISHER/CO-OWNER**  
**EDITOR-IN-CHIEF**

ROBIN BRADLEY  
robin@dealer-world.com

**PUBLISHER/CO-OWNER**  
**INTERNATIONAL EDITOR**

SONJA WALLACE  
sonja@dealer-world.com

**MANAGING EDITOR**  
**INFORMATION EDITOR**

SARA VINEY  
sara@dealer-world.com

**DESIGN & PRODUCTION**  
**MANAGER**

BEN OAG  
ben@dealer-world.com

5 Rendlesham Mews,  
Rendlesham,  
Woodbridge,  
Suffolk,  
IP12 2SZ  
Great Britain

TEL: 0044 (0)1892 511516  
FAX: 0044 (0)1892 511517

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**NEWS**

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**STATZONE**

German motorcycle registrations +5.53 percent for first ten months of 2015



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**Gas Gas rescued?**

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**Bike und Business awards**

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**EICMA 2015 SHOW REPORT** ..... 16-20

IDN reviews some of the hundreds of new products on show at EICMA this year as industry R&D budgets come out of hiding

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gilles.tooling

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# EICMA 2015 - more new aftermarket product and motorcycles than for the past three or four years added together?

**T**his year's 73rd EICMA "Milan Show" saw a much improved business environment for the parts, accessory and apparel industry and a massive improvement and increase in the number of new products being introduced.

Inevitably it is the new motorcycles that are getting most of the headlines and interest - when judged by European market share we estimate that the 12 largest manufacturers introduced some 43 or more new 2016 models at the show, or showed them there for the first time following launches at other events in the days and weeks prior.

As expected, if there is a trend, it is towards middleweight bikes in displacement terms and towards naked, retro and custom in styling terms - aimed at the demand for so called "motorcycles of character". That isn't to say there weren't any new sport-bikes, tourers, adventure tourers, scooters, Enduro models or off-roaders, there were, not least the much trailed return of Honda's popular Africa Twin brand - back to reclaim a share in the burgeoning market sector that it did so much to define when it first appeared nearly 30 years ago.

However, while "entry level" wouldn't be the best description for the trend, the focus is definitely on lower to mid-range price points, rather than the premium-market action that has dominated in recent years, and with it straight forward largely Naked-style platforms that speak to younger riders who are looking for "bragging rights".

**T**he explosion in the scrambler and related "retro" and "custom" sectors has been obvious for everyone to see in the past 24 months, and as pathway models to attract new consumers, it is good to see that urban mobility PTWs (scooters, eBikes etc.) are not going to be the only platforms on which future growth can be built.

In parts, accessory and apparel terms there were probably more new products (and new or returning exhibitors) than in the past three or four years added together.

IDN has given its first ever "New Product of the Year" award to Digades of Germany who, as far as we can determine, are offering the first off-the-shelf aftermarket motorcycle-specific eCall device, but they were far from alone at EICMA where innovation was concerned.

All sectors appeared to be seeing a growth in new products - but not least apparel, especially technical wear, which is where the market trend appears to be strongest; and helmets, especially in terms of cross-over or dual or multi-purpose helmets such as modular or flip-up designs as they are also known - helmets for touring and enduro/adventure sports riding, and combination urban and long-distance designs.

In fact, despite the fact that the helmet sector often appears to be the most over-populated in terms of brand choices, there were several more new helmet brands

on show this year.

The other notoriously over-populated, or apparently over-populated sector, is exhausts, and the number of exhaust brands now available to dealers in Europe must be running at record levels.

It would appear that far from killing off the aftermarket sector, the ever growing regulatory pressure (emissions and noise) is actually stimulating aftermarket exhaust sector growth as lighter materials drive down weight and drive up performance gains with better electronic engine management doing more of the emissions control "heavy lifting", and giving performance and tuning product manufacturers of all kinds (not least the add-on module sector) ever increasing opportunities for refinement of stock performance.

In terms of tuning products, were we to pick out one brand for recognition, it would be Dimsport's Rapid Bike programme - their "YouTune" is not far short of giving riders handlebar based access to the kind of on-the-go engine tuning and management that was once the preserve of the dyno room.

In terms of attendance at EICMA this year, as ever, it is difficult to report precise numbers, and even simply repeating organiser claims is difficult, as the information released to the press some days after the event is confusing and conflicting.

**R**eadings between the lines, after navigating the smoke and mirrors, the best that can be said is that while the attendance doesn't appear to have been as strong as the record attendances generated in 2014, by the hype that ANCMMA was able to build for the show's 100th anniversary, their "data" appears to be suggesting that attendance was up on 2013.

The organisers are also claiming a significant increase in international trade visitor attendance though, which is said to have been +35 percent compared to 2014, and +5.4 percent compared to 2013.

Before the event ANCMMA was saying that it was projecting a 600,000 total attendance, and the information released appears to be suggesting that they did indeed get around that number. However, based on what was seen on the Thursday - theoretically the first public attendance day - getting those sort of numbers through the halls in three or four days would have been impossible.

However, regardless of the number, the attendance trend definitely isn't substantially down compared to the past couple of years, is definitely a great deal stronger than during the dark days of 2009, 2010 and 2011, and however many it was in reality, it was enough make it a viable and busy show for all concerned.

**“all sectors appeared to be seeing a growth in new products”**

**Robin Bradley**  
Publisher  
[robin@dealer-world.com](mailto:robin@dealer-world.com)



## The 2015 MXGP World Champion Pistons



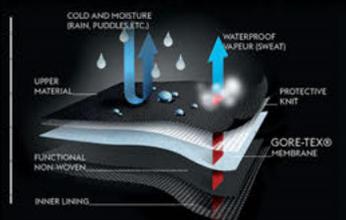
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# UK motorcycle registrations +15.64 percent for first 11 months of 2015

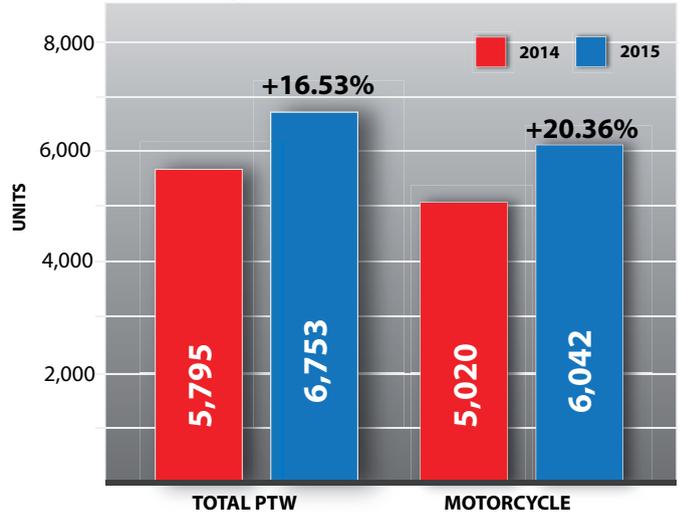
The latest data released by the motorcycle industry trade association in the UK (MCIA) shows new motorcycle registrations there for November were up by +20.36 percent (6,042 units - the best November figure for nearly a decade) and +15.64 percent for the year-to-date (100,257 units). In total PTW terms, November was +16.53 percent (6,753 units) and is +12.68 percent for the year-to-date (108,983 units). Total moped sales in the UK so far this year are down -13.0 percent at 10,029 units. The 'Naked' style (+27.6 percent/28,973 units YTD) and Adventure Sport sectors (+26.5 percent/12,658 units) are the strongest growth markets in the UK, with Sports/Tourers and traditional Touring models the primary losers so far this year (-2.7 percent and -14.8 percent respectively). Custom style

bikes were up by +13.9 percent (8,961 units) for the first 11 months of the year in the UK. In displacement terms, as elsewhere in Europe, the fastest growing sector of the market in the UK is the 'middleweight' 651 - 1000cc market, which is +26.3 percent YTD. Total scooter sales in the UK (29,774 units YTD) are basically 'flat' at +0.5 percent. Honda were market share leaders in the UK in November, selling 1,128 units; followed by Yamaha, Lexmoto, Triumph, BMW, KTM, Kawasaki, Piaggio, Suzuki and Harley-Davidson. 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

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

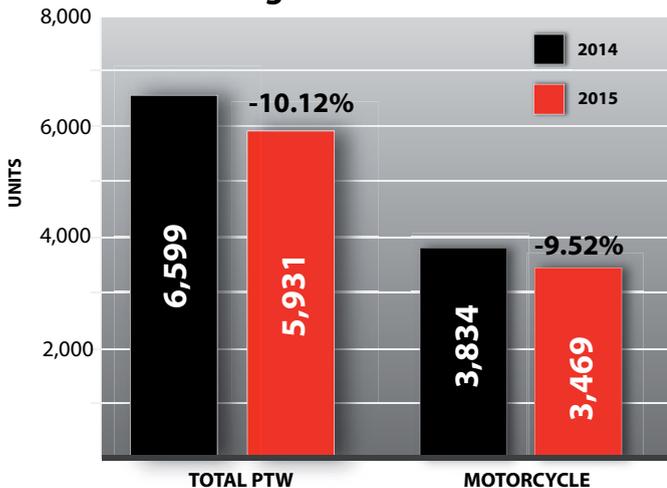
roads of the UK in 2014 - a figure that has remained largely static since 2011.

## UK registrations - November



# German motorcycle registrations +5.53 percent for first ten months of 2015

## German registrations - October



According to the latest data released by the motorcycle industry trade association in Germany (IVM, Essen) new motorcycle registrations in October were down by -9.52 percent (-1.81 percent in September) on low volumes (3,469 units), but remain at +5.53 percent for the year-to-date (97,579 units - the best first nine month market performance in Germany since 2008). In total PTW terms, the German market was down by -10.12 percent

in October (5,931 units) and is running at +6.15 percent for the year-to-date (142,164 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 as predicted by MotoWEEK last month, the growth in the German market has resulted in the 2014 market performance being bettered, with two months to spare.

# Dutch motorcycle market +9.7 percent for first 11 months

The latest data released by Dutch motorcycle industry trade association RAI Vereniging shows new registrations in The Netherlands up by +9.7 percent for the first 11 months of 2015 at 11,163 units, with 311 motorcycles sold in November. BMW is market leader, having sold 1,767 units so far this year, with Yamaha second (1,673

units), Kawasaki third (1,255 units), Suzuki fourth (1,154 units) and Honda fifth (1,151 units). Moped (and Pedelecs/ea/E-bikes etc) sales are +8.8 percent for the year-to-date (16,741 units), with Piaggio as market leader (21.3 percent), followed by Kymco (19.7 percent) and Sym (15.1 percent).

[www.raivereniging.nl](http://www.raivereniging.nl)

# Austrian motorcycle registrations continuing to decline

Total new PTW registrations in Austria are -5.77 percent for the first nine months of 2015 at 35,791 units, compared to 37,984 for the first nine months of 2014 - a year that saw PTW sales for the full year in Austria decline to 40,000 from 43,000 in 2014, and nearly 46,000 in 2012.

In terms of motorcycles of 125cc and above, the Austrian market is down by -4.00 percent for the January to September 2015 period, at 11,531 units from 12,012 units for the first nine months last year. Not surprisingly KTM is the market share leader in its home market, taking nearly 22 percent of 125+cc

motorcycle sales so far this year, with BMW second (13.55 percent), Yamaha third (11.91 percent), Honda fourth (10.54 percent) and Harley-Davidson fifth (8.41 percent).

The top-selling motorcycle in Austria is Yamaha's MY07 (with the MT-09 third), BMW's R 1200 GS second, the Ducati Scrambler fourth and the KTM 1290 Superduke R fifth - KTM make six of the top twenty selling motorcycles in Austria so far this year. In total PTW terms, Vespa is the top selling brand in Austria, followed by KTM, Honda, Yamaha and Ride.

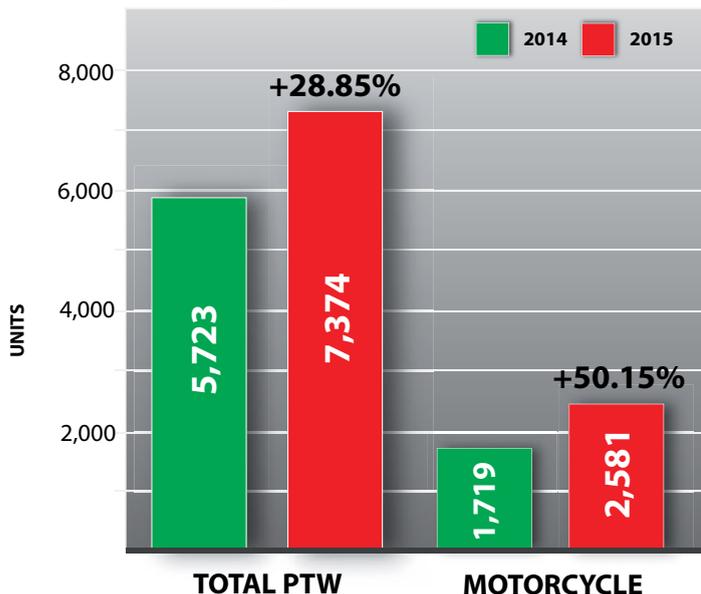
[www.arge2rad.at](http://www.arge2rad.at)

# Italian motorcycle registrations +14 percent for first 11 months

The latest data released by the motorcycle industry trade association in Italy (ANCMA, Milan) shows new motorcycle registrations there for November up substantially over last year's September volumes at 2,581 units (+50.15 percent). For the first 11 months of this year they are up by 14.75 percent at 60,837 units. In total PTW terms November was +28.85 percent (7,374 units), and the Italian market is running at +9.46 percent for the year-to-date (66,150 units). The top selling motorcycle in Italy so far this year is the BMW R 1200 GS

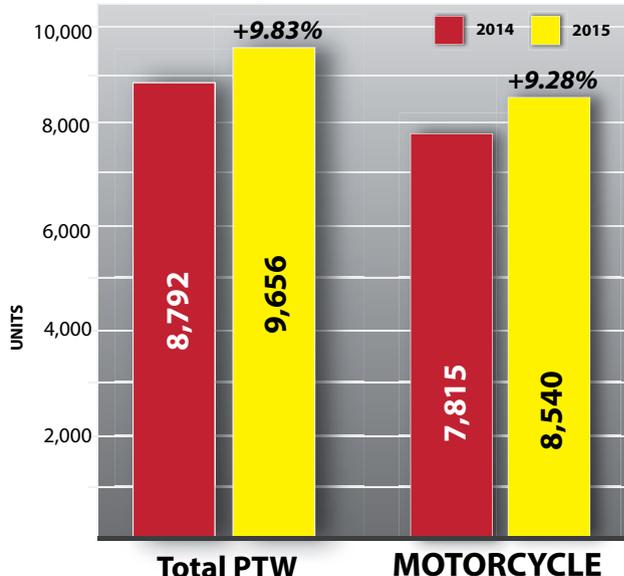
(3,146 units), followed by Yamaha's MTX-09 Tracer (2,595), the Ducati Scrambler (2,432) and BMW's R 1200 GS Adventure (1,977 units). Honda own all three of the top-spots in the Italian scooter market with over 21,000 of their SH 150/125/300 variants sold so far this year. Naked style bikes (+33.32 percent), sport bike models (+18.74 percent) and Touring models (+21.23 percent) are the growth sectors in Italy, with, as elsewhere in Europe, the strongest growth in motorcycle displacement terms coming in the 751-1000cc market (+39.06 percent) and 501-600cc power band (+13.43 percent).

