

# INTERNATIONAL DEALER NEWS

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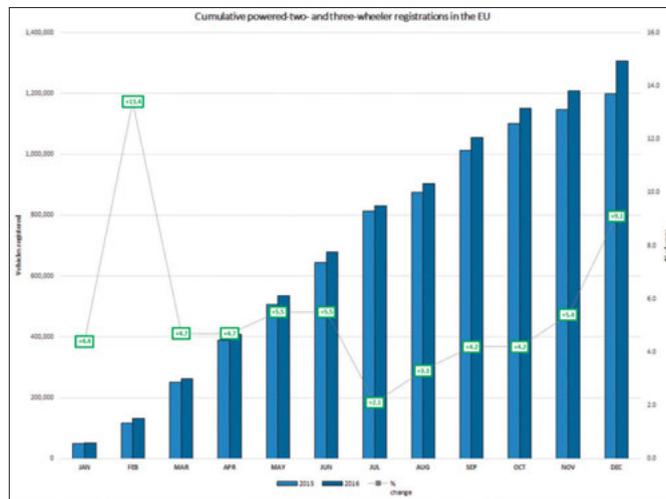
**APR/MAY 2017**  
**ISSUE #136**

## EU motorcycle registrations +13.3 percent in 2016

According to the latest data published by ACEM, the Brussels based international motorcycle industry trade association, new motorcycle registrations (vehicles with two or three wheels and an engine capacity of more than 50cc) in all of Europe's EU markets were up by +13.3 percent in 2016 at 1,009,529 units (891,219 in 2015).

The largest market for motorcycles in Europe was Italy, with 195,290 units registered (+13.5% on a year-on-year basis); followed by Germany +15.1 percent (174,624 units); France + 6.6 percent (163,335 units); Spain + 17 percent (155,003 units) and the UK + 13.4 percent (119,889 units).

Some caution is required when comparing these figures with prior years because the major motorcycle manufacturers and many larger dealers artificially inflated the end of year activity (November and December 2016) with pre-registrations of unsold Euro 3 compliant 2016 inventory before the December 31<sup>st</sup> deadline - Euro 4 compliance became mandatory



**PTWs +9.1 percent**

for all new registrations effective January 1<sup>st</sup> 2017. In total Powered Two-Wheeler (PTW) terms, registrations were +9.1 percent at 1,307,206 units, with the moped market still soft at -3.5 percent for 2016 (327,786 units).

France remains the largest European market for overall PTW registrations and was +4.2 percent in 2016 (253,067 units), followed by Italy +11.8 percent (219,865 units); Germany +15.1 percent (174,264 units); Spain +15.9 percent (172,176 units) and the UK +11.7 percent (128,637 units).

Moped registrations continue to decline in most European markets,

**Continues on page 6 >>>**

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**COMMENT: Motorcycles now 77 percent of PTW registrations ..... 4**

In an exclusive piece of analysis, Robin Bradley presents the data that shows market recovery focussed higher up the price-points and displacements than might have been expected

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**SHOWA**

# Case proven – “motorcycles” now accounting for over 77 percent of new PTW registrations

**T**he multiple challenges presented by this year’s January and February new motorcycle registration statistics from around Europe (Euro 3 pre-registrations, low volumes etc.) mean that it is difficult to say, at this stage, whether or not the excellent growth seen in 2016 is going to sustain through 2017.

In all likelihood, there has been some growth in January and February this year, regardless of what the official registration statistics from the trade associations show, simply because those pre-registered Euro 3 bikes are being sold, they are providing showroom action for Europe’s dealers, albeit at no doubt heavily “incentivised” pricing and extras packages, but because they count as “pre-registered” (despite the zero miles on them), they sit in the pre-owned sales statistics.

The +13.3 percent growth in new motorcycle registrations reported by ACEM for all EU markets in 2016 is an exceptional result. It follows an equally exceptional +11.64 percent in 2015 and, given that it was such a dramatic reverse of the -11.13 seen in 2013, the +7.90 percent growth seen in 2014 was an equally impressive expression of a market recovery that had started to show through in the new registration statistics in the second half of 2013.

The cycle that the industry has been through since 2001 (earlier even) has been a rollercoaster of unprecedented proportions. In 2001 the market (EU countries) was worth 1,216,333 new motorcycle registrations; this grew to a 2007 peak of 1,524,602 (five straight years of annual growth) before the first signs of trouble in 2008, when a -7.31 decline presaged the financial crisis.

That marked the first of six consecutive years of market decline, that saw us lose greater than 50 percent of 2007 motorcycle sales levels – that’s a drop of greater than -51 percent in the six years that followed unit growth of +34 percent in the five years from 2002 to 2007.

At the “bottom” of the market is 2013 (739,886 units), when the market had lost 35 percent of its 2002 unit sales in 11 years.

The statistics I am discussing here are strictly EU markets. The additional registrations of between 36,000 at their lowest, and 59,000 at their peak, reported by EFTA markets (Norway and Switzerland) are exactly that, additional to these statistics.

Also, this analysis has been motorcycles only so far, or what are categorised as motorcycles in the coordinated statistics that ACEM pulls together from the individual national trade associations, and those are based on the variable definitions that exist around Europe in national governmental classification terms. Those caveats notwithstanding, a comparison between motorcycles and total PTW (Powered Two- Wheeler) of the 14 years of industry statistics from 2002 to 2016 bear out in graphic detail a trend that I have been pointing to in the past three years as growth has returned.

I have been pointing to an apparent trend for the growth to be strongest at the “top end” of the PTW market in price-point and displacement terms, and the benefit of that trend that dealerships are therefore seeing in value and turnover terms.

Okay - since we have still lost some 34 percent of peak market units, even after the growth seen 2014 – 2016, that “benefit” is somewhat of a Pyrrhic victory. However, given the comparative average price points that are likely to be involved, the market may well be nearer to being caught up in Euro turnover and value terms than the registration statistics tell us we are.

Which will go some way to explaining why the manufacturers appear to be doing better than the unit sales numbers would suggest, especially in terms of the migration of momentum in favour of the European manufacturers, while the majority of aftermarket vendors are reporting positive results.

In 2001 59.33 percent of new PTW registrations were categorised as “motorcycles”. By 2005 that had grown to 65.57 percent; by 2008 it had declined again to 61.52 percent.

What has followed since would, at first sight, appear to be counter-intuitive. As sales declined throughout the downturn, the percentage decreases were greatest in low value unit terms, with higher price, larger displacement machines taking a growing percentage of the PTW registrations that were taking place.

By 2013, when the market reached its nadir, the share of total PTW sales being taken by larger displacement, higher value machines had grown to a 12 year high of 66.62 percent, and in the three years since, the three years of growth, that increasing share of higher price machines has continued to grow, and as of the end of 2016 stands at an unprecedented 77.23 percent of new PTW registrations.

Conventional wisdom would tell us that a return to growth would initially be seen at lower price points, but in the case of the motorcycle industry the trend is the opposite – inexorably away from lower displacement, so-called “entry level” machines (despite the growth of the “Urban Mobility” culture).

It would appear that we are locked into a trend towards higher price, more powerful machines being the primary growth market. This also goes against the conventional concerns expressed about the market’s dependence on a mid-40s demographic, the apparent issues surrounding attracting youth entrants, and the commonly held preconceptions about the impacts of the changes that have been in-play in licensing and training terms.

Are we seeing convention being overturned by an older, better trained entry point and ever growing concentration of available sales in the hands of older riders whose incomes permit higher price point entry or re-entry?

“ all time high ”

**Robin Bradley**  
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# RAINERS

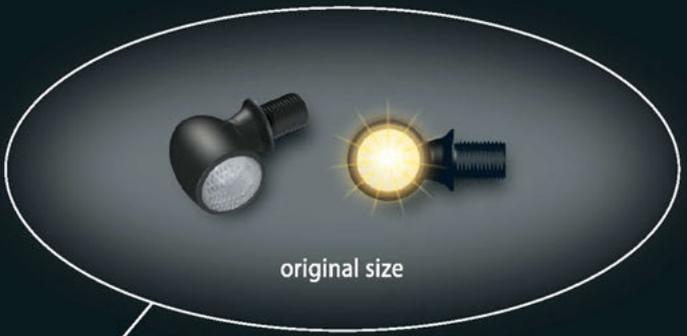
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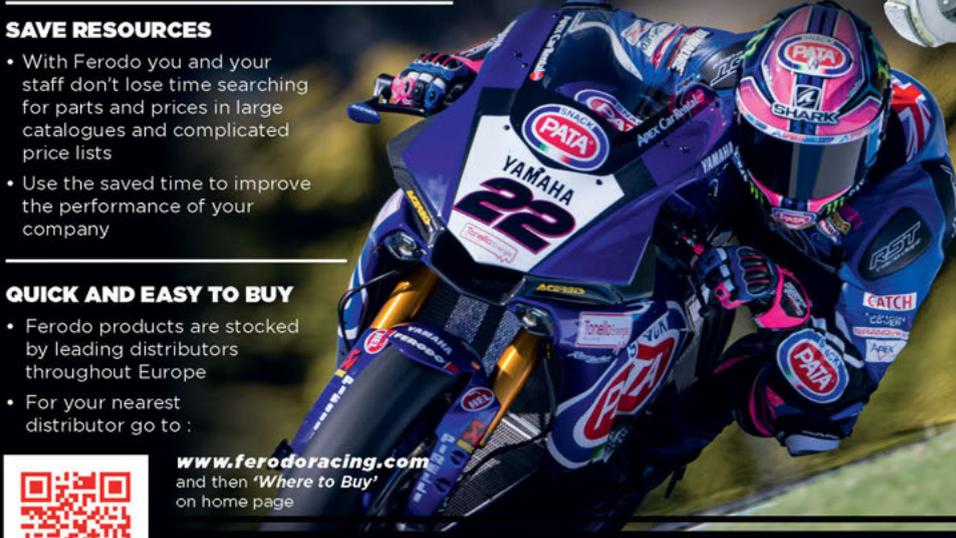
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<<< **Continued from cover**

with the best growth seen in Spain +7.6 percent (17,173 units) and the Netherlands +2.9 percent (67,825 units), with France, Europe's largest moped market, stable at +0.1 percent (89,732 units) and Italy (24,575 units) with -0.2%.

Motorcycles, mopeds and quadricycles registered in Europe in 2016 with a cylinder capacity of less than 125 cc accounted for 49 percent of the 1,307,206 units total PTW market (672,551 units); vehicles with a cylinder capacity between 126cc and 500cc accounted for 19% of the total (268,103 units); vehicles with engines between 500cc and 1000cc were 20.6 percent of the market (283,868 units); vehicles with engines of 1000cc or more totalled 150,444 units, 10.9% of the total; the 500cc+ market was 434,312 units; the 125cc+ market was 702,415 units in 2016.

Registrations of electric mopeds, motorcycles and quadricycles in the EU reached 22,402 units. Of these, 11,314 units were mopeds (50.5% of the total); 7,148 were quadricycles (31.9% of the total); and 3,513 were electric motorcycles (15.7% of the total).

The largest markets for electrically-propelled mopeds, motorcycles and quadricycles were France (7,396 units), the Netherlands (5,203 units), Italy (2,385 units), Spain (1,604 units) and Germany (1,501 units).

Of all mopeds, motorcycles and quadricycles registered in the EU,

## Italy, Europe's largest motorcycle market, +13.3 percent

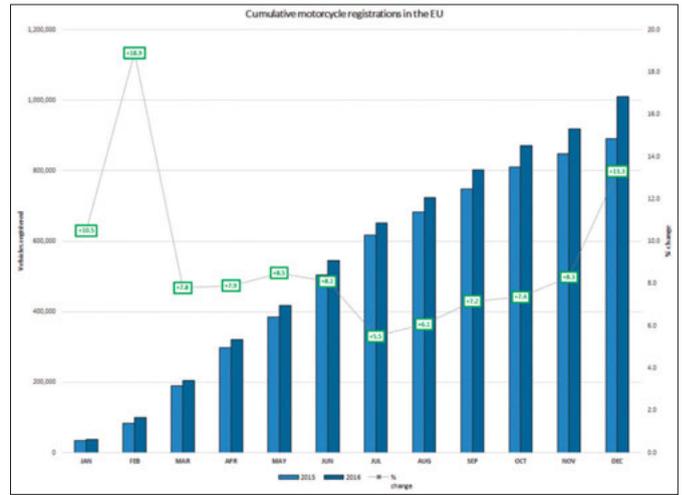
1.6% were electric vehicles. Internal combustion vehicles and vehicles equipped with hybrid propulsion represented 98.4% of the total registrations.

The Secretary General of the European Association of Motorcycle Manufacturers (ACEM), Antonio Perlot, said that "2016 was a very positive year for the industry, with registrations increasing in most European countries, particularly in the largest European markets.

"Strong demand for PTWs of all kinds across Europe is a testament to their inherent advantages. Mopeds, motorcycles and quadricycles have reduced purchasing and running costs, are easier to park than cars, and reduce travelling times and congestion in cities.

"Notwithstanding this, our sector still faces a delicate situation. Although more than 1.3 million vehicles were registered in Europe in 2016, that figure is about half the 2.43 million units registered in 2007 before the economic crisis hit.

"According to our latest estimates,



about 156,000 jobs are generated directly or indirectly by our sector in the EU. Activities such as manufacturing of vehicles, parts and components, as well as the repair and maintenance of vehicles and manufacturing of protective equipment, to name just a few examples, create jobs all over Europe - particularly in countries such as Italy, France, Germany, Austria, Spain and the UK.

"Exports of motorcycles, parts and accessories to foreign countries are essential to sustaining jobs in the motorcycle sector in Europe. In addition to a stronger domestic European market, we need a European trade policy that not only secures strategic free trade agreements with key partners, but also one that prevents protectionist policies abroad".



**ACEM Secretary General Antonio Perlot:** "We need a European trade policy that not only secures strategic free trade agreements with key partners, but also one that prevents protectionist policies abroad".

## German 'Bike Park' at record levels

Some markets have seen the return to growth have a greater impact than others, and information released in February by the IVM, the motorcycle industry trade association in Germany, cites the growth having gone straight to the statistics for the overall size of the 'Bike Park' in Germany, the total number of motorcycles and other PTWs on the road there, with new record levels reached.

Now positioned as Europe's second largest market in new motorcycle registration terms (behind Italy still, but ahead of France now), the IVM says that there are now more than 6 million PTWs on the road there in total, or at least road-registered, with 4,092,288 of them classed as motorcycles, with an additional 1,942,465 PTWs of under 50cc. The latest monthly data from the IVM (at the time of going to

press) showed motorcycle registrations for January in Germany at a statistically misleading -26.85 percent, but on such low volumes (1,812 units) it is likely that the sales of pre-registered Euro 3 units will have meant that the market was at worst broadly level with January 2016, in all likelihood somewhat up.

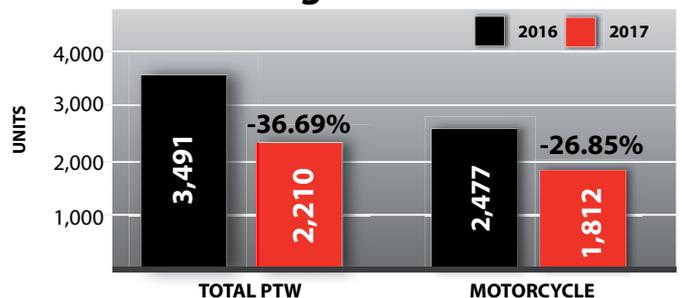
In total Powered Two-Wheeler terms (PTW), the German market was -36.69 percent at 2,210 units registered.

The top-selling motorcycle in Germany in 2016 was BMW's all conquering R 1200 GS, with 6,932 units sold, and it maintained that position in January, with another 279 units sold. However, 2016's second and third best sellers (Yamaha's MT-07/3,398 units and the Kawasaki ER-6n/2,629 units) were supplanted by the BMW R nineT (115 units of all variants)

and their S 1000 RR third (72 units); Honda's CRF 1000 'Africa Twin' is now up to fourth from fifth, with the Ducati Multistrada now fifth - but all on such low volumes that it is perfectly possible that enough pre-registered Yamahas were sold that the MT-07 could have maintained its 2016 momentum. Indeed with 11 models in the Top 20, it is no surprise that BMW has continued to hold on to its

number one spot in market share terms, scoring a massive and no doubt equally massively misleading 37.06 percent of all January's new motorcycle registrations in Germany; Honda is shown as second at this stage with a 9.32 percent share, Ducati is third, followed by Yamaha and Harley-Davidson, as Europe's 'petrol heads' continue to gobble up them "Big Inchers" in increasing numbers!

