

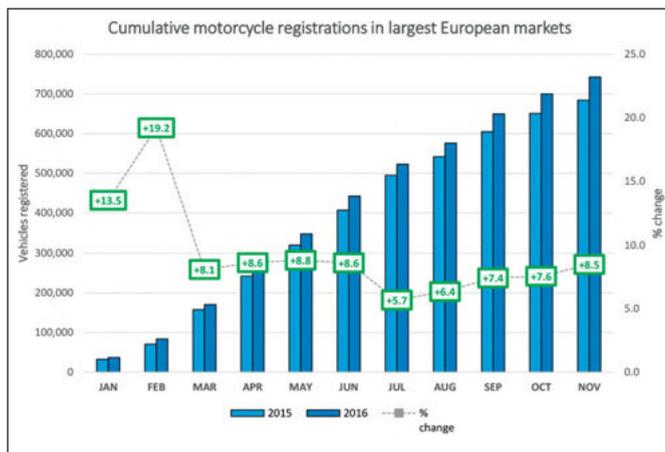
INTERNATIONAL DEALER NEWS

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FEB/MAR 2017
ISSUE #135

EU motorcycle registrations +8.3 percent for the first 11 months of 2016 (Jan-Nov)

The latest data released by ACEM (the Brussels based international motorcycle trade association) shows new motorcycle registrations at +8.3 percent for the period January to November 2016, at 918,540 motorcycles (against 848,503 during the same period of 2015). Year-on-year motorcycle registrations increased in all of the largest European markets, including Italy (+11.4%, 186,203 units), Spain (+12.2%, 139,118 units), UK (+8.5%, 109,715 units), Germany (+7%, 157,156 units) and France (+3.5%, 150,323 units). In total PTW (Powered Two-Wheeler) terms, ACEM say that at least 1,209,006 powered two and three-wheelers were registered during the first 11 months of 2016 in the EU. This represents an increase of 5.4% compared to the 1,146,948 vehicles registered during the same period of 2015. Registrations performed positively in all



of the key European markets, including Italy (+9.8%, 209,147 units), Spain (+11.7%, 154,869 units), UK (+7.1%, 117,647 units), Germany (+4.7%, 186,519 units) and France (+2.1%, 232,715 units). Moped registrations were -2.7% for the period to November 2016 at 290,466 units compared to 298,445 registered

during the same period of 2015. Moped registrations increased in Spain (+8.1%, 15,751 units) and the Netherlands (+3.4%, 64,618 units). They remained stable in France (-0.1%, 82,392 units,) but declined in Italy (-1.9%, 22,944 units), Germany (-6.1%, 29,363 units) and Poland (-14.1%, 23,255 units).

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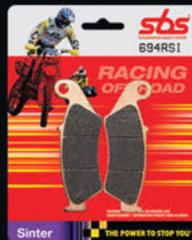
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COMMENT: URBANISATION, OUTREACH AND INNOVATION 4

Robin Bradley on how we got to where we are in terms of middle single digit new motorcycle registrations growth in most of Europe's 'major' markets, but says the industry needs to stay focused and keep up the momentum

PROGUIDE

20-43



Urbanisation, outreach and innovation

We were still waiting for ACEM to confirm the final sales results for Europe for the 2016 full year period as this edition went to press, but based on their statistics to the end of November 2016, it looks like new motorcycle registrations in Europe will have grown by around +9 percent by the end of the year.

That said, the figures for the first 11 months of 2016, to November (as seen on the front cover of this edition of IDN), may be a better guide to what really happened for the year. Those figures show growth of +8.3 percent, and though somewhat affected by the advance registrations of Euro 3 inventory (before the new regulations came into effect on January 1st), they aren't as hugely distorted in the way that the December statistics are for markets such as Germany, UK, France and Spain.

As the dawn of the Euro 4 era loomed large in the mirrors, OEs and dealers sought to make sure that unsold carry-over inventory was securely pre-registered by the December 31st deadline, so it could still be sold in 2017, even if at a discount and, technically, as pre-owned machines.

Whether or not it will prove to have been a financially viable exercise in registration and regulation manipulation remains to be seen. The experience of the past decade appears to suggest not. It has been a decade in which emissions compliance (and safety) have matured as factors that play well among new consumer groups – especially the increasingly important new generation younger rider and family riding consumer groups.

It may be then that manufacturers (and some of their dealers in some cases) may just have to suck it up and “take a haircut” on this occasion where the “unsolds” are concerned.

We need not let that detract from the good news though.

Deck the Hall with boughs of holly, sing it loud and sing it proud – 2016 has been our third straight year of meaningful growth in new motorcycle registrations (even if lower value PTWs remain soft) following the bottom of our excruciatingly wide U-curve having been traversed at a nadir of 781,762 units in all European markets (EU and EFTA) in 2013.

As Stephan Schaller and Antonio Perlot (ACEM President and General Secretary respectively) would no doubt immediately point out, that still leaves us with around half the size of the market we had before the banking industry got caught with their balance sheets trapped in a black hole.

Having managed to turn the machine around and start it moving in the right direction, the momentum must be maintained and the road continuously ploughed to give our industry the clearest possible run at exploiting the issues such as congestion, handling, ergonomics, emissions and safety that continue to become our friends rather than our weaknesses as we seek customers new.

With most of the market's principal players, including those from Japan, either starting to show the signs of turn-around or, in the case of the likes of BMW, Ducati, KTM and others, piling up the records, it is timely to reflect that actually, just as it is with dealerships (franchise and otherwise) and aftermarket parts and accessory vendors, the number of fatalities we have seen has been irrationally low in real terms – relative to the wholesale slaughter of a greater than 50 percent loss of the most valuable sales.

There have been casualties - Victory and EBR (again) just recently – and the small displacement manufacturing sector (especially in Spain) has had a torrid time of it, as has the United States.

The market in the U.S. started to recover from the recession, with three or four years of modest overall annual unit growth for domestic manufacturers and importers. Indeed, Harley-Davidson and Polaris saw their share prices recover from around \$8.00 in late 2009 to the dizzy heights of around \$70.00 and \$135.00 or more respectively; until that recovery started to stall around 36 months ago.

Polaris' decision to drop Victory production in favour of better ROI chances with Indian, and Harley's stated aim of injecting 50 new models into their offer in the next five years, are both dramatic steps from manufacturers who are quite openly targeting international sales as their lifeboat, just as Triumph, Ducati, KTM and BMW in particular look to grow increased shares in the sectors of American consumer demand that the domestic manufacturers fail to speak to.

There have been demographic changes in the USA, but they are not yet the same ones that have been seen in Europe. The USA continues to lag where the impact of the ever more intense urbanisation is concerned. It will come though. With the OECD projecting that 70% of the world's population will be living in urban areas by 2050, it is a bullet that manufacturers there won't be able to duck, even in the wide open spaces of their continental sized market.

Increased urbanisation in the United States, and the gradual domination of more environmentally conscious generations of consumers, may well be among the factors that finally see the U.S. market brake the shackles of an historically static less than 4 percent of those of riding age owning or using a motorcycle, compared to Europe's nearly

10 percent.

The changes that have been shaping riding in the United States this past decade have, so far, manifested as a belated recognition that the discretionary leisure Dollars that women, Hispanics, African Americans and other previously overlooked so-called minority customer groups have at their disposal are just as green as anyone else's, and work just as well in the market's cash registers.

Our trade associations (the IVM in Germany especially) and manufacturers have been doing a good job where “outreach” is concerned, but they can never do too much. We need to wake up and realise that only 50 percent of our potential customers can even grow beards.

Wherever we do find the energy to fuel the momentum, the importance of OE innovation and investment remains as ever critical. In Europe, in particular, and in Munich and Bologna especially, the OE's refusal to reach for the R&D off-switch during the recession has, frankly, saved our asses!

“only half can grow beards”



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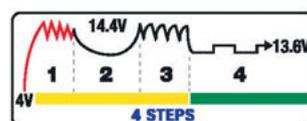
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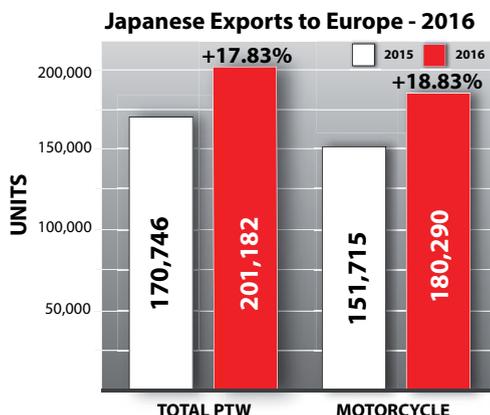
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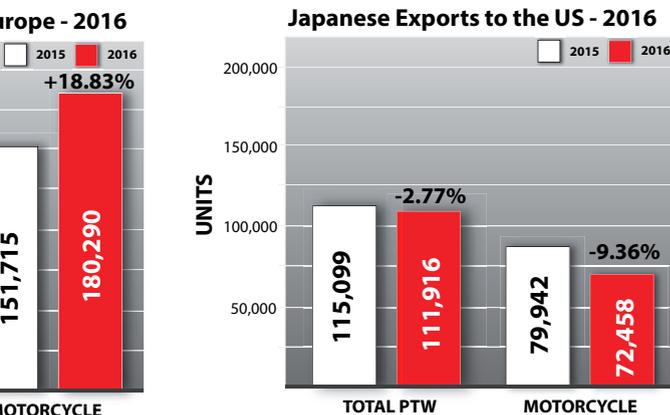
Japanese made motorcycle exports to Europe +18.83 percent for 2016

The latest data released by JAMA (the automotive trade association in Japan, which includes representation of motorcycle manufacturers among its membership) shows exports of 250cc+ Japanese made motorcycles to Europe up by +0.86 percent in December (22,589 units), having been up by +18.97 percent in October and a massive +60.46 percent in November (presumably as uncleared Euro 3 compliant cross-over inventory was cleared for pre December 31st deadline registration in Europe).

For the full year motorcycle exports to Europe were +18.83 percent at 180,290 units for the year – the best full year performance experienced by the Japanese factories in Europe since the 201,000 exported in 2010, but still a long way south of the 420,000 exported in 2007 and 461,000 in 2000. Japanese manufactured total PTW exports to Europe were -0.28 percent in December at 23,914 units, having been a theoretical +61.40 percent in November (see above). They are running at +17.83 percent for the full year at 201,182 units in total – the

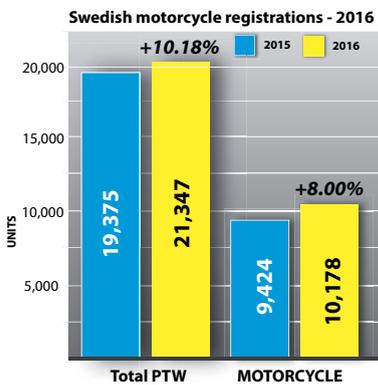


best annual number for Japanese made PTW exports to Europe since 2010 (228,722 units). Motorcycle shipments from Japan to the USA were +10.25 percent in December 2016 (8,533 units), but were -9.36 percent for the full year at 72,458 units for the full year; worldwide Japanese made motorcycle exports were +2.34 percent for the year (322,602 units). Total worldwide Japanese



manufactured PTW exports were +2.61 percent for the full year 2016 at 428,619 units – their second lowest in the 21st century, having appeared to have bottomed out at 417,000 in 2015; they peaked at 1.641m units in 2000. The increasing number of units being made by the Japanese manufacturers elsewhere in Asia, the US and South/Central America goes some way to explaining the data, though the

majority of higher value larger displacement Japanese brand machines, especially those being sold in Europe, are still made in Japan. Their overseas factories are primarily engaged in making and selling scooters and smaller capacity units in 'emerging' markets (where import tariffs are high) and in making ATV/UTV units - especially in the United States, where demand for such machines is strongest.



Swedish motorcycle sales +8 percent in 2016

The latest data from McRF, the Swedish motorcycle industry trade association, shows new motorcycle registrations at +8.00 percent for the full year 2016 at 10,178 units. In total PTW terms, registrations for the full year were +10.18 percent at 21,347 units; moped registrations were +12.2 percent for the

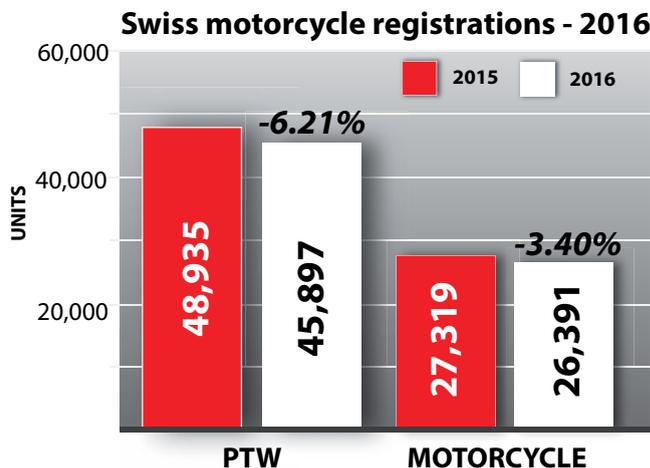
year at 11,169 units. The first data for January 2017 suggests that the upward trend continues in Sweden (2,383 total PTW units registered), with the trade association saying that the cleaner Euro 4 models are expected to prove popular with environmentally conscious Swedish consumers.

This year's MC Massan Swedish motorcycle show at Stockholm at the end of January is being reported as being a success, with the Swedish trade association citing an attendance in the region of 53,000 visitors. In 2018 the show will return to Gothenburg, from January 25 to 28.

Swiss motorcycle registrations -3.4 percent 2016

After having been up by over +17 percent in 2015, the latest data from the motorcycle industry trade association in Switzerland (MotoSuisse) shows new motorcycle registrations there down by -3.4 percent for the full year in 2016 at 26,391 units. Interestingly in a market that was not subject to the Euro 3 inventory carry-over issue, December sales were a more realistic -1.89 percent on low volumes (466 units). YTD at 25,362 units; and down by -8.33 percent in October on very low volumes (869 units). In total PTW terms, the market in

Switzerland was down by -6.21 percent at 45,897 units for the full year 2016. In motorcycle market share terms, Yamaha had top spot having sold 4,803 units, with BMW second (3,485 units), Harley-Davidson third (3,032 units), Honda fourth (2,701 units) and Kawasaki fifth (2,399 units). Yamaha's MT-07 was the top seller in Switzerland in 2016 (935 units), with their MT-09 in fourth (526 units) and MT-09 Tracer sixth (526 units). The BMW R 1200 GS was second best seller in Switzerland in 2016 (678 units), with Honda's CRF 1000 'Africa Twin' third (641

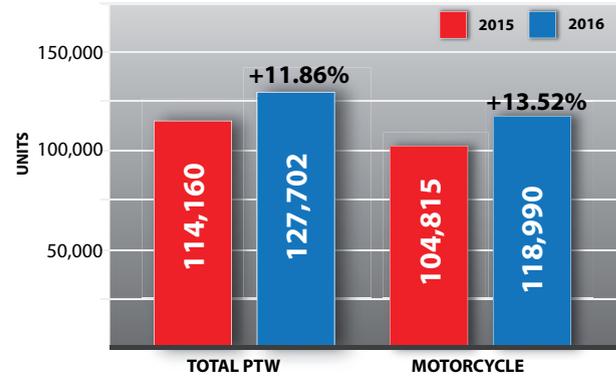


UK motorcycle registrations +13.52 percent for 2016

The latest data released by the MCIA, the motorcycle trade association in the UK, shows new motorcycle registrations +13.52 percent for 2016 at 118,990 units – a fifth straight year of growth for the UK market and the best annual market performance since before 2008. In total PTW terms the UK market was +11.86 percent for 2016 at 127,702 units – a third straight year of growth and also

the highest annual market performance since before 2008. As elsewhere in Europe, December “sales” were inflated by pre-end-of-year registrations of Euro 3 inventory before the new Euro 4 regulations took effect on January 1st. New moped registrations in the UK were down by -6.77 percent in 2016 at 8,712 units for the year, and scooter registrations were -6.8 percent for 2016 at 8,712 units.