**Italian registrations - November**



# Spanish motorcycle registrations +18.64 percent for 11 months to November 2015

**Spanish registrations - November**



According to the latest data released by the motorcycle trade association in Spain (ANESDOR), the motorcycle market there was up by +9.28 percent (8,540 units) and is running at +18.64 percent for the first 11 months of the year (123,147 units). In moped terms the Spanish market was +14.23 percent in November and is +7.34 percent for the year-to-date (14,605 units); in total PTW terms the market was 9.83 percent in November and is +17.15 percent for the year-to-date (137,752 units). ANESDOR say that the market growth in Spain in 2015 had already exceeded the total 12-month market performance in 2014 after just 10-months of

2015 (110,396 motorcycle registrations in the full year 2014, 124,593 total PTW registrations). Jose Maria Riano, the General Secretary of ANEDOR, has repeated his 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 (20,403 units year-to-date), followed by Yamaha, Kymco, 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.

# Australian powersports market -2.5 percent January - September 2015

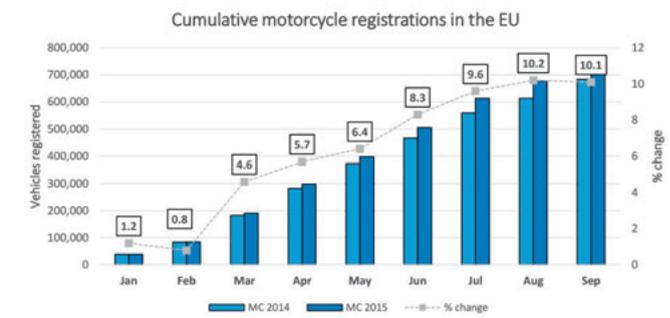
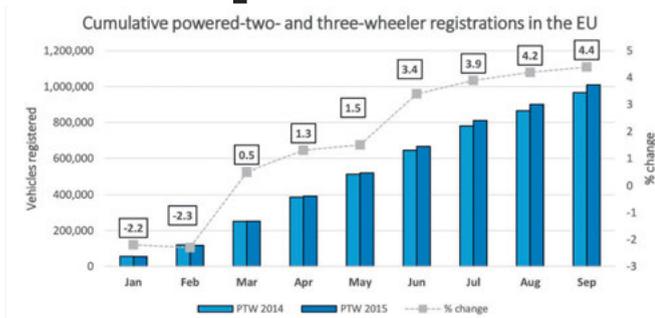
Road-going motorcycle sales in Australia were 10,749 units in the third quarter of 2015, bringing the year-to-date total to 32,437, a +1.1 percent increase over the first nine months of 2014. Australian trade association Chief Executive Tony Weber (FCIA) said Australians purchased 75,848 new motorcycles, all-terrain vehicles (ATVs) and scooters between January and September 2015, down -2.5 percent in comparison to the same period in 2014. "Road-going motorcycles accounted for 42.7 percent of the 75,848 sales,

off-road motorcycles for 32.2 percent of sales, ATVs for 19.8 percent and scooters for 5.3 percent. "Harley-Davidson lead in market share terms, with 21 percent of total road-going motorcycle sales. They were followed by Honda with 16.7 percent of the market and by Yamaha with 15.4 percent. "Yamaha was the leading brand in the off-road motorcycle market, selling 29.3 percent of the 24,429 off-road models. They were followed by Honda with 27 percent of sales and KTM with 16.3 percent. Total sales in this segment declined -6.3

percent, compared to January to September 2014. "ATV sales for January to September 2015 increased +3.9 percent compared to the same period in 2014. Honda was the largest selling ATV manufacturer for this period, selling 28.7 percent of the total 14,995 ATVs sold; they were followed by Polaris with 24 percent of the ATV market and Yamaha with 18.2 percent. "Scooter sales continue to decline, with January to September 2015 figures down a significant -23.1 percent compared to the same period

in 2014. Honda was market share leader with 19.3 percent of the total of 3,987 scooters sold in the January to September 2015 period; Vespa was second, 18.7 percent, Piaggio third, with 17.4 percent." Overall, Honda was the leading volume manufacturer between 1 January and 30 September 2015, with 22.5 percent (17,085) of motorcycle, ATV and scooter sales; they were followed by Yamaha with 20 percent (15,183), Kawasaki 9.8 percent (7,443) and Suzuki 9.3 percent (7,045).

# Europe-wide motorcycle registrations +10.1 percent for first nine months



According to the latest Europe-wide data released by ACEM (Association des Constructeurs Européens de Motocycles), the Brussels based international motorcycle industry trade association for Europe, new PTW registrations in EU markets were +4.4 percent in the period from January 1st to the end of September 2015 (1,010,413 units).

Registrations were up in Spain (116,475 units, +19.9%), the UK (94,248 units, +12.3%), Italy (168,831 units, +6.4%) and Germany (161,484 units, +2.7%). They decreased in France (196,434 units, -2.6%).

Cumulative motorcycle registrations grew by +10.1% during the first eight months of 2015 on a year-on year basis. A total of 752,251 motorcycles were registered between January and September 2015, against 613,945

during the same period of 2014. Year-on-year motorcycle registrations increased in all key European markets, namely Spain (104,349 units, +21.6%), the UK (86,972 units, +15.1%), Italy (148,554 units, +9.9%), Germany (137,186 units, +7.0%) and France (127,224 units, +0.4%).

Motorcycle registrations in Europe's five largest markets (Italy, France, Germany, Spain and the UK) accounted for some 88 percent of EU new motorcycle registrations for the first nine months of 2015.

A total of 258,162 mopeds were registered during the first nine months of 2015 in the EU, whilst 251,619 mopeds had been registered during the same period of 2014. This represents a decrease of -9.2%. Registrations increased in Spain (12,126, +7.3%), although they

decreased in France (69,210 units, -8.6%), the UK (7,276 units, -12.3%), Italy (20,277 units, -13.6%) and Germany (24,298 units, -16.2%). ACEM's 2014 annual data shows total EU motorcycle registrations at 798,328 units (up by some 60,000 units over 2013) and at 842,203 units for EU and EFTA markets combined (also some 60,000 units up on 2013). ACEM's 2014 annual data shows total EU total PTW registrations at 1,099,018 units and at 1,156,569 units for EU and EFTA markets combined (down by some 11,000 units on 2013 in both cases). ACEM's 2014 annual data shows total EU moped registrations at 340,468 units (down by some 40,000 units compared to 2013) and at 354,044 units for EU and EFTA markets combined (down by some 42,000 units compared to 2013).

ACEM data is generally published some weeks later than the new registration statistics released by the individual major-market National trade associations and will differ from those numbers for reasons of timing, compilation and sources used. ACEM gathers data for as many European markets as possible, including EFTA nations that are outside of their EU reporting (Norway and Switzerland for example), but statistics from some of Europe's smaller EU and EFTA markets (Malta, Cyprus, Bulgaria and Slovakia for example) are not always available within the timescales of their compilation requirements. A comprehensive presentation of current and archive data and an ACEM industry newsletter sign-up tool are available at:

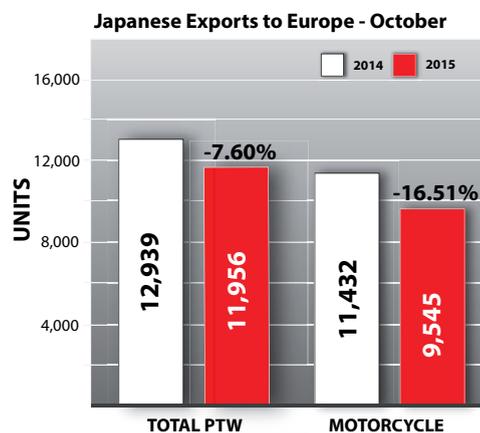
[www.acem.eu](http://www.acem.eu)

## Japanese manufacturer motorcycle exports to Europe down by over 6 percent for first 10 months of 2015

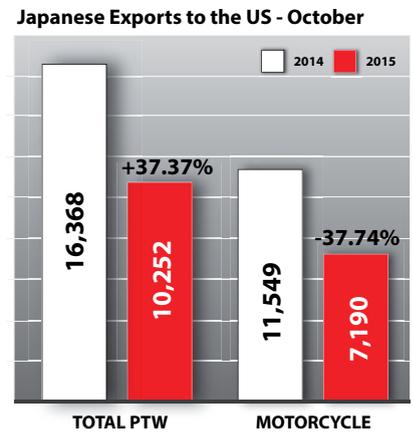
According to the latest data released by the motorcycle industry trade association in Japan (JAMA), Japanese motorcycle manufacturer exports to Europe declined again in October, down by -16.51 percent (9,545 units), and stand at 116,483 units for the first 10 months of the year (-6.57 percent).

In total PTW terms exports to Europe were -7.60 percent in October (11,956 units) and are down at -4.57 percent for the first 10 months of 2015 (132,641 units).

The picture continues to be bad for Japanese made motorcycle exports to the United States, with October down at -37.74 percent (7,190 units) compared to October 2014, and down by -30.21 percent for the first 10 months (65,776 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 making ATV/UTV units - especially in the United States. Total worldwide 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 - 1,676,097 units worldwide.

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

# Gas Gas rescued?

The future of Spanish trials bike manufacturer Gas Gas may be headed in the right direction following the announcement of a plan by Barcelona-based eBike and hybrid vehicle manufacturer Torrot to acquire the brand with ambitious plans to restore Gas Gas to trials bike production, develop a new Enduro model for 2017, and take the brand into the electric bike market.

Once the takeover has been finalised, production of existing models is slated to re-start at the Gas Gas factory at Salt near Girona in the first quarter of 2016 with an ambitious aim of shipping 6,000 motorcycles (4,000 of them trials bikes) by 2018.

The 55 former employees, who gained international profile when they vociferously endeavoured to dissuade KTM from trying to acquire the brand and assets from the liquidator, will get their jobs back and reports suggest



Commercial Court of Girona to accept the Torrot bid as quickly as possible. At the time of going to press it was unclear as to whether the Torrot bid had indeed been given final acceptance and that Gas Gas had therefore now emerged from administration, or whether the court would re-open the tender process to allow Sherco or IRG to re-bid. However, most reports appeared to suggest that Torrot had succeeded in their take-over plan though, again, the actual money involved also appears to be subject to interpretation. Reports suggest that their winning bid was in the order of €9.66 million, with €6.83 million of that going to creditor banks and the Catalan Institute of Finance, with €1.65 million being allocated to acquisition of the machinery and factory building. Gas Gas is said to have gone into administration with total debts of €44.3 million and that Torrot would be taking on some of that debt and putting up a further €13 million over the next three years to cash-flow their plans. Torrot are no stranger to the

motorcycle market. Founder Don Luis Iriondo started making bicycles and mopeds in the late 1940s. In the 1950s he had a partnership with French brand Terrot (producing the Terrot-Dijon 100 among others). In 1958 Peugeot bought Terrot, but closed it two years later. In order to rebuild his business, Don Luis Iriondo changed the brand's spelling from "Terrot" to "Torrot" and went back to carving out his own place in the market. These days the Barcelona-based Torrot Group makes electric bicycles, trial bikes and kid's minis. Torrot's plan to rescue the brand has been made somewhat easier by the fact that Gas Gas has kept a small workforce at the Girona factory during the court hearings, keeping the parts department operating. The Gas Gas purchase is a chance for Torrot to become a player in the world of off-road motorcycles.

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GÖTEBORG

Sweden's annual motorcycle expo returns to the west coast in 2016, at the Gothenburg Swedish Exhibition Centre (the event alternates each year between Stockholm and Gothenburg) for four days from January 28th - 31st 2016.

The 2015 event saw a broadening of the exhibition footprint, with the inclusion of the wider Powersports industry for the first time - ATV/Quads, Snowmobiles, Personal Watercraft (PWCs) in addition to motorcycles, trikes, scooters and mopeds.

That show saw some 55,000 visitors attend and with the motorcycle market in Sweden growing at the rate of +13.80 percent for the nine months to September 2015 (8,574 units; 8,378 units for the full-year in 2014 according to ACEM) attendance and exhibitor numbers are expected to continue to increase.

In moped terms the Swedish market was +20.11 percent to the end of September (8,756 units) and in total PTW terms the Swedish market was +16.91 percent for the year-to-date (17,330 units). A further 1,750 or so off-road motorcycles had also been sold in Sweden in the first nine months of 2015 and the country 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 2015, plus a further 2,293 'Quadracycles' (+12.2 percent for the year-to-date).