### German registrations - Jan 2017



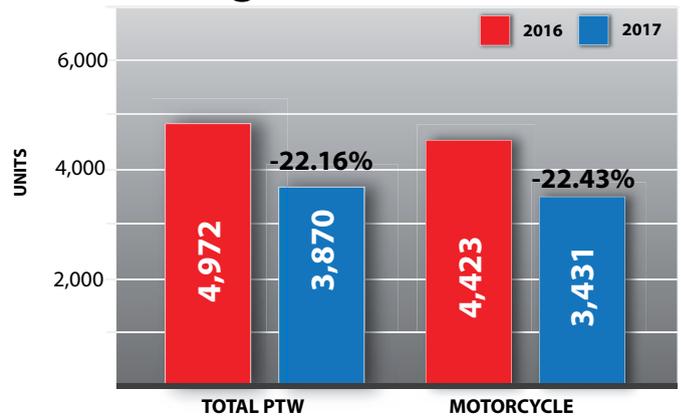
## UK motorcycle registrations -18.48 percent for January/February

In common with the new model registration statistics for early 2017 from other European markets, the latest data released by the MCIA, the motorcycle trade association in the UK, show the same Euro 3 pre-registration impact as elsewhere, with sales for January and February put at 7,867 units, down by -18.48 percent!

However, as with elsewhere, by the time the pre-registered bikes are taken into account, in all probability the UK market was at worst level with early 2016, and in all likelihood could have been at least marginally

up, given the heavy discounts and incentives now being offered by dealers to clear those Euro 3 bikes as zero mileage "pre-owned" models. In the UK, for the full year 2016, new motorcycle registrations grew by +13.52 percent at 118,990 units – a fifth straight year of growth for the UK market and the best annual market performance since before 2008; though some of the bikes registered in November and December are those now "not showing" as sales from January and February. In total PTW terms the UK

## UK registrations - Feb 2017

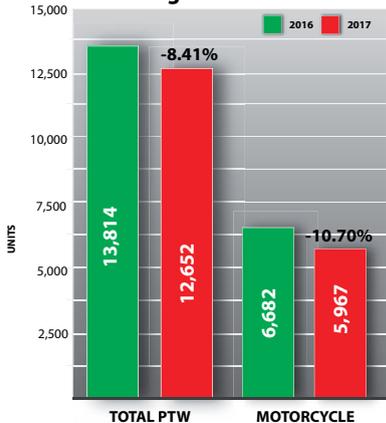


market was +11.86 percent for 2016 at 127,702 units – a third straight year of growth and also the highest annual market performance since before 2008. For the record, the MCIA

reports new Moped registrations for the first two months of the year in the UK at -18.79 percent (834 units only), and total PTW sales at -18.51 percent (8,701 units).

# Italian motorcycle registrations -11.43 percent January and February

## Italian registrations - Feb 2017



With the now customary reader health warning about the reliability of new motorcycle registration numbers for early 2017 (see our Spain report with regard to the Euro 3 effect), the latest data released by ANCM (the Milan based motorcycle industry trade association for Italy) put new motorcycle registrations for the first two months of the year down at -11.43 percent (at 10,286 units), but with sales of the pre-registered 2016s, the picture is likely to be one of a level market, year-on-year, or even one with some modest further growth.

For the full year 2016 motorcycle

registrations in Italy were +21.49 percent at 75,936 units, a third straight year of growth.

In total PTW terms, January/February registrations were -10.02 percent at 22,389 units in total. For the full year 2016 they were +13.26 percent at 193,814 units – also a third straight year of growth, the Italian market having fallen to a low of 153,933 total PTW registrations in 2013.

The top-selling motorcycle in Italy in January and February 2017 was Honda's CRF 100 L Africa Twin (511 units), followed closely by BMW's R 1200 Gs Adventure (508 units); the positions

were reversed for the full year 2016 with BMW's R 1200 GS the top seller (3,329 units), followed by Honda's Africa Twin (2,840 units); Yamaha's MT-09 Tracer (2,609 units – third so far this year also); Honda's NC 750 X (2,355 units – also 4th so far in 2017) and Ducati's Scrambler 800 (2,264 units – also 5th so far this year).

Scooter registrations were -11.96 percent for the first two months of 2017 at 5,402 units.

Enduro style models are the strongest of the "major" sectors in styling terms in Italy so far in 2017, closely followed by Naked/'traditional' style bikes.

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# Motorcycle registrations in Spain -20.80 percent for January/February 2017

The predictably misleading new registrations data for the first months of 2017 has emerged from Europe's trade associations – thanks to the rush to pre-register unsold Euro 3 models before the December 31st deadline rendered them obsolete.

According to the latest data available from ANESDOR, the motorcycle industry trade association in Spain, new motorcycle registrations for the period January to February 2017 were down by -20.80 percent at 14,006 units (17,684 in 2016), but that makes no allowance for the several thousand of pre-registered Euro 3 bikes that nonetheless have probably found happy buyers and attractive prices – probably boosting the “official figure” sufficiently to, at worst, make for a flat market, but in all probability for one that has continued to grow.

Moped registrations in Spain do not

appear to be having equivalent pre-registration blues though, with the January and February market there up by +24.22 percent, albeit on low volume (2,431 units), leaving the total number of all PTW units newly registered in Spain in the first two months of the year at -16.32 percent, 16,437 units.

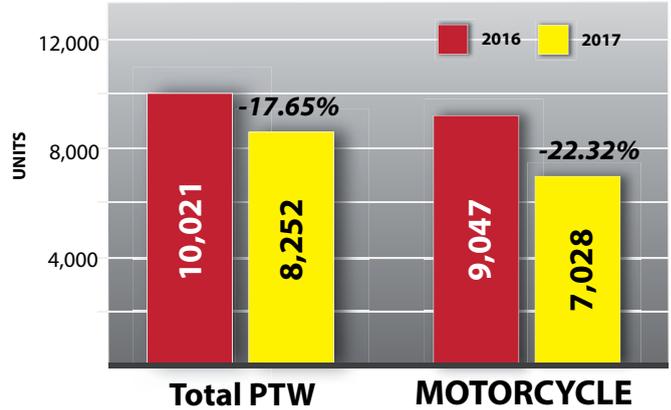
Honda remains market share leader in Spain, taking 21.1 percent of the motorcycle market there year-to-date (2,954 units), followed by Yamaha (13.8 percent), Kymco (9.1 percent), BMW, Piaggio, Kawasaki, Sym, Suzuki, KTM and Triumph.

The top-selling motorcycle remains the Kawasaki Z 900, followed by the Yamaha MT-07.

So far in 2017, 73 E-Bikes have been registered, representing 0.5 percent of the motorcycle market.

So far in 2017, scooters represent 54

**Spanish registrations - Feb 2017**



percent of sales of vehicles greater than 50cc at 7,584 units YTD; motorcycles of 126 to 750 cc represent 31 percent of the market so far in 2017 at 4,371 units, with 750cc+ machines representing 20 percent of sales

(2,756 units) YTD. The Spanish market has seen 269 ATV/Quad/UTV models registered YTD, with Polaris the major player (82 units), followed by CF-Moto and Can-Am.

# Japanese made motorcycle exports to Europe +7.76 percent in January

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 +7.76 percent in January 2017, despite the hangover from Euro 3 pre-registrations (19,689 units) – the strongest January export figure since 2009.

For the full year 2016 exports to Europe were +18.83 percent at 180,290 units – the best full year performance experienced by the Japanese factories in terms of exports to 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.

Exports to U.S.A. were -12.22 percent in January at 5,008 units, the lowest January number since compatible records

are available. Global Japanese made motorcycle exports were essentially flat overall for January at +0.6 percent (30,473 units). Japanese manufactured total PTW exports to Europe were also up in January at +9.23 percent (20,586 units) – also the best January performance since 2009. To the U.S.A total PTW exports were -23.43 percent at 8,139 units and -4.37 percent globally at 38,002 units.

Total worldwide Japanese

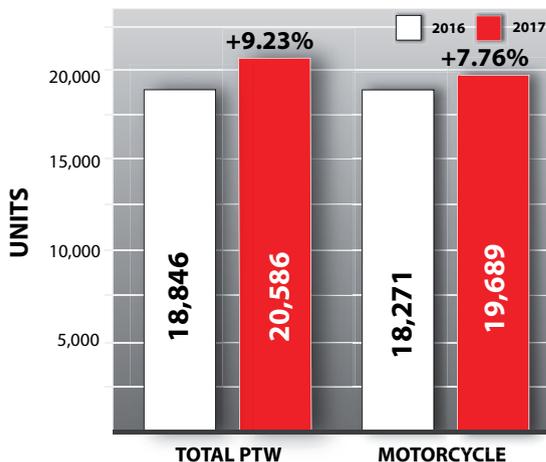
manufactured PTW exports were +2.61 percent for the full year 2016 at 428,619 units – their second lowest in the 21st century, having appeared to have bottomed out at 417,000 in 2015; they peaked at 1.641m units in 2000.

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

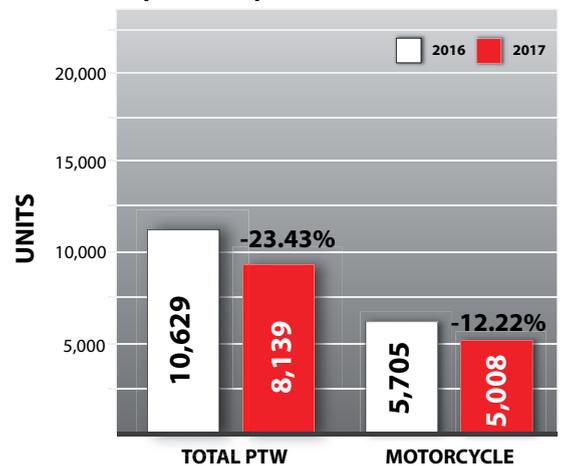
majority of higher value larger displacement Japanese brand machines, especially those being sold in Europe, are still made in Japan.

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.

**Japanese Exports to Europe - Jan 2017**



**Japanese Exports to the US - Jan 2017**



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## NEWS BRIEFS

Award-winning air filter manufacturer Twin Air is to support Rockstar Energy Husqvarna for the next three years in an extension of a partnership that has seen them being the official provider of air filter and performance accessories to the majority of Rockstar Energy Husqvarna Factory Racing teams. Founded in 1972, the Dutch company was the first to introduce the washable and reusable dual-foam laminated air filter.

2015 British Superbike Champion Josh Brookes (making his Norton TT debut) and fellow Australian David 'Davo' Johnson (seventh place in last year's Superbike TT) will ride the IOM for Norton in June on a race version of the recently launched V4 SS road bike in the Senior and Superbike TT races. Both riders will compete on the all-new SG6, derived from the recently launched V4 SS road bike.

British performance and handling technology firm HM Quickshifter has announced SpeedMob as its U.S. importer and distributor. Known for their strain gauge based technology, Quick Shifters are available for all riders, from the top-level MotoGP Teams to the street enthusiast. Their top of the range HMSS GP system "uses intensive and very advanced mathematics and digital signal processing (DSP) to identify when the gears have fully engaged. This nullifies the requirement for kill times and not only ensures the shortest possible kill times between shifts, but also ensures the smoothest and safest gear changes possible regardless of the conditions, load, rpm or gearbox characteristics".

Italian sportsbike parts and accessory specialist Bonamici Racing has announced a partnership with Aprilia Racing for the 2017 season to run in the WSBK Championship, SuperStock1000 Championship and Italian CIV SBK.

## SBS' "Partners in Racing" concept supports product development

Danish brake pad manufacturer SBS has been involved in the motorcycle racing business for almost 25 years now, and every year they have cooperated with leading international and national race teams and top riders.

At SBS this concept is known as "Partners in Racing", and it is central to their ability to test and develop new and existing product. "The programme plays an important role in our product development process", says SBS Race Manager Allan Østli.

"Brake pads are one of the most important components in motorcycle racing. In today's racing, only a very few overtaking manoeuvres are the result of acceleration and pure engine power – the braking zone is where most of the action happens. With "Partners in Racing" we get our products tested under the toughest conditions, and we get very useful feedback from the people who really know what braking is about. This is an important add-on to our own test activities".

The feedback from the world's racetracks results in R&D engineering staff being able to improve and develop the company's brake compounds, not only for race use, but also products that are used on the road – classic "track trickle down", says Allan.

"Especially when it comes to riders' preferences and feelings for the final "finger-tip" performance - our race tests and our close partnerships with riders and their teams have a deep impact on our R&D work". Down the years some impressive names have contributed to the SBS mission – champions such as Carlos Checa, Kenan Sofuoglu, Andrew Pitt, Jonathan Rea, Tom Sykes, Troy Corser, James Toseland, Michael Dunlop and many others are not the worst references to have when talking about racing and braking. In 2017 the list of teams and riders that take part in World Championships as SBS' partners "is more or less endless", says Allan. Riders such as Nicki Hayden and Stefan Bradl (Ten

Kate Honda World Superbike Team) and Marcus Reiterberger and Jordi Torres (BMW Althea Racing Team) in WSBK.

In Supersport SBS have Roberto Rolfo (Team Factory Vamag), Kenan Sofuoglu and Kyle Ride (Kawasaki Pucetti Racing) and Jules Cluzel (CIA Landlord Insurance Honda) using their product, with Thomas Luthi (Car Expert Interwetten) in Moto GP2 and Philip Oetli (Südmotall Schedel GP Racing) in Moto GP3.

In the World Endurance Championship "where durability is the key parameter", SBS has a



driver Kimi Räikkönen, Wilvo Yamaha featuring Shawn Simpson and Gautier Paulin, Monster Energy Kawasaki Racing Team, and others. In June SBS will continue its history of involvement in the unique demands road racing, again supporting Michael Dunlop and Ian Hutchinson at the Isle of Man, the NW 200 and other events.

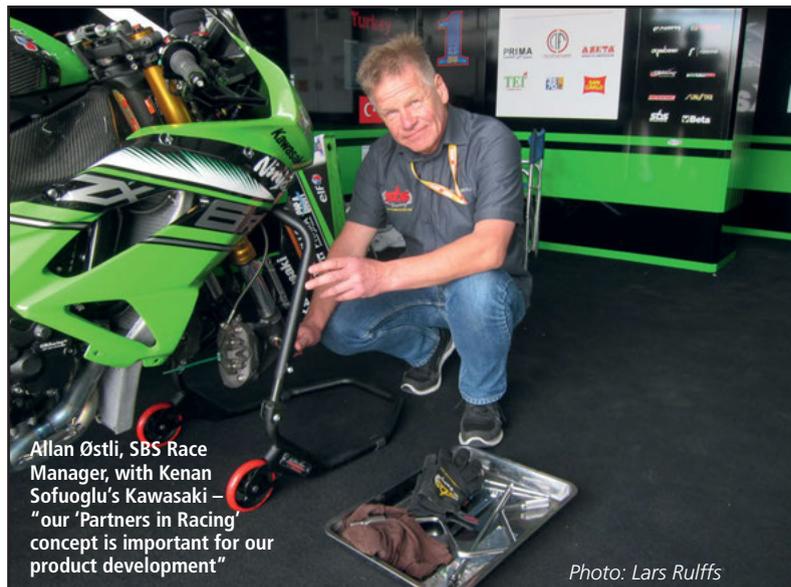
## "the pad for podium positions"

long-lasting partnership with the Swiss Bolliger Team, who have a long record of world championship top 5 results, and French Superstock world champions Tati Team. On a national level SBS has a test and development cooperation with Shane "Shakey" Byrne and Marvin Fritz, who both achieved 2016 championship wins in the British Superbike and IDM German Superbike Championship respectively.

SBS is also active in Motocross GP Championship racing - for 2017 the list of partners includes the ICE1 Husqvarna team owned by Finnish F1

For the race teams competing on asphalt, SBS typically offers the Dual Sinter compound for the front. Allan explains that "this compound was introduced 10 years ago, but we have developed it regularly since then based on the feedback from our partners – feedback that has allowed us to also be testing some new innovations this season. For the rear, we typically recommend a carbon tech or a sintered compound, depending on riding style and motorcycle". For Motocross, SBS recommends special sintered racing compounds.