UK registrations - 2016

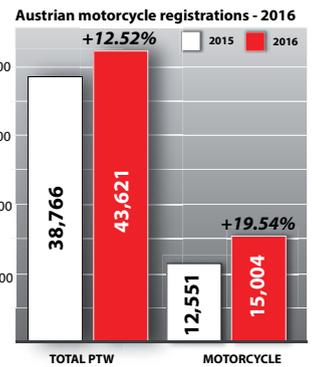


Austria launches E-bike incentives with motorcycle registrations +19.54 percent for 2016

The latest data released by the motorcycle trade association in Austria (Arge2Rad) shows registrations of new motorcycles of over 125cc up in the fourth quarter of 2016 (+177.25 percent!) as unsold Euro 3 compliant 2016 carry-over inventory was pre-registered to beat the December 31st deadline. Nonetheless 2016 was a better year for Austria (the market was flat in 2015 at 12,551 units) with new motorcycle registrations for the full year up by +19.54 percent at 15,004 units – of which prior year trend data suggests some 1,500 units may have been carry-over “unsold”.

In total powered two-wheeler terms, registrations were up by +100.64 percent for the second quarter of the year in Austria (!), at 5,969 units, and are +12.52 percent (43,621 units) for the full year. In other news, effective January 1st 2017, Austria became the second country in Europe (after the UK) to launch an e-mobility purchase incentive programme. Austrian consumers will be able to benefit from up to €75,00 of subsidy and discount as part of a €2m E-two-wheel transport project for the promotion of electromobility in Austria by BMLFUW, bmvit and auto-importers in the period 2017-2018. The Austrian Ministry of the

Environment and Transport, in collaboration with Arge2Rad, doubled the federal government’s €75,00 incentive per e-moped and e-motorbike. The incentives apply to private individuals, companies, municipalities and associations in Austria. At the time of reporting (early February 2017) it is said that more than 700 E-bikes have already been sold this year. Manufacturers such as KTM and other well known brands are partners in the joint funding initiative with the Ministry of the Environment and Transport. There is no surprise that KTM is market share leader in its home market with



its 2016 sales of 5,677, being up nearly +60 percent on its 3,575 sold in 2015. Honda is second (3,121 units); Yamaha 3rd (2,680); BMW 4th (1,817 units), with Harley-Davidson 5th (1,142 units).

Italian motorcycle registrations +21.49 percent for 2016

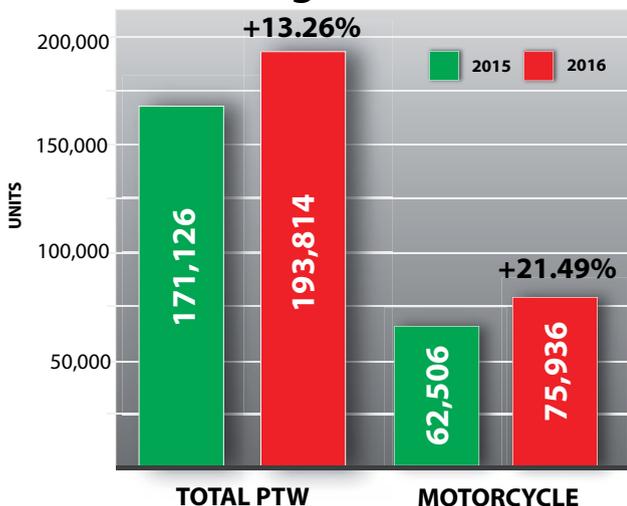
According to the latest data released by ANCM (the Milan based motorcycle industry trade association for Italy), new motorcycle registrations were up by 128.12 percent in December 2016, at 3,707 units

as manufacturers and their dealers pre-register units in advance of statistical and regulatory cut-offs. For the full year, motorcycle registrations in Italy were +21.49 percent at 75,936 units,

a third straight year of growth. In total PTW terms December registrations were +75.83 percent in Italy at 8,621 units and +13.26 percent for the full year at 193,814 units – also a third straight year of growth, the Italian market having fallen to 153,933 total PTW registrations in 2013. Scooter registrations were +117.88 percent for 2016 at 117,814 units; the top sellers were Honda’s SH 125/150/300 series, achieving sales of 24,868 units between them, with Kymco’s Agility 125 R16 (4950 units) ahead of Piaggio’s Beverley 300 and Liberty 125 ABS in their home market (4,421 and 3,920 units respectively) and Yamaha’s TMax 500 (3,870 units). The top selling motorcycle in Italy in 2016 was BMW’s R 1200 GS (3,329 units), followed by

Honda’s Africa Twin (2,840 units); Yamaha’s MT-09 Tracer (2,609 units); Honda’s NC 750 X (2,355 units) and Ducati’s Scrambler 800 (2,264 units). The Italian market is seeing the same trend towards middleweight motorcycles that is apparent right across Europe with the 751 – 1000cc sector the fastest growing, in percentage terms, at +20.83 percent (22,013 units). Naked/“traditional” style bikes are the largest sector in Italy, with 26,387 new models sold (+23.26 percent), with Enduro style models being the fastest growing of the “major” sectors in styling terms (25,668 units/+31.49 percent); the sportsbike market in Italy was actually down a little (-0.88 percent) at 3,949 units; custom bikes were +12.3 percent in Italy in 2016 (6,923 units).

Italian registrations - 2016



German motorcycle registrations +15% for 2016

The latest data released by the motorcycle trade association in Germany (IVM) shows new motorcycle registrations for 2016 up by +15.01 percent at 117,587 units – the best annual market performance in Germany since before 2008.

As elsewhere, the December data is affected by OEs and their dealers pre-registering existing Euro 3 compliant inventory in advance of the new Euro 4 regulations becoming mandatory for all newly registered motorcycles in January 1st 2017 – something that has been seen in the data throughout Europe in the final weeks of 2016.

In total Powered Two-Wheeler terms (PTW) the German market was +14.81 percent for 2016 at 172,846 units – also the best German market performance since before 2008.

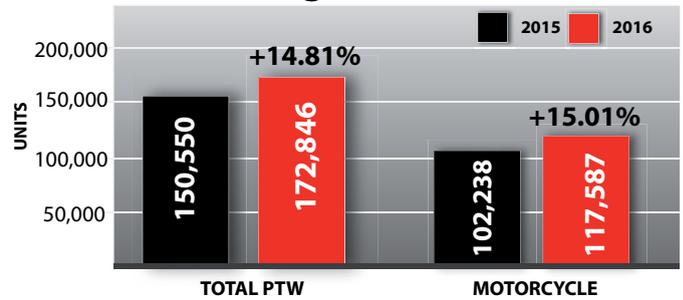
The top-selling motorcycle in Germany in 2016 was BMW's all conquering R 1200 GS, with 6,932 units sold. Yamaha's MT-07 was second (3,398 units), followed by the Kawasaki ER-6n (2,629 units), BMW's R nineT

(2,563 units), and Honda's CRF 1000 'Africa Twin' was the fifth most popular new motorcycle in Germany in 2016 (2,295).

With seven models in the list of the top-20 best sellers, it is no surprise that BMW is motorcycle market leader with 23,399 units sold there in 2016 for a 19.90 percent market share – although that is a tad down (in a growing market in Germany) from the 23.17 percent market share that sales of 23,690 units scored for them in 2015.

Yamaha is second with a 12.09 percent market share (14,217 units sold), but the really interesting news, especially where confirmation of the widespread and ongoing trend towards premium price larger displacement machines is concerned, is that Harley-Davidson have taken 3rd spot in the German motorcycle market with their sales of 13,096 units, earning an 11.14 percent market share – ahead of (in order) Honda, KTM, Kawasaki, Suzuki, Ducati and Triumph.

German registrations - 2016



Harley's success no doubt goes a long way to explaining why the 'Chopper' sector was Germany's fastest growing motorcycle market sector by style of machine, being +29.36 percent over its 2015 importance to the market there with 16,175 units sold, in total accounting for 13.76 percent of the German market in 2016.

The largest market sector in Germany by machine style in 2016 were sportsbikes, 28.67 percent of the market (33,717 units), followed by Enduro bikes, 24.45 percent of the market (28,750 units), and so-called "Classical" bikes

(traditional/naked) accounting for 21.40 percent of the German motorcycle market in 2016 (25,163 units).

In total market share terms (sales including all PTWs such as scooters and mopeds as well as motorcycles) Yamaha was "Top Dog" in Germany in 2016 taking a massively improved 14.06 percent market share (24,303 units sold), with BMW second (13.88 percent overall market share, 23,987 units sold) and Honda 3rd (11.64 percent, 20,113 units sold), followed by (in order) KTM, Harley-Davidson, Piaggio, Kawasaki, Suzuki, Ducati and Triumph.

Polish new motorcycle registrations reported as +8.27 percent for 2016

It may have a lot to do with Euro 3 carry-over inventory being pre-registered in December, but according to the latest statistics released by the motorcycle industry trade association in Poland (PZPM), the number of new motorcycles registered there in December was up by +158 percent at a largest-month-of-the-year 5,129 units, to see the annual figure show a Poland with a misleadingly strong return to growth for the year – some 25,844 new motorcycles.

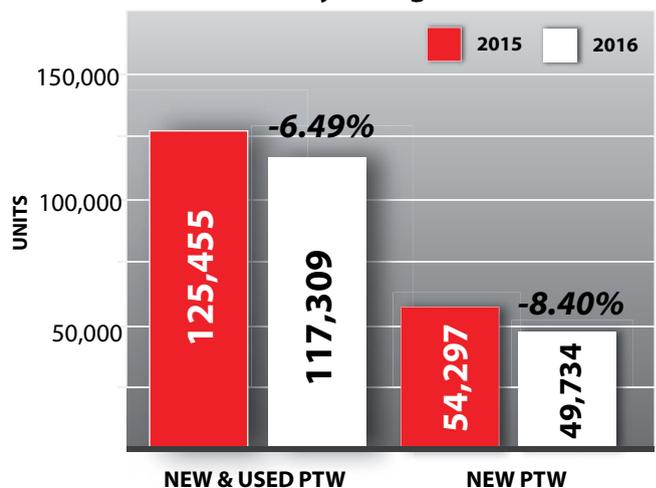
In fact, based on the slow sales trend seen on October and November, the likely real figure was around 21,000 units for a market – down, in new motorcycle registration terms at least, by around 6 percent year-on-year; though that only translates to some 2,500 units less than in 2016. New moped sales were down in November and December again, as they have been all year in Poland; but market decline in Poland appears to have continued to lessen as the year has gone on, with the moped market being -

21.48 percent for the period January to December 2016 at 23,980 units, compared to 30,427 in 2015.

In terms of total new PTWs (mopeds, motorcycles and other units combined), sales were theoretically up in December due to that Euro 3 carry-over inventory issue, but at -8.40 percent for the year (49,734 new units in total) the market ended the year with the decline at its lowest level of the year.

However, new model registrations are only part of the story where the Polish market is concerned. Poland is an important market for pre-owned vehicles – and they provide valuable service, maintenance and PG&A income for Poland's authorised and independent motorcycle shops and the vendors they buy from. New and used motorcycle registrations combined were up by +1.43 percent for the year at 83,298 units. Though the carry-over inventory registrations have distorted the comparisons for now, as registered units that are

Polish motorcycle registrations - 2016



already in the country, they won't show up a second time in the pre-owned first registration statistical cycle.

The total number of new and used/first registered PTWs of all kinds, including the pre-registrations of carry-over Euro 3 inventory in Poland, was down by -6.49 percent at 117,309 units for the year; this rate of decline again being the lowest of the year. Comparisons with Europe's other major markets are difficult, because this is the only large

market in Europe where imported used vehicles are recorded in such numbers – but they are mostly higher value, larger displacement machines, so their importance to the parts, accessory and service items/workshop revenue markets in Poland should not be underestimated.

In fact, we can say that Poland is the EU's 9th largest market for new motorcycle registrations and the 7th largest total new PTW market, according to ACEM statistics.

Motorcycle registrations up in 2016, further growth predicted for 2017

According to the latest data available from ANESDOR, the motorcycle industry trade association in Spain, new motorcycle registrations for 2016 were up by +17.08 percent at 154,074 units. This is the best result since 212,467 motorcycles were registered in 2008, and the third year of sustained growth since the low of 87,498 motorcycles were registered in 2013.

As has been seen elsewhere in Europe, registrations in the final two or three

months of 2016 do not necessarily reflect sales as manufacturers and their dealers advance-registered existing Euro 3 compliant inventory in advance of the December 31st cut-off – Euro 4 compliance became mandatory for all new motorcycle models throughout Europe effective January 1st 2017.

There were 171,304 PTWs registered in Spain, an increase of +16.07 percent over 2015. This represents the best performance since 177,563 units were

registered in 2009, and the third year of sustained growth since the market low of 102,580 registrations in 2013. For context however, there is some way to go before returning to pre-recession levels, which saw 395,653 PTWs registered in 2007.

Moped registrations in Spain were +7.70 percent for 2016 at 17,230 units. High displacement motorcycles saw the fastest growth of 21.6 percent, with 62,625 units registered in 2016.

Over the last 6 years, the total number of motorcycles on the road in Spain has increased by 10 percent, from 2,311,346 in 2007 to 2,996,212 in 2015. The number of 7-year-old+ motorcycles has grown by 62 percent during that period. The average age of motorcycles is 14.7 years, which compares unfavourably to other countries such as the UK (13.7), France (10.5) and Italy (8.6) – ANESDOR are advocating incentive plans for new motorcycles.

ANESDOR's sustainable plan for the future includes increased availability of parking for motorcycles, improved visibility at intersections, create and expand the advanced stop zone (and facilitate filtering), excluding motorcycles from pollution-related

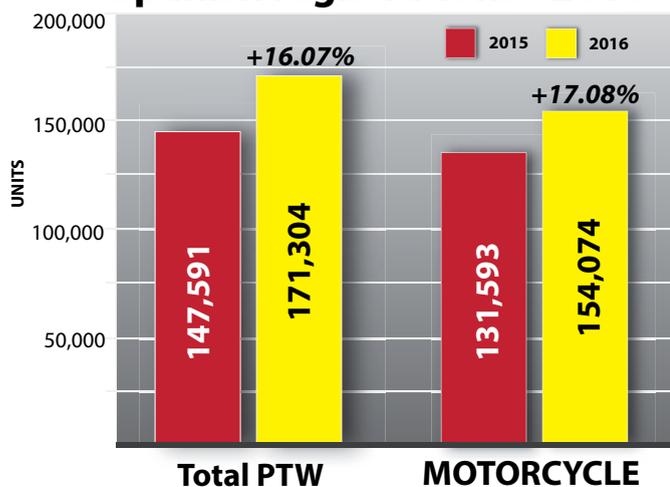
movement restrictions, improving the taxation on bikes (Spain has the highest taxation for 250-500cc motorcycles in Europe), asphalt maintenance campaigns and promoting campaigns for harmonious cooperation between all types of road users.

ANESDOR Secretary General, Jose Maria Riano, said that "2016 has been a year of consolidation of the positive trend of PTW growth". He added that "growth is influenced by the change in European emissions regulations for motorcycles, with Euro 4 having an effect on very strong growth in recent months".

He went on to highlight the positive contribution of the motorcycle in urban mobility: "The evolution of the market indicates that the motorcycle is chosen by millions of people for their daily commutes, and increasingly by logistics companies. This choice derives from the growing awareness about lower environmental impact among other factors".

Looking ahead, ANESDOR predict a 3 percent growth in 2017 and expect to register 176,500 units (157,700 motorcycles and 17,800 mopeds), in spite of the adverse effect of Euro 4 regulations.