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



that Torrot sees the required workforce growing to around 80 three years from now. Reports suggest that other offers were tendered for the Gas Gas assets from French manufacturer Sherco (€2.66 million) and IRG - an investment fund (€7.02 million), but that the former employees had petitioned the

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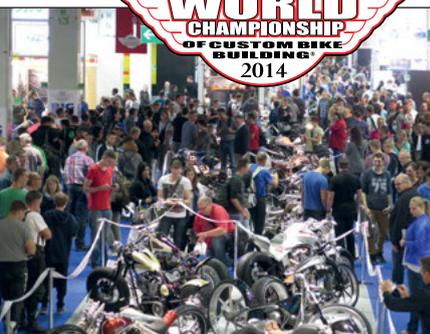
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**<<< Continued from cover**

consumers and leading custom bike builders by increasingly embracing customisation as an important future-facing business opportunity, "INTERMOT Custom" again promises to be one of the strongest visitor attractions at the show, with over 100 world-class custom bikes expected from more than 20 countries.

The 2014 AMD World Championship (staged at INTERMOT for the first time that year) was won by internationally recognised Belgian custom motorcycle engineer Bertrand "Freddie" Krugger with 'Nurb's', a "Tron-style" re-imagining of BMW's 2014 1650cc boxer platform - the second time



Krugger had scooped the AMD World Championship title.

The year before the winner was from Ireland, the year before that from Germany (Thunderbike Harley-Davidson), and with prior winners from as far afield as Canada, Japan, Sweden and the United States, the AMD World Championship is a global showcase for custom motorcycle design and engineering excellence that demonstrates just what an important multi-platform business opportunity the custom bike scene has become - no longer a motorcycling fringe activity, customising is now very much part of the mainstream of the industry and an important driver of new entrants and new sales opportunities.

With major manufacturers such as BMW, Yamaha, Ducati, Triumph, Polaris Industries (Indian and Victory) and others all now making serious

attempts to muscle in on the market that Harley-Davidson once had to itself, and with Cafe Racers, Scramblers and "Retro" bikes of all kinds leading the post-recession growth into a much changed market from the one dominated for decades by Japanese superbikes, expect to see further dramatic developments in the market for such bikes by the time INTERMOT 2016 comes around.

The theoretically sustainable levels of growth now being seen in most of Europe's largest and emerging markets, not least in Germany itself, mean that there is widespread expectation that INTERMOT 2016 will see a further increase in attendance and another increase in the increasingly diverse consumer profile that the motorcycle industry is generating.

[www.intermot-cologne.com](http://www.intermot-cologne.com)

# Suzuki unit sales up +18.5 percent in Europe

Suzuki's latest financial performance data reveals a +18.5 percent increase in its motorcycle sales in Europe for the first six months of its current 2015/2016 financial year (the period to September 30th 2015).

From some 27,000 units in the corresponding period last year, it reports sales for the period at 32,000 units. North American sales are not as healthy though - there Suzuki have seen 25,000 units in the 2014 period decline to 24,000 units this year.

Overall, their global motorcycle (and ATV) sales are down nearly 15 percent at 794,000 units sold in the period April to September 2015 from 931,000 last year. The big unit losses are in emerging markets, especially Indonesia and elsewhere in Asia.

Despite the declining unit sales, their performance in the higher price-point European market and relatively stable performance in North America has seen their consolidated net sales revenue from their motorcycle and ATV operations remain largely unchanged at yen 123,334 for the first six months of their 2015/2016 financial year (compared to yen 123,505 million in the corresponding 2014/2015 period). Overall Suzuki's global corporate performance continues to show signs of improvement with Japan's fourth largest auto manufacturer lifting its annual net profit forecast for the full financial year by some 14 percent, citing better than expected earnings in India (including strong results at its Indian unit, Maruti Suzuki India Ltd.) and windfalls from the sale of its stake in Volkswagen; the company posted net profit up 46.5 percent to yen 79.05 billion for the half-year period.

## BMW targets 200,000 units by 2020 and 400 more dealers

The BMW Group has set its motorcycle segment new targets for the coming years. By introducing additional models and entering new market segments, the company aims to win new customers worldwide, increasing deliveries of motorised two-wheel vehicles to 200,000 units by 2020.

Entry into the segment below 500 cc will "lay the foundation for growth", according to the company, starting with the world premiere of the new BMW G 310 R - a "compact, agile single-cylinder motorcycle that has

been specially designed for the growing Asian and South American markets, as well as Europe".

"With the BMW G 310 R, BMW Motorrad is bringing a genuine premium offering to the segment below 500 cc", said Stephan Schaller, Head of BMW Motorrad. "We will also be expanding our urban mobility offering in this class - including bikes with electric drivetrains". Notwithstanding this new development, BMW say their core business will "remain the exclusive premium segment"

above 500 cc. The company says it is market leader in 26 countries and sold more than 121,622 (+11.5% year-on-year) vehicles worldwide in the year to the end of October - almost reaching last year's record level of 123,495 units after just ten months in 2015.

BMW says the R nineT (launched in 2013) is an important growth driver, with more than 8,600 units already delivered in 2015. They say that they intend to "build on the success of our classic models with the BMW R nineT Scrambler derivative, which celebrated its world premiere at EICMA.

"With the countless possibilities for individualisation offered by the BMW R nineT and the BMW R nineT Scrambler, we see tremendous potential in the US market, in particular", said Schaller.

BMW Motorrad will continue to extend its retail network to keep pace with the planned global expansion. By 2020, the number of dealerships will increase to 1,500 from over 1,100 today.

Among the new models shown at EICMA, the new G 310 R marks BMW's entry into a fiercely competitive -500cc sector that is unfamiliar with the virtues (and prices) of a brand associated with Boxers, touring and technology



# Andreani suspension courses

More than thirty participants, including people from Russia, Taiwan, Greece, Dubai and Slovakia, attended the last of Italian suspension specialist Andreani Group's specialist English language suspension

technicians courses held at their "Suspension World Academy" at their Pesaro headquarters, south of Rimini on Italy's Adriatic coast. The high-tech facility that Andreani has developed for their suspension courses features a



bidirectional telemetry simulator and a maxi screen connected to some of the advanced suspension testing, diagnostic and calibration/tuning equipment developed by former professional motocrosser Giuseppe Andreani in the 27 years since he founded what is now one of Europe's leading specialist suspension businesses. The two-day course structure covers maintenance, overhauling and tuning of all the major brands of suspension for street bikes, with the second day dedicated to off-road suspension with special reference to off-road

race suspension set-ups and tuning. Along the way, Andreani's technical and race support team staff share their knowledge and insights into many of what are often regarded as the "dark arts" of suspension - knowledge that can only be accumulated from many years of paddock experience such as the theories and techniques of chassis setting and front fork and shock absorber optimisation. Their next international technicians course will be on February 10th/11th 2016. [www.andreanigroup.com](http://www.andreanigroup.com)

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# Yamaha motorcycle net sales revenue +6.5 percent for first nine months of 2015



Yamaha reports a yen 47.3 bn. (+6.5 percent) increase in net sales revenue for its motorcycle operations for the first nine months of its 2015 financial year (the period January to September) with global net sales of motorcycle products at yen 771.3 billion, generating operating income of yen 28.9 bn - an increase of +11.3 bn

yen/63.7%. The company says that unit sales of motorcycles increased in developed markets such as North America and Europe, thanks to the effect of new product launches such as the 'YZF-R1' and the 'MT-09 TRACER'. Unit sales in emerging markets such as Vietnam, the Philippines and Taiwan

increased, but decreased in Indonesia and Brazil due to the economic conditions in those markets. Net sales revenue increased thanks to sales of products in the higher price range in emerging markets and the effect of new products. Operating income also increased because of factors such as the effect of sales increases, cost reductions and yen depreciation absorbing negative factors such as increases in development costs and currency depreciation in emerging markets. Overall Yamaha net sales were yen 1,214.2 bn, an increase of yen 89.6 bn (+8.0%) compared with the same period of the previous fiscal year. Operating income was yen 100.0 bn, an increase of yen 29.0 bn (+40.8%) compared with the same period of the previous fiscal year.

Yamaha says it expects full-year net sales revenue to be below the initial forecast due to the decrease in unit sales in emerging markets. However, operating income and ordinary income are expected to exceed the initial forecast thanks to the "solid business" being done in developed markets. The company continues to refine its "Monozukuri" business objectives (production), saying that domestically it will continue to develop competitive new technology and platforms, while in global terms its focus is to develop models that "provide versatility, uniqueness and fresh appeal". It aims to rationalise its current seven "Blue Core" engine concepts down to three, with the aim of making 5 million of its next-generation platform engine a year by 2020.



The MT series has fueled Yamaha's growth and thrown the industry spotlight onto an under-exploited market.

## Ducati delivers 50,000th bike

With no less than seven new models unveiled at this year's EICMA "Milan Show" (meaning they'll have nine new models in their range for 2016), the company has announced that November 10th 2015 saw them deliver their 50,000th bike this year - an increase of 23% over unit sales compared to the same date of 2014, by which time it had delivered 40,650 motorcycles, itself a record for the company at that time.

This is the first time Ducati has produced 50,000 bikes in a year. "Reaching the 50,000 bike mark is a huge sales achievement for Ducati", commented Claudio Domenicali, CEO of Ducati Motor Holding. "Growth is not a goal in itself, but rather an indicator of customer satisfaction with regard to both the bikes and the overall quality of our work. "It is a result we are very proud of, one that rewards our efforts and confirms the soundness of

our strategy. It also stems from continuous product innovation, far-reaching geographic expansion and efforts to become ever closer to the Ducatisti community". In 2014 Ducati delivered 45,100 motorcycles to customers, an all-time company record.

Ducati CEO Claudio Domenicali - "Growth is not a goal in itself, but rather an indicator of customer satisfaction"



## Honda unit sales "flat" for its second quarter

Honda's financial results for the second quarter of their 2015/2016 financial year (the period to September 30th 2015) show Honda Group motorcycle unit sales down by -0.225 percent at 8.475 million units from 8.700 million for the corresponding period of their 2014/2015 financial year. Consolidated unit sales (those motorcycles made in directly owned/operated factories) were up by +0.088 percent at 5.285 million units (from 5.197 million in the year-ago period). The company has reduced its

2015/2016 full-year motorcycle sales forecast from 18.225 million units (17.592 million for the full-year 2014/2015) to 17.515 Honda Group unit sales worldwide; consolidated unit sales are forecast down to 10.860 million units from the 11.075 million forecast under prior guidance. In terms of overall corporate performance the company has increased its full-year revenue forecast to yen 14.6 trillion after the quarterly net profit rose 6.9 percent due to strong car sales in North America. Net profit, which includes earnings



made in China, during the July-September quarter at Japan's third largest car manufacturer rose to yen 127.7 billion.



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# EICMA 2015

IDN presents a selection of "Milan Show" exhibitor and product news. In a year that saw long-delayed R&D investments finally result in a tsunami of new product initiatives, exhibitors capitalised on the positive business environment and strong international industry visitor attendance seen this year ...



**WUNDERLICH:** The German BMW parts and accessories specialist caused quite a stir with the unveiling of their latest prototype special-project - a 2 wheel-drive R 1200 GS LC as a follow-up to the 156 HP Scrambler concept unveiled earlier this year. Using a 7.6 kw electrical front wheel gearbox, their GS Hybrid delivers increased power and handling with a powered front wheel that eats corners and can be adjusted while riding. Braking energy recharges the battery, and on e-power only the bike can make up to 20 kph. Used as manoeuvring assistance, the electric motor even allows for 3kph of reverse - great for parking on a slope! [www.wunderlich.de](http://www.wunderlich.de)



**PARTS EUROPE:** The fast growing European end of the huge Wisconsin, USA headquartered Parts Unlimited operation - recognised as the largest aftermarket parts, accessories and apparel distributor in the world - showcased many of the hundreds (thousands even?) of brands available, including the French made Neken (NK) handlebar, top and bottom off-road triple trees and the patented, shock-absorbing NK SFS (Soft Feel System) adjustable air clamp; [www.partseurope.eu](http://www.partseurope.eu)



**DYNOJET:** The Las Vegas, Nevada headquartered dynamometer and Power Commander manufacturer has new owners. Just before EICMA news was released that two private US equity firms (Irving Place Capital and New Value Capital) had acquired Dynojet Research Inc for an undisclosed sum. Founded in 1972 by Mark Dobeck, the company has a manufacturing facility at Belgrade, Montana, and a sales office and distribution centre in the Netherlands. Commenting on the deal, Dynojet CEO Robert Vleck said that "our new partnerships provide us with greater resources and capabilities to continue to advance our technical expertise and supply innovative new products"; [www.dynojet.com](http://www.dynojet.com)



**D.I.D. EUROPE:** Last year saw the company celebrate the 10th anniversary of its decision to open its European office in Italy - a decision that has paid off handsomely with sales continuing to grow, even through the downturn that affected other motorcycle chain manufacturers and service item vendors. The company is well known for its top selling VX high-performance street and off-road chain and top-of-the line ZVMX sport tourer and sport bike X-Ring technology chains; [www.dideu.it](http://www.dideu.it)

**LEOVINCE:** The Italian exhaust company has been adding to its fitment programme this year with new LV One and Nero exhaust applications and Honda models, including the Forza 125 scooter, the Yamaha MT-09 and T-Max among other popular makes and models getting the LeoVince style and technology treatment; [www.leovince.com](http://www.leovince.com)





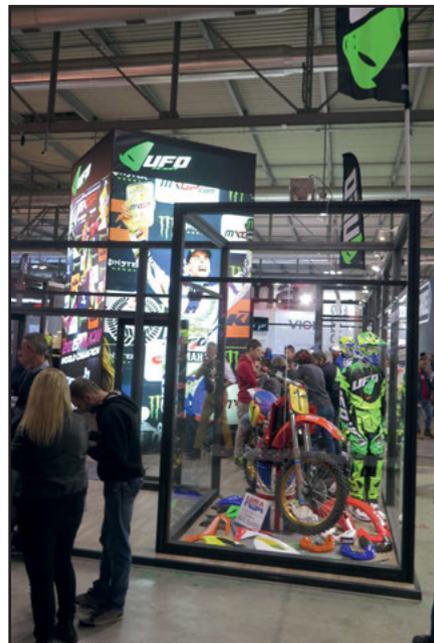
**KABUTO:** New from the Japanese helmet manufacturer is the 'Ibuki', a touring flip-up manufactured in two shell sizes with "advanced composite technology", dual density impact absorption liner, Pinlock visor, patented "wake stabiliser" and forced air ventilation system; [www.kabuto-europe.com](http://www.kabuto-europe.com)