[www.sbs-friction.dk](http://www.sbs-friction.dk)



Allan Østli, SBS Race Manager, with Kenan Sofuoglu's Kawasaki – "our 'Partners in Racing' concept is important for our product development"

Photo: Lars Rulffs

## Energica now in the Netherlands, Sweden, Israel and U.S.A.

Italian electric sportsbike manufacturer Energica has enlarged its retail presence in one of Europe's strongest E-Bike markets, with Electric Motorcycles Nederland (EMN) as its importer and lead dealer there, having signed new agreements with four new business partners.

The stores are situated in some of the most strategic areas of the country from Groningen in the north to Sint Anthonis in the south in order to "guarantee the presence of the Italian brand throughout the Netherlands".

Along with Energica motorcycles, EMN

provides important services for customers, like customised financing plans and a mobile workshop for a professional and prompt after sales service.

In addition, EMN is offering all Energica owners 'free charge' for four years through the Fastned fast-charge infrastructure network.

Energica has also finalised a new commercial agreement in Sweden and other markets with Energica motorcycles available in Marieholm, near Malmoe, based at E-MC Sweden AB. Through November 2016 the Swedish market was

+80 percent in EV unit terms, with 11,913 machines registered in 11 months.

In December last year Energica received its sales license for the State of California, having already achieved U.S. homologation of its 'Ego' and 'Eva' models, and opened "Galleria Energica", a San Francisco flagship store and a Redwood, California, service centre.

In another sign of its growing international reach, Energica entered the Israeli market in November, with the government approving its bikes for registration and Auto Electric appointed as importer.

Meanwhile, in other news from Energica in the United States, the company has become the only electric motorcycle company to join the CharIN E.V. Association, whose mission is to come up with a standard for electric vehicle charging and devise solutions for future charging systems.

The primary aims of CharIN E.V. are to develop and establish the Combined Charging System (CCS) as the standard for charging battery-powered electric vehicles of all kind; to draw up requirements for the evolution of charging-related standards and develop a certification system for use by manufacturers implementing the CCS in



**Having inaugurated its new 32,000 sq ft headquarters facility at Soliera near Modena last year, Energica has moved quickly to consolidate its international opportunities**

their products and to promote the CCS standard worldwide.

Right from the start Energica believed and invested in the Combined Charging System (CCS) as standard - today Energica is the only electric motorcycle manufacturer to include in its products the DC Fast Charging technology based on CCS Combo.

"In the last years, the auto industry unveiled several new electric models, therefore it is necessary to affirm the CCS system as standard and to implement the infrastructure's network in all countries", says Giampiero Testoni, CTO Energica Motor Company S.p.A.

"It's important to generate an influential critical mass to standardise the CCS system and affirm it worldwide".



Energica's 'Eva' (left) is a 'streetfighter' styled street bike with a permanent magnet AC (PMAC) oil cooled motor that produces 70kW (95 hp c.c.a) of instantaneous power and a torque of 170 Nm. It is said to have a range up to 200km (ECO mode) and can reach a top speed of 200km/h in Sport mode. The 'Ego' is Energica's sportbike model

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## NEWS BRIEFS

A new 'plug in' subsidy scheme for electric motorcycles in the UK has seen its first customers benefit from the incentive. Introduced by the UK Government's Office for Low Emission Vehicles (OLEV) to increase the uptake of electric vehicles, the buyer of a Zero FXS (average range of 60 miles, top speed of 85mph) saw the price of his new bike reduced by £1,500 (or 20% of the total purchase cost).

The next edition of the BMW Motorrad International GS Trophy 2018 is going to be held in Mongolia, in central Asia, in the early summer of 2018.

Italian manufacturer Sidi is the official boots provider for Husqvarna Enduro, SuperEnduro and Extreme Enduro Team Riders. This two-year agreement will see all six Rockstar Energy Husqvarna Factory Racing Enduro, SuperEnduro and Extreme Enduro team riders based in Europe wearing Sidi boots throughout their 2017 and 2018 racing campaigns.

French brakes manufacturer Beringer has appointed Frog Specialities LLC. as its exclusive U.S. importer and distributor.

## Piaggio reports global PTW unit sales +6.7 percent



# PIAGGIO



Piaggio has reported that it sold 344,000 two-wheelers worldwide in 2016, up by +6.7% from 2015 (322,500 units), generating net sales of 916.5 million euro, an improvement of +3.6% from 884.9 million euro in 2015. The figure includes spares and accessories, on which turnover totalled 124.5 million euro (a slight increase from 2015).

Piaggio says that it continued to strengthen its leadership of the European two-wheeler market in 2016, with an overall market share of 15.4% (15.2% in 2015), and 25.4% (24.1% in 2015) in the scooter sector alone, with a lead of more than 12 percentage points from the second competitor.

On the Indian two-wheeler market, the Group reported volume growth of almost 40%, thanks in part to the introduction of the well-received new Aprilia SR 150 scooter. The Group recently entered the motorcycle market in Thailand with the introduction of the Aprilia and Moto Guzzi brands, in addition to its existing Vespa and Piaggio branded scooter sales there.

The Group says it maintained a particularly strong presence on the North American scooter market, with a share of 20.1%; it also intends to strengthen its position in motorcycles in North America.

In the scooter segment, global revenues in the 'high-wheel' segment made strong progress, largely thanks to the Beverly and the new Piaggio Medley ABS, which have boosted market share for Group vehicles since their launch.

The Vespa brand strengthened its

presence on the EMEA market, with revenues up by 5.6%.

Good performance was also reported for the Aprilia brand, which in August made its debut on the Indian scooter market (the world's largest market with annual sales of more than 5 million vehicles) with the Aprilia SR 150 sports scooter.

The Group motorcycle sector also reported healthy performance, thanks to a +13% increase in Moto Guzzi sales, assisted by the new V9 Roamer and Bobber and by the MGX-21, the large totally black cruiser, which had its world preview in August 2016 at the 76th annual Sturgis Motorcycle Rally.

Aprilia's good performance reflects the growth of the Supersport models in the Tuono V4 range, which reported a +24.8% increase in sales, and steady sales performance for the RSV4 1000 line.

In global corporate terms, Piaggio says it has seen positive 2016 performance in all the sectors it is active in, with improvements in all its main indicators and a reduction in debt compared with 2015.

The company says it sold 532,000 vehicles of all kinds worldwide in 2016, an increase of +2.4% from 519,700 in 2015.

Group consolidated net sales in 2016 totalled 1,313.1 million euro, an improvement of +17.8 million euro and +1.4% (+2.8% at constant exchange

rates) from 1,295.3 million euro in 2015.

2016 closed with net profit of 14 million euro, an increase of +18.3% compared with 11.9 million euro in 2015.

At EICMA 2016 Piaggio unveiled its Vespa Elettrica project, confirming its commitment to development of alternative low-emission mobility solutions. Production and marketing of Vespa Elettrica are scheduled for the second half of 2017.

Additional new products at EICMA included the Moto Guzzi V7III, developed to mark the 50th anniversary of the debut of the first V7 model, the Moto Guzzi V9 MY 2017 and, for the Aprilia brand, the Shiver 900 and the Dorsoduro 900, two new motorcycles offering enhanced performance compared with the previous versions.

In January Piaggio announced the strengthening of its distribution network after opening its 200th Motoplex store in Europe, the Americas, Oceania, Asia and India – a concept that made its debut just two years ago. Motoplex stores are a network of Group multi-brand stores in addition to its traditional distribution network.

# HEADLIGHT PROTECTORS

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# LighTech partners with Bihr for France

Leading Italian parts and accessory manufacturer LighTech (based near Venice) has announced an exclusive distribution agreement for France with Bartenheim based Bihr S.A.S.

A division of the Belgian Moteo Group since 2010, Bihr was founded in 1975 by Cyrille Bihr, and has grown to be one of Europe's largest motorcycle parts and accessories distributor with sales offices in France, Belgium, the Netherlands, Switzerland, Scandinavia (Duells) and Spain. With some 12,000 dealers supplied from a state-of-the-art



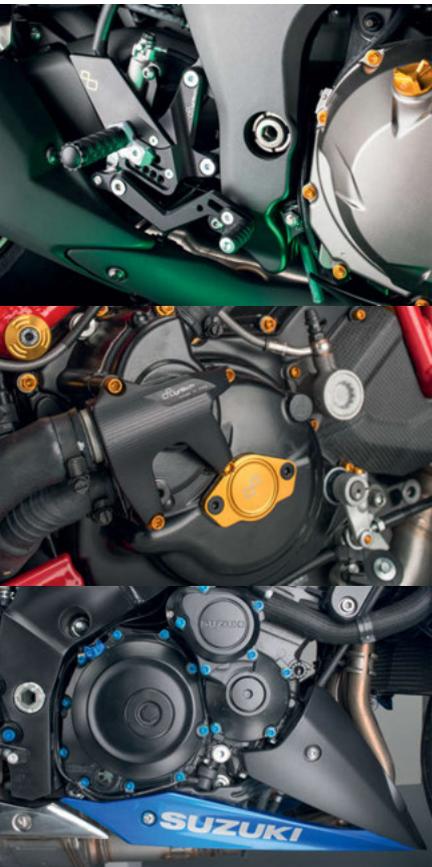
Best known for custom parts for street bikes and sportbike models, LighTech has also added a touch of elegance to the TMAX 530

30,000 sq m headquarters warehouse at Bartenheim near the Swiss and German borders in north-eastern France (along with 12,600 sq m at Totana, Spain, and 20,000 sq m near Stockholm, Sweden), the company says it achieves a 95.8 percent fill rate, with some 160,000 part numbers available (30,000 added in 2016), covering 350 brands. Bihr has been involved with LighTech for several years already. Pichard of Switzerland, which became Bihr Switzerland, was already selling LighTech products, so adding France is an extension of an established programme. Bihr is currently working to build a large inventory for its French platform in order to be able to deliver LighTech's products in one day for approximately 80 percent of the programme. The remaining items can be special-ordered. LighTech's 2017 catalogue edition will be available for Bihr's French dealers soon, and the whole range for the TMAX is already available and introduced in Bihr's Scooter product-specific catalogue.

Alex Gelbcke, Bihr CEO, said: "We are confident that there is a strong interest for LighTech on the French market, mainly because of the quality of their products and the brand's reputation. Mixed with Bihr's know-how, this should be the beginning of an excellent partnership between our two companies for the coming years".

Bihr says it has approximately 2 million individual products in stock at any one time, and effective immediately that will include the full LighTech range of stylish, high quality replacement and upgrade parts for many of the most popular current motorcycle models. LighTech was founded by Fabrizio Furlan in 1997 as an extension of his family's specialist metalwork business, which means it can draw on three decades of precision-manufacturing experience and an ISO 9001 accreditation backed reputation for quality and innovation that has its origins on the racetrack – having worked closely with elite teams in the WSB, 125GP and 250GP championships. That quality and experience is evident in the range of technologically advanced motorcycle performance parts and accessories for road bikes that LighTech's 2,500 authorised dealers can choose from - with over 7,000 Ergal products available in six different colourways, over 400 titanium products and a host of other accessories.

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



LighTech finalised their deal with Bihr to distribute their products in France at the Bartenheim based distributor's recent Paris sales meeting

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# Yamaha – awards and new models for emerging markets

There has already been a steady flow of interesting news coming out of Yamaha so far this year.

Following the expected announcement in January that their unit sales in Europe for the nine months to December 31st 2016 were up, February saw the company scoop a global “iF Design Award” for the fourth consecutive year for its XSR900. Yamaha says it developed the XSR900 “to satisfy customers in developed markets who prefer a more “traditional” style of machine. The simple and retro exterior combined with performance through cutting-edge technology provides pride of ownership along with riding enjoyment”.

This award marks the fourth design honour for the XSR900, after the “Good Design BEST100,” the “Auto Color Award 2016 Special Prize,” and the “JIDA Design Museum Selection Vol.18.”

The iF design awards have been awarded since 1953 by the international design promotion organisation Industrie Forum Design Hanover (iF), Germany.

In other news, the company has moved to strengthen its position in less well developed markets with what it describes as the “stylish and sporty GDR155 scooter ASEAN strategic model aiming to build a new sporty scooter category” and the ‘CRUX Rev’, its first “strategic model” for Africa, Central America and the Caribbean. The GDR155 aims to “create in the ASEAN region a sporty scooter category, which will become a stepping stone to the big scooter class”. Launched in Vietnam as the NVX and in Thailand as the AEROX in



Yamaha’s ‘Yard Built’ custom bike build programme is underway again already for 2017 – seen here is the all-new SCR950, reinterpreted by Californian customiser Jeff Palhegyi – a homage to the 1966 YDS3C Big Bear Scrambler that featured a custom exhaust system with heat shields which hark back to the days of do-it-all motorcycles, Renthal handlebars wrapped in Duane Ballard Custom Leather that matches the seat and front fork tool pouch, a shortened swingarm suspended by Fox RC1 Podium 14-inch performance rear shocks, custom sub-frame and side panels, custom vintage off-road style front and rear fenders, chunky Shinko Adventure Trail tires mounted on Californian made Ride Wright 40-spoke aluminium soft lip wheels, custom aluminium headlight bracket and skid plate, steel braided brake lines and a “Faster Sons” custom-logoed aluminium cover for the K&N air cleaner

December 2016, the GDR155 will subsequently be introduced in Indonesia and other ASEAN markets. Manufactured in plants in Vietnam, Thailand and Indonesia, development of the lightweight 116kg GDR155 targeted upwardly-mobile 25 to 30-year old males “with the intention of being crowned the “ASEAN Best Sporty Scooter.” The 155cc ‘Blue Core’ engine incorporates a Smart Motor Generator – described as a Yamaha first - which combines start-up with power generation functionality to deliver quieter starting while also reducing power generation loss.

The ‘CRUX Rev’ features a 4-stroke, air cooled 110cc ‘Blue Core’ engine, and is described by Yamaha as a “next-generation basic street model based on thorough local surveys to incorporate design aspects geared to local conditions and needs. Two configurations will be available - a spoke wheel specification with kick start, and a cast wheel specification with electric start”.

Yamaha says the “African and Central America/Caribbean motorcycle markets total roughly 3.6 million units (2016 results/Yamaha Motor survey). Approximately half of this number are



CRUX Rev

100 to 150cc motorcycles, which are used as bike taxis. The current CRUX model (110cc) was originally developed for India, and was introduced in Africa and Central America/the Caribbean from the early 2000s.

“It earned popularity in Africa through its use as a bike taxi, and in Central America/the Caribbean for its entry-level commuter and delivery purposes. With the growth of various financial support systems such as microfinance in recent years, demand for bike taxis and delivery applications is forecast to grow even further, and customers expect the launch of models which fulfil criteria for fuel efficiency, cost and quality/reliability.

“The CRUX Rev has been developed in response to these needs, and is a model with superior cost-performance in addition to great practicality and comfort. Although IYM (India Yamaha Motor Pvt. Ltd.) will be the main production company, CKD production of the same model is scheduled for Yamaha Motor’s Nigerian production company, CFAO Yamaha Motor Nigeria Ltd. (CYMNG) in 2017”.



GDR155



The iF award-winning XSR900

# Ferodo Racing – “WSBK ideal for race development of street pads”

When it comes to “Race on Sunday, sell on Monday”, it doesn’t come much more authentic in race support terms than the decades long pedigree that the Ferodo brand has been famous for.

A fixture at the historic circuits, series and championship battles of the past, Ferodo, and their ‘sister’ brand Champion, are racking up promising results again this year.

Ferodo is official technical partner of the Pata Yamaha Official World Superbike Team for 2017 and kicked off the season seeing former British Superbike Champion Alex Lowes finishing 4-4 on the Yamaha YZF R1 at the Phillip Island, Australia opener at the end of February, with his team mate Michael Van der Mark crossing the finish line 9-7. At the time of writing the team were headed to Thailand for the second WSBK round of the year

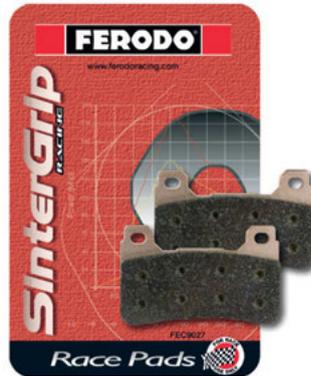
at the 4.5 km Chang International Circuit, opened in 2014.

The Ferodo brake pads used by Lowes and Van der Mark are derived from the same pads that the Italian manufacturer sells for race applications through its dealers.