Spanish registrations - 2016



Australian sales in 2016 best for seven years

The latest data released by the FCAI, the trade association in Australia that includes representation of the motorcycle industry there, shows that a surge in consumer activity during the final quarter of 2016 (as Australia headed in to its summer) generated a strong finish to the sales year for Australia's new motorcycle market, with the calendar year result up +6.6 per cent on 2015. Australia's motorcycle, ATV and scooter sales reached a total of 114,783 in 2016 — an increase of 7,073 units over 2015 - and posting the fifth highest sales result in the industry's history. It was also the industry's strongest sales result since 2009. Honda was the largest selling brand again, holding 22.9 percent (26,276 units) of the total motorcycle, ATV and scooter market. Close behind in second place was Yamaha with 21.7 percent of the total market (24,899).

Kawasaki was third with 9.2 percent (10,592 sales), Harley-Davidson fourth with 9 percent (10,282 sales) and Suzuki fifth with 8.6 percent (9,924 sales). Road bike sales were again healthy across the industry, increasing +5.3 percent over 2015 and accounting for 41.6 percent of the total market. Australians rode home with a total of 47,753 new road bikes in 2016. Harley-Davidson took the top sales position in the road bike category. The Milwaukee (USA) based manufacturer sold 10,282 new road bikes across Australia in 2016 to claim a leading segment share of 21.5 percent. Honda was the second highest selling brand in this category, with 20.2 percent of national road bike sales (9,651). Honda was followed by Yamaha with 16.3 percent (7,768 sales), Kawasaki with 10.1 percent (4,798) and BMW with 6.7 percent (3,178).



Off-road motorcycle purchases accounted for almost 35 percent of the total market with 39,710 sales. The popularity of this segment grew at a slightly higher rate than that of road bikes in 2016, with the 39,710 off-road sales for 2016 representing a +6.3 percent increase on 2015 figures. Yamaha also led the market for off-road motorcycles, selling 30.5 percent (12,090) of the total number sold in this

segment. Yamaha was followed by Honda with 24.8 percent (9,848 sales), KTM with 17.7 percent (7,023), Kawasaki with 11.0 percent (4,382) and Suzuki with 10.3 percent (4,081).

The ATV market grew by a solid +14.4 percent over 2015, with a total of 22,834 ATVs sold nationally in 2016. ATV sales represented 19.9 percent of the total motorcycle market.

Polaris was the leading ATV brand with a 26.4 percent share, or 6,037 sales. Honda was second with 25.5 percent (5,832 sales), Yamaha was third with 20.5 percent (4,692), BRP fourth with 11.1 percent (2,524) and Suzuki fifth with 10.2 percent (2,337).

Scooters continued their decline in popularity with total sales in this segment of 4,486, down -11.0 percent on 2015; Piaggio remained market leader with a 24.0 percent share (1,075 sales).

NEWS BRIEFS

After apparently backing out of a scheduled meeting with President Trump at its Menomonee Falls, Wisconsin factory, over fears about protests, Harley-Davidson factory executives made the trip to the White House instead. CEO Matt Levatich is reported as saying "It was a great meeting, mostly because of the way the president and the administration really engaged with us on issues of importance to great American manufacturers like Harley. They really listened. They want to hear what we have to say because, as you can imagine, there are a lot of complicated things to figure out, whether it's tax reform or trade issues".

Akrapovic is Honda's World Superbike team official sponsor and technical partner for 2017. The Slovenian manufacturer has developed new bespoke exhausts for the CBR1000RR Fireblade SP2 racing bikes of Nicky Hayden and Stefan Bradl. The all-new exhaust is said to use special lightweight titanium alloys "precisely configured to improve the performance of the bike and give it a competitive edge".

Having acquired the rights to the once famous Paton Motorcycle brand, Italian exhaust specialist SC-Project say that they are working on a Paton S1-R 2017 version for Stefano Bonetti and Michael Rutter to race with at this year's IOM TT in June. The same bike, the Paton S1, will then be available for sale in an approved homologated version for road use in a limited number, built by hand in Milan, where a new Paton Reparto Corse is an ambitious project - the development of a Moto2 prototype.

General Motors and Honda have announced establishment of what is described as the auto industry's first manufacturing joint venture to mass-produce an advanced hydrogen fuel cell system that will be used in future products from each company. Fuel Cell System Manufacturing, LLC will operate within GM's existing battery pack manufacturing facility site in Brownstown, Michigan, south of Detroit. Mass production of fuel cell systems is expected to begin around 2020 and create nearly 100 new jobs. The companies are making equal investments totalling \$85 million in the joint venture.

Bihr adds RST apparel programme



Bihr's 12,000 dealers are supplied from warehouse space totalling 62,600 sq m, seen here is their state-of-the-art 30,000 sq m headquarters warehouse at Bartenheim

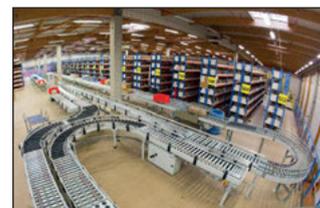
Founded in 1975 by Cyrille Bihr and bought in 2010 by the Belgian Moteo Group, Bihr are one of Europe's largest motorcycle parts and accessories distributors with sales offices in France, Belgium, the Netherlands, Switzerland, Scandinavia (Duells) and Iberia. Bihr sells through some 12,000 dealers, who are supplied from a state-of-the-art 30,000 sq m headquarters warehouse near the Swiss and German borders in north eastern France, along with further warehouses at Totana, Spain (12,600 sq m) and near Stockholm, Sweden (20,000 sq m).

The company sells to its international dealer network through six or more specialty catalogues and says that it

achieves a 95.8 percent fill rate with 160,000 part numbers (with 30,000 added in 2016) covering 350 brands. There are some 2m individual products in stock at any one time.

Historically best known for street and off-road hard parts and accessories, technical, service and component programmes, Bihr have chosen the popular British designed RST apparel brand to deepen its apparel programmes with a product line with the quality and availability to sit well alongside its Arai Helmets distribution.

Owned by British apparel specialist Moto Direct (also of Wolf Clothing fame), the RST brand numbers being Official Safety Partner for the Isle of Man TT and numerous race wins



among its credentials with 2016 championships and achievements by its riders, including Alex Lowes winning the Suzuka 8HR (and representing RST in both WSBK and MotoGP), Matthieu Lagrive winning Le Mans 24HR, Taz Mackenzie British SuperSport Champion, Carl Berthelsen Norwegian SuperBike Champion, Avalon Biddle FIM Womens Cup Champion, and TT legend Ian Hutchinson with 3 TT victories.

www.bihr.eu
www.moto-direct.com



The RST showroom set up at Bihr's Paris January sales meeting

BMW sets new sales record in 2016, up by +7.5 percent in Europe

BMW Motorrad achieved another record year in 2016, selling 145,032 motorcycles and maxi-scooters as it continues to close in on its 200,000 by 2010 objective, representing +5.9 percent growth (136,963 units in 2015).

Stephan Schaller, President BMW Motorrad: "2016 was once again a highly successful year for BMW Motorrad. For the sixth time in succession we have been able to set a new sales record. I would like to offer my sincere thanks to all our customers worldwide for the enormous trust they

also ahead of the field in the relevant BMW segment over 500cc capacity in Spain, Austria, Belgium, the Netherlands, Russia and South Africa. In the USA, BMW Motorrad achieved its second-best sales result to date with 13,730 units.

The water-cooled R 1200 GS is the most successful BMW motorcycle. The top-selling BMW Motorrad series is traditionally the R series. Equipped with the hallmark BMW Boxer engines, the share of sales achieved by these motorcycles in 2016 was 77,787 units or 53.6 %. At the



Stephan Schaller, President BMW Motorrad: "2016 was once again a highly successful year for BMW Motorrad. For the sixth time in succession we have been able to set a new sales record"

have placed in us. Over the last six years, BMW Motorrad has increased its deliveries to customers by around 50% (2010: 98,047 units / 2016: 145,032 units). We are well on the way to achieving our planned sales target of 200,000 vehicles in 2020".

The most marked growth in sales in 2016 was seen in all European markets. There was an increase in deliveries to customers in France (13,350 units / +6.4 %), Italy (12,300 units / +10.3 %), Spain (9,520 units / 19.4 %) and the UK (8,782 units / +7.1 %), for example. All in all, some 7.5% more vehicles were supplied to customers in Europe, including Germany, as compared to the previous year.

The Chinese market continues to show considerable growth potential for BMW Motorrad with a dynamic increase in sales. As compared to the equivalent period of the previous year, deliveries increased by +52.7 % to 4,580 units. Sales in Thailand (1,819 units / +42.1 %) and Japan (+ 6.7 %) were also well above the previous year. Germany remains the biggest single market for BMW Motorrad. With 24,894 units sold, BMW Motorrad achieved growth of 4.5% and led the market as a whole. BMW Motorrad is

model level, the two travel enduro bikes R 1200 GS and GS Adventure led the BMW top-seller ranking. In a significantly tougher competitive environment, +12.1 % more large enduro models were sold than in the previous year (R 1200 GS: 25,336 units / + 7.0 % and R 1200 GS Adventure: 21,391 units / + 18.8 %). The touring classic R 1200 RT followed with 9,648 units (-11.9 %) in third position.

The sporty BMW S models – the Supersports bike S 1000 RR, the power roadster S 1000 R and the adventure bike S 1000 XR – have developed into an additional pillar of strength within the BMW motorcycle range. A total of 23,686 S models were supplied worldwide. The share of these models in the total sales volume was 16.3 %. The Supersports motorcycle S 1000 RR (9,016 units / - 5.8 %) and the adventure bike S 1000 XR (8,835 units / + 74.6 %) are currently fourth and fifth in the BMW Motorrad ranking.

In 2017, BMW Motorrad continues its new model offensive with the widest range of motorcycles in the company's history. As Schaller says: "We intend to remain the benchmark in the segment of premium motorcycles. To this end, we will continue to consistently pursue

our model offensive in the BMW Motorrad segments of 310 to 1600 cubic centimetres capacity. For the 2017 season, we will be offering our customers 14 new or revised models". The new G 310 GS is due to be launched in the second half of the year. Like the G 310 R does in the segment of BMW roadsters, the second model of the BMW G series transfers the hallmark features of the GS family into the new BMW segment below 500 cubic centimetres. In the "Heritage" world of experience, customers will have a choice of five different models in 2017. The R nineT derivatives "Pure", "Racer" and "Urban G/S" extend a range that will also include the R nineT Scrambler and the freshly revised lead model R nineT. While each of the five models has its own distinct and classic form, they all share the unique air-cooled Boxer engine. Whether featuring specific improvements or radical revisions, there are new products to be found in all series – such as the new R 1200 GS, the new S 1000 R and the new K 1600 GT and GTL.

The new K 1600 B is targeted specifically at the US market. With the launch of the "Bagger", BMW Motorrad is extending the luxury segment with the in-line 6-cylinder

engine to include a highly emotional and exclusive motorcycle. As Stephan Schaller says: "In the years to come, the USA will be the second most important market for BMW Motorrad after Germany. We see great potential there. In the next few years we aim to tangibly increase our market share in the USA. In fact we're already laying the foundation for long-term growth by introducing new products tailored specifically to market needs such as the new bagger and the classic R nineT family in the "Heritage" segment, and we're also extending our sales and distribution structure".

As part of the planned expansion, BMW Motorrad is enlarging its worldwide dealer network. Especially on the American continent, and in Asia in particular there are plans to expand to a total of 1,500 sites.

Based on its comprehensive strategy, BMW Motorrad says it remains on track for growth. Schaller went on to say: "With our exceptional model offensive we have laid the foundation for a successful motorcycle season in 2017. We feel very confident moving ahead into the new year, and we expect to see ongoing sustainable and profitable growth. These forecasts, of course, assume a stable economic environment".



R 1200 GS – BMW's top selling model

NEWS BRIEFS

The Ducati XDiavel S has been awarded the "Good Design Award 2016". Founded in 1950 and said to be the world's oldest prize dedicated to excellence in design, the award (at Chicago's Athenaeum) is "dedicated to the most innovative and cutting-edge industrial products and graphic designs produced around the world. For the 2016 edition of the Good Design Award, the jury evaluated more than 900 candidates from 46 countries, with products spanning practically every sector, from electronics to robotics, from furnishing to graphics and vehicles".

Mahindra Two Wheelers, the Indian motorcycle manufacturer who bought a 51 percent stake in Peugeot's Scooter business in 2014, has acquired the rights to the legendary British BSA name from Southampton UK based BSA-Regal late last year.

German apparel specialist **Modeka** celebrated its 70th anniversary with the INTERMOT launch of a CE-equipped 'jubilee' retro leather jacket. It is called 'August 70' in honour of August Oberkoenig, who founded the company 70 years ago in 1946.

SC-Project wins HRC contract



Honda Racing Corporation has announced a new partnership with Milan, Italy based exhaust manufacturer SC-Project as their official Repsol Honda Team exhaust system technical sponsor. The SC-Project logo will feature on the RC213V bikes of reigning World Champion Marc Marquez and Dani Pedrosa during the 2017 and 2018 seasons.

Only founded some 10 years ago by Marco De Rossi (seen here on the left) and Stefano Lavazza (right), SC-Project has quickly built into a major player in the performance exhaust market, selling through a global distribution network and producing over 40,000 exhausts a year.

The brand is strongly established in the racing world, having enjoyed many years of technical cooperation and racing success at the highest level, including the MotoGP, Moto2, Moto3 and SBK World Championships. SC-Project was technical partner to Johann Zarco's Moto2 team as it earned the 2015 and '16 world championships.

For HRC, Tetsuhiro Kuwata, HRC Director and General Manager of their Race Operations Management Division, said "we are happy to welcome SC-Project as official sponsor of exhaust systems for our Repsol Honda Team. SC-Project has strong experience at the top level of worldwide motorcycle racing championships, and we are sure this alliance will prove very successful in terms of mutual cooperation and



racing achievements".

Marco De Rossi and Stefano Lavazza said that "for us it's an honour and a joy to be technical sponsor of exhaust systems for the most important team in MotoGP. Currently SC-Project is one of the leaders in exhaust systems for motorbikes, with leading technology developed at the highest level of competition. We are sure that the collaboration with HRC will improve

our brand profile and exhaust technology still further.

"After 2015 and 2016 saw us gain the world championship title as exhaust supplier for Zarco in Moto2, we are proud to now have the opportunity to battle for the senior world championship with Marc Marquez and Dani Pedrosa".

hondaracingcorporation.com
www.sc-project.com

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Galfer to supply Wave discs and pads for KTM 'Rookies' Cup

Following extensive testing throughout the 2016 season, Spanish brake component manufacturer Galfer is supplying its popular Disc Wave Racing and GP compound brake pads for all the KTM RC 250 R bikes taking part in the Austrian manufacturer's 2017 Red Bull MotoGP Rookies Cup. More than 25 young and talented riders are selected each year to enter the Red Bull Rookies Cup, the single-brand competition held at the same time as many MotoGP World Championship rounds.

For the 2017 season, all KTM RC 250 R 4-stroke will be fitted with Galfer's Disc Wave Racing and G1300 2.0 brake pads; they'll use a 290mm floating front wave disc (5.5mm thick) and a 190mm fixed rear wave disc (4.5mm thick). The front brake pads will be the Mk 2.0 evolution of the G1300 sintered compound with their standard sintered compound on the rear.

Created in 2007, the Red Bull MotoGP Rookies Cup is one of the best ways for young riders from all over the world to get

a start in Moto 3 Grand Prix motorcycle racing because the races are held simultaneously with European Grand Prix European events on the same circuits - many of the most recent World Champions raced in the Red Bull Rookies Cup.