**SBS:** Always proud of its well earned race credentials, this year the Danish brake pad manufacturer showcased its relationships with Nicolò Canepa's Team Althea Racing Panigale, Ryan Villopoto's Kawasaki Factory Team MXGP bike, and a special RR version of the spectacular Ducati Desmosedici RR from Danish team JSB Racing; [www.sbs.dk](http://www.sbs.dk)



**HYPERPRO:** The innovative Dutch suspension specialist has new owners, and at a time when a lot of international motorcycle industry parts and accessory businesses are falling under ownerships from outside the industry, Hyperpro has been taken over by long-time International Sales & Marketing Manager Jan Belder (left) and Technical Sales Engineer Peter van den Bogard; [www.hyperpro.com](http://www.hyperpro.com)



**UFO PLAST:** It has been another good year for Italian off-road parts and apparel specialist UFO Plast's race investments with supported riders taking the MXGP title (Romain Febvre, Yamaha - 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; [www.ufoplast.com](http://www.ufoplast.com)



**CNC RACING:** Italian sportsbike parts and accessory specialist Luca Fornaini of CNC Racing continues to innovate - recent new product introductions include an entire programme of model-specific custom options for Ducati's award-winning 2015 Multistrada. Well known for their clutch actuators, CNC now have a version of their 30-percent effort-saving design available for the Multistrada; 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; [www.cncracing.it](http://www.cncracing.it)



**INNTECK:** One of Italy's best known distributors, and one of the largest distributors of motorcycle seals and related products for Swedish manufacturer SKF (the "knowledge engineering company"), recent product news has included stock replacement shock absorber floating pistons that replace stock fixed position designs to improve response and durability and friction-reducing Glide kits for Showa SFF-Air TAC forks; [www.innteck.com](http://www.innteck.com)



**PAASCHBURG & WUNDERLICH:** Following the death of owner Uwe Paaschburg in September at the age of 59, it was no doubt a tough week for the P&W team, but it was good to see the well known Hamburg based designer, manufacturer and distributor "keeping the flag flying" - the best possible tribute to a highly respected industry professional; [www.pwonline.de](http://www.pwonline.de)



**PREMIER HELMETS:** Recent product news from the Italian manufacturer includes their EC 22-05 homologated 'Le Petit' tri-composite fibre mix open face helmet, which is said to be one of the smallest helmets available on the market in Europe and is now additionally available in full carbon construction; their SHARP 4-Star rated 'Trophy' retro styled full face design; and their lightweight aerodynamic 'Touran' moulded DCA (Dyneema, Carbon and Aramidic) and pure Carbon version full face; [www.premier.it](http://www.premier.it)



**DRAGGIN JEANS:** The latest news from the Melbourne, Australia based manufacturer includes 2016 sponsorship of the new Australian Superbike Championship (ASBK) Ducati team that has been set up for 2016. The brand new Desmo Sport Ducati factory team has been set up by Cube Racing team owner Ben Henry, joining forces with three-time World Champion Troy Bayliss and current Superbike Champion Mike Jones. Draggin CEO Grant Macintosh, seen here at EICMA, said that "Aligning the Draggin brand with these huge Australian Champions is really exciting for us. Draggin Jeans are the original Kevlar jeans, and we've been manufacturing our high quality motorcycle clothing since 1997. Our big claim to fame is that Draggin is the only motorcycle apparel brand in the world to pass both CE Level 1 and CE Level 2 certifications"; [www.dragginjeans.net](http://www.dragginjeans.net)



**ALIAINT:** The Italian manufacturer has been developing lithium iron phosphate batteries since 2009 and introduced its YLP07 earlier this year. Designed specifically for use on enduro and off-road motorcycles, it is said to be half the volume and weight of other lithium batteries but still capable of starting a four-stroke, 450cc single cylinder engine. To complement the battery, Aliant also offers a 12V 10Amp multi-platform charger (the CB1210) with a robust heat-sink boosting aluminium case, increasing electric conversion efficiency. It features new firmware that is said to allow it to adapt its charging profile automatically to 12V lead acid batteries and 12V lifepo4 batteries; [www.go-aliant.com](http://www.go-aliant.com)



**HJC:** Basking in the reflected glory of Jorge Lorenzo's World Championship win, the Korean manufacturer is capitalising on the success RPHA-10 programme (Revolutionary Performance Helmet Advantage), including the well received RPHA Max modular helmet, RPS-10 sport/street helmet and the RPHA X off-road model with the new feature-rich, high-tech RPHA-11 premium full face; [www.hjc-europe.com](http://www.hjc-europe.com)

**TURBO KIT:** Headquartered at Murcia, Spain with over 4,000 sq m of R&D, manufacturing and shipping space; among their new products for 2016 Turbo kit (TK) has launched its Hydrotech 7 exhaust series featuring hydroformed Euro III catalyzed hexagonal mufflers for 125/300cc KYMCO- XCT series models and Yamaha XMax 125/250s and the TMax 530 ABS models, available in choice of 'standard', black or white finish, plus a new H-5 full carbon muffler; [www.turbokit.net](http://www.turbokit.net)

**CGM ITALIA:** The company says that having all aspects of the production process under the supervision of CGM's own technicians gives them direct control at the production plants they use - current full-face and modular designs include their "Air Stream System" and Air Stream liner with channelling to optimise ventilation performance and comfort; [www.cgmitalia.net](http://www.cgmitalia.net)





**BREMBO:** The company reported +15.6 percent growth in global sales revenues across the group for the nine months to September 2015; the motorcycle market is 9.7 percent of Brembo's total sales revenue and was +10.6 percent for the first nine months of 2015; [www.brembo.com](http://www.brembo.com)



**AMPHIBIOUS:** Six new products launched at EICMA include the universal MultyBag that turns into a practical shoulder bag, the FrontBag, a universal bag to "bring accessories and travel with the maximum comfort", and the X-Light Pack, a 255g ultra-light backpack; [www.amphibious.it](http://www.amphibious.it)



**ERMAX:** New products from the French manufacturer include nose-screen designs for models such as the Yamaha NMax, TMax and Kymco Downtown 125, all available in a choice of colours and graphics, and as stock replacements, or offering higher rider protection; [www.ermx.fr](http://www.ermx.fr)



**AXO:** Latest news is of the addition of limited edition Tony Cairoli gear sets to their 2016 line-up. The eight-time motocross world champion was involved in designing these variations of their 'Motion gear' jersey and pants line - this is AXO's second phase of a four-release programme of new 2016 gear in order to sustain brand momentum and interest; [www.axosport.com](http://www.axosport.com)



**SW-MOTECH:** New products from the German luggage and accessory specialist include their new 'Legend' line of retro inspired luggage, their new 'Rearbag' and new 'Blaze' 28/42 litre capacity panniers made in 1680 denier Ballistic-nylon with internal stiffening and waterproof inner bags; [www.sw-motech.com](http://www.sw-motech.com)



**ROOF:** New for 2016 from the French helmet specialist, their 'Desmo' modular helmet features "automatic visor control" by an exclusive and patented desmodromic mechanism, venturi air-vents and new "silent lining" with air channels and visor sealing using three patented sealing techniques; [www.roof.fr](http://www.roof.fr)



**SC PROJECT:** Recent new products from the Italian performance exhaust manufacturer include a new high performance system for the 2015 YZF-R1 and M models based on their race development work for the Yamaha Forward Racing MotoGP Team. The new system, which utilises titanium and carbon fibre in its construction, is built around a CR-T silencer that is TIG welded to full titanium conical joints - overall SC are able to report a 5.5kg weight reduction over the stock exhaust; [www.sc-project.com](http://www.sc-project.com)



**BULL-IT JEANS:** As a result of their collaboration with the FIM owner, Covec has just launched an all new protective material called Web-Tech. Designed to deliver "high tenacity" performance with low temperature transfer, it is said to reduce what Covec say is an "unpredictable performance decline" in the current aramid based materials seen on the market. Speaking for the FIM, Track and Racing Commission Director Armando Castagna says that "we have been working closely with Covec for more than 2 years, and we believe this development will increase the prevention of burn injuries through abrasion or motorcycle heat transfer. Riders demanded a solution that is lighter than leather and we believe this is it"; [www.bull-it.com](http://www.bull-it.com), [www.covec.co.uk](http://www.covec.co.uk)



**IXS:** In a major new product blitz this year, the Swiss clothing brand owned by the Hostettler Group introduced new helmet designs (including their new HX 215 Techno full face integral helmet) equipped with the new patented magnet fastener by Fidlock. New boots (such as the Tarmac tourer) feature OutDry membrane technology - where the waterproof laminate is bonded to the inner surface of the full grain nappa cow leather, rather than the inner lining. For lovers of the exotic, check out their "mad, bad and dangerous" special-order farmed crocodile skin jacket and Arapaima ("red fish") women's jacket for a touch of glamour! [www.ixs.com](http://www.ixs.com)



**MACNA:** New for 2016 from Dutch specialist Splash Design are additions to their fast growing Macna apparel programme, including the 'Exone' one-piece suit, 'Furio', 'Scope', 'Flare', 'Area' and 'Venturi' jackets. The Macna brand has become noted for its use of advanced technical features with visibility initiatives such as their 'Night Eye' technology and R.I.S.C external hard shell shoulder protectors; [www.macna.com](http://www.macna.com)



**FORMA:** Following its past success Forma has renewed and expanded its 'Urban' range of technical shoes for 2016 plus introduced the 'Sahara' Outdry, described as having a revolutionary Cooling Boot system, and the 'Hornet' Dry featuring their exclusive F.C.S. (Flex Control System); [www.formaboost.com](http://www.formaboost.com)





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## Space saving versatility

Leading French workshop equipment manufacturer Marolo Test has added to its Modu-Lift programme with the ergonomic new EXTRA FLAT hydraulic lift version at EICMA this year - with a user-friendly, super low 75mm (3 inch) ground-to-deck height for improved workshop ergonomics, making it ideal where space is limited or for machines where ground clearance is an issue.

It is a heavy-duty CE certified design rated at 600kg/1,320lbs lift capacity with unique front wheel lock sensor in the retractable front wheel stop for genuine one-person operation.

Using twin rams and valves for safety and a large automatic run-up ramp, in many workshops it will eliminate the need to dig a ground pit. It features a full 1,200mm deck height when raised, with a 2,300mm deck length and 750mm width.

**MAROLO TEST**  
**Cholet/Nantes, FRANCE**  
**+33 (0)2 41 29 29 29**  
**contact@marolotest.com**  
**www.marolotest.com**



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

## Dry Pack waterproof soft bags

These two new high-tech look, variable capacity soft bags from Kappa feature a bright silver finish with black inserts and trim with "Navy" style roll down closure, designed for versatility and convenience.

The tunnel bag is a 15 litre all-purpose bag, designed to fit the tunnel gap of most scooters. The flat, non-slip base and mounting system (two adjustable straps that attach to the bag with a clip) make it a versatile solution as it can be attached to a luggage rack or on top of a side bag or top case. The bag has a front pocket with zipper, a handle and a shoulder strap. Dimensions are 29.8 x 28.2 x 35.2 cm.

The 13-litre backpack can be worn universally on motorcycles, scooters, bikes, or even when hiking. It has wide, soft shoulder straps, an adjustable

waist strap, handle and several loops to attach accessories.

**KAPPA Srl**  
**Flero (BS), ITALY**  
**Tel. +39 030 268 6976**  
**info@kappamoto.com**  
**www.kappamoto.com**



# Touratech 'Competition Line' sportsbike suspension kits

The new 'Competition Line' suspension range from Touratech is designed to "provide ambitious amateur racers with the equipment they need for fast lap times". The company says that their ready-to-fit complete kits for forks and shock

squeeze every last drop of performance out of their bike", says Lars Würdemann, Head of Suspension at Touratech.

Kits for the BMW S 1000 RR and Suzuki GSX-R 1000 are already at an advanced stage of development. For the BMW, there will be both a mechanically adjustable variant and an electronic version of the suspension kit for bikes with factory-fitted DDS. "Ever since our revolutionarily simple solution with 'Plug & Travel' components for BMW's ESA and DDA models in the Adventure segment, it has been a standard feature of Touratech Suspension products that customers do not need to make any improvised modifications – all the original plug connectors are retained and used", Würdemann says.

Having successfully tested components on a Suzuki GSX-R 1000 at the Sachsenring racing circuit, Touratech Suspension has taken an important step towards expanding the range of 'Competition Line' suspension kits to include Japanese superbikes. "Our fork cartridges work on the 'closed cartridge' principle, delivering a massive improvement in performance, especially on the



Touratech's Jo Glaser, suspension Product Manager, left, with Tom Glazemakers of Tractive Suspension, development partners for the Touratech suspension programme

Japanese super sportsbikes with their big-piston forks.

"You simply swap out the original standard fork internals and fit the cartridges. Because their internal friction is substantially lower, the handling feels more precise. In addition, three parameters – spring preload, compression and rebound damping (each on one side of the fork) – have a far wider range of adjustment

than the factory product. The damping performance remains constant over a much longer period of time".