Rated “Excellent” for friction level, bite, fade resistance, durability and performance under wet braking conditions, XRAC pads by Ferodo “offer unparalleled braking performance and incorporate our innovative Array Cooling”. The “trickle down” for Ferodo and their dealers is in the race-gained experience that backs up their top of the line ‘SinterGrip’ ST, HH rated road bike and SG off-road sintered compound pads. Their equally durable and equally wet riding friendly SM maxi-scooter ‘SinterGrip’ pads are specified for the heavy duty urban cycle and the conditions that modern day large displacement maxis have to endure.

It doesn’t stop at the Pata Yamaha WSBK team though, with Champion being an official technical partner of Aprilia Racing in MotoGP (Aprilia Racing Team Gresini), WorldSBK (Milwaukee Team), STK 1000 (NUOVA M2 Racing); and Ferodo and Champion as official technical partners of Kallio Racing in the WorldSSP (Niki Tuuli and Sheridan Morais) and Renzo Ferreira and Kimi Patova in the Supersport 300 World Championship.

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



Ferodo offers two race pads – the CP1 Ceramic Grip Compound is a carbon-based composites formula bound together with a ceramic resin – said to be ideal when caliper temperatures need to be minimised, offering “excellent modulation for superior feel and control”

## NEWS BRIEFS

BMW sales were up by some +48 percent in the United States in January, with the F series (F 700 GS), G series (G 650 GS) and R series (R 1200 R/RT) the top performers; the R nineT Scrambler “exceeded expectations” in USA in January; the R 1200 RT has been named Motorcycle of the Year three times consecutively by Motorcyclist Magazine; BMW currently has some 152 motorcycle dealers in the United States, but is targeting that number to increase significantly in the coming years.

In what is being described as the biggest two-year jump in 50 years, reports suggest that the United States has seen a dramatic increase in car and motorcycle road fatalities in 2015/16 after years of gradually declining fatalities. Within this figure, it is believed that motorcycle fatalities are, at worst, level.

Arctic Cat has finally won a patent infringement action first brought against it in 2011 in the Canadian courts by Bombardier Recreational Products (BRP). Designs used on some 44,000 Arctic Cat snowmobiles covering model years 2007 through 2015 were found not to have infringed 56 of BRP’s patents and patent claims.

MTA Distributing in the United States, a subsidiary of leading Canadian distributor Motovan, has been appointed U.S. importer and distributor by Liqui Moly, the German oil company.

Sources: Revzilla/CT, SB, MPT, B&B, BDN, AP, Reuters, MSNW, MCV, AMD



After posting two 4th place finishes at Phillip Island, Alex Lowes said: “The team have done a good job over the winter, and I’ve improved in some areas”

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# New J.Juan Group CEO

The Barcelona based J.Juan Group has announced that daily management of the business is now being passed on to a younger member of the second generation of family ownership, with 45-year-old José Luis Juan taking over as CEO.

José Luis came back into the business in 2005 with extensive and impressive business experience and academic achievement already on his résumé, having spent time with the likes of IBM, La Caixa, and global professional services provider Accenture.

The Physics and Electronic Superior Engineering Barcelona University graduate, who also has a master's degree in Management from the ESADE business school in Barcelona and another in networks and telecommunications by La Salle University in the United States, takes over at an interesting time for the business his father founded in 1965. The challenge of creating a corporate structure for the management and further growth of Europe's second largest brake systems manufacturer (and global #1 in the manufacture of braided hydraulic hoses) comes after the turnover of the business grew from 30 million Euro in 2014 to a forecast of 43.5 million at the end of 2016 (+40% in just two years, having doubled in the past eight years) and with the Group's plans calling for it to double from there by 2020.

José Luis will be supported by the experience of his elder sister, María Angeles Juan Verdejo and brother Carlos Juan, who will both remain with the Group in Vice President roles; strength in depth where the management of the business is concerned will be at a premium in the coming years.

With customer demand driving growth and expansion, their production facilities are being used profitably just



as quickly as they are able to develop them. The Group's factories at Gavá and Sant Cugat near Barcelona, Jiaxing, Zhejiang, near Shanghai, Jalgaon, near Mumbai in India and, soon, at Monterey in Mexico, look likely to be operating at full capacity quite quickly. As an OEM supplier to most of the major motorcycle manufacturers and many of the smaller ones too – they have 80 OEM clients all over the world and equipping a claimed 90% of western bikes – there appears to be no end in sight to their growth opportunities. The enlargement of their production capacity in Europe, China and India has been essential to meet the orders from their existing customers.

At Sant Cugat, north of Barcelona, the company has been granted reindustrialisation permission (in November last year) for a former Delphi Automotive manufacturing facility which the Group acquired, where J.Juan will localise all its European production of brakes, with the Gavá facility to the south-west of the city focussed on the production of braided hydraulic hose products.

The beginning of 2016 saw the completion of a programme of expansion for their Chinese factory, 10



New CEO, José Luis Juan



years after the Group founded it – a factory where productivity is said to run at some 100,000 Euro for each employee. J.Juan China has gained an important position in the Asian market. At the end of August 2016, J.Juan inaugurated production of motorcycle brakes in Jalgaon (India) at the factory it is using there. Owned and operated by the world's third largest car brakes manufacturer Chassis Brake International (the France headquartered former Bosch brakes division), brakes branded KBX and J.Juan will be contract-manufactured there to the Group's own specifications, and using its own tooling, for the 12 million PTW a year Indian market. The big technology story for J.Juan in India has been the success there of its Gavá developed Combined Brake System (CBS) – subject to the model,

ABS and CBS have been made mandatory for all new 125cc+ motorcycles sold in India from April 2017.

So, at the beginning of 2017, after years of effort and leadership, Angeles and Carlos Juan have put their trust in the younger brother of the family to take over the leadership of a company that is much transformed and set for dramatic further growth in the years ahead.

Hopefully their knowledge and experience will be there for the business to draw on for years to come, as José Luis Juan builds new foundations for further growth and development of a business that enjoys a hard earned, carefully developed and very valuable reputation throughout the global motorcycle market.

[www.jjuan.es](http://www.jjuan.es)



Left to right – María Angeles Juan Verdejo, José Luis Juan and Carlos Juan

# Gaerne sponsor Everts managed Suzuki MXGP team

## NEWS BRIEFS

The United States has seen a continued decline in ATV deaths and injuries with a recent government department report citing fatalities for the period 2007 to 2012 as -31 percent, with deaths of children in ATV related accidents -50 percent.

Portuguese Enduro machine manufacturer AJP has reported a third straight year of record growth in the United States, with 2016 sales +62 percent, 17 new dealerships added and two further new models taking their U.S. range up to five off-roaders. AJP has launched a new 600cc adventure bike (the PR7) in Europe for 2017.

The acquisition of Minneapolis based ATV, side-by-side and snowmobile manufacturer Arctic Cat (AC) by Textron Inc. for \$247m in cash is being investigated by a New York law firm that specialises in mergers and acquisitions. They contend that the basis that the Board of Arctic Cat may have "breached their fiduciary duties" by failing to make sure they got the best possible price for the business. AC is to join Textron's Specialized Vehicles business, which also owns E-Z-GO, Cushman, Jacobsen, Dixie Chopper, Bad Boy, Ransomes and Douglas. Textron owns Bell Helicopter, Cessna, Beechcraft and Hawker, among others.

Sources: Revzilla/CT, SB, MPT, B&B, BDN, AP, Reuters, MSNW, MCN, AMD



Ernesto Gazzola (left), founder of Gaerne, with Suzuki MXGP manager and 10-time World MX Champion Stefan Everts

Stefan Everts, the 10-time World Champion Belgian rider, has teamed up with his former boot supplier Gaerne, who will be the 2017 sponsor of the Suzuki MXGP team that Everts now manages. "Another circle is completed", the Belgian champion said. "When I first rode with Suzuki I wore Gaerne boots, and now I have come back to both brands! It's a weird coincidence, but nothing happens by chance. So, this collaboration will be for sure a great support in the next seasons. "Gaerne is an excellent company that manufactures each single

item with great passion and one of the best boots in the world as far as safety and technology are concerned. This is the real made in Italy"! Marta Gazzola, Marketing Manager at Gaerne, and daughter of founder Ernesto Gazzola, seen here left with Everts, said: "Stefan is the greatest champion ever. In his role as team manager, he's doing his job with as much professionalism and commitment as when he raced. The Suzuki MXGP Team managed by Stefan Everts are a guarantee of success, and have ambitious goals that they'll reach without

any difficulty". Kevin Strijbos and Arminas Jasikonis will be wearing Gaerne SG.12 boots in the 2017 MXGP series. Designed in-house by Gaerne's R&D department, it features the Italian specialist's patented DSPS (Dual Stage Pivot System). The new design features a slimmer shape in the toe area for an improved feel of the shift lever, a steel toe cap, adjustable, interchangeable aluminium buckles, special rubber inserts for bike grip and heat resistance and a "Dual Composite" anti-shock rubber sole. [www.gaerne.com](http://www.gaerne.com)

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# Counterfeiting sucks – it is theft ... simple!

Marco De Rossi and Stefano Lavazza have achieved remarkable things since they started their SC-Project exhausts business in Italy a little more than 10 years ago.

Unfortunately, as all too many respectable and respected manufacturers have found to their cost, with success come the product counterfeiters who try and “pass-off” low grade, cheap knock-offs of their products. These products are produced with low-grade, potentially hazardous materials, by forgers with no design or production experience, with no thought given to the serious damage that could be inflicted to bikes and people.

As Stefano says of the SC-Project copies he has found: “Finishing is of the worst quality, the assemblage is

extremely inaccurate and the SC-Project logo appears in terrible copies made with polished plate and laser branding of low quality. The assembly is imprecise and the inner soundproofing presents material with amianthus, which is carcinogenic and dangerous for health. Welding is of terrible quality and subject to breaking under even minimal stress, and it is impossible to replicate the precise CNC-engineering undertaken by our specialist equipment”.

The internet in Asia is pock-marked with sites from thieves offering imitation original product – product that is such a poor imitation of the real thing that it is extraordinary that anybody could be fooled by them – sadly though, enough hapless consumers are fooled to make it worth

the thieves’ while, and although steps are being increasingly taken to stamp on the counterfeiters, it is likely to be a long time before the practice is completely eliminated, if ever.

Unfortunately, Marco and Stefano aren’t the only people to have seen their Intellectual Property, hard work and massive investments stolen. We here at IDN know that Akrapovic have had similar issues, and it isn’t limited to exhaust manufacturers – as we found out a couple of years ago, when German bullet light specialist Guido Kellermann had to confront the same problem.

If we wrote up every known case of counterfeiting, our news pages would be chock-full of such reports every edition, but please, anyone reading this who is facing similar issues, do please let us know.

Organisations such as Koelnmesse, organisers of INTERMOT, have taken radical steps to try to prevent fraudulent product from appearing at their shows, and offer exhibitors access to legal support at their show to get such items confiscated and the vendors concerned barred from the show when such instances do occur. Their initiative is to be applauded, but we here at IDN call on our industry’s trade associations and our national government trade departments to do more to help their members and their domestic businesses deal with the issues that arise.

The sooner international organisations such as the EU and the World Trade Organisation can also do more to



This is what cheap gets you – no more words necessary



Original SC-Project quality of the kind that got HRC’s attention

enforce Intellectual Property observance and recognition, especially (but sadly not only) in Asia, the better.

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100% MADE IN ITALY



A widespread problem throughout the motorcycle industry, especially where premium brand products are concerned, national governments and international trade organisations must do more to clamp down on design theft and product counterfeiting

[www.sc-project.com/counterfeiting.htm](http://www.sc-project.com/counterfeiting.htm)

## Pure&Crafted III

The third edition of BMW’s successful ‘Pure&Crafted’ Festival is slated for 26 and 27 August – with a new look and new “authentic Berlin location”. After two successful years at the Berlin Postbahnhof, the festival now moves to a larger space, its new home being the former Berlin power station Altes Kraftwerk Rummelsburg. The site is said to “offer impressive industrial charm and promises greater diversity than ever for all friends and fans of motorcycle culture, New Heritage lifestyle and down-to-earth guitar music. With

captivating live shows by Interpol, Car Seat Headrest and Razz, Pure&Crafted brings a very distinctive experience and late summer atmosphere to Berlin”. In addition to the music, the spacious outdoor area will once again include an international custom bike show this year, as well as acrobatic performances at the Original Motodrom – “guaranteed to send adrenaline levels shooting up to unprecedented heights”. In the architecturally impressive former power station machine room of the Altes Kraftwerk



there will be returning features such as the General Store with its numerous exhibitors and attractions and Food Court. On the Sunday “the focus will be more on the theme of motorcycle culture and New Heritage lifestyle. “Pure&Crafted invites anyone

with a sense of curiosity and adventure to savour the uniquely relaxed festival atmosphere and round off the weekend with an eventful day – complete with motorcycle ride-out and kids’ programme”.

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

# KTM forecasting 300,000 unit sales by 2021

In guidance issued for investors at the beginning of February, KTM Industries AG, the holding company that controls the majority of the shares in KTM AG, the KTM and Husqvarna branded motorcycle production business, is projecting in the region 7 to 9 percent compound annual growth of revenue and production of some 300,000 motorcycles in 2021 (including those made by Baja in India and elsewhere) – close to a 50 percent increase on sales achieved in 2016.

Having made a successful primary listing debut on the Swiss Stock Exchange SIX in Zurich in November, as the second largest Austrian company listed there (KTM Industries AG group shares can still be traded on the Vienna Bourse), preliminary postings at the end of January show the group forecasting record results for 2016.

Revenues of 1,343.0 m euro are 10 percent up on 2015 (1,223.6 m euro), with EBIT improved to 122.3 m euro (+8 percent from 112.9 m euro in 2015); the preliminary result after taxes increased from 65.0 m euro to 83.8 m euro (+29 percent). In 2016 all operational divisions are said to have increased revenues as well as

earnings.

Combined KTM and Husqvarna motorcycle sales are put at 203,340 units for the twelve months, leaving KTM again claiming number one spot in manufacturing terms in Europe (in terms of units), ahead of BMW and Ducati [and Piaggio in terms of in-class motorcycles produced in Europe] and able to say that it is also “the fastest growing motorcycle brand worldwide. The export ratio is sustainably over 95%, with more than 50% sold outside Europe”.

The Pankl Racing Systems AG division closed 2016 with record results due to a very strong fourth quarter, with the new Formula 1 regulations bringing a further boost – KTM took its shareholding in Pankl from 55.9 percent to 94.5 percent by the end of 2016.

In 2016 WP AG “equipped a new set-up with updated exhaust production at its Munderfing, Austria facility, completing its long-term modernisation project. Through the closer connection to KTM AG, further growth of the vehicle group is secured. The group hired an additional 516 employees in 2016, 428 of them in Austria, taking the group’s global



employee head count to 5,069 people, 3,916 of them in Austria and about 15% of the total described as being in R&D roles.

The group made total investments of 144 m euro in 2016, in model development, operating facilities and infrastructure, including the exhaust production and motorsports centre in Munderfing, Austria, the extension of the production capacities in the KTM headquarters in Mattighofen and their new high performance drivetrain production facility at Pankl in Kapfenberg.

The business year under review was also characterised by additional acquisitions of shares in Pankl Racing Systems AG, which thereby strengthens its strategic position effectively within the KTM Industries Group. KTM Industries AG increased its current share in Pankl Racing Systems AG from previously 55.9% to 94.5%. Based on the order situation at the end of January, the company said that it expects further organic growth in its core areas in 2017, with investment in new models, infrastructure and development further increased.

## KTM Motorsport

Among the investments made in 2016 was completion of an all-new 12m euro race department facility, opened in October 2016.

The company says that since its first World Championship title in 1974 (Gennadij Moiseev, MX 250), the brand has up to now earned 269 more World Championship titles and 15 consecutive Dakar Rally victories. “In the last two seasons we have taken the final big title in off-road motorsports, first place in the Supercross World Championship; now, after an early victory in the 2016 Moto3 World Championship, KTM is entering Moto2 in 2017 - the intermediary category of road racing and the next step towards the premiere MotoGP class”.

Stefan Pierer, CEO of the KTM Group, said: “In 1992 KTM Racing was still a single small workshop, and successfully tackled Rally and Motocross alongside the initial niche of Enduro under the strong leadership of Heinz Kinigadner. Meanwhile, since Pit Beirer took over our motorsport in 2006, the team has grown to more than 300 employees worldwide and employs more than 60 factory riders. Five percent of our annual sales revenues flow into our motorsport operations, and we are Europe’s biggest sport motorcycle manufacturer”.