With this new agreement Galfer expands its presence in international single-brand competitions and reinforces its commitment to racing and investing in the future of the sport - the company has had many years of involvement in the Asia



Talent Cup and the Copa Honda CBR 250 R and 300 R in Spain.

www.galfermoto.com

Kenth Öhlin appoints new CEO

Having bought back 95 percent of the ownership share from Yamaha in 2007, founder Kenth Öhlin has finally implemented a succession plan that will see him hand over day-to-day management of the suspension business he started at the age of 25 years old in 1976. The appointment of Henrik Johansson as CEO guarantees continuity - Johansson having been with the Swedish business for over 20 years, most recently as Deputy CEO, with an emphasis on strategic planning and management. Kenth Öhlin will remain as owner, board member and President and said: "I am pleased and proud to have had the opportunity to develop Öhlins Racing AB for 40 years. Now is the time to hand over

to a leader who can continue the epic journey. "I myself will remain active in the company as an advisor, and hopefully can continue to contribute with my knowledge in areas such as technical development, sales and racing activities". Johansson said: "It's truly an honour to get this assignment and, as such, the overall responsibility to lead Öhlins Racing AB into the future. I believe that I gained a good knowledge of our strengths and weaknesses, but also understand what we need to develop to maintain our position as one of the benchmarks for advanced suspension systems around the globe". Öhlins Racing AB is a privately

owned Swedish company. The headquarters and main production site are located just north of Stockholm, Sweden, and Öhlins has branch offices and subsidiaries in Sweden, Germany, Thailand and USA. Yamaha Motor Europe N.V bought a majority stake in Öhlins in 1987. Kenth Öhlin stayed with the company during that time and oversaw a successful 25-year collaboration that saw Öhlins become almost ubiquitous as a "go-to" race suspension brand during an era in which Yamaha enjoyed unparalleled track success. With the downturn storm clouds looming, Kenth Öhlin was able to reacquire ownership in 2007. The support from Yamaha enabled the



company to develop many of the ideas that Kenth Öhlin had, not least that of the CES valve (Continuously Controlled Suspension System) patented in 1984, and an automotive industry staple still to this day. www.ohlins.com

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Harley plans 50 new model blitz in next five years

Harley-Davidson says it has gained market share in 2016 in the United States as domestic motorcycle sales have continued to soften. For the full year 2016, worldwide Harley-Davidson retail motorcycle sales were down -1.6 percent compared to 2015; U.S. retail sales decreased -3.9 percent, partially offset by international growth of 2.3 percent. However, CFO and Sr. VP John Olin has warned investors that Harley doesn't expect 2017 unit sales to be anything better than "flat to modestly soft", and that the first quarter of 2017 could be down between -15 percent to -20 percent in terms of new unit shipments to dealers worldwide as the company continues to try and help unwind an over-inventory situation that saw Harley "exit quarters 3 and 4 of 2016 with historically high levels of carry-over products".

Harley says that this resulted in MY 2017 availability needing to be lower than "the year prior" and that they are making sure that it continues to be lower this first quarter "as we continue to constrain MY 2017 shipments". That decline saw Harley domestic retail sales at -3.9 percent for 2016 at 161,700 units compared to 168,200 in 2015, but with 4th quarter retail sales essentially flat versus the final quarter of 2016 (actually +0.1 percent) at 26,100 units.

In the midst of the reduced sales, Harley's market share in the 601cc+ sector in which it competes actually grew by +1 percent in 2016 as a whole to a 51.2 percent market share and by +2 percent in the final quarter to 53.4 percent.

The success and impact on the balance sheet of the new models and initiatives launched under Levatic's leadership so far is what is driving Harley's stated aim of launching "50 new motorcycles over the next five years - demonstrating the power and strength of our products and changing the way people view Harley-Davidson".

Levatic said that "it is our product development excellence that has been driving us in the right direction, and impressive though the new products of the past four years have been, you

haven't seen anything yet".

In what maybe tacit acknowledgement that Harley maybe has been slow to 'do a BMW', Levatic has confirmed that this new model blitz will see Harley-Davidson embracing "new segments" relative to the traditional interpretation of what the Harley brand has meant. In response to any specific opportunities the cancellation of Victory may represent, Levatic actually went deeper by indicating that it is his belief that Harley should be able to "compete for every available customer".

While Harley's domestic fortunes continue to have issues, internationally Levatic said that they had "grown sales in every international market except Brazil, India and Indonesia".

Harley's market share has now hit a record 10.8 percent in Europe (in a highly competitive but nonetheless growing market), up 0.3 percentage points over 2015. Their overall international retail motorcycle sales were down a tad (-1.9 percent) in the 4th quarter, but overall were +2.3 percent for the year, with EMEA leading the growth at +2.6 percent in



Q4 and +5.9 percent in 2016; Canada was +5.5 percent in 2016, Asia Pacific +2 percent, but Latin America -13.2 percent thanks in large part to the economic issues in Brazil.

Worldwide retail sales of Harley-Davidson motorcycles were -0.5 percent in the fourth quarter at 46,610 units, 20,533 of which were international, and -1.6 percent at 260,289 units for 2016 in total, 98,631 units of which were international (+2.3 percent).

For 2017, Harley-Davidson anticipates full-year motorcycle shipments to be flat to down modestly in comparison to 2016. In the first quarter of 2017,

Harley-Davidson expects to ship approximately 66,000 to 71,000 motorcycles.



Matt Levatic: "It is our product development excellence that has been driving us in the right direction, and impressive though the new products of the past four years have been, you haven't seen anything yet"

'in the business of building new riders'

Harley-Davidson sales revenue and production data... 4th quarter 2016

Income statements in \$1,000s (except share)	THREE MONTHS ENDED		TWELVE MONTHS ENDED	
	DEC 2016	DEC 2015	DEC 2016	DEC 2015
Net sales revenue	\$933,023	\$1,007,070	\$5,271,376	\$5,308,744
Gross profit	\$286,809	\$320,932	\$1,851,666	\$1,952,460
Total operating income	\$69,410	\$67,225	\$1,048,936	\$1,155,695
Net income	\$47,179	\$42,196	\$692,164	\$752,207
Diluted earnings per common share	\$0.27	\$0.22	\$3.83	\$3.69

MOTORCYCLE SHIPMENT DATA NOTE: H-D MOTORCYCLE SHIPMENT DATA IS NOT THE SAME AS RETAIL REGISTRATIONS

United States	20,131	28,804	161,839	170,688
Exports	22,283	19,345	100,382	95,694
Total H-D	42,414	48,149	262,221	266,382

RETAIL SALES OF H-D MOTORCYCLES:	DEC 2016	DEC 2015	DEC 2016	DEC 2015
United States	26,077	26,044	161,658	168,240
Canada	1,257	1,255	10,203	9,669
Europe	6,734	6,174	39,942	36,894
Asia Pacific Region	8,748	8,787	32,889	32,258
Latin America Region	2,637	3,082	9,701	11,173
Total	46,610	46,857	260,289	264,627

'you haven't seen anything yet'

BMW streamlines OE parts access for independent workshops

In a move that will make it easier for non-authorized BMW Motorrad dealers to access OE replacement parts and accessories, the Munich based company has announced that it has become the first motorcycle manufacturer to make its parts available to "independent workshops" through partslink24 – a hitherto automotive multi-brand online ordering portal.

It allows independent workshops to purchase original BMW Motorrad parts and accessories directly from authorized BMW Motorrad dealers any time and any day of the week.

BMW say that parts from as far back as the 1948 R24 can be ordered, with displayed parts, data and images shown based on the BMW Motorrad spare parts catalogue.

The orders will be processed by the authorized BMW Motorrad dealers themselves and dispatched directly to the independent workshops.

In Germany 24 BMW dealers and subsidiaries are already represented on the portal and therefore authorized to accept orders. BMW Motorrad is already represented on partslink24 in other European markets such as France, the UK and the Netherlands.



100 only - Luigi Termignoni signature edition special for Africa Twin

Exclusively available from the Andreani Group in Italy, this jointly developed Termignoni full

exhaust system for the Honda CRF 1000L Africa Twin is the result of a collaboration between Andreani's R&D team and Termignoni's Race Department.

Limited to 100 pieces, with each one individually signed by Luigi Termignoni, the system is made from Termignoni's titanium CuNb - a special titanium alloy that has "excellent formability in ambient temperature and high mechanical strength, even over 600 degrees C, and oxidation resistance above 800 °C".

Used by Termignoni on their high-performance race bike exhausts, the company says "this allows us to reduce the weight significantly, while still providing a high level of



performance and durability of the exhaust. The performance parameters of this alloy allow us to deliver superior performance compared to systems made of commercially readily available titanium alloy, and to use an advanced optimised gas flow design".

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Kellermann preparing for new products announcements

Aachen, Germany based lights specialist Kellermann GmbH has appointed a new managing director - Dr. Stefan Wöste (seen here on the left) will assist company founder and owner Guido Kellermann (right) in the management board in order to drive forward the future development of the company. The goal is to strengthen the development and sales of new products, so the market leader can stay ahead of the trends in indicators and future-facing advanced motorcycle



lighting systems. "The move is coming at the right time", said Guido Kellermann, who has been the driving force behind the development of most of the innovative Kellermann products in the past 25 years. With increasing growth, Guido will now be able to spend more time on product development.

The new managing director Dr. Stefan Wöste will focus on running and operating the business, research & development and sales. Dr. Wöste holds a PhD in aerospace engineering and has more than 15 years of management and sales experience in a major company of the automotive supply industry.

Of his appointment, Dr. Wöste says: "I am looking forward to this new challenge because Kellermann has a lot more potential!" The customers of Kellermann will benefit from the changes in the management as more new products will be unveiled soon.

www.kellermann-online.com



Kawasaki unit sales in Europe + 10 percent for Q3

For their third financial quarter (the period to December 2016) Kawasaki is reporting net sales from its Motorcycle & Engine division of 198.7 billion yen, down by -20.1 percent from the same period of 2015; with operating income down by -6.4 billion yen at -2.0 billion yen – namely a loss on a required operating income basis. Total motorcycle, UTV, ATV and PWC unit sales in the third quarter were 367,000 units, generating 170.6 billion yen. In Europe, the company reports sales of 41,000 units for the quarter, up from 37,000 for the year ago quarter (+10 percent), generating 31.6 billion yen; in North America the company says it sold 72,000 units in total, up from 66,000 units, of which 34,000 were motorcycles, up from 32,000 units (North America represents the largest ATV/UTV/PWC market in the world), generating 63.4 billion yen.

Domestic motorcycle sales for the quarter were some 14,000 units, generating 10.8 billion yen; 240,000 units are reported sold in "emerging markets" – being largely low-value PTWs, they generated some 64.8 billion yen. For the nine months to December 31st 2016 the Motorcycle (& Engine) division generated some 199.183 billion yen of sales (against 219.469 billion for the nine months to end of December 2015), but made a -2.039 billion yen operating loss against operating costs that exceeded sales at 201.222 billion yen for the period.

In balance sheet terms, KHI (Kawasaki Heavy Industries) overall saw their total liabilities rise by more than their net assets (19.5 billion yen).

Kawasaki

Suzuki sales up in Europe in Q3

Suzuki has announced that on a Group basis its motorcycle sales in Europe for the third quarter of its current financial year (the period to December 31st 2016) were up by +30.1 percent at 8,000 units (up by 2,000 units over the year-ago quarter). For the nine months of its financial year so far motorcycle sales in Europe were down by -2.1 percent at 37,000 units, but at just 1,000 units down for the period, its trend is in the right direction and the company should see sales for the full financial year about flat with the year-ago period – meaning that Suzuki

will have halted its decline in units sold here.

It has a similar picture in North America, where sales for the third quarter were down by -2 percent at 6,000 units, but it has further to go to get back on an even footing there with sales for the first nine months down by -24 percent, with 25,000 units sold so far (some 8,000 down on the year-ago period).

Globally unit sales (including ATVs) were -1.7 percent at 329,000 for the third quarter and are running at 11.9 percent (1,009,000 units) for the year-to-date.



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Indian Motorcycle Q4 retail sales +20%

Polaris Industries Inc. has reported overall corporate fourth quarter 2016 sales of \$1,217.8 million, up by +10 percent from \$1,105.6 million for the fourth quarter of 2015; for the full year ended December 31, 2016 the Company reported sales of \$4,516.6 million, a decrease of -4 percent versus \$4,719.3 million in the prior year. Motorcycle segment sales, including its PG&A related sales, decreased -35 percent in the 2016 fourth quarter to \$105.7 million. Both Indian and Victory reported lower sales in the fourth quarter due to difficult comparables as product availability for all brands improved significantly in the 2015 fourth quarter, and as the Company reduced motorcycle production in the 2016 fourth quarter to complete the final paint system upgrade in Spirit Lake, IA. Slingshot sales were down due to low product availability related to recall activity. Gross profit for the fourth quarter 2016 decreased -94 percent to \$1.6 million compared to \$24.0 million in the fourth quarter of 2015 due to lower production rates and higher warranty expense.

North American consumer retail demand for the Polaris motorcycle segment, including

Victory, Indian Motorcycle and Slingshot, was down mid-single digits percent during the 2016 fourth quarter while the overall motorcycle industry retail sales, 900cc and above, declined low-single digits percent in the 2016 fourth quarter.

Indian Motorcycle retail sales increased about +20 percent, while Victory retail sales were down mid-single digits percent during the quarter. Before the January closure announcement, Slingshot retail sales were down significantly.

Overall corporate international sales to customers outside of North America totalled \$178.2 million for the fourth quarter of 2016, including PG&A, down two percent from the same period in 2015. International sales on a constant currency basis were flat for the 2016 fourth quarter.

Off-Road Vehicle ("ORV") and Snowmobile segment sales, including their respective PG&A related sales, were \$905.0 million for the fourth quarter of 2016, compared with \$862.0 million for the fourth quarter for the prior year. Gross profit decreased one percent to \$259.2 million, or 28.6 percent



Polaris CEO Scott Wine - "Significant progress was made across our businesses, including mid-twenty percent growth in [annual] Indian Motorcycle retail sales"

of sales, in the fourth quarter of 2016, compared to \$262.8 million, or 30.5 percent of sales, in the fourth quarter of 2015. Gross profit percentage declined primarily due to higher promotional spending and increased warranty expense. CEO Scott Wine said: "We continued to enhance our quality and safety organization, production in our new facility in Huntsville, Alabama, is ramping up to become the enabler to our go to market Retail Flow Management (RFM) process, and lean initiatives across our network drove approximately \$150 million in gross Value Improvement ("VIP") savings during the year".

www.polarisindustries.com



POLARIS
INDUSTRIES INC.



Fourth Quarter Performance Summary (in thousands except per share data)

Product line sales	Three Months ended December 31			Years ended December 31		
	2016	2015	Change	2016	2015	Change
Off-Road Vehicles/Snowmobiles	904,971	862,032	5%	3,357,496	3,708,933	(9)%
Motorcycles	105,735	162,558	(35)%	708,497	698,257	1%
Global Adjacent Markets	98,384	81,028	21%	341,937	312,100	10%
Other	108,699	-	N/M	108,699	-	N/M
Total Sales	1,217,789	1,105,618	10%	4,516,629	4,719,290	(4)%



NEWS BRIEFS

The MCIA, the motorcycle trade association in the UK, has announced an innovative three-way partnership to make roads safer for riders. It has partnered with the National Police Chiefs' Council (NPCC) and Highways England, the government owned company responsible for running over 4,000 miles of England's motorways and other major roads. The aim of this "landmark collaboration" will be to "improve motorcycle rider safety" by implementing the recommendations of 'Realising the Motorcycling Opportunity: A Motorcycle Safety and Transport Policy Framework' – a white paper that calls for motorcycles and scooters to be included in mainstream transport policy and for rider safety to be consistently factored into national road design.

Legendary sportswear and motorcycle clothing brand Rukka is celebrating the 50th anniversary of its adoption of the Rukka brand name in 1966. The company can trace its origins back some 66 years in total, when founder Roger Störling started the business in his family's farmhouse kitchen in Finland in 1950. The company changed its name to Rukka Products in 1966, and in 1981 it became simply Rukka Oy - 'Rukka' being founder Roger Störling's nickname. The flags in the modern-day Rukka logo stand for the letters R,U,K,K,A in the international flag signal alphabet – an homage to the sport of sailing, which once constituted the core of Rukka's business. In 1990 Rukka became an independent division of the L-Fashion Group Oy, one of Europe's largest sportswear manufacturers based in Lahti, Finland.