**TOURATECH AG**  
**Niedereschach, GERMANY**  
**Tel. +49 (0)7728 92790**  
**info@touratech.de**  
**www.touratech.com**



absorbers bring road-going superbike suspension systems "up to a winning standard", and that in the future the aim is for the range to offer options for all the major supersports models. "Our Competition Line is designed to appeal to ambitious racers who want the perfect suspension so they can

# PHANTOM

**ACVS**  
 Airoh Combined Ventilation System



P/J double homologation



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 Mail: info@airoh.com Phone: +39 035 553 101 Fax: +39 035 553 093



# Uptown jet helmet



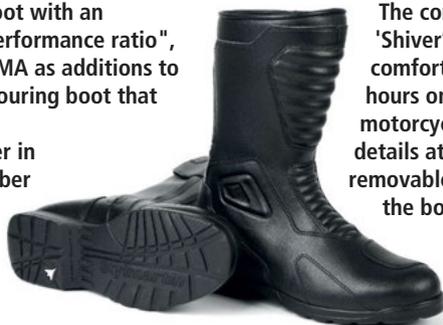
The new 'Uptown' jet helmet from Caberg is described as having a "classic and elegant look" and suitable for touring and everyday urban riding. It comes in two polycarbonate 1,150gr (+/- 50gr) shell sizes with two frontal air vents and air extractors on the back "to guarantee perfect ventilation even on the hottest days". The exclusive Double Visor Tech system, with an easy to use inner sun visor, allows daylight riding conditions to be tuned for safety - the extra width of the outer transparent, anti-scratch treated Pinlock lens-ready visor adds to safety and convenience in urban and long-distance riding conditions. The retention system has a micrometric buckle for safe and easy adjustments, and 'Uptown' is equipped with a ring to secure the helmet to the motorbike. The lining is completely removable and washable, made from highly transpiring fabrics. The helmet is also pre-set for the Caberg 'Just Speak' S Bluetooth wireless communication system - allowing cell phone connection, passenger communication, GPS system connection and mp3 player or mobile phone music listening; the system uses the Bluetooth A2DP profile.



**CABERG Spa**  
**Azzano S. Paolo (BG), ITALY**  
**Tel. +39 035 4203611**  
**info@caberg.it**  
**www.caberg-helm.com**

# 'Shiver' touring boots

These new high and low-cut version 'Shiver' unisex touring boots from Stylmartin, said to be a "touring boot with an excellent cost to performance ratio", were shown at EICMA as additions to the 12 designs of Touring boot that Stylmartin offer. Made with an upper in waterproof microfiber that "possesses all the waterproof and comfort features needed for all riding conditions", internally 'Shiver' has a waterproof lining and semi-rigid thermoplastic inserts positioned to protect the malleolus and



shin, with thermally formed reinforcements to protect the toe and heel areas. The company says that the 'Shiver' is "extraordinarily comfortable and can be worn for hours on end, on or off the motorcycle". With silver reflex details at the rear, the insole is removable, and for handy fastening, the boot is equipped with a long zip and flap, with Velcro upper section fastening and an anti-static and oil resistant rubber sole.



**CALZATURIFICIO ANTIS Srl**  
**Montebelluna (TV), ITALY**  
**Tel. +39 0423 603033**  
**info@stylmartin.it**  
**www.stylmartin.it**

# Updated 'Serket' parallel slip-on

British exhaust manufacturer Scorpion's Serket parallel slip-on exhaust has now been upgraded to



fit OE panniers on Suzuki's GSX 1250 FA. Available in brushed stainless steel, carbon fibre and satin titanium, silencer sleeve finishes feature a "unique precision formed 6-facet profile and an Aerospace derived multi-composite Claw Contoured" outlet, tempered/fused sleeve seam with compression coined ends, and GP style double spring mounts. Also seen here, their 'Serket' tapered silencer for the Ducati Scrambler is available in brushed stainless steel, carbon fibre and satin titanium. The company says that "as well as increased performance and a smoother power curve, a huge weight saving of up to 4.6 kg is made over the standard exhaust".

**SCORPION EXHAUSTS**  
**Ripley, Derbyshire, UK**  
**Tel +44 (0)1773 744123**  
**E-mail: sales@scorpion-exhausts.com**  
**www.scorpion-exhausts.com**



# Award-winning luggage options

Red Dot award-winning Barcelona based specialist luggage brand SHAD (designed and manufactured by NAD S.A.) unveiled several new products at EICMA 2015, including their semi-rigid bags for "severe duty" city use.

Durable and light, their construction includes a structural EVA foam layer with polyester lining - described as featuring an avant-garde design, the range has backpack, tank bags and two side case options, including their E-48, both of which mount with SHAD's recently updated Side Bag Holder system (for selected Honda, Yamaha, Kawasaki, KTM and Suzuki models), their universal side bag holders, or with the Velcro straps provided.

Also seen here, SHAD say their SL bags are "designed to meet the needs of the motorcyclist with great durability, high quality and an attractive and practical design". The 8 size options, which include tank bags and a new side bag design, all have large reflective panels and a choice of mounting options.

SHAD also offers a versatile new full-face Bluetooth BC22 hands-free system that is compatible with all audio Bluetooth devices including mobile phones, smart phones and GPS units.

**NAD SL**  
**Mollet Del Valles/Barcelona, SPAIN**  
**Tel. +34 935 795866**  
**info@shad.es**  
**www.shad.es**

# SHAD



reddot design award  
winner 2015



Infill side panels

**Puig**  
Hi-Tech Parts

Sport screen

Rear hugger

Engine guards

www.puig.tv

# Fastmovers from LighTech

Always known for their quality of presentation and packaging, as well as for the quality and precision of their parts and accessory design and machining, Italian specialist LighTech is offering dealers this new Point of Sale (POS) programme for its most recent products and the best-selling items for the most popular current models. Made from aluminium for sturdy, durable service, this easy to assemble floor standing POS display will catch the eye and become a popular feature with regular and casual customers as the stock revolves to feature applications for the most popular makes and models sold in the dealership. Founded in 1997 by Fabrizio Furlan, these days LighTech make



and sell over 7,000 high-strength, lightweight parts and accessories in Ergal alloy and over 400 titanium items - from bolts and protectors such as frame sliders to controls, rearsets, lights and covers. The CNC machined chain adjusters seen here are made from a single solid block of 7975 Ergal and 6082 alloy and available in a



selection of anodised colours. Sold in matched pairs, the positive-click adjustment and stamped scale ensure accurate adjustment; available as model-specific fitments for a wide range of popular makes and models, including the new 2015 Yamaha R1, Aprilia RSV4 and GXX-S 1000; optional chain adjuster lifters for use with spool-type rear stands are also available.

The bicoloured front and rear axle slider kits, also seen here, protect the fork and rear axle. They are bike-specific designs that use either threaded or well nuts. Available for a wide range of popular makes and models, including single-sided swingarm Ducati and MV Agusta models.



LighTech bicolour axle slider kits are bike-specific designs

LighTech's chain adjusters feature positive-lock adjustment and stamped scale



**LIGHTECH S.R.L.**  
S.Lucia de Piave (TV), ITALY  
Tel: +39 0438 453010  
[info@lightech.it](mailto:info@lightech.it)  
[www.lightech.it](http://www.lightech.it)

## Evovxtreme for Z800

HP Corse has brought the unique technology and design of their Evovxtreme silencers to Kawasaki's Z800.

Developed by Andrea Pivanti and the HP Corse Bologna based R&D team, and produced in collaboration with their partner Steelform in Udine



Nero

(headed up by Marco Ordorico), the Evovxtreme programme combines unique design with cutting edge manufacturing technology to produce exhausts that are as noted for looks as for their performance. The body of the silencer is available in steel (black or silver) with a slash-cut style carbon fibre end cap. The sharp lines of the exhaust are said to "blend perfectly with those of the angular Z800, creating a



Bianco

unique set that immediately distinguishes the HP equipped bike from the original version". The street-legal Evovxtreme features a removable db killer for track use.

**HP CORSE Srl**  
Budrio (BO), ITALY  
Tel: +39 051 802334  
[info@hpcorse.com](mailto:info@hpcorse.com)  
[www.hpcorse.com](http://www.hpcorse.com)

# OptiMate 6 Select Drystar gloves and Vulk waterproof shoes



As motorcycle control systems become increasingly advanced, with engine management and even suspension settings now microprocessor controlled, software updates and system troubleshooting with an OEM or an aftermarket diagnostic tool is becoming the new normal in service shops.

With it comes the problem of software update interruptions, or false error codes during troubleshooting - simply because the battery's power ran out, causing the voltage to drop below the required minimum (typically around 12.5V).

TecMate has a solution - the OptiMate 6 Select, with power supply service mode that delivers a fixed voltage of 13.6 Volts with up to 4 Amp support current, guaranteeing the battery voltage remains in range during download and updating of software, and giving the technician the time to figure out what went wrong on the motorcycle.

The power supply mode is easily activated - with the OptiMate 6 SELECT connected to the battery simply touch the Select-touch 'button' sensor for 5 seconds and charging changes to the power supply mode. During power supply mode OptiMate 6 Select continues to monitor the

battery, warning if current draw from the vehicle is too high (e.g. headlights that draw well over 5A), causing the battery voltage to drop.

With battery size and capacity shrinking despite the increasing demand placed on the battery by the additional systems, TecMate recommends charging and testing the battery prior to system updating or troubleshooting, as a poorly charged or conditioned battery can often contribute to the problems experienced.

OptiMate 6 Select's charge programmes are designed to correctly and fully charge any type of 12V lead-acid battery, ranging from standard wet cell to the latest sealed AGM. Programme one is for the majority of batteries charged up to 14.4V and programme 2 is for hi-performance AGM batteries that need a higher charge voltage of 14.7V (e.g. Odyssey). Programme selection is easy - prior to battery connection touch the Select-TOUCH sensor for 3 seconds and the alternate programme is now in memory, and it remains until the alternate programme is selected, even when AC power to the charger is lost. Following connection to the battery progress is fully automatic; the 9-step save, charge and test programme delivers temperature compensated voltage at up to 5 Amps charge current controlled with OptiMate's unique AmpMatic processor that adjusts charge parameters according to the battery's size and condition, as well as ambient temperature.

**TECMATE**  
**Tienen, BELGIUM**  
**Tel: +32 (0)16 805440**  
**www.tecmate.com**



## Drystar gloves and Vulk waterproof shoes

Part of Alpinestars' 2016 Technical Motorcycle Collection, the M56 Drystar glove is an insulated premium full leather construction with Alpinestars' exclusive Drystar lining for waterproofing. Safety features include a hard polymer knuckle protector, patented finger bridge and EVA foam padding throughout. Said to be ideal for winter weather riding, the M56 incorporates finger inserts in its pre-curved chassis to boost comfort levels. The Vulk is an urban riding waterproof casual



shoe that incorporates a luxurious full grain leather and suede upper with a waterproof membrane that is optimised for all-weather conditions. CE-certified, it incorporates ankle protection and a reinforced toe box and heel-counter for durability and protection.



**ALPINESTARS SpA**  
**Asolo (TV), ITALY**  
**Tel. +39 0423 5286**  
**alpinestars@alpinestars.com**  
**www.alpinestars.com**



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# eCall system for motorcycles - IDN's New Product of the Year



This year's EICMA saw many new products making their exclusive world premieres at the show, but the one that really caught our attention here at International Dealer News and MotoWEEK is what is believed to be the first ever commercially available off-the-shelf automatic eCall system for motorcycles. Founded in Germany in 1991 as a service provider for electronics manufacturing and development, Digades GmbH evolved into a system supplier in the automotive, building and infrastructure industries. Their specialist knowledge in radio transmission systems, miniaturisation and energy efficient electronics design took them into developing eCall technology for the automotive sector - customers include the likes of Audi, Bentley, BMW, Daimler and VW to name a few - and now the company has launched "dguard", an automatic eCall system designed specifically for motorcycles.

The system processes data from several sensors that monitor values like inclination, acceleration and movement, and when all the system sensors report the parameters that mean an accident has taken place, it automatically connects the rider to the country's emergency call centre.

The system only needs two primary components to be operational - the communication unit itself and the dguard eCall sensor. A third component, the "dguard" eCall button, fits on the handlebar and gives the rider control of the system - including override function and non-detected incident report option; a "dguard" app is available to monitor the status and correct installation of the system.

If the rider is incapacitated and unable to communicate directly with the emergency response team at the call centre themselves, then the call centre will automatically send an ambulance to the GPS coordinates of the accident, with nominated family/friends also automatically notified of the incident.

Shown at EICMA installed on a BMW R 1200 RT, where the system components fit easily in the space under the seat, and on a KTM 300 EXC they had been using as a test platform, the unit sells as a self-contained complete kit - once installed all that is required is for the rider to then register the device for the service provided by Digades. The service fee for the first 2 years is included in the recommended retail price.

By 2018 all new production cars sold in the EU will have to have such systems fitted as standard, with the required infrastructure available in Europe in 2017. However, so far, not much attention has been paid to the needs of motorcyclists.



The kit involves two primary components - the data processor and communications unit, and the inclination, acceleration and movement sensor; Digades also recommend the optional handlebar eCall button. An app is available to monitor system status and provide warning and GPS alert if the motorcycle is moved or stolen. The 'dguard' system is believed to be the first aftermarket "off-the-shelf" e-Call product.

it has been making to selected aftermarket parts, accessory and apparel product manufacturers and designers for some three years already, International Dealer News is awarding the "dguard" its first annual International Motorcycle Industry New Product of the Year Award.



CEO Lutz Berger started the business in 1991

**DIGADES**  
Zittau, GERMANY  
Tel. +49 3583 5775 0  
[dguard@digades.de](mailto:dguard@digades.de)  
[www.dguard.com](http://www.dguard.com)



Digades employ 150 plus people at their 4,000 sq m facility near the Czech and Polish borders in Germany. Heavy investors in R&D, they are low energy, high power radio transmission specialists who provide electronic systems and assemblies for several blue chip automotive manufacturers



The dguard components fit neatly beneath the seat - here seen installed on a BMW R1200 RT

This new "dguard" system also does double-duty as a motorcycle tracker, informing the rider if the bike is being moved without his or her consent. However, in recognition of them being the first to have such a system available for riders now, in an extension of the HOT100 new product awards that

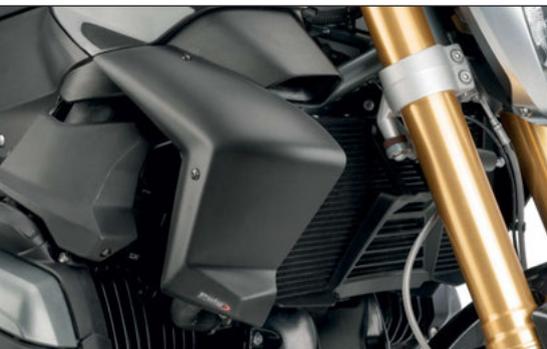
# Aerodynamics for R1200R



ABS rear hugger requires no modifications



Engine spoiler with model-specific aluminium brackets



Radiator side covers in matt black or carbon look



Puig have made a huge investment in aerodynamic testing, and as with their Racing screen seen here, the result is an accessories programme that is performance-functional as well as stylish

Spanish parts and accessory specialist Puig has launched new Touring and Racing screens for the 2015 BMW R1200R (black and blue models). Made of high-impact acrylic and precision designed specifically for this model, Puig design and test these screens using their virtual wind-tunnel, improving the aerodynamics and wind protection by 97% (touring) and 66% (racing) compared to the OEM designs. Available in dark smoke, light smoke, clear and black. Also seen here, the Puig rear hugger is made of ABS plastic with a black anodised aluminium bracket. The precise fit is said to give great protection for the undertail, and installation requires no modifications; available in carbon look and matt black.