With an area of 18,000 sq m, KTM’s new Motorsport facility is located directly behind KTM’s engine factory in Munderfing and is flanked by the new KTM Logistic Center and the WP Group

## Husky +43 percent in 2016

Husqvarna has recorded a third consecutive year of record breaking sales, reaching total global sales of 30,700 units during the 12 months to December 31st 2016 – putting unit and turnover growth at +43 percent.

In fact, the business has come close to doubling both their production and turnover in the last two years.

This result follows the 32% gain in bikes sales during 2015 and “underlines the brand’s positive strategy of growth. Generating the largest ever turnover in the brand’s history at the end of 2015, Husqvarna’s annual, worldwide turnover increased significantly in 2016, reaching more than 200 million euros”. 2016 saw Husqvarna successfully launch the

all-new 2017 line-up of FE and TE Enduro models. In addition, the new 701 Enduro and 701 Supermoto models “with the latest class-leading engine technology” were also released during the second half of the year.

Husqvarna completed their range of motocross bikes with the introduction of the 2016 TC 50 and TC 65 models. Together with the TC 85 and an extensive line-up of full-sized 2-stroke and 4-stroke models, Husqvarna now offers a complete range of nine motocross bikes.

In 2016 Husqvarna also unveiled the serial production version of the VITPILEN 401 and the SVARTPILEN 401 – the brand’s first “Real Street” motorcycles, slated for showroom availability late 2017.

  
Husqvarna



# New Honda R&D centre for 'Cooperative Intelligence' systems

Honda has announced the establishment of a new research and development unit with responsibility for commercialising 'new value' areas that include robotics, artificial intelligence, connected mobility systems and energy management. Named 'R&D Centre X', the unit will have a particular focus on

the developing of new products driven by the convergence of these areas. R&D Centre X will "harness Honda's expertise in manufacturing inherently reliable hardware and its passion for helping people to realise their hopes and dreams. The remit of the new unit is distinct from Honda's existing

R&D operations that focus on specific business areas such as automobiles, motorcycles, power products and aircraft engines.

"Central to the development of innovations in the fields of robotics and advanced mobility is the goal of creating systems with 'Cooperative Intelligence' – artificial intelligence that can



Centre X will combine core strengths with the latest advancements in data and artificial intelligence

relate to and work cooperatively with people. Honda envisages a 'truly human-centred intelligent robotics society' in which robotics can empower, gain experience from and empathise with human beings". Since its foundation, Honda says it has "realised the expanding possibility to create new value from rapidly-advancing digital technologies such as artificial intelligence and 'big data'. Responding to such changes, Honda will empower R&D Centre X to combine its core strengths with the latest advancements in data and artificial intelligence to continue to create products and experiences that can improve the quality of people's lives".



## Yamaha growth, but results hit by appreciation of the yen

Yamaha Motor Co., Ltd. has announced its results for its 2016 full financial year (the period to December 31st 2016), reporting total group net sales of 1,502.8 billion yen (approx. 12.5 Bn. euro), a decrease of 128.3 billion yen (-7.9%) compared with the previous fiscal year.

Operating income was 108.6 billion yen, a decrease of 21.7 billion yen (-16.7%); ordinary income was 102.1 billion yen, a decrease of 23.2 billion yen (-18.5%), and net income attributable to parent company shareholders was 63.2 billion yen, an increase of 3.1 billion yen (-5.2%) compared with the previous fiscal year. The fluctuation in operating income compared to the previous fiscal year was caused by profitability improvements of 36.5 billion yen thanks to increased sales of products in the higher price range, and cost reductions through development

methods such as for platform and global models and manufacturing methods such as for theoretical-value-based production, being overshadowed by negative foreign exchange effects of 43.8 billion yen and increased expenses etc., resulting in decreased income of 14.4 billion yen.

In addition to the continued appreciation of the yen against the U.S. dollar and the euro, the foreign exchange effects were driven by the yen continuing to appreciate against the currencies of emerging markets such as Indonesia, Brazil and India. Excluding foreign exchange effects, consolidated net sales increased (by 29.3 billion yen or 1.8%) and consolidated operating income increased (by 22.1 billion yen or 16.9%) compared with the previous fiscal year.

For the fiscal year, the U.S. dollar traded



# YAMAHA

at 109 yen (an appreciation of 12 yen against the previous fiscal year), and the euro at 120 yen (an appreciation of 14 yen against the previous fiscal year).

Net sales of motorcycles were 930.1 billion yen (a decrease of 102.4 billion yen or -9.9% compared with the previous fiscal year), and operating income was 36.0 billion yen (a decrease of -3.2 billion yen or 8.1%). Unit sales increased in markets such as India, Vietnam and the Philippines, were on a similar level to the previous year in developed markets, but decreased in markets such as Indonesia, China and Brazil.

Global net sales decreased due to

foreign exchange effects. Operating income increased in emerging markets thanks to greater sales of products in the higher price range and the effect of cost reductions, but decreased in developed markets due to foreign exchange effects, leading to an overall decrease.

In developed markets, Yamaha says it is progressing initiatives regarding reductions in distribution inventories, the finance business and further structural reforms. In addition, active work continues to expand sales and reduce the break-even point in the healthy Indian market, and structural reforms are progressing amidst the Brazilian and Chinese market slumps.

# Newfren, new year, new catalogue

Italian brakes specialist Newfren has updated its brake pads programmes with new compounds and applications, offering its distributors and their dealers access to a comprehensive range with coverage for most popular makes and models of cruisers, street bikes and off-riders – all detailed in their new 2017, 752 page catalogue download that includes over 300 pages of product and application diagrams, technical drawings and fitment guidance.

Founded in the 1950s by Alessandro Barbero, Newfren were innovators and early adopters of a number of new brake technologies, such as bonded friction material, gravity and high-pressure die casting, and brake shoes without rivets.

The company is still in family ownership with Valter Barbero at the helm, and last year saw them complete a major 24-month investment



programme in new manufacturing technology at their 65,000 sq ft facility/100,000 sq ft site at Cirié near Turin, where they make their brake pads, shoes, backing plates, clutch plates and parts and brake discs and assemblies.

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

# Walker gets KTM top job in UK

The KTM Group has promoted Matt Walker to the position of Managing Director for both KTM Sportmotorcycle UK and Husqvarna Motorcycles UK with immediate effect.

Walker, 40, joined the UK subsidiary of the Austrian company as an Area Sales Manager in 2004 before progressing to become National Sales Manager and then General Manager in 2015. After leading the company to an increased market share in 2016, the appointment to Managing Director across both brands at the Silverstone Park-based offices means that Matt will be responsible for driving the parent company's ambitious targets to grow the dealer network in the UK and Ireland. Florian Kecht, Managing Director of KTM Sportmotorcycle GmbH, said: "These are exciting times for KTM and Husqvarna, and the company has set very ambitious targets in its medium-term plan. "The KTM Group trusts Matt's understanding of the market which - coupled with his sales and marketing expertise and experience with our ever-

evolving brands – means we are confident he is the right person to maximise our potential in the UK and Ireland. Having delivered impressive growth in the role of General Manager in 2016, we are expecting a very a bright future in what we consider one of the most important motorcycling regions".

One of Matt's first jobs as MD was to appoint Simon Roots as the new Marketing, Events and Motorsport Manager for KTM Sportmotorcycle UK. Roots, 43, was previously the editor of Fast Bikes magazine in the UK, which he joined in 2009 after leaving SuperBike magazine.



Matt Walker is a former editor of Fast Bikes magazine in the UK

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## Stealth Evo racing boot updated

Stylmartin, established in Montebelluna, Italy, in 1979 by Antonio Binotto, still draws its design inspiration from the founder's creative vision, according to owner Calzaturificio Antis.

Their top-of-the-range Stealth Evo racing boot has been updated for 2017 with improvements to the plastic components and a redesign to improve foot movement. The signature black and white look is emphasized by the use of contrasting and stylish matt and shiny finishes and new graphics on the upper.

Stealth Evo has all the full technical features of their standard Stealth boot, including an upper in microfiber and a breathable air mesh lining. Protections include polyurethane shin protection and shift pad, jointed, flexible front shock absorption, and an anatomical heel design with shock-absorbing internal padding. There are open/close air intakes on the shin plates, heel and back, and toothed bands with an adjustable button; micrometric lever and protected zipper mean secure fastening.

The anatomic footbed is anti-shock and anti-bacterial with silver thread; the sole is anti-slip in hard-wearing rubber with a changeable titanium slider on the toe and PU at the heel.



**Stylmartin**

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

## C45T steel PBR sprockets for Ducati models

Italian specialist PBR has added to its line of Ergal sprockets for Ducati models with this new C45T steel version, to offer dealers an alternate price/quality point.

PBR apply the same quality control and precision CNC-machining to their steel products as to their Ergal line, with an advanced induction tempering treatment ensuring improved reliability and an increased durability for these rear sprockets than other steel products typically have.

Available in several toothing set-ups, the C45T sprocket line is available for all Ducati models from PBR distributors at very attractive dealer pricing.



**PBR SPROCKETS**  
**Osteria Grande (BO), ITALY**  
**Tel: (+39) 051 946746**  
**E-mail: info@pbr.it**  
**www.pbr.it**



## Barnett billet clutch basket for Ducati

California based specialist Barnett manufactures a wide range of clutch components for most leading makes and hundreds of models of sportsbikes, cruisers, street bikes and off-roaders.

Their patented Ducati clutch basket is CNC precision-machined from aerospace quality billet aluminium and utilises their proprietary "second generation" stainless steel inserts, which are said to be 50 percent harder for extreme wear resistance.

"The end result is an incredibly durable basket that ensures a long life and smooth, consistent clutch engagement". Available in red, black, or gold anodised.



**BARNETT CLUTCHES & CABLES**  
**Ventura, CA, USA**  
**Tel. +1 805 642 9435**  
**info@barnettclutches.com**  
**www.barnettclutches.com**



# Shark Helmets adds new models and graphics

French manufacturer Shark Helmets has updated its 2017 programme with new models and graphics. The Spartan Carbon full face, which was launched in 2016 and weighs in at an impressively light 1,290g, has been updated with 11 new colour schemes added to the original three.

The Spartan name has been extended to include a new 21-colourway Spartan line, which retains all the Carbon's features and specifications except the shell composition - swapping the Carbon/Aramid outer shell structure for a standard multi-axial composite.

Brand new for 2017 is the 'Ridill', an injected thermoplastic resin shell featuring a 2.2mm flexible and scratch resistant Pinlock compatible visor and micro-lock buckle system.

Said to have been developed using Computational Fluid Dynamics (CFD), the ventilation of the helmet has been optimised and a glove-friendly, slider operated sunshield integrated. A removable and washable lining, Shark's "Easy Fit" glasses system and a 5-year warranty make 'Ridill' a feature-rich option at the price.

Also new for 2017, the D-Skwal is based on their popular Skwal with its characteristic integrated LED lights. Made in an injected thermoplastic resin shell

with CFD optimised ventilation, features include an integrated sun visor, anti-scratch Pinlock ready visor and micro-lock buckle system. It also has Shark's 'Autoseal' system, which flattens the visor onto the helmet – protecting against water, cold and wind noise – and a removable and washable liner that is compatible with the company's 'SharkTooth' communications systems.

Their established Race-R Pro, Skwal, EVO-ONE and EvoLine ranges have also had new colour schemes and graphics added. The Shark range is available from distributors throughout Europe, including Nevis Marketing in the UK.

**SHARK S.A.**  
**Marseille, FRANCE**  
**Tel. +33 (0)4 91 18 23 23**  
**contact@shark-helmets.com**  
**www.shark-helmets.com**



The Spartan is now available in a multiaxial fibreglass version



The Ridill is the latest addition to the Pulse helmet line



D-Skwal has been "designed with both racing and performance in mind"

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new

# R nineT Scrambler luggage and protection options

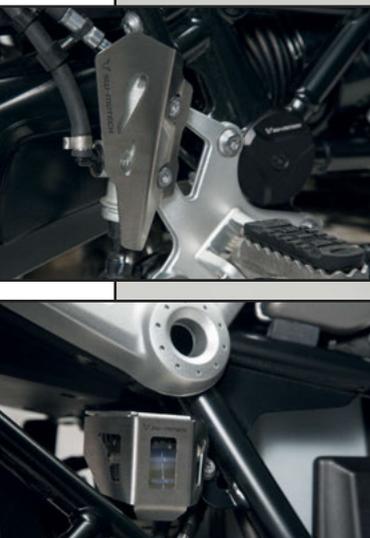
German specialist SW-Motech is offering a selection of parts and accessories for BMW's R nineT Scrambler, including a choice of side bag sets, tail and tank bags in their popular 'Legend Gear' soft luggage programme.

Available in a selection of capacities with model-specific mounting options and waterproof inner bags, 'Legend Gear' bags are constructed from coated canvas with robust, water-resistant Napalon synthetic leather for a convincing but durable vintage style look.

Also, as shown here, hard parts and protection accessories available include an aluminium engine guard, black steel crash bar, stainless steel brake cylinder guard, stepless adjustable aluminium gear lever, aluminium cylinder guard and black 66mm extensions for their BMW application mirrors.



**SW-MOTECH GmbH & Co KG**  
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[info@sw-motech.com](mailto:info@sw-motech.com)  
[www.sw-motech.com](http://www.sw-motech.com)



# 'Mission' touring gloves



The new 'Mission' touring glove sees a popular "Orina classic" return with an updated specification that includes abrasion-resistant Gigatex material (52% Polyurethane, 48% PET) on the inner hand and the cuffs and improved Carbolex protectors on the edge of the hand, with especially soft Technalin. Gold cow's leather on the unlined inner hand offers excellent grip, while the back hand is completely underlain with Kevlar. Conductive material on the index finger and thumb means most mobile devices with touch screen can be operated, and with a wide selection of men's, women's and children's styles available, including fitments for larger hands, there is a 'Mission' for everyone.

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



**ORINA**  
 SPORTHANDSCHUHE

# Mitas adds new dual-purpose tyre sizes

Czech tyre manufacturer Mitas (part of the Swedish Trelleborg Group) is extending its TERRA FORCE-R dual-purpose tyre range and adding five new sizes from March 2017. After the extension, the range will include eight sizes. Mitas' TERRA FORCE-R is designed for maxi enduro and trail motorcycles and is meant to be used 90% on-road and 10% off-road.

Ksenija Bitenc, Director of Motorcycle Tyres and Tube Product at Mitas, says "by extending the 90/90-21 tyre size to V speed index (240 kmph), we will get a perfect set for a combination of 90/90-21 54V for front wheels and 150/70R17 69V for rear wheels."

Bitenc added: "TERRA FORCE-R is our flagship product featuring advanced technologies, which are the result of in-house research and development. This gives the tyre excellent grip, optimal balanced wear and maximum

confidence for riding on-road as well as off-road."

The dual-purpose TERRA FORCE-R tyre is

"designed for daily commuters as well as adventurers who love longer trips with both passengers and luggage. Both groups of riders can enjoy a safe, user-friendly and dynamic riding experience. Riders will appreciate the excellent traction on wet or dry roads and outstanding performance on light off-road surfaces".

The TERRA FORCE-R street-oriented tread



pattern "ensures immediate grip, easy steering and manoeuvrability with good straight and corner stability. It is an excellent choice for riders of adventure motorcycles. Advanced technologies such as OGT3D (3-D Optimum Groove Technology), SCT (Strong Carcass Technology) and FEA (Final Element Analysis) are used - the result of in-house research and development".

The two new TL rear sizes are 120/90-17 64H and 130/80-17 65H.

**MITAS**  
**Prague, CZECH REPUBLIC**  
 Tel: +420 267 111 522  
[info-moto@mitas-tyres.com](mailto:info-moto@mitas-tyres.com)  
[www.mitas-moto.com](http://www.mitas-moto.com)

# 'Black Line' cases for Africa Twin



As part of their KVenture range, introduced in 2015, Kappa are now offering a classic three-piece set of squared aluminium 'Black Line' cases for the Africa Twin maxi Enduro with a Monokey mounting kit.

The wide range of parts and accessories offered by Kappa for the CRF 1000L includes four spoiler/windscreen designs, each one different in shape and degree of protection, all able to mount

to the OE fairing, using the factory fixing points; also available are engine guards, a carter protector and manifold protectors.