Ducati CEO Claudio Domenicali has confirmed one of the worst kept of secrets - the company is working on a V4 superbike. Citing the engine development made to date in MotoGP, Domenicali said that "we have an engine which is very reliable, very light and compact and has a lot of interesting technology. We are seriously thinking of introducing it to regular customers, because it is a masterpiece of engineering".

Polaris' Menneto – "Victory only made money in 3 out of its 18 years"

Polaris Industries' decision to announce a "winding down" of Victory Motorcycles production was taken quickly in January, but had been under consideration in the final quarter of 2016, according to Polaris Industries' President of Motorcycles Steve Menneto.

"While the final decision was made quickly, it was not one taken lightly", Menneto told International Dealer News.

"After 18 years and well over 100,000 motorcycles made and sold, we were clearly going to take great care in considering the Victory brand's future, but in the end the market challenges and responsibilities to our stake holders dictated that there really was no alternate option.

"No buyers were available for the brand, so a reluctant end to Victory production was the only logical step available to us. The brand only made money in three of its 18 years, and the 'Freedom' engine is now 20 years old, so Victory would have required considerable engineering investment in coming years. Challenges, such as Euro 4 emissions, made further considerable investments inevitable.

"It is no secret that the new motorcycle market is tough here in the United States at this time, and we have to look at where the best return on capital invested can be found – we have to be diligent in protecting the best interests of our stake holders, our dealers and our employees.

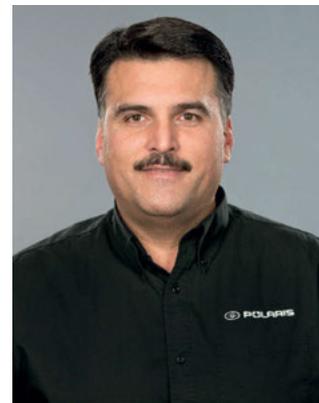
"We can make better investment returns in a tough market by deploying all available capital into the excellent prospects that Indian Motorcycle represents for us, so in the end market conditions made it one of the

simplest of tough decisions.

"While we had clear strategic thinking for a pathway for Victory on a five to ten year basis, generating the capital needed and carrying the losses in a down market just was not something that we could continue to do", said Menneto.

In those 18 years Polaris has made and sold "substantially" over 100,000 Victory motorcycles, but only sold more than 10,000 units in a year a couple of times.

"In strategic terms, in understanding where the Victory brand could play without competing against Indian, we thought we had that. But the issue remained whether or not there would have been enough customers available to the brand in the timescale needed, and that has proven to be a far less certain part of the equation. It was Menneto, along with CEO Scott Wine, who persuaded the Polaris Board to acquire the Indian brand from



Steve Menneto: "In strategic terms, in understanding where the Victory brand could play without competing against Indian, we thought we had that"

"It was Victory that gave us the production, engineering and dealer development experience needed, and that experience will be a gift that we expect will keep giving for decades to come".

In terms of dealer policy, Polaris presently has some 300 to 350

'we had a clear strategic pathway for the brand'

British investor Stephen Julius' Kings Mountain, North Carolina Stellcan operation in 2011. Menneto agrees that, to a large part, it was Victory that gave Polaris the confidence to invest in Indian. "Yes, no question, leveraging our experience with Victory is what gave us the platform to invest in Indian. Without having already had more than a decade in the motorcycle business, I'm not sure we'd have felt quite as confident about buying Indian", Menneto said.

dealerships, and 25 percent of its motorcycle business is international. Menneto says that the company hopes to double its dealership base in the next 3 to 5 years and sees international sales and platform diversification as mission critical.

The challenges of meeting Euro 4 regulations were among the capital intensive issues faced by Victory



Ducati sales up in 2016



The United States remains Ducati's largest market, with Italy +20%, Spain +38% and Germany +8% in 2016

Ducati Motor Holding say it enjoyed further growth in 2016, delivering 55,451 motorcycles to customers globally - an increase of +1.2% compared to 2015 (54,809 bikes).

"Ending the year of our 90th anniversary with yet another record is a source of immense pride and satisfaction", said Claudio Domenicali, CEO of Ducati Motor Holding. "2016 was the seventh consecutive growth year for Ducati".

Ducati say the results had much to do with the addition of new motorcycles to the 2016 Ducati range, for example, thanks to range additions, sales of Multistrada models were up by +16% compared to 2015.

"The renewed Hypermotard family enjoyed double-digit growth (+15%), while the new Ducati XDiavel received an equally warm welcome on the market, with sales topping 5,200.

"During its second year on international markets, the Ducati



Claudio Domenicali, CEO of Ducati Motor Holding: "The pattern of constant company growth seen these last seven years continues"

Scrambler brand extended its worldwide success: over 15,500 bikes were delivered, a result achieved thanks also to the introduction of the new Scrambler Sixty2.

"In addition to a new sales record, 2016 saw consolidation of the considerable increase in volumes achieved in 2015, thanks also to the introduction of the Scrambler brand. This growth demonstrates the strength of both range and brand and, above all, the solid performance of the global sales network", said Andrea Buzzoni, Global Sales and Marketing Director of Ducati Motor Holding.

"Results on the Italian market have been significant. Thanks to +20% growth in 2016 - and an excellent +84% over the two-year period 2015/2016 - Italy is again the second most important market, after the USA and ahead of Germany".

The USA retained its position as Ducati's biggest market, with customers receiving a total of 8,787 new bikes. On European markets, Ducati repeated the excellent progress of the previous year, with Italy (+20%), Spain (+38%) and Germany (+8%) doing especially well. Beyond Europe, Ducati more than doubled its year-on-year sales (+120%) in China, in Brazil, bike deliveries increased by 36%, and in Argentina by a staggering 219%.

"The seven new models presented for 2017 allow Ducati to look to the future with even greater confidence and optimism, the company says. With the motto 'More than Red - Evolution never stops', the 2017 range is packed with all-new



Andrea Buzzoni, Global Sales and Marketing Director Ducati: "Results on the Italian market were outstanding, with 20% growth"

developments. 'Red' for passion, performance and racing. 'More' for an ever-expanding product range that includes more accessible, differentiated motorcycles and an unprecedented range of services. "For 2017 the Monster family is being refreshed and extended with the arrival of the 1200 and the all-new 797. What's more, already presented bikes include the new Multistrada 950, Ducati SuperSport and the exclusive 1299 Superleggera. Ducati Scrambler has launched two new bikes to extend the range of the new Ducati brand: the Cafe Racer and the Desert Sled". At this time, Ducati has 1,594 employees, a network of 783 sales and assistance centres and is present in 90 countries.



Sales of Multistrada family models were +16 percent thanks to new models



Two new Scrambler models (this Desert Sled and a Cafe Racer styled Scrambler) and the two new Monsters are expected to help power further growth in 2017



Diavel sales topped 5,200 units

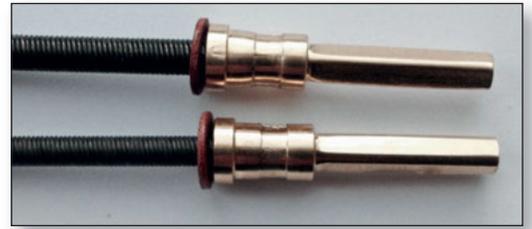
Brass cable ends for reconditioned classic instruments

British specialist Venhill Engineering has upgraded its range of replacement speedometer and tachometer cables with new brass drive ends.

Traditionally the inner cable would be "squared-off" in a press, so that it fits into the drive behind the clock. However, many owners of classic European and Japanese motorcycles have the original clocks reconditioned, because genuine parts are no longer available. The reconditioned units often have different tolerances on the square drive compared to the original, so the traditional squared ends of those cables no longer fit.

Venhill's elegantly simple solution is to use brass ends that match the newly reconditioned clocks more accurately, for a precise and tidier fit. Two sizes of speedo drive are produced - one for traditional British bikes (3mm across the flats) and one for Japanese models (2.5mm across the flats).

Some customers fit Japanese sized clocks to their classic British



bikes – with Venhill's new system they can produce cables with different size drives at either end.

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KV30 Enduro full-face

This new KV30 Kappa full-face, with removable spoiler and main visor for use with goggles, comes in two monochromatic versions (glossy white and matt black) and three graphic versions - 'Adventure', 'Track' and 'Tour' (seen here). It is aimed at the road maxi-enduro rider who uses the bike on the street as well as off-road, combining the angular design of enduro helmets with elements such as a visor and sun visor.

Made from technopolymers with air vents at the top and the chin guard and



exhaust at the rear of the shell, the lining is removable and washable; closing is with a micro-ratchet strap and it weighs just 1,550 grams.

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SilverTail exhausts – performance and custom styling

Who said that custom can't be synonymous with performance?

SilverTail KO2 exhausts by LeoVince prove they can be. Said to bring real American styling to "metric cruisers" in Europe, LeoVince say they invest just the same research, development and design efforts and resources into building their SilverTail custom style exhausts as they do with any of their award-winning performance street bike and off-road exhausts.

The exhausts are made of chromed steel, with selected models

featuring header pipes up as far as the cylinder flange. They ship as kits that include a chrome heat shield casing cover, to avoid bluing in large displacement applications. The chrome is a 5-micron thick nickel layer with 50-micron chromium for a durable finish.

For those who want to deepen the custom look they can achieve, SilverTail provides muffler end caps in different stylistic forms.

The replacement of the "standard tail" with a custom style end cap (sold separately) is extremely easy and quick, customers can choose from a range of four different custom end cap styles. The removable baffle can be re-packed.



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Revolutionary 'Storm' hand-guard for street bike applications



It is eight years since Australian hand-guard specialist Barkbusters turned its attention towards street bike hand-guards, with the launch of its popular 'Storm' as a design that added weather protection to the all-terrain impact resistance that hand-guards were principally noted for.

Launched in 2009, the easy install, model compatible new concept was immediately well received. Two mounting options give weather or dual weather with impact resistance options - a single point handlebar clamp or bar-end mounted design and a stronger two-point mount design with reinforced aluminium frame for impact protection.

Practical yet stylish, the aerodynamically shaped plastic guard is large enough to be fully functional while still being ergonomically compatible with a huge selection of naked, sports and adventure bike models as well as scooters and even cruisers.

Dealers can search Barkbusters' online 'What fits my bike' tool for the right 'Storm' fitment for their customers' bikes, with applications available for most makes, models and years.

Barkbusters CEO Matthew Phillpott explains



that "the concept for the 'Storm' hand-guard was driven by demand from riders who frequently asked if our regular hand-guards could be adapted for their street motorcycle. "In the majority of cases this just wasn't possible, so we set about designing a product specifically for street bike use – one that would be a simple and fully reversible install for as many models as possible, and one that delivered weather protection as well as reassurance and confidence in modern day urban and highway road traffic conditions.

"As the idea spread, the feedback has been

overwhelmingly positive and our customers are genuinely surprised at the difference it has made to their comfort in cooler conditions. Everyone at the Barkbusters factory is extremely proud to have played a part in establishing street bike hand-guards as a widely acknowledged essential accessory for year-round riding".

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Ergonomic Italian made throttle control options

New from Italian manufacturer Domino SpA, these new KRK Evo desmodromic throttle control is for all KTM and Husqvarna 4-strokes from 2016 and up. Compatible with the original cables, it has four different pulleys, so the speed and stroke of throttle

scooter models. The open-ended 120mm long "modern and fashionable" design sees Domino's "standard" augmented by a "more refined variety of colours to meet the needs of the most demanding customers".

Finally, Domino has added to its throttle cable options with this new Yamaha R1 application for



control response can be adjusted to suit the riding style and track conditions.

Also seen here, their new A350 "Turismo" grip has been specially developed for Touring and Maxi

their popular, ergonomic and responsive-feel XM2 throttle controls.

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RC250/390 engine protection



New from Italian race and street performance parts and accessory specialist Bonamici, this engine cover for the KTM RC250/390 is CNC-machined from 7075 billet aluminium and described as "robust and effective at protecting the engine in the event of a fall". Available black anodised as standard; other colours and laser engraving options available. BONAMICI RACING, Italy, www.bonamiciracing.it

Specialist S 1000 RR parts programme



This new carbon fibre oil pan is said to be over 150 grams lighter than the stock design and allows lower internal pressure

We first wrote about Modena, Italy based Jetprime last year, when they had released details of a complete range of 'Plug & Play' handlebar switches for most popular sportsbike makes and models.

Suitable for race or road use, they are designed and manufactured in-house by Jetprime, who are a chosen technology partner to the Althea BMW Racing Team in the World Superbike Championship and the FIM Superstock 1000 Cup.

Now the collaboration has resulted in the availability of a range of new products for the S 1000 RR, and this new lightweight oil pan in carbon fibre has been manufactured in an autoclave using a special production cycle to guarantee maximum strength, even at temperatures higher than 250°C. The process is said to produce a design that is also resistant to the vibrations and movements created by the engine.

It allows to decrease the internal pressure of the engine so that it can contain more oil and lower the oil suction point; it is also equipped with an aluminium CNC-machined plug which inserts pressure onto a special titanium insert, which is inside the oil sump itself. Jetprime say that this unique technique makes it possible to decrease the weight by over 150 grams (compared to the stock unit), giving "macroscopic improvements in the dynamic qualities of the motorcycle".

A larger CNC-machined aluminium oil pan is also available as part of a growing programme of specialist components for BMW's popular superbike.

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LighTech for BMW's R nineT 'Scrambler'



Italian parts and accessory specialist LighTech unveiled new and exclusive accessories for the new BMW R nineT Scrambler at EICMA, in November 2016.

They have a range of model-specific designs as well as "classics" from their primary parts design programme for BMW's well received 'Scrambler' – a model that looks like it will be among their top sellers in 2017.

Model-specific designs include complete and adjustable rearsets, side-arm license plate holder, aluminium tail tidy kit (with holes for OEM or aftermarket LED turn signals), an aluminium caps kit for the frame, exhaust support and rear wheel, front brake and clutch covers.

All these parts are 100 percent precision CNC-machined from a solid block of high-grade, high-strength, lightweight aluminium and available in black or silver anodised finishes.

Other products available for the BMW R nineT Scrambler include two-colour handlebar caps, choice of mirrors (including black anodised), lever guards, wheel axle protectors, oil filler caps, one-arm rear paddock stand, footrests, passenger pegs and more.



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Touratech R 1200 GS Rambler

Not content with developing adventure parts, accessories, suspensions, luggage, lights, boots, jackets and, well, just about everything you could imagine for the well dressed, well equipped 21st century adventure tourer, the only thing left for German specialist Touratech was to take the final step from conversion parts and kits to a whole bike make-over ...

German specialist Touratech says their new R 1200 GS Rambler interpretation "takes it to the extreme" - well, extremely ambitious, yes - and, as far as the reaction from the notoriously hard to impress off-road media industry is concerned, they have managed to pull it off, and did so extremely successfully.

"A super-lightweight 1200 cc adventure bike with excellent enduro characteristics, high performance potential and fantastic suspension". Well, that just about says it all really. And with a liquid-cooled boxer weighing in at less than 200 kilos that "bounds nimbly over rough terrain", Touratech's R 1200 GS Rambler conversion is "good to go".

With a target weight of 199 kilos, their 'K 199' has got to be one of the lightest R 1200 GS conversions ever... a modern interpretation of the BMW HP2 - a motorcycle that not only looks like a sporty bike, but also rides like one. A bike that shows just how closely the touring and off-road sports product divisions at Touratech are interlinked.