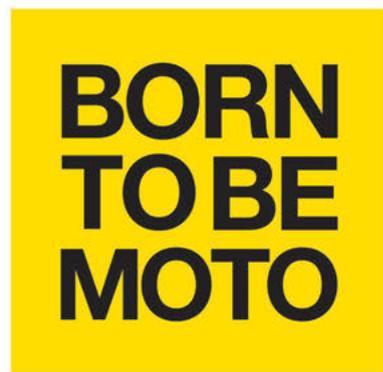
Available soon, Puig's newest product line will be radiator side covers made from ABS plastic with aluminium brackets; available in carbon look and matt black, the do not require any modifications and improve appearance and weather protection.

Their new engine spoiler is made in a combination of plastic and aluminium for an impressive look and improved protection of the lower section; it has model-specific aluminium brackets and requires no modifications, available in carbon look and matt black.

**MOTOPLASTIC S.A.**  
**Granollers (BCN), SPAIN**  
**Tel. +34 93 8490933**  
**info@puig.tv**  
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 Italian racing components  
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# Rapid Bike's YouTune - a dyno for the handlebar

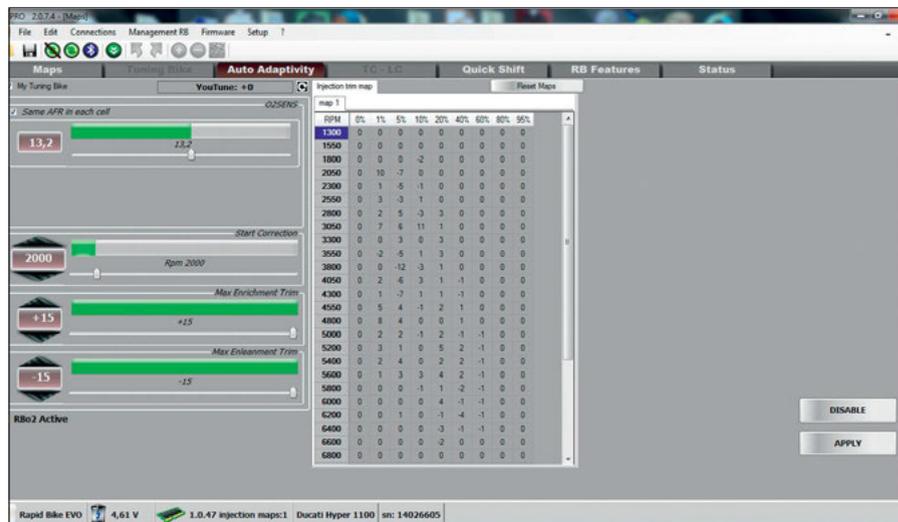


The remarkable new YouTune by Rapid Bike is a new calibration device designed to customise the bike's performance in real time, without any need of software or laptop connection.

It is a glove-friendly design that can be installed on the handlebar, or even on the gas tank, for easy access that uses the standard Plug & Play connectors included in all Rapid Bike wiring harnesses, therefore there is no need for cutting or welding - a genuine easy modification-free install. The main purpose of the YouTune device is to improve access to the functionality of their EVO and RACING add-on electronic modules, even for those purchased previous to the early 2015 release of YouTune.

Most important of all is that YouTune works as an activation key to enable and manage new functions such as launch and traction control for the RACING module and engine braking control for the EVO module. The YouTune brings finger-tip control of all the most valuable functions of the EVO and RACING modules to the handlebar, so the rider can exploit and enjoy the benefits of their continuous, dynamic data capture and tuning calibration capabilities while enjoying the ride.

Air/Fuel parameters can be managed to optimise carburetion in real time thanks to the possibility of changing the auto-tune target value for fueling corrections. YouTune allows direct monitoring and modification of the air/fuel ratio when the My Tuning Bike re-mapping module is also installed. YouTune allows fine-tune modulation of quick-shifting kill time in response to changes in riding style or circumstances at any time, and primary engine parameters can be displayed at any time including rpm, TPS, AFR ratio, OEM Lambda Status, gear indicator, traction control and engine



braking operating. There is rpm control activation to maintain a constant cruising speed and drive comfortably in highly traffic. Engine braking management allows changes and responses to the effects of engine braking (this function is active by default in the Racing module, and it is activated on Evo module only with the installation of YouTune). Traction control activation (available on the RACING module only) can improve a bike's handling and safety thanks to the availability of 10 different intervention settings and an additional 13 levels of "power cuts". Launch control activation (also only available on the RACING module) will enable and modulate settings for a 'flying start'. YouTune is not just a simple accessory completing the RAPID BIKE product range, though it does that admirably. Rather it is a valuable and sophisticated tool in its own right, allowing the rider to monitor and



Rapid Bike Sales Manager Maurizio Bellucci with Technical Specialist Daniele Vacca

calibrate primary module working parameters so that the rider becomes an active participant in engine management, making decisions in response to riding style changes, the bike's handling, how to improve the engine response and, in the case of the RACING module, the rider can activate and modulate the exclusive new features such as traction and launch control. With the new YouTune controller, electronic fuel management becomes user-friendly thanks to the wider range of innovative features and solutions managed with a simple finger touch delivering an unprecedented extent of flexibility.

**RAPID BIKE/DIMSPORT**  
 Serralunga di Crea (AL) ITALY  
 Tel. +39 (0)142 9552  
[info.rapidbike@dimSPORT.it](mailto:info.rapidbike@dimSPORT.it)  
[www.rapidbike.it](http://www.rapidbike.it)



# Terra Force-R

Czech tyre manufacturer Mitas has introduced the Terra Force-R, a new radial dual purpose tyre, and new off-road tread patterns for rally (E-12 and E-13), trials (ET-01 X-PRO) and flat-track (FT-18).

The Terra Force-R is an "excellent choice for riders of adventure motorcycles", said Ksenija Bitenc, Managing Director for Mitas Moto.

A radial dual purpose tyre with a more street oriented tread pattern, the Terra Force-R is said to offer "excellent traction on wet or dry roads and outstanding performance on light off-road surfaces. Special emphasis is made on durability and stable performance of the tyre through its entire lifetime. With optimised block design, Terra Force-R ensures great straight-line stability".

The E-12 (front) and E-13 (rear) tread patterns are said to be designed for extreme motorcycle rally riding, such as the Dakar. At the moment the front tyre is available in 90/90-21 and rear tyre in 140/80-18 – and Mitas says that both tyres were successfully tested in the extra hard conditions of North Africa's deserts.

The ET-01 X-PRO is a new version rear



trials racing tyre. A new construction of carcass and use of extra soft tread compound is said to give excellent grip and riding properties in a wide range of terrains.

The FT-18 is a new tread pattern for professional Flat Tracking. It is available in 27x7-19 4PR (front) and 27.5x7.5-19 4PR (rear) in two versions - MH for middle to hard tracks (red stripe) and MS for middle to soft tracks (green stripe). A 120/70-17 NHS is available for small motorcycles.

**MITAS MOTORCYCLE BUSINESS UNIT**  
**Prague, Czech Republic**  
**Tel: +386 4 206 58 83**  
**info-moto@mitas-tyres.com**  
**www.mitas-moto.com**



## Polyester MT-09 and FZ09 filters

Italian specialist Sprint Filter have released a new design of their award-winning PO8 mesh filter for street use - for Yamaha's MT-09 Tracer and FZ09s. Backed by a long-life warranty, Sprint Filter's PO8 mesh uses patented 80 micron polyester technology composed of wires that have a diameter of just 5 microns 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 say that a 20 second clean with compressed air removes the dust and dirt and restores the filter to maximum performance.

**SPRINT FILTER, Italy,**  
**www.sprintfilter.net**



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**SHARP** ★★★★★

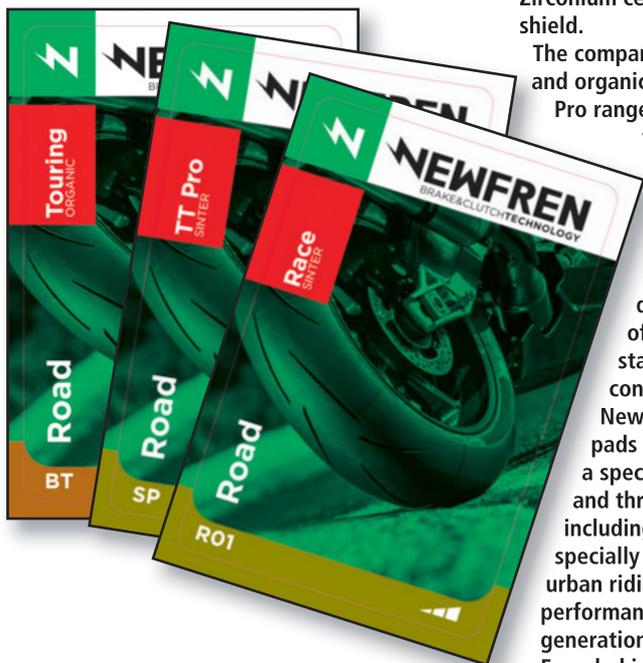
# Road Line brake pads

Italian brakes specialist Newfren has updated its brake pads programme with new compounds and applications, offering its distributors access to a comprehensive range with coverage for most popular makes and model of on and off-road motorcycles and scooters.

Their Road Line now features a single premium R01 Sintered Race formula that Newfren say has been developed for Superbike, Superstock, Supersport and Supermoto models. Described as an "innovative sintered racing titanium technology" with a friction coefficient HH+ rating, it features a new Zirconium ceramic "NWF Pro Tech" heat shield.

The company has two lines of sintered and organic pads for street bikes - the TT Pro range, which is said to be ideal for track and road use, and is recommended for the new generation of high performance street bikes and the Touring range - specially formulated for long distance riding, they are said to offer durability, comfort and stability in dry and wet conditions.

Newfren has five lines of brake pads for off-roaders, one of which is a specialty sintered race formulation, and three lines of scooter pads - including sintered and organic pads specially formulated for the demands of urban riding and the greater stopping performance demanded by the new generation of maxi-scooters. Founded in the 1950s by Alessandro



Barbero, Newfren were innovators and early adopters of a number of new brake technologies, such as bonded friction material, gravity and high pressure die casting and brake shoes without rivets. The company is still in family ownership with Valter Barbero at the helm, and has just completed an 18 month multi-million Euro investment programme in new manufacturing technology at its 6,000 sqm facility/10,000 sqm site at Cirie near Turin, where they make brake pads, brake shoes, backing plates, clutch plates and parts and brake discs and assemblies.

**NEWFREN S.r.l.**  
**Cirié (TO), ITALY**  
**Tel. +39 011 9200 111**  
**info@newfren.org**  
**www.newfren.it**

# Clutch spring conversion kits - Yamaha

Barnett's US made coil spring conversion kits include a CNC precision machined billet aluminium pressure plate and six heavy duty coil springs to replace the stock diaphragm spring and pressure plate on select Yamaha models. These spring conversion kits are said to provide a more progressive, controllable clutch engagement compared to the OE diaphragm spring. Multiple spring pressure options make them ideal for stock replacement and high performance applications. Installation is 'bolt-on' with no modifications required - it simply replaces the stock pressure plate/spring assembly. Barnett suggest that for maximum performance a set of Barnett clutch plates could be installed with the spring conversion kit. The kits are available for the Yamaha V-Max (thru '07), Royal Star, Road Star,

XVS1100 V-Star, 1986-98 XV1100 Virago, FJ1100/1200, XJR1200/1300, FJR1300, XTZ12 Super Tenere, XV19 Raider/Roadliner/Stratoliner (thru 2012), YZFR1 (thru '03), MT-01 and YXZ1000R SXS.

**BARNETT CLUTCHES & CABLES**  
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**Tel: +1 805 642 9435**  
**info@barnettclutches.com**  
**www.barnettclutches.com**



# Reissa membrane 'Neo' jacket



The short, versatile sporty looking three-quarters length 'Neo' jacket from GERMAS is made in nylon with wind/watertight and breathable REISSA membrane - a three-layer microporous membrane with a PU (polyurethane) coating and varying pore sizes. It has PU protectors at the elbows and shoulders, Temperfoam back protection, reflective areas, 'AirVent' ventilation, multiple adjustment combinations and a flexible collar. GERMAS, Germany; [www.germas.de](http://www.germas.de)

# SWITX SX.10 helmet



**CAMO**



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**WOOD**



According to Portuguese manufacturer Nexx, their "SWITX SX.10 is unique in its versatility, with an almost endless combination of finish, function and fit options for individual customisation. The SWITX is ECE 22/05 and DOT approved (for sale in North America, plus NBR 7471:2001 for Brazil) and is "a high design/customisation (patented), low cost, dual functionality, compact helmet with double visor and superior ventilation" thanks to Nexx patent-pending "Cooling Cover Tech", said to be one of the most advanced ventilation systems ever designed for an open face helmet, a cover that incorporates two intake vents and three exhaust ports, all easily closed or opened with one (gloved) hand. Equipped with a long, clear visor and internal sun visor, SX.10 is prepared for the SX.COM communication system, developed in cooperation with

the renowned Bluetooth company SENA. All the components of SX.COM can be easily installed by simply moving Velcro and using the specially created inner cavities and channels. Nexx also say that SX.10 components are so compact (at less than 250mm) that it is said to be small enough to fit in most panniers.