**KAPPA S.r.l.**  
**Flero (BS), ITALY**  
**Tel. +39 030 268 6976**  
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**www.kappamoto.com**



# Dual shell size polycarbonate 'Stunt' 'Blizzard'

Italian specialist Caberg continues to develop its popular sporty look, compact design polycarbonate 'Stunt' full-face helmet.

The two-shell size 'Blizzard' is a new for 2017 version, with a double visor system (Double Visor Tech) and integrated anti-scratch treated sunshade visor. The outer clear anti-scratch visor is prepared to take a Pinlock lens. Ventilation is provided by three glove-friendly wide air vents, with the lower vent on the chin guard driving air directly to the inner side of the visor to avoid misting. The top vent channels fresh air inside the helmet through the numerous air grooves. The washable and breathable, hypoallergenic lining, chin guard wind stop and breath guard are all removable; it is available in various colourways with matt or gloss finishes, weighs 1,450 (smaller) and 1,500 (larger) grams (+/- 50 g), features micrometric buckles and is homologated to ECE 22.05.



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**www.caberg-helm.com**

# Andreani taking it to the Max



It isn't only street and sportbikes that can get the Italian suspension specialist's "Andreani treatment". This kit is a substantial handling and performance

upgrade for Yamaha's popular TMAX, the 530cc maxi-scooter that takes the suspension demands normally associated with scooter suspension and chassis designs into a whole new league. Andreani have 'stepped-up' to provide a much-needed package that includes an evolved front fork kit that includes an Ohlins RT43 front fork, with TIN treated (titanium coated) inner tubes and CNC-machined Ergal radial 100mm axle clamps. Adjustable in spring preload, compression and rebound, the kit also includes a set of machined triple clamps designed in-house by the Andreani Research and Development team that draw on the Italian company's years of track experience.



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# Öhlins for MX/Enduro, MT-07, Africa Twin and custom builds

**C**elebrating their 40th anniversary, Swedish suspension specialist Öhlins updated several of its product lines with new applications at EICMA last November and introduced brand-new products such as their TTX 'Flow' "radical" rear shock for MX and Enduro applications.

First seen in IDN immediately after the show, it was developed for racers, but also delivers "unrivalled bike stability and traction" whatever the surface. Based on their established TTX technology and patent-pending internal pressure regulation and all-new 'spool' check valve system for rapid response, it "calms down the chassis" and delivers "improved traction comfort and predictability".

Also seen here, Öhlins are regularly reconfiguring the valves, coatings and materials of their shocks for new applications, and the popular NIX 22 cartridge kit is now available for the MT-07 (and XSR700), with the STX piggyback shock absorber technology now tuned for Honda's CRF 1000L Africa Twin.

Designed to complement their STX rear shock absorber option and FSK 100 fork spring kit, the NIX



Robert Brinkmark, Öhlins Product and Marketing Manager, remarked: "The custom motorcycle scene continues to grow from strength to strength, and our latest 'Retro' 43 fork offers bike builders the world-renowned Öhlins performance in a stylish and sleek design. The NIX technology inside the fork ensures quick and simple adjustment to ensure the ride is as smooth as possible".

**ÖHLINS RACING**  
**Upplands Vaesby, SWEDEN**  
**Tel: +46 (0)8 590 025 00**  
**info@ohlins.se**  
**www.ohlins.com**



22 features compression damping in the left leg and rebound in the right. Said to be easily installed into the 22mm stock Yamaha MT-07 fork, Öhlins say it is a suitable upgrade for any road and track rider.

For the Africa Twin Öhlins' engineers have developed an STX 46 piggyback shock with remote spring preload adjuster for tuning of both the compression and rebound damping and adjustment from dirt to road and back again. Öhlins say that the improved traction and stability is very noticeable during acceleration and in cornering.

Finally, EICMA also saw a debut of a new Öhlins 43mm conventional universal fork, the 'Retro' 43, aimed specifically at builders in the fast growing custom motorcycle market.

The unit has been specifically designed for custom bike builders who want to give their machine "high-end suspension performance with a stunning custom look". The kit has been developed in response to massive demand for Öhlins products from bike builders all over the world, including the legendary Roland Sands Designs team in the USA.

On the outside, the 'Retro' 43 comes with the familiar Öhlins Racing design in either black or the well-known gold version, whilst inside is the same NIX cartridge technology, bringing features such as the left leg compression and right side rebound damping adjustment to a custom-build fork for the first time. With suspension quality at a premium in one-off custom bikes, the 130mm stroke and 800mm length of the 'Retro' 43 offer stability, tunability and "great bump absorption to ensure a smooth and comfortable ride". For custom build versatility, the fork bottoms are delivered without brake caliper and fender mountings, enabling it to be easily adapted to custom configurations and any base model or donor bike.





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# Italian detailing for Munich's R 1200 GS

Headlight guard, machined from billet aluminium and high quality Plexiglass



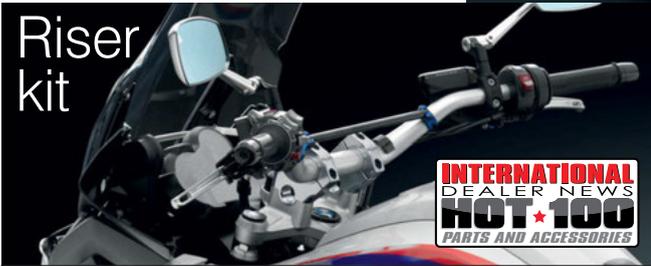
Italian parts and accessory manufacturer Rizoma is always quick to cast its eye over the new models as they are introduced, and following launch of accessories for the BMW R nineT Scrambler (as seen in IDN recently) and other variants such as the Cafe Racer, they have come up with a slew of options for several recent 'Beemers', such as the S 1000 R, R 1200 R, S 1000 RR, S 1000 XR and, as seen here, the all-conquering R 1200 GS.

Depending on the model, starting at the front Rizoma model-specific options include headlight guards, radiator screens, riser kits that raise the bars by +45mm with -25mm of pullback, handlebar crossbar, brake and clutch fluid reservoir caps, Rizoma's excellent skid plate with integral side stand lowering position light, a side stand base, stylish exhaust guards, TUV approved 'Rally' style serrated rider pegs with replaceable teeth, and a heel guard kit.

Additional detailing, styling and protection parts and accessories can be added with a selection from Rizoma's 'Universal' programmes, including their '3D' brake and clutch levers and choice of frame hole cap kits, rear hub cover and more.



## Riser kit



**INTERNATIONAL DEALER NEWS**  
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PARTS AND ACCESSORIES

Riser kit, made from billet aluminium and finished with a titanium colour. The rise is +45mm, with a pullback of -25mm



Exhaust guards made from solid aluminium and featuring fine 3D processing



TUV approved 'Rally' pegs, machined from billet aluminium with replaceable steel teeth



4mm thick skid plate, equipped with a light that switches on for a minute when the side stand is lowered



Stainless steel radiator guards

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## BC P12USB DUAL - 12V socket with double USB port

BC Battery Controller has introduced a restyled version of its P12USB DUAL accessory, a "practical 12V socket with a removable dual USB adapter and a universal mount for all motorcycle handlebars" thanks to the included mounting kit for 22.2 mm, 25.4 mm and 28.6 mm size bars.

Completely made in Italy, the socket can be used for charging smartphones, tablets, GPS navigators and other electronic devices, both through a 12V adapter (max. 2 amp) or through USB (5V, 2.1 amp + 1 amp), which is said to be enough for charging iPhones, iPads and similar devices, as well as for connecting a BC Battery Controller charger.

Sold blister-packed with hanging hole and multi-language description, the P12USB DUAL is equipped with a 145mm cable with battery install eyelets, allowing easy mounting, even when the battery is some distance from the handlebar. A QR code takes the user to video instructions for the kit. Further features include waterproof



connectors and a protective cap, short-circuit protection, automatic overload cut-off function and a protection fuse on the positive cable, close to the battery poles.

**FORELETTRONICA S.r.l.**  
**Cislano (MI), ITALY**  
**Tel: +39 02 90385059**  
**export@batterycontroller.it**  
**www.batterycontroller.it**

## Piaggio I-Get compatible cold start engine oil

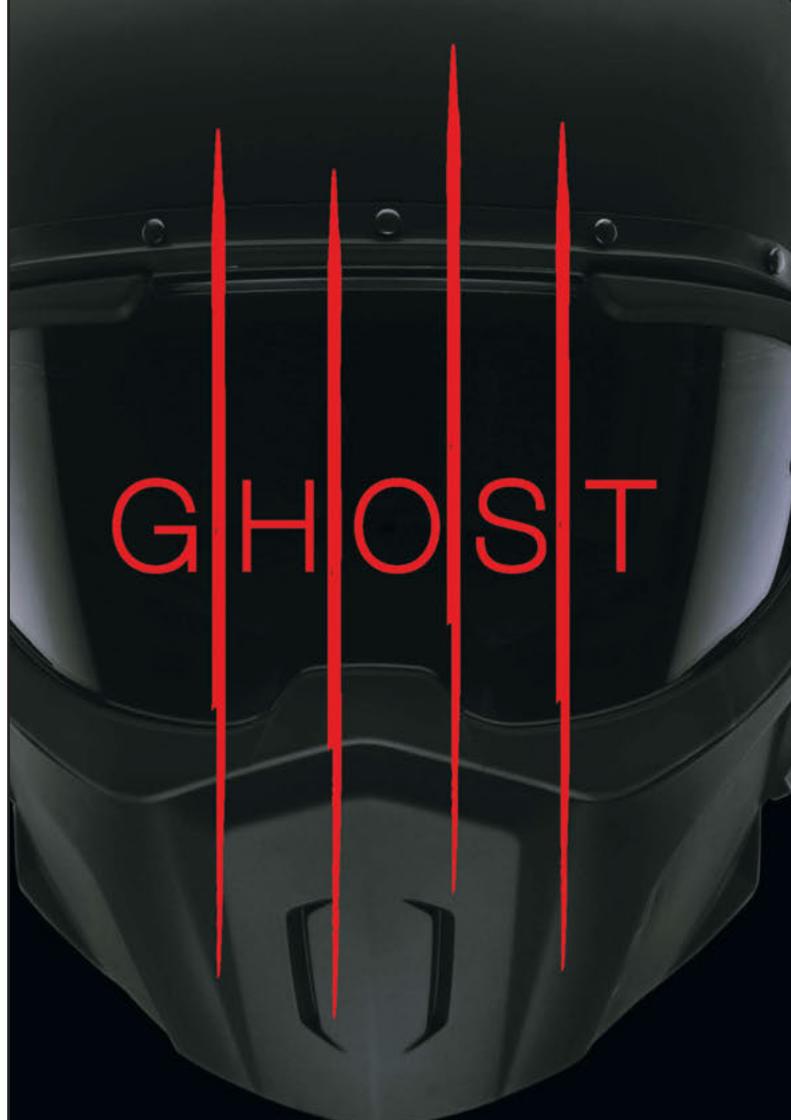
Scooter Forza 4T SAE 0W/30 from Motorex is a fully synthetic engine oil for scooters and maxi-scooters that meets or exceeds all manufacturer specifications.

"Scooters like the Piaggio Liberty and the Piaggio Medley's short range use in a lot of stop-and-go traffic can be hard on the powerplant. At Motorex we counter the increased wear caused by frequent cold starts with a fully synthetic Scooter Forza 4T four-stroke engine oil formula that is now available as an SAE 0W/30, as well as our standard 5W/40 scooter viscosity.

"The new formulation complies with the stringent Piaggio oil specifications for their liquid-cooled I-Get engines with multi-valve cylinder heads. Even at the lowest start cycle temperatures, Motorex Scooter Forza 4T SAE 0W/30 forms a perfect lubricating film, minimising wear in the warm-up phase, and increasing the durability of highly stressed

four-stroke scooter engines". The new lubricant is available in the Swiss company's award-winning 1-litre bottle with integral spout.

**MOTOREX**  
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## New concept helmet



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# Gilles GP Light 2 clip-ons

After 17 years, Gilles Tooling has updated its popular GP Light clip-ons with new design features that continue to bring track ergonomics to street bike solutions. Noted for its very light, very strong construction, the new GP Light 2 clip-on weighs just 670 g for the pair and features laser-etched markings for easy position adjustment to the fork. An easier change tube bolt design and separated clamp and tube bolts reduce the risk of damage to

the fork in a crash. Also seen here, Gilles' options for the Panigale 959 include award-winning Variobar-2 options, chain and axle adjusters, swingarm spools, foldable footpegs, grips, Maximum Performance programme brake and clutch levers, their VCR38GT rear set, and lightweight, high strength Japanese made Galespeed wheel designs.



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**Tel: +352 267 893 1**  
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**www.gillestooling.com**

# Versatile 'Aviator' 2.2

The 'Aviator' 2.2 from Airoh represents an evolution of the popular, original 'Aviator' design, the 2.1, inspired by the helmets worn by champions in world competitions that is said to be "perfect for use off or on the road".

Made entirely from Carbon Kevlar, and therefore said to be one of the lightest helmets in its class at just 950 g, there are two shell sizes, a wide field of vision, numerous vents and an emergency system that allows quick removal of the control pads (A.E.F.R. - Airoh Emergency Fast Remove). The helmet is equipped with a dust filter and the inner lining has been designed and made with "the latest generation of materials to provide optimal ventilation and maximum breathability

even under prolonged use". Accessories include the Airoh Go-Pro support kit for mounting a video camera on the extension spike, covers for the upper air intakes for use in rain or mud, as well as the screws and toolkit that allow for independent configurations. Aviator 2.2 is available in several colours, including black and white.

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# CNC-machined parts from Sifam

Based near Nice in southern France, the Sifam Group (founded in 1994 by Pierre Manuel) has a fast-growing own brand apparel range that we have featured in IDN recently (S-Line). They are also one of the largest France based distributors with a wide range of famous name and own brand hard parts available from their 3,900 sq m headquarters warehouse.

Seen here, these brake fluid reservoirs are made from CNC-machined aluminium and are available to fit all models with separate master cylinder reservoirs. A wide window allows the rider to check the fluid level easily, and they are said to be stronger, more resistant and more durable than the OE plastic reservoirs they replace and bring a "custom touch to the bike in a choice of model match or contrast highlight colourways".

Also manufactured in machined aluminium, Sifam's 'Easy Clutch' fit on all cable clutch bikes and allow one finger pull. The



aluminium case is very light and gives a factory look to off-road models.

A large range of CNC-machined aluminium lever protector sets are available from Sifam for all the latest road bikes. These lever protectors, in a choice of custom colourways, will avoid the lever touching any close car or bike and activating the front brakes; they also protect levers from damage in the case of an impact.

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 Saint Laurent du Var, FRANCE  
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# SPIRIT OF THE CITY



## MADSEN JACKET



Double-layer short jacket, made of Wax Cotton fabric (highly technical waxed cotton), with removable thermal liner to protect from the cold and air vents on shoulders and back for better breathability. Ventilation is further improved by the internal 3D Mesh lining. The **MADSEN** jacket also features CE level 2 certified protections on shoulders and elbows, back protector pocket, pants connection and adjustments on waist and wrists. Available in versions for him and for her.

In the photographed solution: Madsen man jacket HJS306MG, Madsen Lady jacket HJS306FG, Stone man jeans HPS405M, Stone Lady jeans HPS405F, Cool helmets HHV23\_

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# OptiMate 4 – Version 3 has landed

First introduced in 2008, TecMate's OptiMate 4 quickly became established as one of the most popular battery chargers in their line-up. Version 2, introduced in 2010, had two major updates



- high frequency, fully electronic power conversion (able to receive global 100 – 240Vac power) and a dual program feature. Program 1 gave direct charging to a 12V battery via the battery clips or permanent battery leads with M6 (1/4") rings; program 2 allowed charging to be activated through the CAN bus controlled 12V power port on BMW motorcycles. The OptiMate 4 dual program was the first to solve the problem of the BMW rider periodically having to turn on the key to re-activate their battery maintainer to prevent their battery running down; OptiMate 4's keyless program communicated seamlessly with the BMW CAN bus control and guaranteed 24-7 maintenance without the need of supervision. The keyless entry and additional features, such as the ability to save a battery from as low as 0.5V and pre-and post-charging testing (allowing the user to monitor charge progress), quickly made OptiMate 4 dual

program the most popular and trusted charger in global powersport. The new Version 3 retains all these advantages and more. The more efficient power circuitry (California approved) now delivers 1 Amp of charge current and refinements in the software control further speeds charging - with the visual LED instructions on the charger itself helping keep the user informed of charge progress at a glance. Two models of the Version 3 are available - the standard V3 OptiMate 4 model and a dedicated BMW CAN bus edition.