Touratech CEO Herbert Schwarz had the pleasure of putting their K 199 to the test in the Azores (dirty work, but someone had to do it, right?), and his verdict has clearly been a positive "thumbs up" to his R&D team. Touratech developed the Rambler in



coordination with BMW Motorrad and built two prototypes, differing only in colour - one in the black-grey-yellow Touratech design, and the other in classic BMW Motorsport white, blue and red. Design implementation with clay model construction and prototyping were carried out at TT-3D in Murnau, while the technical components were developed and manufactured at Touratech in Niedereschach.

Touratech got clever by combining the engine-gearbox unit from the R 1200 R Roadster model with the shaft drive from the GS. This gives the Rambler a directly responsive, high-torque drive system with 125 PS that benefits from the Roadster's stock tele fork.

With suspension tuned by Touratech Suspension, the boxer is extremely stable, even at high speeds. The use of modern materials and technologies, fairing sections made from super-lightweight aluminium tube in conjunction with carbon fibre, a titanium exhaust system, and a powerful but less heavy replacement lithium-ion battery,

all help to bring the overall weight down. Compared to the standard model, the Rambler has shed nearly 50 kilos - making it incredibly agile, according to Herbert Schwarz.

Once the motorcycle was stripped of its fairing and all unnecessary mounting brackets, the frame was reinforced for hard off-road use. The original fairing was ditched to make way for the custom airbox with a fairing made from carbon fibre reinforced plastic (CFRP), and adapted protection bars. Behind this is a self-supporting 16.2 litre aluminium tank, which also forms the subframe. Together with a separate plastic tank (1.8 litres) housing the fuel pump, the total tank capacity is 18 litres. The extremely slim seat, developed in a new process by TT-3D, does not require a base plate and is therefore extremely light.

Another unique feature on the Rambler is the front brake - a lightweight single-disc brake, as found on sports enduros, but with ABS. A CFRP engine guard panel protects the crankcase and sump.





TECH SPEC

- Airbox: carbon fibre reinforced plastic with original air filter (Touratech / TT-3D)
- Fairing: aluminium tube construction (Touratech)
- Tank: aluminium, lowered side walls, capacity approx. 16.2 l (Touratech / TT-3D)
- Fuel pump: in separate plastic tank (1.8 l) beneath the main tank
- Seat: enduro rally seat made from PU foam (Touratech / TT-3D)
- Frame: unnecessary mounting brackets removed
- Rear frame: aluminium with partially load-bearing function (Touratech)
- Handlebar & fittings: Magura TX handlebar, very light high-performance radial pump master cylinders for clutch and brake (Magura HC3)
- Triple clamp: custom-made by XTRIG
- Stem: aluminium tube construction (Touratech)
- Brakes: front 1 x brake disc Ø 300 mm; rear 1 x brake disc Ø 276 mm
- Brake lines: braided steel hose (Stahlflex)
- Bracket fork protector / brake hose guide: aluminium (Touratech)
- Bracket for number plate, rear light / indicators: plastic parts (Touratech / TT-3D)
- Rear light: BMW R nineT kit
- Main headlight: BMW G 450 X kit
- Indicators: BMW R 1200 GS
- Enduro exhaust system: titanium and carbon fibre reinforced plastic, custom-made by Akrapovic
- Rear silencer bracket: aluminium (Touratech)
- Battery: lithium-ion 12 V, 4.6 Ah
- Rear fairing: carbon fibre reinforced plastic (Touratech / TT-3D)
- Wheels: rugged Haan Excel rims (custom-made) with Metzeler Karoo 3 tyres; front 21 x 2.15 with 90/90 R21, rear 17 x 4.24 with 150/70 R17
- Skid plate: carbon fibre reinforced plastic (Touratech / TT-3D)
- Sport mudguard: carbon fibre reinforced plastic (Touratech / TT-3D)
- Suspension: rear shock absorber custom-made by Touratech Suspension (Extreme type with 200 mm spring travel)
- Forks: original BMW F 800 GS Adventure fork with Touratech Suspension Extreme cartridge kit (230 mm spring travel)
- Footpeg assembly: titanium footpegs, aluminium bracket and heel guard

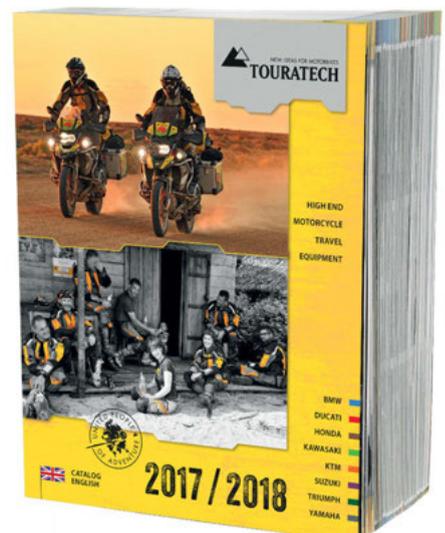


New Touratech catalogue 2017/18

“Streamlined, revised, updated, with a new format (16.5 x 21 cm), a fresh design and 1,576 pages, the Touratech catalogue 2017/18 presents a host of new ideas and innovative products for all adventures big and small on two wheels”, says the company.

The range comprises accessories for around 40 motorcycle models, including the 2017 version of the BMW R 1200 GS, accompanied by brilliant impressions from the “Red Continent” test ride with this motorbike. 150,000 copies have been printed in five different languages (German, English, French, Italian and Spanish).

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999 GP carbon design boot



Founded in 1988, Rainers Sports in Spain is best known for their riding boots and "ever growing number of competition riders also choosing our high-quality Spanish designed and made boots", according to the company.

This new high-tech 999 GP carbon design features an internal Kevlar lining, carbon detailing and a closing zip that is protected against external damage - the upper fit-system ensures proper attachment to the rider's suit, preventing track debris getting inside the suit legs.

Rainer's attention to ergonomics and safety includes incorporating the well-known 'Ergo Flex' system for improved articulation, stability and protection.



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RAINERS



Cafe Racer style mirrors



Italian parts specialist CNC Racing says that these new bar-end 'Rocket' mirrors have been CNC-machined from lightweight solid billet alloy and anodised, with a mirror area that extends on an 81 mm diameter to ensure "the best possible visibility". They can be fitted in either low or high position and are compatible with most original and aftermarket handlebars with an expansion assembly system (handlebar internal diameter 13.5/18.5 mm) or with a M6 screw. Available as right or left mirror, in black or silver.
CNC RACING, Italy, www.cncracing.it

Barnett billet clutch baskets



Established in 1948, Californian specialist manufacturer Barnett's clutch baskets are CNC precision-machined from the most durable aluminium and feature replaceable stainless steel inserts to prevent grooving of the basket where the clutch plate tabs make contact.

Oil passage windows are machined into the basket to increase oil flow to the clutch plates, resulting in cooler operating temperatures and a longer clutch life.

Grade 8 quality fasteners are included, and the backing plate is also included where applicable. Select applications come with the centre kicker gear already installed. These baskets are available for popular 80cc and up off-road motorcycles and sport ATVs.

BARNETT CLUTCHES & CABLES

Ventura, CA, USA

Tel. +1 805 642 9435

info@barnettclutches.com

www.barnettclutches.com



'Madsen' wax cotton jacket

Developed by Hevik in Italy, this new, short, double-layer men's and women's version addition to their wax cotton line is said to

feature a sporty look, excellent fit, high-quality details and level 2 CE protectors. The 'Madsen' uses an external fabric treated with wax-based paraffin, which "makes the jacket waterproof and pleasant to touch", with the differences between the male and female versions being in the cut of the jacket - the technical features are identical, including the 3D mesh breathable lining and the removable thermal lining that makes 'Madsen' an all-year option.

Details include air vents at the shoulders and back, with zip opening, neck and cuff leather detailing, and technical trouser attachment. Available in black or grey, 'Madsen' has CE EN 1621-2012 level 2 certified protections on shoulders and elbows as standard and a pocket for a back guard.



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Updated universal lead-acid/lithium battery charger

Italian manufacturer BC Battery Controller says it has updated its flagship motorcycle charger with the new BC K900 EVO+, claimed to be the only CAN-Bus compatible battery charger for any battery, traditional lead-acid or lithium.

International Sales Manager Andrea Capelli told IDN that "our new design is even more compact and functional than previous versions. The device is 100% Made in Italy and features two separate charging algorithms for lead-acid (wet, sealed, AGM or gel) and lithium batteries.

"Thanks to a buttonless software selection system, the user can easily choose among different charging programmes according to the battery type (lead-acid or lithium). Being CAN-Bus compatible, the programme's "Lead-Acid CAN-Bus" and "Lithium CAN-Bus" allows connection of the charger directly to the DIN socket of BMW motorcycles".

The BC K900 EVO+ can stay connected to the battery when the motorcycle is not in use, even for the whole winter, because it runs an 8-step fully automatic charging algorithm that allows for efficient battery recovery, charging, desulfation (lead-acid only) and

maintenance, with a very low energy consumption. A battery analysis and an equalisation cycle are periodically performed during long-term maintenance.

Backed by a 3-year warranty, its LED indicators show the active charging programme, the charging step and any operating errors. It comes in interactive packaging with QR code, allowing the manual, data sheet and video instructions to be download, and the kit includes a cable with eyelets, insulated clamps and universal 12V/BMW adapter. An integrated wall mounting system allows it to be hung horizontally or vertically.

BC BATTERY CONTROLLER

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Zetec waterproof jacket

Zetec



Zetec lady



New in French manufacturer IXON's winter 2017 collection, the Zetec waterproof and breathable jacket is available for men and women and features an integrated Drymesh membrane. Additional features include zipped vents on front and rear, fully removable winter lining, reflective print on the back as well as tightening on arms, cuffs, collar and bottom. There is zipped front fastening with a protection flap, various useful pockets and a connection with a small zip on the back.

ACCESS EQUIP MOTOS FRANCE, France, www.ixon.com

Screen choices for MT-125



Always quick to respond to the weather and wind resistance needs of new models, British bodywork specialist Skidmarx has developed a range of fly screen kits for Yamaha's "streetfighter" styled MT-125. The kits come complete with a tailor made fitting kit and instructions for easy installation without the need for specialist tools or skills.

Manufactured in 3mm cast acrylic, three dimensions are offered in a choice of clear, light or dark tints - a 270mm high by 350 mm wide 'Sports' style screen in clear, light or dark tint; a race derived "double bubble" in clear, light or dark; and the largest, a touring/flip-up design measuring 375mm by 380mm wide.

Founded in 1990 by Alan Roberts, Skidmarx is now owned and operated by two of Alan's protégées, Ian Merrill (left) and Matthew Dench, who between them have more than 20 years of experience at Skidmarx. After 26 years, Roberts has decided that he has "earned a break", and Dench said that "we are very excited to have the opportunity to take Skidmarx to the next level. Product development is our top priority and we aim to have screens or huggers available for all the key new models in 2017".

SKIDMARX

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www.skidmarx.co.uk



Hyperpro BMW ESA shock absorber



Dutch suspension specialist Hyperpro has introduced a brand new BMW ESA shock absorber design for all BMW R1200GS and R1200GS Adventure models (up to 2013) that are equipped with the BMW ESA system – for both WP and Showa applications.

Export sales director and co-owner of Hyperpro Jan Belder told IDN that “as these motorcycles get older, the OEM shock absorbers will show some signs of needing a replacement. There could be issues such as non-functioning ESA adjustment as a result of a damaged adjustment motor, the springs becoming too soft with hard miles, a lack of damping or other functional issues that compromise the riding experience.

“We can help put life back into one of the most important parts of any motorcycle. Our shocks are very serviceable, very tunable, robust front and/or rear shock designs that are

built to last. Using the 460-emulsion damper as a basis, the shocks are equipped with a stronger ESA stepper motor, waterproof connectors, an improved damping setting, a progressive black or purple spring and, importantly, are a true “plug and play” connection to the BMW ESA system”. The Hyperpro ESA shocks make use of the original preload adjustment, offering the rider a better balanced bike which is more stable and comfortable to ride as a solo or two-up rider, with or without luggage.

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Small, powerful and smart

The new OptiMate 1+ has undergone improvements that has turned TecMate's entry level charger into a 'deluxe' battery maintainer.

Delivered with a 1.8m (6ft) power cable (like all other OptiMate chargers) for security, convenience and versatility, two keyhole slots allow for easy wall mounting and there is a slot to fit a Velcro strap - shaped so that the charger can hang from a motorcycle's handlebar.

New attractive packaging showcases the high-quality OptiMate 1+ perfectly at the counter or on a rack or wall, guaranteed to generate that important consumer impulse buy.

High quality cable accessories are included – such as the O-04 battery clip, which is custom-designed to grip onto flat, square or round battery posts, and the O-01 weatherproof battery cable (-40°C rated 0.82mm² cable, 15A fuse), which comes with M6 rings that perfectly fit powersport battery hardware. A rubber boot and cap seals the SAE connector against water and dust.

The key to the strength of the OptiMate 1+ is the unique OptiMate 24-7-365 maintenance programme. OptiMate's "connect and forget/no more problems" claim has been proven and appreciated by millions of riders worldwide.

The OptiMate maintenance programme does not cycle the battery, it automatically connects and disconnects every hour, always monitoring and then



replacing only the charge drained in that previous hour. The longer you leave the battery connected, the stronger it becomes!

A special low Volt pulse mode can 'wake up' the battery from as low as 4 Volts before it delivers constant current charge. If the battery is too far gone, this smart little charger won't simply "green light" that battery, as many other designs and brands do, instead it warns the rider that the battery cannot hold charge.

TECMATE
Tienen, BELGIUM
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www.tecmate.com
www.optimate1.com



'Fuel' boots

These 'Fuel' Gore-Tex boots have been added to the TCX Custom line in 'used look black', featuring contrasting colours between the full grain leather upper and the polyurethane footbed with visible stitching.

It has a breathable Gore-Tex Performance Comfort Footwear membrane, and is fastened with an internal side zip, concealed by a Velcro band with two external, adjustable buckles. The footbed is anatomic and replaceable, while the sole has a deep tread; there are also toe and heel reinforcements and a gear change protection.



Certified to new EN13634:2015 regulations.

The 'Fuel' boot is also available with a waterproof lining in brown and black vintage colours.

TCX S.r.l.
Montebelluna (TV), ITALY
Tel. +39 0423 292211
info@tcxboots.com
www.tcxboots.com

Monster and Hypermotard clutch kits

Well known Italian clutch specialist Surfex is one of the world's leading complete clutch, clutch component and special version clutch system manufacturers. Their new, versatile, "100 percent Made-in-Italy" clutch disc kits for Ducati Monster and Hypermotard models include friction plates and 'steels' that are interchangeable with the original unit.

The features of the precision applied organic friction material and additional discs improve the transmission of the engine power through the drivetrain, delivering smooth, reliable and consistent clutch performance with improved feel and reduced lever effort.

Elegantly presented in a special black case that showcases the package in a manner appropriate to the decades of friction material engineering experience that goes into every Surfex clutch product, full instructions make securing the improvements offered straight forward. Applicable for Ducati Monster '14-'16 and Hypermotard '15-'16.

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SBS adds street and race series applications for 2017

When IDN met with the Danish brake specialist's Chief Sales Officer Christel Munk Pedersen last year, we asked her if she was able to summarise what her experience has taught her about what dealers need from a brake pad manufacturer.

Her answer was simple and to the point: "Access to wide and comprehensive product range is one of the basic criteria – a range that is being constantly updated for the newest models, and that offers confidence-inspiring quality and compounds that are engineered for the application".

That is a straight forward and simple answer, but one born from years of experience on the track and massive investment in R&D and manufacturing processes.

Their ability to respond quickly is impressive, and goes beyond simply pad shape and deep into offering dealers the right compound choices – choices that meet the variety of needs their customers have, from race to street, from wet to dry and from urban cycle riding to touring and off-roading.

An example of their responsiveness came in January with the release of new applications for 2017 and prior models, including race pads for the KTM390, Yamaha R3 and Kawasaki Ninja cup series and the Honda CBR 500 in a choice of 'Carbon Tech', Sintered and 'Dual Carbon compounds; 'Carbon Tech' pads for Brembo's road racing callipers, and sintered pads for Kymco's 500 and 700 off-rovers.