**NEXX HELMETS**  
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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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# 'Hudson' leather winter gloves



German glove specialist Orina has developed a 100% water and windproof leather winter glove with "an elegant design and many functional features". The outer shell is made of soft, high-quality Technalin Gold leather, which is said to offer perfect freedom of movement and a good fit thanks to stretch panels. The breathable 'AquaDry' membrane (hydrophilic coating that uses the chemical and molecular properties of water molecules to transfer moisture, rather than pores) is combined with a breathable heat-reflective 'Thermotex' lining on the back of the hand and warm Thermax lining on the palm will keep the wearer warm and dry. Leather covered protectors on the knuckles and fingers and a Carbolex protector on the heel of the hand are said to ensure protection. Screen-friendly conductive material on the thumb and index finger

enable operation of mobile devices with a capacitive touchscreen. Additional features include a small wiper on the left index finger and a Neoprene cuff with an elastic closure.



**ORINA BW GmbH**  
**Eschweiler, GERMANY**  
 Tel. +49 (0)2403 99960  
[export@orina.de](mailto:export@orina.de)  
[www.orina.de](http://www.orina.de)

# Touring and Urban line for women

EICMA saw Italian specialist Falco introduce their new Touring and Urban lines for women. The Touring line includes the new Eve boot, intended for women who want a comfortable boot for on and off the motorcycle. Eve is a classic leather boot with all the comfort and safety features riders expect from a CE-approved design - reinforcements on shin, toe and heel, inserts in anti-shock D30

material on the ankles and an inner "High-Tex" membrane and large elastic inserts for optimum fit in the calf area. The Urban line includes the new CE-approved Kamila 2 technical shoe "characterised by style and comfort designed especially for the female foot". The upper is made of genuine oiled leather with vintage effect, and the inner lining is equipped with a "High-Tex"



Eve boot

Kamila 2 shoe



membrane. Toe, heel and ankles have thermoformed reinforcements and a dual compound outsole provides "optimum grip".

**GIANNI FALCO Srl**  
**Caselle di Altivole (TV), ITALY**  
 Tel. +39 0423 915272  
[info@giannifalco.com](mailto:info@giannifalco.com)  
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# Namib jacket and Terrain touring trousers

Hevik's first four-season, 3-layer jacket, the Namib has been developed for "extensive on road use". Waterproof and multi-layered, the external material is treated, waterproof polyester creating an initial barrier with added protection from the 'W-Strider' internal waterproof/breathable membrane and thermal lining providing further protection. Both layers can be removed in warmer weather, to which the jacket adapts with forced air vents on the chest, sleeves and



rear; four waterproof pockets are an added plus. For added comfort Hevik has included double adjustments on the sleeves (anti-flotation), and also adjustments on the waist, wrists (straps) and on the sides. The sleeve cuffs have clips to keep the two internal removable layers in place. The jacket is equipped with standard CE protectors, fitted on the shoulders and elbows, and it also has a pocket which holds an approved back protector.



Their new Terrain trousers complement the jacket or can be purchased separately. They share the 3-layer concept needed to counteract climate changes when riding. The addition

of a breathable 'W-Strider' membrane and thermal lining protects against wind and rain, and in summer the garment can be stripped down and become cooling, thanks to its front air vents. Constructed from polyester and nylon, the trousers also have classic CE protectors on the knees and more

reinforcements on the hip area. For added comfort there are fold panels on the knees for easier movement, stretch fabric on the inside of the pant's legs, wide adjustments at the bottom of the leg with triple-strap closure and clip button waist closure.

**HEVIK Srl**  
**Brescia (BS), ITALY**  
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# WRP "Pro Bar" handlebars

Italian distributor Wind Trading is celebrating the success of the WRP "Pro-Bar" in the hands of 2015 MXGP World Champion Romain Febvre.

The company says that as one of the strongest and lightest handlebars available on the market, it is used by top motocross teams such as Team Yamaha Factory Racing, Team 24MX, Team Kemea Yamaha, and others. Made from 7075-T6 alloy, the Pro Bar handlebars feature 28.6 mm oversized tubing in the clamping area. The tapered design ensures they will withstand the hardest crashes while still offering a perfect flex ratio. They are shot peened and finished with an

anodised finish for increased surface hardness; the left grip area is knurled to prevent slipping.

The handlebars come complete with an injected polyurethane pad covered by a shiny sub-surface printed vinyl clear sheet and are available in 5 different bends, including a "Febvre Replica".

**WIND TRADING SRL**  
**Ravenna, ITALY**  
**Tel: +39 0544 64024**  
**windtrading@windtrading.it**  
**www.windtrading.it**



# Trekker Outback ATV

Italian luggage specialist Givi has turned its attention to Quad bikes/ATVs with this elegant, large 110-liter capacity piece of versatile aluminium luggage.

Though ideally designed for carrying stowage and luggage capacity, the aftermarket doesn't pay much attention to

the versatility and potential of ATVs/Quads to do so. At EICMA Givi presented this square rear suitcase, made with a fixing system designed to perfectly adapt to Quad luggage racks. The rack needs to be optimally sized to safely accommodate the Trekker Outback ATV, which takes its name, line and construction characteristics from their rear and side cases for maxi enduros.



Givi says it is a very sturdy product with convenient, watertight top opening and double-lock, making it totally reliable, even off-road, with plenty of space inside. The corners of the 890 x 175 x 420 "load eater" are plastic reinforced; there is a dust cap-protected security lock double-hinged flat lid, with four strap loops and stainless steel handle.

**GIVI Srl**  
**Flero (BS), ITALY**  
**Tel. +39 030 358 1253**  
**info@givi.it**  
**www.givi.it**



# EXAN Ducati Scrambler exhaust options

Italian exhaust specialist Andrea Nova has turned his attention to the Ducati Scrambler with new EXAN brand exhaust options.

Two silencers are available - their more classically styled Conical Type II and the more extreme X-BLACK Ages.

Both are available in Satin Steel and Black Steel - the Conical has a steel end cap, the X-Black a more radically styled rhomboid shape in carbon.

Also available, the EXAN complete system "high"



Complete system - "high" options



Silencer options

option provides a completely different, sinuous look for the Scrambler, with manifolds and fittings made in steel and silencer/end cap choices and combinations in a choice of finishes (Satin Steel, Black Steel, Titanium, Carbon etc) from their Conical and X-Black programmes.

In all cases, the weight reduction means increased performance, and the db killer can be removed for track use.



**EXAN**  
**Lissone (Mi), ITALY**  
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# Versys 650 exhaust options

A solid, medium weight bike, convincingly restyled, more versatile than in the past and, with the right aftermarket components, its "DNA" can be tweaked for improvement. So MIVV created several complete and dedicated 2 into 1 exhaust systems.

With the 2015 version of the Kawasaki Versys 650 rapidly garnering respect as a convincing all-rounder, Italian exhaust manufacturer MIVV is offering a



selection of model-specific versions of its popular OVAL and SUONO products for the "crossover" profile of the 650's growing customer base (with options for the Versys 1000 too).

The line-up includes five complete 2 into 1 system combinations that use the two ranges of silencers - each silencer with a wide range of finish options resulting in what is probably the most versatile and broad-based selection of options available from any one single exhaust manufacturer.

The MIVV OVAL is offered in standard INOX or in carbon and titanium with their unique carbon end cap design, featuring vented slits for heat dissipation and a high-tech look.

The SUONO is available in their standard INOX

configuration, and in black finished steel - a very popular look with naked style and sportbike riders. The main body is steel, with a black brushed-style finish (called "Black satin", achieved through a proprietary galvanising process) that is capped-off by inlet and outlet caps and by a carbon band.

The Black Steel version shares the same technical characteristics as the SUONO, such as sound, weight savings, materials and components.

**MIVV SPA**  
**Sant' Omero (TE), ITALY**  
**Tel: +39 0861 8120 237**  
**info@mivv.it**  
**www.mivv.it**



# Houston Amo II jacket

This black and white leather jacket is a new colour option for one of Furygan's best selling CE approved products.

The main external material is 1.4 mm full grain leather and features include Furygan's "Skin Protect" lining, approved by their R&D (Motion Lab) to reinforce leather products against tearing and abrasion. It comes with D30 homologated protectors for elbows, shoulders and back (1621-2 level 1 central back type homologated back protector fitted as standard), which are said to offer full protection without restricting



comfort and freedom of movement. The back protector pocket is compatible with the "Full Back" type level 2 D30 protector, available as an added option. Areas exposed to abrasion in a crash are reinforced with triple stitching. The jacket has a touring fit with optimal wind protection thanks to a longer back and removable thermal padded lining with aluminium inserts for maximum protection against the cold. The waterproof treated leather construction has two elastic belt-mounted connecting zips,



four pockets, waist adjusters and high tenacity BiStretch inserts.

**SAS JACQUES FURYGAN**  
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**Tel. +33 (0)4 66 38 85 85**  
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# Classic/naked bike style headlight holders

German manufacturer LSL is offering these precision-milled 90 mm headlight holders for installation on classic and naked style bikes where there is no nacelle or fairing to hide less well made components. Styled after those seen on British bike models of the 1970s, they are hand-made from stainless steel that has been polished to a satin finish after welding. The black anodised stainless steel clamps are available with or without turn signal mounts for 35 to 55mm applications. LSL, Germany; [www.lsl.eu](http://www.lsl.eu)



# Clutchtec hydraulic clutch system

Based near Barcelona, Spanish brake and cable specialist JJuan is celebrating the 50th anniversary of its 1965 establishment this year and the 35th anniversary of the start of its export activity.

Fast forward to the 21st century, and two years ago (2013) the specialist Braktec off-road brake and clutch brand it established in 2011 celebrated its first Trials World Championship, and following EICMA this year approaches 2016 with a number of important new product initiatives. JJuan established Braktec as a result of its acquisition of AJP Industrial's brake systems division.

Having secured and improved production of the AJP line to meet the demand for the products that had been so closely associated with trials and off-road brands such as Ossa, Montessa, Ducati (Mototrans), Sanglas (Yamaha) and others, Braktec was a brand re-launch to provide a platform for growth driven by new manufacturing technology and new product designs. A regular fixture at Trials, Enduro and



Motocross World Championships (and at the Dakar Rally), 2016 sees a new Braktec monoblock caliper and a new fatigue-reducing Clutchtec brand durable, precision hydraulic clutch system.

Featuring low expansion reinforced hoses and easy control of the settings, Braktec say that the latest generation clutch master cylinder is lighter, that the position of the high strength, adjustable lever is proof against temperature variations, and that the height is adjustable from the lever. The company says their testing has shown "100 percent reliability" for a system that is said to be maintenance-free. It is delivered fully assembled ready for installation and a wide range of colours are available for the lever, master cylinder and reservoir cap.

**BRAKTEC**  
**Barcelona, SPAIN**  
**+34 93 633 59 59**  
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**BRAKTEC**

# Titanium slip-on



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

Slovenian exhaust manufacturer Akrapovic has added an EC-ECE type-approved titanium version muffler to its Slip-On line. Seen here configured for the Ducati Multistrada, it is a development of the carbon fibre construction that has already been seen for several bikes since its INTERMOT 2014 launch, with a hand-crafted carbon fibre heatshield, a larger-diameter inlet pipe and an upgrade of the hexagonal carbon fibre end cap design. Titanium "considerably" reduces the weight over the stock system, and when used in combination with the optional titanium header, is said to "provide an impressive performance increase throughout the entire rev range, giving improved throttle response and offering even greater control over the power distribution". To further tune the sound, the optional header comes with a noise-reduction insert, and Akrapovic say that no remapping or other parts are needed for the install. AKRAPOVIC, Slovenia, [www.akrapovic.com](http://www.akrapovic.com)

# Scrambler ergonomics



**INTERNATIONAL DEALER NEWS**  
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Luxembourg based manufacturer Gilles Tooling has turned its precision manufacturing and ergonomic design and engineering values towards the Ducati Scrambler with these new footpegs and chain adjusters.

Described as "perfectly reinforcing the dirt tracker styling that the Ducati Scrambler embodies", their new RCT10GT-D05 changes the footpeg position via a rotating extension, so the rider can select the most comfortable for street or sport-style riding.

Adjustable toe pieces and levers have become standard features on Gilles' rearsets, with integral aluminium heel guards adding to the riding safety and long-distance riding comfort.

The Gilles chain adjuster with engraved scale helps to deliver precision chain tension to improve chain life and power transmission. An integral paddock stand adapter means the Scrambler can be lifted more easily and the axle block stays in the swingarm even when changing the rear wheel.

**GILLES TOOLING GMBH**  
**Wecker, LUXEMBOURG**  
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Gilles' investment in race sponsorship has been a classic case of demographically appropriate investment raising brand profile



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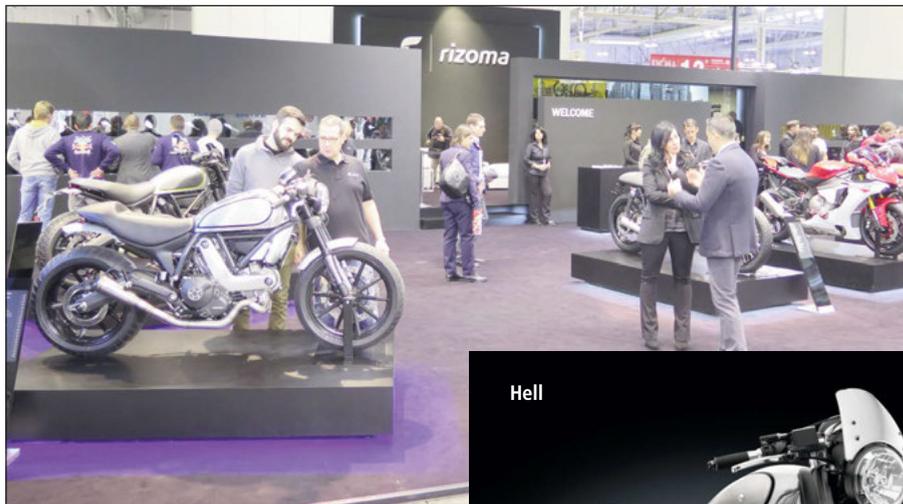
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# Rizoma Scrambler interpretations

Flat Track



Like so many, Italian parts specialist Rizoma has turned its attention to the Ducati Scrambler, with two projects unveiled at EICMA - the Cafe Racer style 'HELL' and Flat Track racer style version. Products across the two very differently styled interpretations include replacement handlebars, 1 1/8" tapered bars for the flat tracker and clip-ons with aluminium clamps for the cafe racer; gauge brackets, riser kits, handlebar end caps, grips, levers, covers, screens, fenders, fork tube guards, adjustable foot control sets, chain guards, license plate support brackets, gas caps, engine guards, axle sliders,



mirrors and more. The Ducati Scrambler is just one of the popular current production bikes to have received the Rizoma treatment - they recently also launched products for the BMW R 1200 R/GS and S 1000 R/RR.