**OptiMATE**

**TECMATE**  
**Tienen, BELGIUM**  
**Tel: +32 (0)16 805440**  
**www.tecmate.com**  
**www.optimate1.com**

## Lazer goes "Glam"

Lazer Helmets have updated their SHARP 4-star rated 'Bayamo All Star' full face and gone "Glam Rock" for a striking new look. Made in two shell sizes for men and women (the lighter version weighs approximately 1,500g) the visor is Pinlock ready, it has a flexible chin curtain and an internal sun visor. The speaker-ready lining is made from

removable, washable, antimicrobial material with a quadruple density inner shell and micrometric buckle.

**LAZER HELMETS**  
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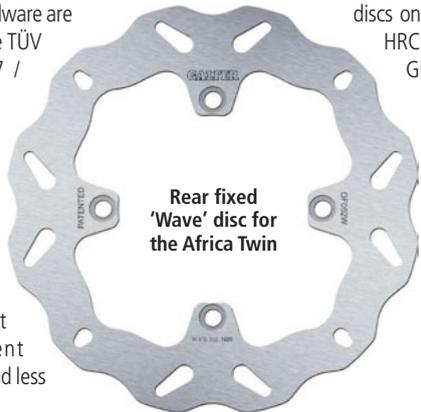
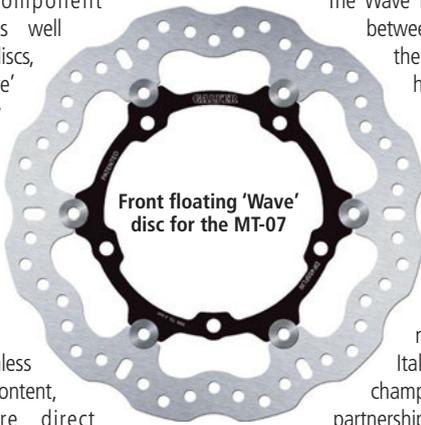


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# 'Wave' discs for Africa Twin and MT-07

Spanish brake component manufacturer Galfer is well known for its brake discs, especially its unique 'Wave' disc design. The company is always updating its programme of over 3,000 fitments, and the latest to be released are the front and rears for Honda's CRF 1000L Africa Twin and a front for the Yamaha MT-07. Made in laser-cut stainless steel with a high carbon content, Galfer's 'Waves' are direct replacements for the stock disc (so no alternate brackets or hardware are needed), so are therefore TÜV certified (KBA n° 61147 / 61148). The lower unsprung weight (between 15-25%) means improved performance, with the design noted for its improvement over stock disc braking power, better heat dissipation, excellent resistance to corrosion and less tendency to warp.



The 'Wave' is said to maintain cleaner contact between the surfaces of the pad and disc; the carrier is available in anodised high-resistance aluminium (7075 T6 - 6082 T6) and the brake track in stainless steel (AISI 420), adding further options for personalisation to an area of the bike not normally associated with custom detailing.

In other news from the Spanish manufacturer, the well-known Italian racing team of former world champion Fausto Gresini has signed a partnership with Galfer for the 2017 season to use dual front and single rear 'Wave' racing discs on the Honda Moto3 Factory 2017 HRC NSF250RW bikes of Fabio Di Giannantonio and Jorge Martin. This follows HRC validating Galfer's CW1 discs and certifying them for use on the official HRC Moto3 2017 bikes.



Front floating 'Wave' disc for the Africa Twin



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## Touratech windscreens: "more comfort, great looks"



Touratech says its in-house manufactured windshields offer "better protection from the elements and boost the aerodynamics of a wide range of adventure bikes. They are available in different heights to suit the size of the rider and the intended use".

The "form and function of the upper edge of the windshields are based on our rally racing experiences. The design is patented in the USA and provides optimum coverage and the cleanest airflow while still keeping a relatively low profile and great looks. The material used is a shock-resistant "Plexiglass", which complies with the German general operating permit (ABE) standards.

"The aerodynamic optimisation guides the air streams over the head of the rider without unnecessary turbulence. This means the shield is not only flicker-free, but also improves the riding experience for the rider and passenger".

Touratech windscreens are currently available for the BMW F 800 GS and R 1200 GS/ADV, Ducati Multistrada, Honda NC 700/750 X, NC 700/750 S and Honda CRF 1000L Africa Twin (as seen here), Yamaha MT-09 Tracer and KTM models 1190/1050, 1290/1190/1050 and 690 Enduro/R.

Depending on the bike model, the Touratech windscreens are available in various sizes to suit the rider's height and the application, in a transparent or tinted version.

**TOURATECH AG**  
**Niedereschach, GERMANY**  
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**www.touratech.com**

## 'Mask' vintage helmet

New for 2017 from Premier, the 'Mask' is a vintage helmet with added goggles and protective mask.

With foam lined inner rims, the Lexan goggle lenses are securely attached directly to the shell (elastic bands and buttons) while the thermoplastic mask has a net fabric interior for dust protection - the mask is connected with the goggles by interlocking plastic buttons.

The helmet shell has three metal buttons to allow attachment of the included classic peak; the three-button visor is available as an optional accessory. The outer shell is



moulded in tri-composite DCA fibres (Dyneema, carbon and aramid fibres) with two sizes of variable density internal EPS liner.

The anti-allergic, sanitised treated internal lining is completely removable and washable; the sides of the cheeks are covered with red leatherette. Equipped with micro-adjustable buckle quick release, the 'Mask' conforms to ECE 22-05 homologation.

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**info@premier.it**  
**www.premier.it**

## Adjustable Nitron shocks for MT-10

Founded in 1998 and with headquarters in Oxfordshire, England's famed 'Motorsport Valley', British manufacturer Nitron has launched a new fully serviceable upgrade shock range for the new Yamaha MT-10. With the damper fluid under pressure from the nitrogen gas charged cell, the performance from the shocks are far more temperature stable and the feel is under heavy or prolonged use if more consistent.

Nitron shocks feature a full range of adjustable features including rebound damping to fully adjustable independent high/low speed compression – with a far wider and more linear range of adjustment than the OE unit it replaces; 14 or 16mm induction hardened, super polished piston rod; progressive cellular bump stop; Teflon lined "Ultimate Low Friction" spherical bearings and a "FLEXaLIGHT" coated silicone steel spring.

Pre-set in production, their gas pressurised 40mm R1 large piston mono-tube damping system is said to offer all riders immediate improvements in both handling and ride, in particular under hard and prolonged conditions. For more confident and experienced riders the extra adjustment functions of the R2, R3 and 46mm Race Pro versions allow settings to be tailored to their own requirements and preferences.

For quick and easy ride height adjustment, an easy to use remote, hydraulic pre-load adjuster (HPA) option is recommended for improved convenience. The mono-tube shock body has a hard anodised titanium finish and spring finish options include standard Nitron blue or titanium black.

Nitron uses state-of-the-art dynamometers, 5-axis CNC machines and the latest 3d CAD techniques and brings considerable machining, materials technology, hydraulics, bike engineering and F1 racing experience to their shock absorber design programmes.



**NITRON RACING SYSTEMS**  
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# MT-09 upgrades

Thermoformed ABS belly pan, 'Racing Gear' hugger and passenger seat cover



Short style screen



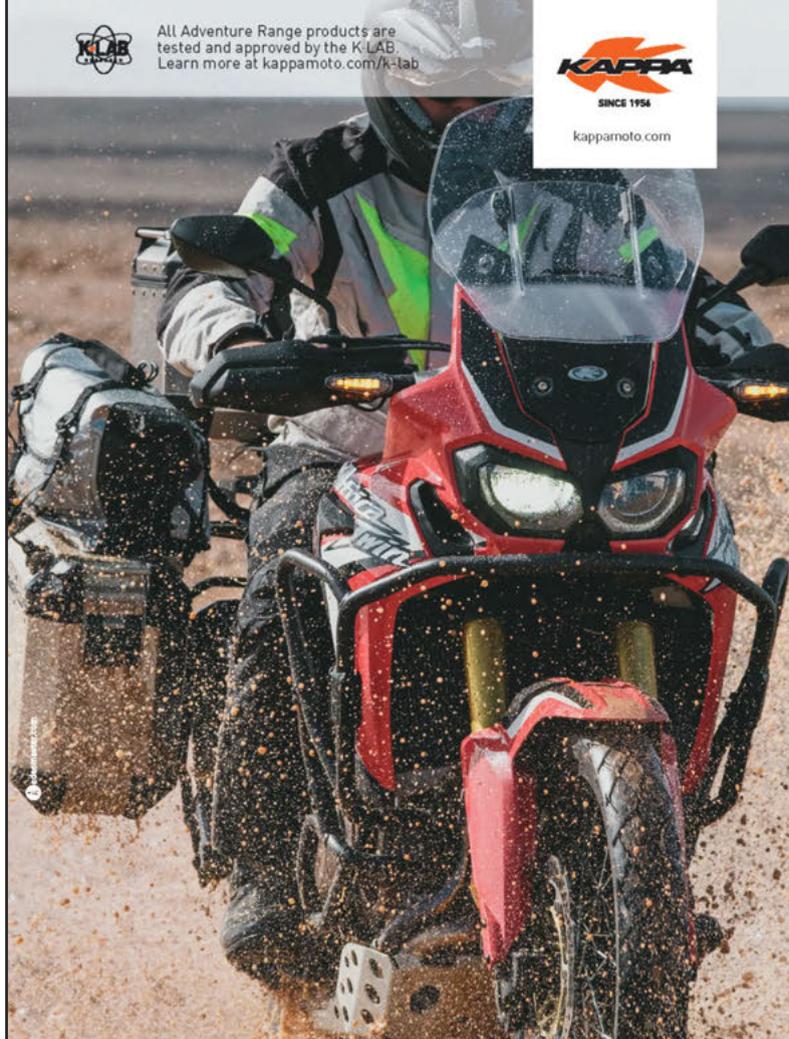
French manufacturer Ermax has new screens and upgrades for the popular 2017 Yamaha MT-09.

Touring style screen



Two choices of 38 cm screen design are available (Touring and Sport style), each in a choice of 16 different colours, with 16 optional screen printed designs offered. Also seen here, their 3-part Evo belly pan is manufactured in thermoformed ABS, with grills, ready to fit, and available in rough/raw black or with varnished one or two colours of paint, and fixing kit. Other thermoformed ABS products for the MT-09 and other popular models include the 'Racing Gear' hugger seen here and a seat cover.

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# Bonneville T120 parts

Italian accessory specialist GIVI has turned its attention to the Triumph T120 with a model-specific range that includes luggage racks, mounting systems for side bags and cases, 'Race Café' style mounting kits and engine guards. GIVI's model-specific component designs can be added to with selections from their extensive ranges of universal fit accessories, tankbags and saddlebags.

Their SR6410 rack, in black anodised steel, is designed to match the shape and finish of the stock grab rail; the PL6410 is a gloss black sidecase holder for Monokey cases (aluminium Dolomiti DLM30 side cases pictured); and the TMT6410 is a model-specific mounting frame for a pair of MT501 vertical load Metro-T line thermoformed sidebags utilising the

new 'Multilock' branded mounting system.

Also available is a T120 specific kit for mounting a bag above the round headlight of GIVI's Bonneville 'Race Café' screen - available in natural colour, anodised aluminium or anodised black, and a 25mm T120 specific engine guard in black anodised steel to protect the engine cylinders.

Bags can also be attached to the tank, saddle or rear rack, and GIVI recommends their Metro-T line MT504 5-litre thermoformed magnet-mount bag and MT502 30-litre bag/backpack.

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# 'Rookie Pro Lady' shoe with A.P.S.

Developed from their 'Rookie Pro' technical shoe, Forma has added this new Ladies version to their 2017 line-up. Featuring a suede leather and Cordura upper with padded suede leather and mesh tongue, the details give the boot a feminine look, but the features also make it a practical riding boot - such as the laces and Velcro closure, rear reflective insert, personalised double density rubber sole, use of a ladies anatomic Standard Fit last in manufacture, and an internal air mesh lining. All the protection features are well

positioned, with internal ankle TPU moulded plastic protectors and soft polymer padding for protection; the contoured shape Mid Dual Flex midsole in PP with anti-shock felt material and steel reinforcement offers higher front flexibility and greater rear stiffness for structural stability and improved gear changing; the anti-bacterial and replaceable footbed with A.P.S. (Air Pump System) enhances air ventilation and cushions body weight. Available in black/fuchsia, 'Rookie Pro Lady' is CE approved, designed and developed in



Italy and made in the European Community.

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# Handguard LEDs boost visibility

New from the originators of the popular 'Storm' handguard, Australian specialist Barkbusters, are these auxiliary LED lights. Designed to be fitted to its handguards, either as white running lights or amber turn signals (or both in the case of their VPS and Storm handguard designs), they are said to add to safety by increasing the visible distance to the bike midpoint, resulting in a significant improvement of the rider's visibility to other road users. Available in both white and amber for fitment to JET, VPS and STORM plastic handguards, they maximise visibility to approaching vehicles and provide additional running and/or signal lighting to motorcycles.

Sold in E-marked pairs, each indicator or auxiliary light consists of 15 super-bright LEDs that offer outstanding visibility in traffic while keeping power consumption low. Sporting a sleek and innovative

design, the lights allow parallel mounting functionality so that both indicator and position lights can be mounted together on one handguard. An optional resistor (load equaliser) is also available for use with the indicator lights to correct the flash rate if necessary. The long life span LEDs only draw 0.4 amp per indicator light and 0.2 amp per running light.



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# High strength, lightweight custom options by Valter Moto



Established by Valter Esposito in 1998, Italian engineering firm Valter Moto continues to add top quality, precision-manufactured component designs for most popular makes and models.

Esposito's speciality is high strength, light weight durable materials, with products such as rearsets, frame sliders, race and street hardware kits, licence plate supports, muffler brackets, footpegs, levers and handlebars.

At EICMA last November he displayed a 2016 SV650 that has been given the "Valter Treatment" with parts such as an aluminium headlight cover,



chain cover kit, left and right exhaust system and radiator covers, durable 12-48 volt/15 watt LED spotlights, rearsets with heel protectors, folding pegs, naked handlebar with optional crossbar for improved strength and reduced vibrations (navi/smartphone support also available), handlebar ends, brake and clutch fluid reservoirs, 'Flat' style mirrors, license plates, fuel cap, passenger grab rails, saddlebag supports, chain adjusters, lever guards, engine protectors, muffler brackets, aluminium/nylon protectors and high strength,

lightweight hardware...lots of hardware in fact, in model-matched or contrasting anodised colours. Titanium is a specialty at Valter Moto, including the paddock stand seen here, hardware options, covers, protectors and brackets. Make-over kits and options are available for most popular sports and street



bike makes and models, including the ZX 10R.

**VALTER MOTO COMPONENTS S.r.l.**  
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**www.valtermoto.com**

## Titanium 'Racing Line' for TMAX

Akrapovic has extended its titanium 'Racing Line' to include a new system for the Yamaha TMAX.

Described as developed from a concept first shown at EICMA in 2015, this EC/ECE type approved Euro 4 compliant system is described as a lightweight, high-grade titanium muffler outer sleeve and stainless steel header, "with an imprinted design relief that blends in with the handmade carbon fibre end cap, giving a visual impact that is the ideal finishing touch to this



stylish system". The use of race-proven materials has "produced an exhaust system that weighs 42% less than the stock version, delivering

a power increase throughout the entire rpm range, but most importantly at the lower end of the revs". It is a simple plug-and-play installation with no remapping necessary, according to the company.

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## Improved GS aerodynamics and comfort

ZTechnik's new GS fairing winglets are said to raise the performance and comfort level of the 2013 and later R1200GS for both touring and off-road riders. The extensively tested design extends the performance of the bike's windshield by diverting buffeting underdrafts and turbulent air from the rider's cockpit.