A selection typical of the wide-ranging output that is routine for the SBS R&D team, and exactly the kind of range and responsiveness that Christel described. "Our ambition is to be first with the newest and last with the oldest", Christel went on to say. "There should not be any motorcycle – whether street, off-road or racetrack - for which you cannot find a compatible SBS brake pad. Therefore, product range development has the highest possible focus for us, and we spend a lot of resources on our product management, identifying and developing new applications constantly".

Those resources include their 13,000 sqm (approx 140,000 sq ft) Svendborg, Denmark factory, the 120 people they employ there and the importers who sell SBS products in over 50 countries - oh, and let's not forget the hundreds, maybe even thousands of weekend and top-line racers who have trusted in the SBS brand down the years and helped develop street pads that dealers can stock with confidence.



Sinter rear for Honda SBR 500



Carbon Tech for the Kawasaki 300 Ninja



Front Dual Carbon for KTM RC 390



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“Wave” ankle boot

Stylmartin, established in Montebelluna, Italy, in 1970 by Antonio Binotto, still draws its design inspiration from the founder’s creative vision, according to owner Calzaturificio Antis.

Unveiled at INTERMOT last year, their Wave ankle boot features a completely new and sporty visual identity, recalling some characteristically “British” retro style detailing. Featuring decorative wave perforations on the toe, it completes Stylmartin’s two-tone leather range - a line that takes on a vintage appearance over time.

The boot is made from wax-treated full grain leather with a waterproof and breathable lining, internal PU malleolus protection on both sides, gear protection is tone on tone leather, fastening by laces, the anatomic and antibacterial footbed is replaceable and the anti-slip sole is anti-static and oil-proof.

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www.stylmartin.it



Touring screen with lift-up supports

Spanish manufacturer Puig has launched a new touring screen for the 2016/17 Honda Africa Twin CBRF1000L with brand new optional lift-up supports. The windshield is 90 mm higher than stock - the lift-up supports can increase this by a further 80 mm (as seen here). Designed using Puig’s virtual wind tunnel technology, it is said to “offer a 75% improved aerodynamic wind protection compared to the OEM item”. Manufactured in “resistant and durable” 3 mm “high impact” acrylic, it is TÜV approved and available in dark smoke, light smoke, black and clear versions.

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Crash protection for Ducati X-Diavel

Extortal, Germany based GSG-Mototechnik has been designing and manufacturing motorcycle crash protectors for 25 years. Seen here, their latest design is for the Ducati X-Diavel. Machined from high quality material with aluminium pad inserts and designed for precision fit into the frame layout, damping is by a shock cap that is said to be able to absorb up to 1300N (Newton) and 130 kg (282 lb); swingarm and fork protectors with anodised colour inserts also available.

GSG offers over 1,500 protectors of one kind or another, with solutions for most popular current production models and many older bikes too. The company manufactures over 1,000 CNC parts and makes GFK spoilers, belly pans and rear units.



GSG-MOTOTECHNIK GmbH
Extortal, GERMANY
Tel. +49 (0)5754 655
info@gsg-mototechnik.de
www.gsg-mototechnik.de



More Monster

Austrian exhaust manufacturer Remus claims it has found an additional +4.7 hp for the 1200R Ducati Monster with its ‘Hypercone’ slip-on muffler.

Available with stainless steel, stainless steel black or titanium sleeves, with plug-in Euro 4 catalytic converter available for the stainless steel application, the weight-optimised design is said to be 3.2kg lighter than the stock muffler it replaces and to deliver an extra +3.5 Nm torque.

Power peaks at around 9,600 rpm with a maximum output of some 155.5 hp with sound insert; the torque is strongest in the mid-range peaking at 126.1 Nm; with sound insert at around 8,000 rpm.

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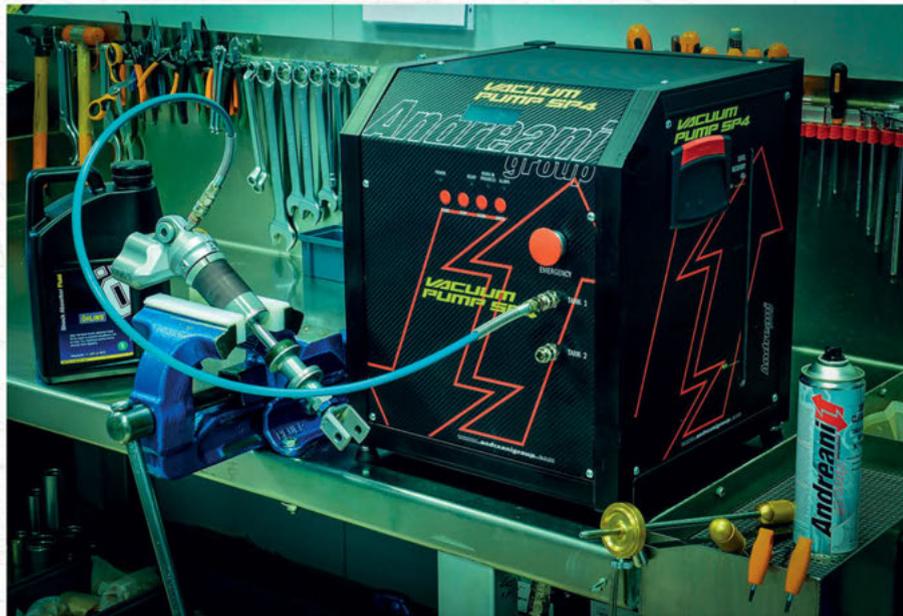
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Furygan winter and all-season gloves

Working with top level brands including 3M Thinsulate Insulation, SympaTex and D3O, Furygan has five new gloves to add to their 2017 line-up.

Ergonomic 'Escape Sympatex' winter gloves are designed made from Polyamide, goat leather and Neoprene and feature an



external metacarpal protection shell, reflective inserts on the cuff and leather and foam reinforcements on the palm. Additional features include a longer cuff for better insulation, wrist and cuff adjusters for fit, an anti-twist system to prevent the liners coming out, silicon inserts on the inside of the glove for a better fit and Furygan's 'Dual Lining'.

The forefingers and thumbs feature Furygan's Sensitive Scienc specific inserts, which allow touchscreen devices to be used. The 'Ocelot' all-season glove has been



crafted from high quality and comfortable materials and also has touchscreen inserts. Made from Polyamide and goat leather with a 100% leather palm, they feature external

shell protection for metacarpals and have leather and foam reinforcement at the palm; they are waterproof and breathable, and the lining is made from brush knitted fabric.

Thinsulate padded linings trap in the heat "whilst allowing moisture to escape". There's an adjuster on the wrist, comfort reinforcement on the top of the palm for extra padding against the handlebar and metacarpal protection shells to ease finger flexion.

The 'Blazer Sympatex' winter glove is made from 100% goat leather with an external metacarpal shell, has reflective



inserts on the cuff and leather and foam reinforcements on the palm. It features a waterproof and breathable Sympatex membrane, thermal padding on the top of the hand and Thinsulate thermal padding on the palm. They also have Furygan's anti-twist system, wrist and cuff adjusters, a longer cuff and a metacarpal protection shell.

The 'Sparrow' winter glove is made from goat leather and Polyamide, with external shell protection for metacarpals and additional reinforcements on the cubitus head area. The Sympatex waterproof and breathable membrane keeps hands dry, thermal Thinsulate padding keeps them warm, and wrist and cuff adjusters "ensure a good fit". There's extra protection at the top of the palm where the handlebar sits, a



longer cuff and touchscreen inserts on the forefingers and thumb.

The 'Mercury Sympatex' glove is an all-season sports glove, designed for riders seeking a high level of feeling on the handlebars. Made from goat leather and Polyamide with external shell protection for the metacarpals, it features leather and foam reinforcements on the palm and forefinger, Thinsulate thermal lining and a waterproof and breathable Sympatex membrane.

The finger-stitched seams have been positioned on the outside and a thinner



construction around the fingers allows for a better feeling of the levers. The lining is also made from brush knitted fabric, the gloves also have wrist and cuff adjusters and inserts allowing for the use of touchscreens.

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Boxer LC valve cover

Respected German specialist Ilmberger Carbonparts is offering a new valve cover for all BMW Boxer LC models. Owner and chief engineer Julius Ilmberger said that "the cover was developed by us and has a weight of below 500 g, which makes it much lighter than the original part, having a positive effect on riding performance and handling. In addition the part is made from a carbon formulation that is more robust and resistant than others used in the motorcycle parts industry, and the protective properties of our special clear coating adds to the durability of its looks and service life".

The kit contains both valve covers, spark plug covers and the injection jet covers, bringing a touch of contemporary high-tech styling to the water-cooled Boxer powertrain. Other matching protective covers are available from Ilmberger for both sides of the LC models, offering additional personalisation and protection options.

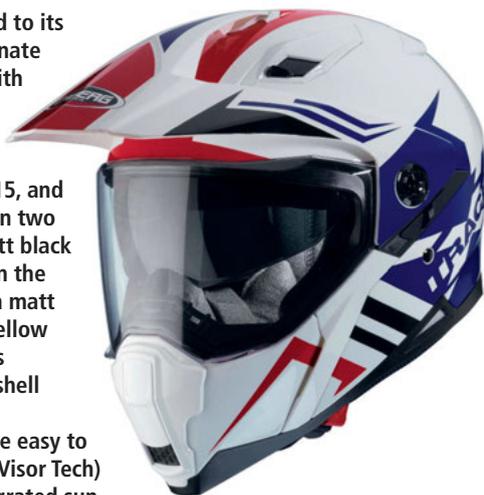
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Africa Twin colours for Xtrace helmet

Caberg has added to its Xtrace polycarbonate helmet line-up with 'Africa Twin' colours. The Xtrace was introduced in 2015, and is also available in two solid colours (matt black and white), and in the Lux design with a matt black base and yellow fluo graphics. It is available in two shell sizes.

Equipped with the easy to use DVT (Double Visor Tech) system with integrated sun shade visor, ventilation in the Xtrace is guaranteed by three wide, glove-friendly air vents. The lining is completely removable and washable and made with transpiring fabrics; there is also a removable wind stop and breath guard. Homologated to ECE 22.05 it weighs 1,500 to 1,550 g (+/- 50 g), depending on shell size.



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www.caberg-helm.com



TOURING SET

Touring Set includes the **NAMIB W-ST** jacket and the **TERRAIN W-ST** trousers. Technical clothes are composed of three layers and two membranes: one external named W-Strider (completely waterproof and breathable) and one internal: a special thermal lining. Features include, frontal air vents and adjustable wrist, waist, hips and ankles, all these items are made to address all weather conditions and to offer increased comfort. Endowed with CE certified protections on shoulders, elbows, knees and a special lodging for the back protector.

In the photographed solution: Namib jacket HJ3L304MG, Terrain trousers HT3L304MB, Stoccolma gloves HGW206

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Custom details for 2017 Z1000SX

British manufacturer Powerbronze has released parts designs for the 2017 Kawasaki Z1000SX.

Highlights include Airflow ("Double bubble") windscreen for improved aerodynamics; pre-drilled rear huggers, carbon front mudguard, a solo seat cowl, cooler grill, carbon chain guard and fork protector kits.

Made of high-impact, durable plastic or steel, they are all available in a range of colours, supplied complete with full instructions and all necessary hardware and brackets/fittings.

Other recent models to get the "Powerbronze"

treatment include the 2016 Aprilia Tuono (Airflow screen, hugger and replacement belly pan) and the 2016/17 KTM 1290 Superduke (hugger).

The company also offers hand-polished standard screens for most popular makes and models, CNC laser-cut in their own factory in England.

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www.powerbronze.co.uk

Full face X-Carbon and X-Fiber

2017 sees the introduction of carbon to GIVI's helmet range with the launch of their new 40.5 carbon fibre full face - also available in a composite fibre version.

It has a "slick and aerodynamic design", the technical features of both versions are the same, the shell material, weight and colours are the distinguishing factors.

Both versions have two shell sizes and a



high-performance ventilation system, which uses in-house designed channelling on the internal EPS.

The internal hypoallergenic, removable and washable lining has been made more comfortable thanks to micro holes drilled into the sponges.

Ultra-modern graphics, light fluorescent touches of colour for the X-Carbon and "decisive colours" for the X-Fiber with a mix of shiny and matt underline the look.

Anti-scratch tinted sun visor, nose-guard and wind deflector are standard equipment, and GIVI may also be fitting a Pinlock lens inside the visor (already pre-disposed). The respective weights are 1,210/1,250 g and 1,310/1,350 g. Closing is by strap with metal hook and micro-ratchet regulation and there are two top air vents and one on the chin guard, all adjustable, plus back ejectors.

GIVI S.r.l.
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www.givi.it



EXAN's triple Yamaha offerings

Italian exhaust manufacturer EXAN is offering a selection of exhaust options for three of the best-selling recently launched Yamaha models – the 998cc MT-10, the Tracer 900 and the XSR 700.



X-Black Evo for MT-10

For the MT-10, EXAN recommend their X-BLACK OVAL (rhomboid shaped silencer with removable dB-Killer, in stainless steel, titanium and stainless steel black), their X-BLACK EVO (lightweight, removable dB-Killer, in clear satin or satin black stainless steel), and their recently introduced race

derived X-GP (classic round silencer, available road legal or race only; very light, significant power gains; the X-GP Hyper Naked adds a touch of aggressive retro styling, available in stainless steel, stainless steel black and titanium).

For the Tracer 900 Sports Tourer EXAN recommend a complete rhomboid shaped silencer X-Black Oval system, available in a choice of stainless steel, black steel,



X-Black Oval for Tracer 900

titanium and carbon. The complete system is said to save 4kg and offers a more "slender style" design for improved handling, especially in corners. Comes with removable dB-Killer for homologated or

track performance. Finally, for the twin-cylinder XSR 700 dealers can choose between the trapezoidal



Classic for XSR 700

X-Black Oval with its carbon end cap and choice of plain or satin black stainless steel; the more traditional round "Classic" line in black stainless steel; their TAPER type II, also a traditionally styled system, and the Conical type II is available in clear or black finished stainless steel.

All are available with removable dB-Killer and said to produce weight savings and power gains.

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Drytex lined Adv Tourer

This new Adv Tourer boot from Italian specialist Forma completes their 2017 range of adventure riding footwear with a dual-purpose adventure/tour design with off-road features and a three-quarter length upper.

The boot has an oil treated full-grain and suede leather upper, with personalised fit heat protector, double Velcro closure with adjustable and replaceable GH plastic buckles. A double reflective insert is visible on both sides of the boot, and the specific compound rubber sole has an aggressive grip tread that is suitable for both touring and off-road use; the use in the construction of an "Extra Comfort Fit" last and padded inserts on the upper shin and calf area are said to guarantee maximum fit and comfort. Externally there is a reinforced front plate and pre-formed plastic protections on the gear pad and lower buckle area; internally TPU moulded plastic protections and soft Polymer padding with memory foam protect the shin and ankle. Internally, Adv Tourer features the waterproof and breathable Drytex tubular lining with Booty System (a special sock with thermo-welded seams), which prevents water from entering the boot and guarantees breathability. The contoured and shaped Mid Dual Flex midsole in PP with anti-shock EVA material covering and steel inserts offers higher front flexibility and greater rear stiffness to ensure sensitivity during gear changing, stability when in contact with the bike pedal and easier walking. The anti-bacterial and replaceable footbed with Forma's A.P.S. (Air Pump System) enhances air ventilation and cushions body weight. Available in black from sizes 38 to 49, Adv Tourer is CE-approved, designed and developed in Italy and made in the EC.

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TRAX ADV top case system

German specialist SW-Motech's TRAX ADV top case system is an all-in-one system solution that includes all the products needed to mount a top case - a TRAX ADV top case, a bike-specific ALU-RACK, adapter plate and TRAX lock cylinder set.