**RIZOMA**  
**Ferno (VA), ITALY**  
**Tel: +39 0331 242 020**  
**info@rizoma.com**  
**www.rizoma.com**

Hell



## 'Tractionator' Adventure and GPS tyres



Following the launch two months ago of their new 'Arena' and 'Xtreme' Hybrid tyres comes news of two new street-able off-road tyres from the specialist Australian manufacturer.

Motoz say their 'Tractionator' Adventure tyre has been designed "by off-road riders, for off-road riders", and that up to 25 percent stronger than many other adventure tyres, it delivers "serious off-road traction".

It is offered in two different compound choices - '4-Seasons' and a 'Summer' compound for hot conditions. The tread is designed to self-protect for long mileage and superior off-road cornering.

As its name suggests, the 'Tractionator' GPS is an adventure tyre for GPS-equipped riders. Motoz say "long mileage, serious traction and smooth

transition from pavement to gravel to dirt, the GPS does it all, and well".

It is a reversible tyre to suit all conditions - either 50/50 pavement/off-road, or, fitted the other way round, mostly off-road. In 50/50 direction the GPS is described as a "well behaved street-able tyre with smooth cornering transition from centre to cranked all the way over. In the mostly off-road direction the aggressive straight-line hook-up and cornering drive is engaged".

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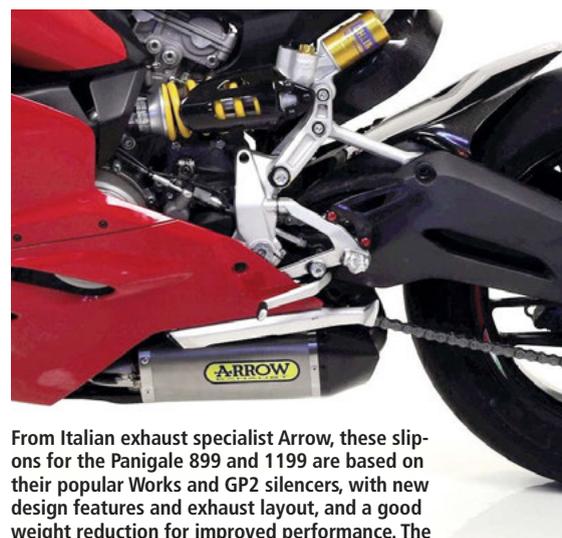
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GPS



## Panigale power increase choices



From Italian exhaust specialist Arrow, these slip-ons for the Panigale 899 and 1199 are based on their popular Works and GP2 silencers, with new design features and exhaust layout, and a good weight reduction for improved performance. The exhaust gases pass through the left silencer to be redirected to the right-hand one with a C-shaped link pipe, therefore only the right-hand silencer has an exit pipe. Arrow says this was the key to reduce the weight and dimensions; the 899 scored 134 PS at the rear wheel in racing version (an increase of 5 PS over OE exhaust), with the 1199 reaching 174 PS - an improvement of 6 PS over the OE system. Available as homologated Works silencers with carbon end cap or GP2 silencers in titanium for the original collectors, or as a GP2 "Dark" silencer for the original collector in steel. ARROW, Italy; [www.arrow.it](http://www.arrow.it)

# SG-12 off-road boot from Gaerne

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



The new SG-12 off-road motorcycle boot from Gaerne incorporates a patented "revolutionary new dual stage pivot system". The first pivot is attached to the "Razorback" and provides a rigid component that offers strong lateral support; a glide plate keeps the upper in a firm and upright position. The second pivot is fixed on a sliding glide that allows the rider's foot to feel in a natural position while on the footpeg in shifting or breaking mode - it will also "bottom out" and absorb shock when "over-jumping", or in case of unwanted compression. The all new rubber "Grip Guard" offers heat-resistant padding against the inner leg, and a new thermoplastic shin plate is anatomically shaped for a perfect fit. By removing three screws, the rider can also make the opening wider to accommodate a bigger leg or knee brace. The SG-12 utilises four lightweight alloy buckles that attach to an adjustable strap - a "tried and tested" system that gives the rider an easy-in/easy-out non-failure system.

Made of a new Swiss breathable fabric called Acronos, the gaiter is extremely stretchy, but has the perfect shape to keep sand and debris

out. On the inside is the famous "Gaerne Memory Cell Foam", known for its comfortable feel and fit. The new heel cup has been designed to absorb shock in case of rear compression, and a new toe box design features a slimmer shape in the toe area for an improved feel of the shift lever and bike controls. The entire area is wrapped by a new plastic material, which is lighter and provides improved comfort and feel.

The all new shaped toe cap has been redesigned and reinforced to "provide a new and "tougher" look". The sole of the SG-12 has a new design but still uses the Gaerne "Dual Composite" anti-shock rubber that has made Gaerne soles well regarded by riders everywhere. Inside the boot is an all-new footbed, which has been specially moulded to correctly support the foot, and in the rear portion of the footbed, a new shock-absorbing material has been used for ventilation built-in at the front. Colour options are black, white, blue, green, orange, yellow, red.

**GAERNE SpA**  
Coste di Maser (TV), ITALY  
Tel. +39 0423 923169  
[gaerne@gaerne.com](mailto:gaerne@gaerne.com)  
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# KICKSTART MY HEART



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In the picture:  
"Giulia" art.HJS304FB for women  
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# GTRS Carbon Race Tech and Vintage tri-composite

Among the new helmet models presented at EICMA by Portuguese helmet manufacturer CMS Helmets was their latest GTRS Carbon Race Tech, fully constructed from large multiaxial carbon fiber, based on s-matrix technology. This new development comes from a technological process that combines multiaxial special wide weave carbon fibre, optimising resistance, lightness and flexibility. The inner lining is fully removable and washable,



using Sanitised technology with hypo-allergenic, anti-bacterial and anti-fungal properties. The new GTRS tri-composite was unveiled in a variety of graphics and colourways and the brand also increased its vintage collection, with the Vintage Sportster, Roadster and Legend designs inspired by retro designs of the 60s and 70s.

**CMS HELMETS**  
**Avelas de Caminho, PORTUGAL**  
**Tel: +351 231 510 400**  
**info@cms-helmets.com**  
**www.cms-helmets.com**



# EXO Series severe-duty exhaust wrap



Design Engineering Inc. (DEI) has released an enhanced version of its award-winning thermal barrier products with their new EXO Series exhaust wrap.

Designed to hold-up against the rigours of off-road and extreme-duty use on and off highway applications, this new wrap is a dual-layer design, using a combination of hi-temp glass fibres covered with a 304 grade stainless steel exoskeleton.

This unique construction maintains good heat protection while offering superior abrasion and impact protection. DEI's unique Air Gap Technology keeps direct contact of the glass fibre off the hot surface, maintaining an insulating air barrier.

Despite its "burly" appearance, the EXO Series weighs nearly the same as their existing wraps and comes in a special 1.5" (38mm) width, making it easy to install on motorcycles, ATVs, UTVs and other vehicles with tight radius exhaust bends. In addition, the stainless steel exoskeleton layer ratchets together when overlapped, saving time and making installation much easier. "There has been strong demand from customers looking for an exhaust wrap solution that holds up better in extreme riding environments and high-performance or severe duty applications such as high mileage heavyweight touring. We are excited to be the first in the industry to offer such a solution", said DEI Powersports Brand Manager Brian VanKoeving. Each kit includes a 1.5" x 20 foot (6m) roll of wrap, stainless steel locking ties and installation tool.

**DESIGN ENGINEERING INC**  
**Avon Lake, Ohio, USA**  
**Tel: +1 440 930 7940**  
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# X-Pro silencer for Scrambler



Italian exhaust manufacturer Giannelli has released its X-pro silencer for the 2015 Ducati Scrambler. Made in stainless steel (silencer, end cap, internals, mid-pipe and mounting clamp) with black coated 270mm silencer body, it is equipped with baffle/db Killer, and at just 1.3 kg delivers a 3kg weight reduction over the stock exhaust. Dyno tested at 72hp at the rear wheel, it improves stock exhaust rear wheel power delivery by 4hp; meets 97/24/EC/9. GIANNELLI, Italy; [www.giannelli.com](http://www.giannelli.com)

# Barracuda mirror styles and LED indicators

Italian parts designer Barracuda has introduced stylish new 'Alux' ('Aluminium Luxury Project') mirrors and indicators in a selection of colours for most popular makes and models of bikes, and also its 'Skin Project' programme of aerodynamic aluminium mirrors for Naked and Racing style models.

Available from February 2016, 'Alux' E-marked universal fit LED indicators are available in two distinctive styles - 'X-LED' and 'Z-LED' - and four anodised colours: silver, gold, black and blue.

Three styles of 'ALUX' universal fit E-marked mirrors are offered - Z-Version, X-Version and Sintesy - in five different anodised colour combinations.

Also seen here, the Barracuda 'Skin Project' has been developed as a unique aluminium finish that gives an "aerodynamic appearance and sleek touch". The 'SKIN' mirrors are sold in pairs, available in four different anodised colour combinations and a selection of designs that are universal for all popular makes and models of bikes.

Other recent developments from the Florence based company include universal 38mm and 50mm oil reservoirs in a choice of colourways and a new line of exclusive customising accessories for the MV



Alux mirror, X-Version



Agusta Stradale 800, including a model-specific windshield, licence plate, levers and chain guard as well as universal items such as mirrors, grips, vibration dampers, handlebars, indicators and more.



Alux Z-LED indicator

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This INTERNATIONAL DEALER NEWS INDEX is a complete listing of all the items in this edition. It includes all our advertisers and the product, feature and news items published this month. The INDEX will act as a quick reference guide, and will be useful when searching this and other editions either for contact details for a particular company, or for a specific item that has appeared. The INDEX appears in every edition of IDN.

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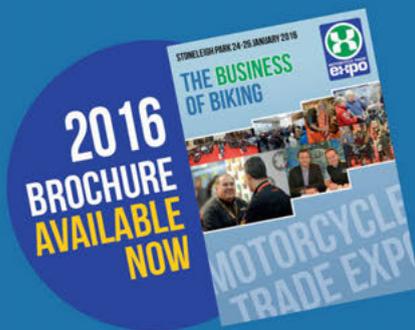
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**NEWS BRIEFS**

**American Honda has issued a recall affecting 145,000 GL1800 'Gold Wings' from 2001 and up for a potential brake problem.**

Former Harley CEO Keith Wandell has joined the Board of Dover Corporation. Dover is the diverse \$7.8 bn turnover owner of Performance Motorsports Inc (PMI), itself the owning division of such well known powersports industry names as Wiseco, JE Piston and Pro-X in The Netherlands. For the nine months to September 2015 Dover group sales revenue was off by -9 percent YTD.

**In a potential parallel to the motorcycle regulatory landscape breakthrough seen recently in Europe, the US Congress has included a relaunch for the Federal Motorcycle Advisory Council (FMAC) in a recent highway legislation bill. The FMAC is tasked with regulatory scrutiny and making motorcycle enabling policy and infrastructure recommendations to the Secretary of Transport.**

The latest data released by the MIC in the United States (Motorcycle Industry Council) puts domestic US motorcycle sales up by +4.7 percent for the period January to September 2015 (413,128 units - on and off highway, dual sport and scooter). ATV sales were pretty much flat at +0.9 percent (164,491 units).

**Bike und Business awards**



German motorcycle industry trade magazine Bike und Business, edited by Stephan Maderner and published by Vogel Auto Medien GmbH, held their annual "Dealer Day" at their Wuerzburg headquarters in November.

An annual highlight of the event is their prestigious Motorcycle Dealer of the Year award for Germany, Austria and Switzerland, chosen from independent nominations (132 this year) by a panel of industry experts, and this year the award went to one of Germany's northernmost motorcycle dealer, Motorradtechnik WilhelmSEN of Oeversee, Schleswig-Holstein (near Flensburg and the Danish border, north of Hamburg).

No strangers to the event, the company were nominated as Northern Germany Dealer of the Year in 2011, WilhelmSEN are a BMW, Triumph, Can-Am and KTM dealership, widely admired for their media and outreach programmes and ability to turn their customer base into a community with a shared passion for two wheels.

Second were Motorrad-Center Altendiez, a BMW, Ducati, MV Agusta and Honda dealer near Limburg (between Frankfurt and Koblenz), and third were GST Berlin, a KTM/Husqvarna dealer.

Another award made on the evening was for export achievement, a Bike und Business award in conjunction with International Dealer News, this year won by TRW of Lucas brake pads fame.

Other awards included Best Brands, with Harley-Davidson recognised as best volume manufacturer, Victory as the best "niche" brand and Kymco as the best scooter brand. Bridgestone took the Best Tire Manufacturer award, Matthies of Hamburg (owner of the Larsson network) were recognised both as the best workshop equipment vendor and the best full-



TRW, pictured here with Brembo, won the International Dealer News Bike und Business export achievement award.

range vendor; Schubert took top honours in the motorcycle helmet category; with Germot scooping the award in the apparel section.

Business Dealer Day and their 7th annual industry symposium will be held in Wuerzburg on November 24th.

Next year's 12th annual Bike und

[www.bikeundbusiness.de](http://www.bikeundbusiness.de)



The Bike und Business Dealer of the Year for 2015 is Germany's northernmost motorcycle dealer, Motorradtechnik WilhelmSEN.

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