

# INTERNATIONAL DEALER NEWS

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**JUN/JUL 2017  
 ISSUE #137**

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## Q1 EU PTW registrations -3.3 percent as Euro 3 inventory pre-registration impacts industry statistics

The latest data released by ACEM, the Brussels based international motorcycle industry trade association, shows combined registrations of motorcycles and mopeds in the EU (all PTWs – Powered Two-Wheelers) reaching 254,487 units during the first quarter of 2017, representing a decrease of -3.3% compared to the same quarter of the previous year.

France has been the strongest market since the beginning of the year, with registrations reaching 51,164 units (+3.35% compared to Q1 2016), whilst registrations in Italy went up by +1.11% (50,230 units). This contrasts with the situation in the other large European markets such as Germany (42,525 units, -6.05%), Spain (28,851 units, -8.93%) and the UK (23,313 units, -14.9%).

Commenting on the latest figures, Antonio Perlot, Secretary General of ACEM, said: "The slowdown in the motorcycle and moped markets is the result of the final transition to the new Euro 4 standard. A large number

of Euro 3 vehicles were registered in late 2016, which explains why fewer mopeds and motorcycles are being registered in the beginning of 2017". "We expect the market to regain positive momentum over the coming months, particularly thanks to the launch of the new models and the beginning of the motorcycle riding

“ some governments have launched E-bike subsidies ”

season. As a matter of fact, some of the largest European markets have already surpassed Q1 2016 registration levels".

In motorcycle terms, registrations in the EU reached 193,097 units during Q1 2017 (-5.9% compared to Q1 2016). The Italian motorcycle market

is currently the largest in Europe with 45,433 units registered in Q1 2017 (+1.71% compared to the same quarter of the previous year). Motorcycle registrations remained stable in France (33,884 units, +0.45%) and decreased in Germany (35,401 units, -7.12%), Spain (24,898 vehicles, -12.7%) and the UK (21,874 units, -14.28%).

Registrations of mopeds in the EU increased by +5.9% (61,390 units), led by strong growth in the two largest European markets, namely France (17,280 units, +9.5%) and the Netherlands (13,863 units, +6.47%). Moped figures remained stable in Germany (7,214 units, -0.32%) and decreased in Italy (4,797 units, -4.23%).

Total registrations of electric mopeds, motorcycles and quadricycles reached 5,447 units during Q1 2017, an increase of +31.5% compared to Q1 2016.

A total of 3,859 electric mopeds and 787 electric motorcycles were registered in Europe (+62% and

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## METZELER: SETS THREE WORLD RECORDS



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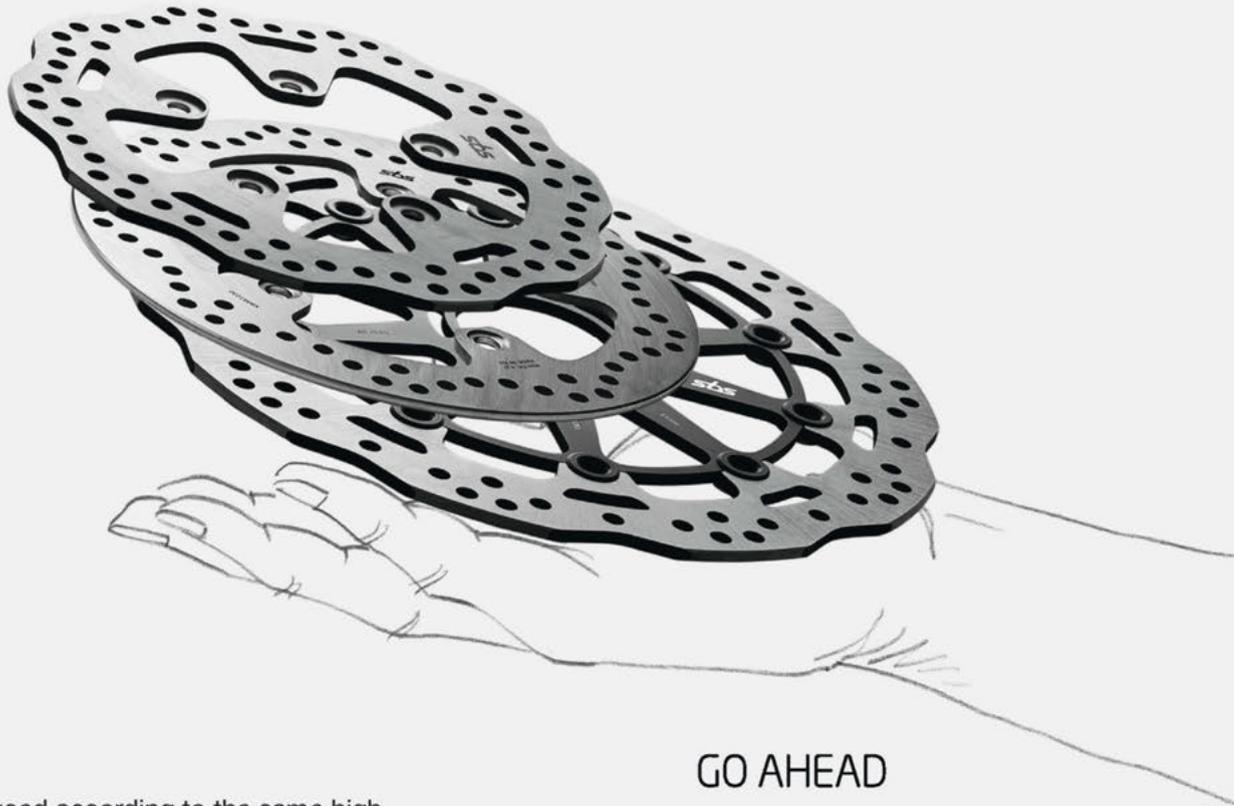