The easy to handle premium aluminium top case with a wall thickness of 1.5 millimetres offers durability and seal tightness against water and dust. The bike-specific ALU-RACK and adapter plate provide safe mount of the top case by simply sliding it on the adapter plate and fixing it with a latch. The system is available with silver or black TRAX ADV top case. Top case features include fibre-reinforced plastic corners, stable welded body, robot welding and punch riveting, which guarantee the water-resistant seal, anodised silver or powder-coated black finish protects against oxidation and abrasion, lid with quick release fastener and lid limiter, stainless steel latches, anodised aluminium handles, 4 tie-down points integrated into the lid corners, exchangeable sealing gasket and lock cylinder set with two matching locks and two keys included. Capacity is 38 litres; dimensions: 41 x 34 x 33 cm; weight: 4.8 kg.



TRAX ADV 38 litre top case in 1.5mm aluminium, finished in anodised silver or powder-coated black, with ALU-RACK system



TRAX M/L expansion bag for SW-Motech and other brands of aluminium top case

The laser-cut and CNC-machined, high strength and lightweight aluminium ALU-RACK is said to be "elegantly designed to perfectly integrate into the appearance of the bike".

Also seen here, this 15 litre TRAX M/L expansion bag for their own other brands of aluminium cases are said to be a waterproof, tough and flexible solution to creating extra space. Featuring a padded interior and all-round zipper, they are made from robust and easy-to-clean tarpaulin with reflective detailing; tough handle and 8 mounting D-rings for versatility and four straps are included.

Finally, the Drybag 700 tail bag is a versatile 70-litre waterproof and dust resistant addition to their popular Drybag range featuring integrated adapters for safe mount of further Drybags. A large opening allows easy loading and unpacking, it has safe 4-point strap mounting and is for universal use with almost all motorcycles. Made in easy to clean, tough waterproof welded tarpaulin, it weighs 1,850 g and measures 76 x 75 x 30 cm.

SW-MOTECH GmbH & Co KG
 Rauschenberg, GERMANY
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info@sw-motech.com
www.sw-motech.com



This 70 litre tail bag addition to the SW-Motech range is made from durable, waterproof, welded tarpaulin

XVS 1300 Custom accessories



Well known German accessory manufacturer Fehling offers dealers access to one of the largest handlebar, luggage carrier system and engine protection ranges in the industry. Seen here are new accessories for the Yamaha XV1300 Custom, a range which includes their 38mm tube protection guard, baggage holder, rear rack, mounting bar for additional spotlamps and tubular sissybar with pad and carrier. Fehling design and make all

their own products in-house at their factory near Dortmund in Germany. Founded in 1945 as specialist metal forming and processing engineers, the company specialises in motorcycle parts, currently employs around 25 people and is still in the founder's family ownership.

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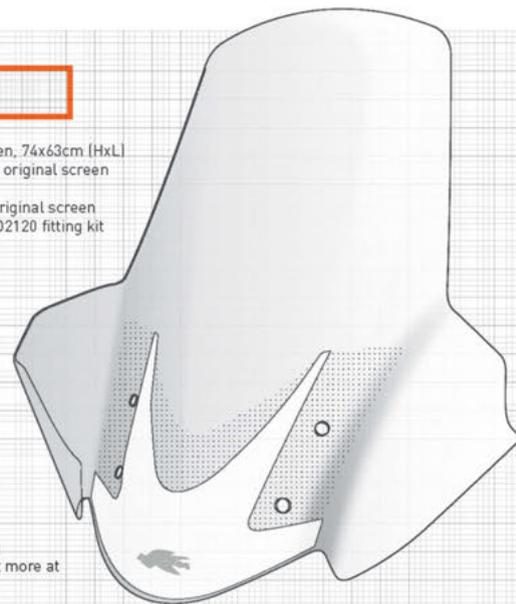
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Versatile M1 jet helmet

The versatile Jet version of Schubert's M1 is equipped as standard with integrated speakers and innovative concealed microphones ("a first in motorcycle helmets", according to the company) for the optional SRC-System intercom - separately available as an add-on.

Numerous design options allow customisation, such as the seven colourways of the helmet's outer shell and choice of standard grey or optional coffee colour for the inner lining. The clear standard visor can be replaced with optional 40% or 80% tint versions, or visors in a silver or blue mirror finish; there are five different sun visors to choose from, and also the option to remove the visor and use an

accessory peak in titanium or matt black. The top ventilation scoop is available in titanium (standard) or in matt black.

The outer shell of the M1 is made of a composite matrix, thanks to which the helmet just weighs 1,395 g, but despite the low weight it is said to ensure "outstanding" shock absorption. Variable density EPS is used for a multi-piece inner shell that incorporates integrated ventilation channels to create a controlled flow of air through the helmet. The M1 has the Anti-Roll-Off system, ensuring that the helmet remains securely in place in an emergency and a seamless, removable, quick drying anti-bacterial and breathable inner lining.



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'Ghibli' style mufflers for Guzzi V7 and V9

Italian exhaust manufacturer MIVV has released short 'Ghibli' style exhausts for the Moto Guzzi V7 and V9, two wonderful Italian motorcycles, which are enormously popular.

Described as fully compatible with the stock manifolds, the slip-ons are said to be an easy precision fit and available in brushed/shine or matt black painted. For the V7 the kit includes a specially designed heat shield; for the V9 the factory heat shield is retained. Said to weigh less than half of the originals (3.6kg down from 8.8kg for the pair), these street legal



exhausts are compliant with the current legislation regarding noise emissions and, by means of the removable KAT (available as an optional extra), are also gas emissions compliant. MIVV's test bench data is said to have

shown "significant performance improvements compared to the OE system. The V7 system with dB Killer (CE approved) has shown a maximum power increase of +1.2 hp at 3,500 rpm; maximum torque of +3.1 Nm at 4,000 rpm. For the V9 with dB Killer MIVV say they have seen +1.7 hp at 4,000 rpm and +3.1 Nm at 4,800 rpm.

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R1200 frame end cap kits

British parts, accessory and styling specialist Pyramid Plastics offers dealers worldwide access to one of the largest ranges of replacement and custom options on the market - from huggers and frame infill panels to fairing lower kits and belly pans, not forgetting their unique 'Extenda Fenda' concept, an easy and inexpensive solution to protecting the front and back of the bike from road debris, making it easier to keep

the bike clean and maintain after riding on wet and muddy terrain.

Showing the range of their accessory offer, these frame end caps for BMW R1200GS, R1200RS and R1200R are model-specific designs that offer an effective and affordable solution, adding an aesthetic touch that is in keeping with the styling of the bike.



PYRAMID 

For the GS a 9-piece kit with two large custom-made angled caps includes four medium sized caps and three smaller ones; for the RS/R variants an 11-piece kit with two large custom-made angled caps includes six medium sized caps and three smaller caps.

All Pyramid designs are bespoke, precision-fit, model-specific solutions engineered to suit each individual motorcycle - the company has over 350 models of 'Extenda Fenda' and more than 15,000 items across the full Pyramid range available from inventory at any time. Founded in 1986 by industrial designer Ben Bowser, the company ships worldwide to over 50 countries.

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MT-10 fork upgrades

British suspension component manufacturer K-Tech has a range of upgrades available to replace the factory items on Yamaha's well received, but suspension-challenged MT-10. Their 251DS front fork cartridges are a complete replacement independent damping system designed to fit into and bring 30 clicks of external compression



adjustment to the original equipment front forks. Designed and manufactured in-house at K-Tech's Derbyshire, UK facility, the company says it uses "the highest grade aluminium, which is hard anodised to improve performance and service internals". These cartridges also have 30 clicks of independent

rebound adjustment, 18mm pre-load adjustment, increased stroke and choice of available spring rates. Also seen here, K-Tech say that their DDS 'Lite' shock absorber has been designed "as an entry level product for the customer who demands a high level of performance at a competitive price. Sharing all the same high quality components as the DDS 'Pro' version, the DDS 'Lite' performs to the same high level without the hydraulic spring pre-load adjustment or the 'unique' bypass valve adjustment, but can be updated to the 'Pro' version at a later date. It is 4-way adjustable with 32 clicks of compression and rebound adjustment, length and manual spring pre-load adjustment, features K-Tech's DDS (Direct Damping System) technology and has a wide range of spring rates available.

K-Tech also offer optional fork spring upgrades for their standard forks, manufactured from the "highest grade Chrome Silicone wire", with each spring cold coiled, heat treated, pre-set and ground to length before being polishing, matching optional rate springs for their standard shock (manufactured to DIN 2095 grade 1) and service parts, such as NOK direct replacement front fork seals.

K-TECH SUSPENSION
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LS2 'Arrow Evo' racing full face

LS2's flagship 'Arrow FF323' racing full face helmet has evolved – the 'Arrow Evo' features four sizes of aerodynamic 'Long Oval' external shell. The 'C'-version in carbon weighs in at 1,300 ± 50g, with the



'R' in HPFC (High Performance Fiberglass Composite), a special three-mix composite of glass fibre, aramid fibres and carbon, which is combined with an organic resin, weighs in at 1,390g. Both models are certified to ECE 22.05.

These two shells are said to be light yet strong and highly resistant to impact, dispersing impact energy quickly and effectively.

The four sizes of varied density EPS internal shell are said to "guarantee the best absorption of impact energy" and constructed using 3D Laser Cut Foam technology; the structure of each shell is said to maximise the field of vision.

The visor mechanism is integrated in the shell line to reduce air resistance; the visor of the 'Arrow Evo' has anti-scratch and anti-UV treatment and is coated with special polymeric compounds that give it impact resistance, durability and 3D optically correct technology that helps minimise optical distortion.

Both versions are equipped with Pinlock 70 Max Vision; the visor is fitted with the external tear-off visor (optional in C version). Push button visor operation and advanced ventilation add to the rider conveniences built into the 'Arrow Evo'. The hypoallergenic and transpiring interiors are completely removable (magnetic attachment system) and washable, with quick lateral padding Emergency Release System.

www.ls2helmets.com

Titanium Slip-On for S 1000 RR

Akrapovic has added a 2017 BMW S 1000 RR fitment to its line-up of Slip-On Line (Titanium) EC/ECE exhaust applications, also available in a striking black finish.

The "perfectly formed shape" is designed to follow the lines of the S 1000 RR, a motorcycle that Akrapovic say has "led a Superbike revolution". Made from high-grade ultra-lightweight titanium, with inserts that start at the heatshield and "blend

in seamlessly with the perfectly hand-crafted carbon fibre end cap, this muffler exemplifies quality and performance". The black version includes a heat-resistant black paint covering on the titanium muffler.

These New Slip-On systems are said to improve power and torque output and improve throttle response. The use of "ultra-lightweight" titanium reduces the weight, which is said to "enhance the handling of this well-balanced machine", with sound that is said to have been "perfectly tuned to deliver a deeper and sportier tone".

The system is EC/ECE type approved and completely compliant with the latest Euro 4 regulations. Its simple plug-and-play operation means it is easy to install and needs no remapping of the ECU; optional headers will also be available in titanium and stainless steel.

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Italian detailing for Britain's Triumphs

Italian parts and accessory manufacturer Rizoma is always quick to cast its eye over the new models as they are introduced, and following launch of accessories for the BMW R nineT Scrambler, they have come up with a slew of options for three recent Triumphs – the Thruxton R, Bonneville T120 and the Street Twin.

Depending on the model, starting at the front, Rizoma options include headlight fairing with billet aluminium adapter and lens grill, front fender, clip-on handlebars, risers, replacement mirror options, engine guards,

marker lights, grips and levers.

Riding accessories include replacement pegs and adapters, tank caps, aluminium covers, rear fenders, LED lighting options, including fog auxiliaries, and supports for back and side bags.

Additional detailing can be added with a selection from engine protection bars, head covers, engine covers, 'Rally' style rider pegs with replaceable steel teeth, an adjustable shift lever, adjustable '3D' brake and clutch levers, brake and clutch fluid tank caps, and alternate exhaust end cap options for the OEM exhaust.



Thruxton R



Street Twin



Bonneville T120

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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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NEWS BRIEFS

Stefan Pierer's Austria based investment vehicle Pierer Industrie AG, the company behind KTM, Husqvarna, WP Suspension, and others, has made a \$9m strategic investment in heads-up display (HUD) company NUVIZ. The San Diego, California based technology start-up hopes to have a heads-up display unit and connected rider system available in the first half of 2017.

EBR Motorcycles (the most recent iteration of Erik Buell's endeavours to keep a motorcycle manufacturing business afloat) has closed down - and this time there appears to be little chance of a rescue for the Wisconsin based business. Liquid Asset Partners (LAP), who took ownership and announced it would continue to trade EBR a year ago, has decided that it cannot sustain the losses being incurred - losses it attributes to too few dealers being prepared to take the brand on, restricting the numbers EBR could build and sell.

Through the Recreational Off-Highway Vehicle Association (ROHVA) and Specialty Vehicle Institute of America (SVIA), the Motorcycle Industry Council in the USA (MIC) is lobbying state legislatures on behalf of its OE members against so-called "Right To Repair" laws that would give U.S. motorcyclists similar modification freedoms to those granted to riders in Europe two years ago.

Honda unit sales 33,000 in third quarter, 147,000 units YTD

Honda has announced third quarter (the period to December 31st 2016) Honda Group unit sales of 4,407,000 units worldwide (+2.6 percent) and of 2,654,000 units worldwide (+0.8 percent) on a consolidated basis (excluding partnership, licensed and joint venture production businesses). For the nine months to December 31st 2016, Honda Group unit sales were 12,882,000 units; consolidated unit sales were 7,939,000 units.

In Europe third quarter Group unit sales were 33,000 units; in North America, they were 69,000 units; in Japan they were 41,000 units. In Asia unit sales increased in Pakistan,

Vietnam and Indonesia; decreased in India due to the impacts of India's demonetisation of high denomination bank notes; and decreased in Brazil and some smaller markets.

For the nine months to December 31st 2016 unit sales in Europe were 147,000 units; in North America they were 219,000. Honda say the sales revenue generated from motorcycle sales was +19.7 percent on a Group basis (+4.5 percent consolidated) for the third quarter; +85.3 percent on a Group basis for the first nine months of the current financial year (to December 31st 2016) (+6.2 percent consolidated).



Honda has reduced its 12-month Group and consolidated unit sales forecasts, but is still projecting that 2016/2017 will be up on the prior financial year, with Europe flat and North America modestly down.

Yamaha unit sales up in Europe and Japan



YAMAHA

Yamaha Motor Co., Ltd. announced consolidated business results for the first nine months of its 2016 financial year that put consolidated sales at 1,132.8 billion yen, (a decrease of -93.4 billion yen or -7.6% compared with the same period the previous fiscal year), and operating income of 88.9 billion yen (a decrease of -16.1 billion yen or -15.3%).

Developed markets experienced a decrease in sales and income compared with the same period the previous fiscal year due to the appreciating yen. In the emerging markets motorcycle business segment, while net sales decreased due to lower unit sales in Indonesia and Brazil, operating income increased compared to the

previous year thanks to product mix improvements and the effects of cost reductions such as promotion of the platform transition.

Net sales of motorcycle products overall were 699.2 billion yen (a decrease of -85.0 billion yen or -10.8% compared with the same period the previous fiscal year), and operating income was 28.6 billion yen (a decrease of -4.8 billion yen or -14.3%).

For unit sales in developed markets, while Japan and Europe experienced increases, the planned reductions in distribution inventories in North America led to overall unit sales

on almost a similar level as the previous year.

Unit sales in emerging markets such as India, Vietnam and the Philippines increased, but decreased in Indonesia and Brazil due to market slumps etc. These results led to an overall decrease in motorcycle business net sales.

Operating income increased in emerging markets thanks to product mix improvements and the effects of cost reductions such as promotion of the platform transition, but decreased in developed markets due to the appreciating yen, leading to a reduction in income overall.

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