Manufactured from tough, durable but lightweight and scratch resistant 4.5mm Quantum hard coated polycarbonate, ZTechnik say that "this material has the strength to handle the rugged off-road environment, and our state-of-the-art manufacturing techniques and attention to detail are evident in the smooth radius edge, precision forming and excellent fit. "These designs are fuller and higher than the small OEM cockpit fairing parts and proven to improve the riding experience in all types of riding conditions, from touring to adventure riding". They mount easily to existing points on the motorcycle in less than 15 minutes – mounting screws with special offset bushings keep the plastic away from the painted bodywork of



the bike. All hardware is included. All ZTechnik polycarbonate products are protected by a 3-year warranty against breakage. These GS fairing winglets are compatible with ZTechnik VStream windscreens, OEM windscreens and other windshields, as well as with ZTechnik's Z5220 windscreen stabiliser kit and ZTechnik headlight guards.

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## 'Bullet Pro' leather jacket

Clover's new 'Bullet Pro' leather jacket is said to pay homage to classic vintage styling with 21st century features such as adjustable and removable CE certified protectors at the shoulders and elbows with a back protector pocket and subtle padding at the

shoulders, sleeves and lumbar area. The two-layer zippered sleeve construction is crafted in the same supple sheepskin leather that Clover uses for the palms of their gloves, but here down to a thickness of 0.8/0.9mm and with a soft-touch finish.

Internally the detachable thermal vest liner means this garment can be worn for most of the year - the collar features a snap fastener to provide a snug fit and the bottom of the jacket can be adjusted to prevent unwanted inward cold airflow.

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# 'Sport Evo' all-weather 3-layer combi with Gore-Tex

Part of Stadler's 'Modul EVO' series of all-weather riding garments, this 'Sport Evo' jacket and pants combination "has a sporty cut and is made from an optimal material mix of leather and textile". Consisting of an inner jacket for summer and a watertight, windtight and a breathable outer jacket for cold or wet weather, the airy inner jacket features leather at the crash-prone areas and protectors tested according to EN-Norm 1621 at shoulders, elbows and

back. Cordura Air is used for ventilation and Dynatec reflex for visibility, and the Gore-Tex 3-layer laminate means the outer jacket does not absorb water and dries quickly. The summer inner trousers are made from a mix of robust leather and Cordura Air; an elastic waist ensures comfort and EN-Norm 1621 tested CE protectors at knees and hips provide protection. The boot-friendly outer trousers are watertight, windtight and breathable.



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**www.stadler-bekleidung.de**

## Ducati Superbike sintered clutch kits

Available for many Ducati Superbike clutch set-ups, leading European clutch specialist Surfex (based near Milan, Italy) has OE replacement sintered clutch disc kits available that are engineered for the high performance, torque-heavy demands of some of the most powerful superbikes on the market. "It is a product of highest quality", says Surfex, "100% Made in Italy, and backed by the experience gained in 65 years of pioneering manufacturing OE and replacement friction plates. The company's goal is still the same today as it was when it started - to improve performance for all bikes, and the kit "Modifying Surfex" was created

for the purpose – using a very carefully researched and tested fine grade mixture with selected metal



dusts, that have been sintered at high temperatures. Surfex say their materials do not crumble, releasing dangerous dusts for the clutch and other engine parts, and they keep their friction properties and resistance to abrasion, even when the clutch is working for long periods at temperatures that conventional organic friction materials cannot handle.

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## OFF THE SHELF PERFORMANCE UPGRADE

# “Adapted technology” suspension upgrade for Africa Twin

New for spring 2017, Showa is releasing a “Premium Upgrade Kit” for the Honda CRF 1000L Africa Twin, using the “adapted technology” they developed for the Honda CRF450 RALLY Dakar Rally machine.

The new fork uses Showa’s ‘Emerald Coating’ on the inner tubes and rear cushion - a multi-layer titanium based surface treatment - and ‘Dimplush’ coating on the outer tube (think about it as being like the surface of a golf ball, but on a microscopic level - a machined micro surface texture that creates pockets that retain oil). Both are processes that result in reduced friction and improved suspension performance, responsiveness and durability.

An off-road specific setting that can be operated without the use of a tool and while wearing gloves allows riders to adjust spring and damping force characteristics on rough roads.

Showa say that the

combination of these technologies on an on/off-road machine “helps to achieve outstanding, comfortable ride feel and handling stability in off-road conditions and drastically enhance the off-road and street performance on all kinds of road and surface conditions”.

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# 'Vintage' fabric jacket

The 'Vintage' is a double-layer polyester 600 jacket that has been oeko-tex certified - a prestigious international, independent control body which certifies the quality and non-toxicity of raw and semi-finished materials.

According to Hevik "it's one of those



fabrics that gives you a good feeling of quality and comfort immediately". Embellished by colour bands and elegant leather finishes on cuffs and neck, internally the garment has a removable thermal layer, "making it suitable for most of the year. We have also developed a lining with a central area perforated in 3D mesh to improve breathability - an important consideration in double-layer garment technology". The cut of the 'Vintage' is "sporty and form-fitting with comfort guaranteed

by the adjustment options at the hips and cuffs; a double fold neck protects from the wind and the level 1 (CE EN 1621-2012) protectors on shoulders and elbows and back protector pocket bring genuine riding features to retro-styling". Available in black with white and red inserts and grey with black and grey inserts.

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# LeoVince add to GP Duals fitments

Now available for the Ducati Scrambler 800 and Kawasaki Z 800, LeoVince GP Duals are available as slip-ons or full systems, made in AISI 304 stainless steel for durability, with a high temperature resistant metallic, ceramic based matt black paint applied as a finish on both of the double bodies.

The LeoVince logo is engraved into the opaque ceramic paint using modern laser technology; GP Duals are EU-approved and easy to install, thanks to the laser-cut muffler connection bracket.

The past three years saw the company sell over 360,000 exhaust products, with revenues up by 21 percent. In 2016 the company introduced over 100

new products and applications, and now has over 600 active SKUs, 124 employees, a 23,000 sq m facility and sells to 38

countries through 70 plus distributors. GP Duals are also available for selected BMW (R nineT), Honda (CB 500 F/ CBR 500 R), Suzuki (SV 650 and GSR 750) and Yamaha models (slip-ons for the MT-10, complete systems for the MT-07/9 and XSR 700/900).



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# Leatt limb protection range with Armourgel

Leatt has expanded its range of protective gear with these premium AirFlex limb protectors, incorporating Armourgel – described as “an energy-absorbing solution that stiffens upon impact”.

Designed for “comfortable, high performance knee and elbow protection and world-class CE Level 1 certified impact protection, Armourgel is flexible in its natural state, but when it stiffens upon impact it absorbs energy to offer protection in critical protection points.

“Silicone printed, cupped knee or elbow grip and a pre-curved 3D design deliver added comfort, with the overall fit and function eliminating the need for Velcro straps - these pads do not slip, not even on long rides. Using a fabric mix of MoistureCool and AirMesh for the sleeves’ construction, sweat is wicked and odour controlled, with the perforations in the Armourgel padding increasing ventilation”.

Leatt is offering a range of three AirFlex pads - a knee guard (250g), a Pro version with additional side protection panels (300g), and the AirFlex elbow guards (240g).



3DF AirFlex knee guard

AirFlex elbow guard

Leatt has also expanded its range of off-road hydration backpacks with the brand new GPX Cargo 3.0.

Their unique harness concept (no hip strap) remains the same on the new backpacks, but they feature increased storage capacity, bladder size and protection level.

The Cargo 3.0. offers a 13-litre capacity, comprising of a 10-litre storage and an additional 3-litre bladder. A large number of outer and inner compartments, as well as an included tool storage card, enables easy structuring of essentials. The revised back protection panel is made of soft 3DF impact foam that instantly hardens upon impact and is now certified to CE level 2. It has a removable back protector and the back is made of AirLine mesh for ventilation.

The Race HF 2.0, Trail WP 2.0 and 4.5 Hydra were launched in 2016, but are now fitted with brand new features, including revised over the shoulder hydration tube routing as well as under either arm. The 4.5 Hydra with integrated chest protector and



Hydration GPX Trail WP 2.0

GPX 4.5 Hydra chest protector



Hydration GPX Cargo 3.0



removable back protector has a 2-litre bladder, 10-litre luggage capacity and Level 2 back and chest protection. The Trail WP 2.0 has a 2-litre bladder, 5-litre luggage capacity and a fully welded, waterproof outer shell, whereas the Race HF Lite is a slimmer, lighter pack with a 2-litre bladder and 1-litre luggage capacity.

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# All-new Rotobox 'Boost' carbon fibre wheels



Italian distributor Omnia Racing is offering the new carbon fibre 'Boost' wheels launched at EICMA in November by Slovenian manufacturer Rotobox. Featuring five thinner, lighter, stronger spokes, they're immediately distinguishable from the European company's award-winning RBX2 elliptical spoke designs.



Up to 50% lighter than original equipment rims, 'Boost' wheels are a more aggressive looking alternative to Rotobox's popular RBX2s. The thinner spokes have larger "windows" between them than the current RBX2's smooth, rounded ones. The 'Boost' spokes are ribbed for additional torque resistance and have invisible joints that make them appear seamless.

These hollow 'Boost' spokes are also lighter, stronger and even more aerodynamic than those on the RBX2 wheels, for incredible straight-line stability, nimbler handling, improved suspension compliance, more effective braking, greatly reduced unsprung mass and less gyroscopic effect in cornering.

Much of this is due to the exclusive 3-Component Composite, a complex formulation of carbon and epoxy, reinforced with stainless steel wire. The 2.5 mm thick wire is integrated into both sides of the rims, increasing impact resistance in the most critical areas. The world's only one-piece, carbon monocoque wheels, Rotobox products are manufactured utilising a high-pressure Resin Transfer Molding (RTM) process that consistently turns out flawless, watertight rims.

The new high-pressure core technology used by Rotobox achieves a higher density of armature in the composite, extreme matrix accuracy and a greater smoothness of the wheel surface.

The carbon fibre surfaces can be ordered

Painted up in Rotobox's palette of colours, with splashy graphics, stripes or any logo. For protection, the wheels come in a choice of matt or glossy finishes covered by a UV-blocking clear coat that accentuates their carbon weaving.

As direct replacements for stock rims, model-specific Rotobox wheels come in convex and symmetrical designs for motorcycles with dual- or single-sided swingarms. Their CNC-machined 7075 T6 aluminium billet brake disc and sprocket carriers can be customised with optional anodising colours.

The high strength delivers a permissible maximum static load of 280 kg on the rear and 180 kg on the front wheel. Typically, the weight is 5.51 kg for the convex and 6.69 kg for the symmetric set.

They are supplied with a cush-drive, spacers, easy access, 90-degree aluminium billet valve stems and a choice of ceramic or steel bearings. They meet JASO T203-85 safety standards that include lab-based tests measuring cornering, radial, torsional and impact performance; available in 3.5 and 6 inch sizes with 2-year warranty, and optional premium SKF ceramic bearings.

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# Shoei RYD Street full face



New for 2017 from Shoei, the RYD Street helmet is made in four shell sizes from an organic fibre and multi-composite fibre laminate (AIM) for a "shock-absorbent shell with optimum rigidity".

Features include a variable density EPS liner system, removable and washable cheek pads (individually adjustable), and a 3D centre pad combine interior safety and comfort. Shoei's Emergency Quick Release System (EQRS) facilitates safe and fast helmet removal in the case of an accident; mist-retardant CWR-1 Pinlock visor; integrated spoiler for "optimised aerodynamic performance" and multiple venting and extraction with three inlets on the brow and chin and two exhaust outlets at the rear.

Optional accessories include choice of 14 visors, different sizes/thicknesses of cheek and centre pads, breath guard and chin curtain; ear pads are included, and the helmet is prepared for intercom installation. The RYD joins Shoei's full face line up as a fourth option alongside their X-Spirit 3, NXR and GT-Air.

**SHOEI (EUROPE)**  
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**RAINERS**

# 'S-80' short boot with waterproof membrane

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

Following on from the 999 GP carbon design boot that was seen in the last edition of IDN, this is their new 'S-80' short riding boot, featuring a Velcro and zipper fastening, a waterproof membrane, reflective insert on the back and ventilated TPU heel protector. The padded and robust construction ensures safety

and comfort, with non-slip all-surface sole and reinforced toe. Designed from much of the same technology Rainers developed for their 783 XRS and 879 TXT fully featured riding boots, the all new 'S-80' presents a more "relaxed" casual alternative.

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# INTERNATIONAL DEALER NEWS

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

Spanish luggage manufacturer SHAD was awarded the new International German Design Award 2017 for its SH36 cases in recognition of their "innovative design". The accolade follows the International Red Dot award received for the design in 2015.

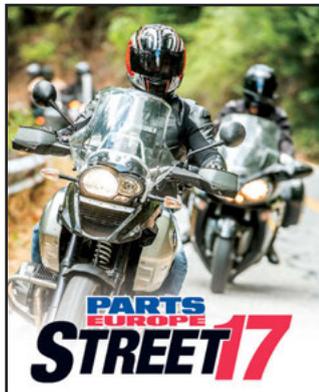
Honda is starting a joint venture with Hitachi Automotive Systems to produce motors for electric vehicles. A "memorandum of understanding" was signed between the two Japanese giants in February for a Hitachinaka City (Ibaraki) based enterprise that will be jointly capitalised to the tune of an initial 5 billion yen (approx. 40 euro). It is reported that the new company will have sales and production subsidiaries in China and the United States.

Spanish EV manufacturer Torrot (owner of Gas Gas) leads sales in the Spanish 2-wheel electric sector for January. The new Torrot Muvi urban electric bikes are boosting sales for the company, with the Muvi City version heading sales with 56 units sold in January, out of a market total of 268 units of all brands sold.

**BMW Motorrad says it has had a good start to 2017 globally, with a total of 7,503 motorcycles and maxi-scooters delivered to customers in January, an increase of 0.2% on the same month last year.**

## Parts Europe with more brands, more products and more pages for 2017

The Parts Europe catalogue has been growing every year since the company opened its state-of-the-art distribution facility at Wasserliesch, near Trier in Germany in 2008, with the carefully chosen location allowing the company to supply almost all dealers in Europe within a day. Every year the Parts Europe Street catalogue

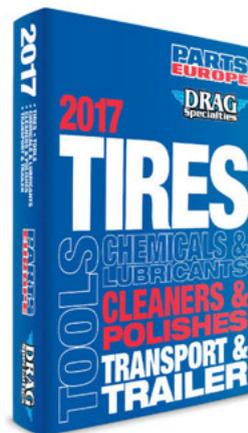


grows, and with it the staff at the European headquarters (some 160 people), making Parts Europe one of the largest distribution teams in Europe.

This year, there are some 370 fewer pages in the main catalogue, but the company is also now offering a unique new dealer guide to tyres, service and workshop items, chemicals and lubricants that

provides their dealers with an additional 580 pages of high turnover, high margin and often exclusive brands and product items.

The 'Street' catalogue is still a beast though, at 1,624 desk-bending pages of the most "outstanding selection of top



brands and new products in the industry". Available in print and online, they detail the complete Street inventory available from the European operation of the world's largest parts, accessory, performance, tuning, service and apparel products distributor.

A wholly-owned subsidiary of the US based LeMans Corporation, a 38 million euro investment has produced a 16,500 sq m distribution centre offering 750 brands and over 280,000 products. [www.partseurope.eu](http://www.partseurope.eu)

## EICMA drops plan for extra public day

ANCMA, the Italian motorcycle industry trade association, has been forced into an embarrassing volte face after it failed to ensure it had sufficient backing for its plan to add an extra public attendance day to EICMA.

The plan, which was the subject of what can be best described as a "soft launch", would have seen the show extended with Monday, traditionally the last of the set-up days, becoming one of the two Press and Trade Visitor days, with the Wednesday fully open to the public, making for a fifth public day, with the show still open through Sunday.

The move was not well received among the show's parts, accessory, gear and apparel exhibitor community,

with many small businesses considering whether the increased costs would be the final factor to make them decide to abandon the show in the face of increasingly unconvincing attendance profiles.

The members of ANCMA, the motorcycle manufacturers and selected vendors with OE parts contracts, must have approved the plan, but the wider exhibitor community, whose booth fees subsidise those of the members, were clearly not happy.

Several contacted IDN as well as the organisers, and it would appear that the show has had to curtail its ambitions. There had been some speculation that the move was a



precursor to returning the show to a biennial frequency. Either way, EICMA is now (in theory) back to being two Media/Trade/VIP visitor days, Tuesday and Wednesday, followed by four public days Thursday through Sunday, with opening to 10:00 pm on the Friday.

Sources: Revzilla/CT, SB, MPT, B&B, BDN, AP, Reuters, MSNW, MCN, AMD

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