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Materials, testing, range ... Robin Bradley went to Mondovi, near Turin, Italy, to see Ferodo brake pads being made.

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# Our increased edition size – a good sign for the parts industry?

**A**s we head into the summer riding season, the new registration statistics from around Europe remain an uncertain market indicator.

The overall EU numbers from ACEM in Brussels, for the first quarter of 2017, as expected show the impact of the Euro 3 carry-over inventory pre-registration problem – as manufacturers, importers and dealers rushed to register thousands, indeed tens of thousands, 2016 production bikes before the January 1st deadline at which all new registrations had to be of the updated Euro 4 compliant models.

The result has been zero mileage pre-registered motorcycles choking showroom floor space and being offered at deep discounts with generous incentive packages.

This hasn't been a serious problem everywhere, but it certainly has been for the 'Big Five' EU markets (Germany, Italy, France, Spain and the UK), and it certainly has affected the market's centre of gravity for the first quarter.

However, the individual national trade association releases for April and, in several cases, May, showed that not only had Euro 3 cast a long shadow, but that some degree of market softness has started to affect sales.

Ironically, at a time when most broader economic indicators, particularly in much of the Euro currency zone, are showing that consumer confidence, incomes and spending is on the increase and unemployment coming down, gradually, in most of Europe, the motorcycle market appears to be on the edge of stalling.

It is hard to think of any other explanation. Most of the licensing and training issues, though still challenging, are pretty much unchanged in the last 24 months. Also, to judge by the attendances at the growing number of "New Generation" bike shows and outdoor events that are proving increasingly popular in Europe, I'm not sensing any major sea change in the gradually growing popularity of riding in general - especially not in the robust adventure touring and urban mobility sectors - despite the softness in the scooter and moped statistics.

Indeed, among the emerging generation of "Millennial" consumers, the theoretical synergy of their predisposition for individual self-expression in a social rather than isolated context, appears to continue to commend motorcycling as a viable, fashionable and motivating transport option and lifestyle choice.

What is more, the innovation we are seeing in terms of rider communications, safety, connectivity and many other forms of technology, suggests that we, in

fact, are still only at the start of that upward curve – there's no question that the direction of the travel of the motorcycle ownership and riding experience is being in equal part driven by, and driven to meet, the lifestyle and transport expectations of these new, young consumers.

As they age and go through the same evolutionary cycle that saw the children of the fifties, sixties and seventies become high value and acquisitive boomers, the post digital watershed generations appear to be natural born candidates for the motorcycle's own evolving offer.

The socially rejective and largely negative 'vibe' of the Gen-X pre-Millennials evidenced characteristics that saw them rebel the other way, away from anything that was even vaguely associated with the consumption and lifestyle choices of their parents and grandparents.

What goes around really does appear to be coming around again now though, with the equally decisive "rediscovery" of two wheels, and as such it is therefore

hard to think anything other than that either everyone has hugely underestimated the Euro 3/Euro 4 impact, or overestimated the improvements in incomes and employment rates among younger, 18-34 consumers.

The fact though is that despite all the auguries, the market still remains much smaller than it was in 2008. As Stephan Schaller (CEO, BMW Motorrad, and retiring president of ACEM) has rightly said before now, we lost around 50 percent of our market in five years.

In the context of such a dramatic shrinkage of the motorcycle industry's base, it remains, even now, difficult to view the recovery that has been seen since the second half of 2013 as anything other than modest - fragile even. One senses that any flap of a butterfly's wings could still be a portent of danger ahead.

In all probability, what we are seeing is simply a combination of the two factors at play – Euro3/Euro 4 hangover, and a still very slow trickle down of theoretically better economic indicators into bigger ticket item spending. Hopefully that means that what we are seeing so far this year in the new motorcycle registration statistics to date, will prove to be a time limited effect.

“56-page edition”



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<<< **Continued from cover**

A total of 3,859 electric mopeds and 787 electric motorcycles were registered in Europe (+62% and +35.5% respectively), whilst figures for electric quadricycles went down from 1,178 to 801 (-32%) over the same period.

Commenting on the growth in electric vehicle sales, Antonio Perlot said that "the launch of new electric models to the market confirms that our sector continues to make a valuable contribution to the sustainability of Europe's transport systems."

"The growth of registrations of electric vehicles in the EU reflects both the increasing interest from public authorities in electromobility, and the proliferation of shared vehicle schemes across Europe".

"At the same time, our sector still needs a consistent approach to incentives – fiscal and otherwise – for electric vehicles, as well as a greater investment in the charging network. Although some European governments have launched subsidies to incentivise sales of electric vehicles, mopeds and motorcycles are not always eligible for these schemes".

"This situation, which creates an

unequal playing field between our sector and other means of transport, should be addressed by European and national authorities".

Research by IDN estimates that some 40,000 motorcycles may have been unsold Euro 3 machines that were pre-registered before the December 31st cut-off; some 24,000 of which were sold from showroom floors in the first quarter of 2017, often on heavily incentivised package deals – enough for EU-wide Q1 new zero-mileage motorcycle sales to have been modestly up on Q1 of 2016.

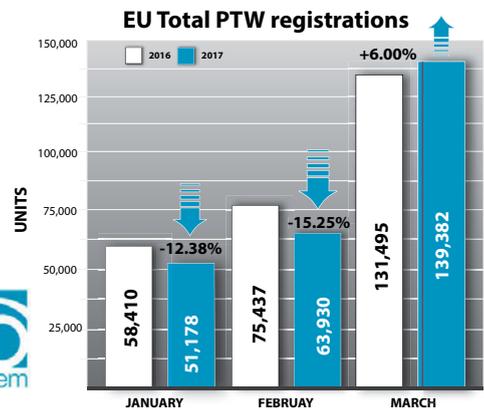
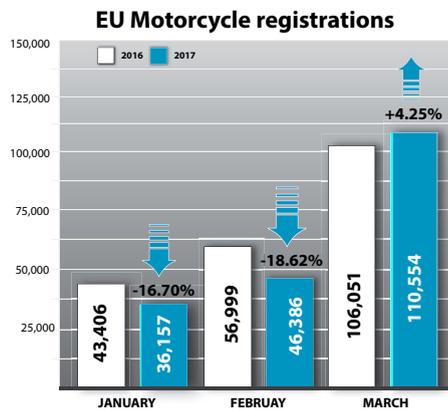
In 2016 motorcycle registrations (vehicles with two or three wheels and



**ACEM Secretary General Antonio Perlot: "The slowdown in the motorcycle and moped markets is the result of the final transition to the new Euro 4 standard"**

an engine capacity of more than 50cc) for all EU markets for the full year were +13.3 percent at 1,009,529 units (891,219 in 2015). The largest market for motorcycles in Europe in 2016 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).

In total Powered Two-Wheeler (PTW) terms, 2016 full-year registrations were +9.1 percent at 1,307,206 units, with the moped market still soft at -3.5 percent (327,786 units).

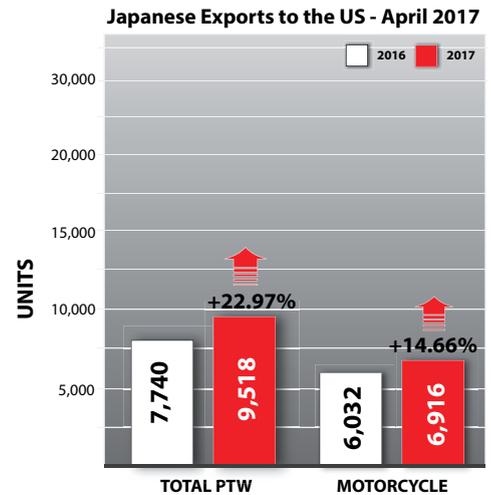
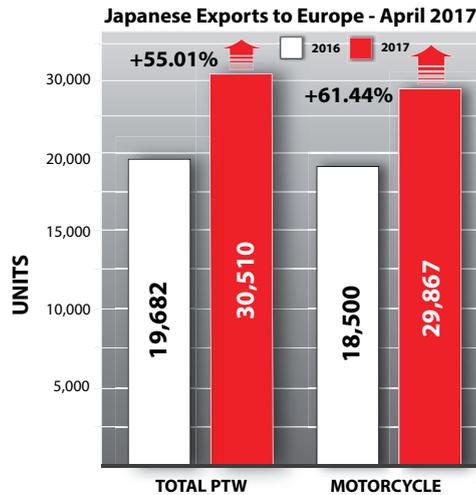


## Japanese made motorcycle exports to Europe +24.7 percent for first four months of 2017

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 a massive +61.44 percent in April 2017 (29,867 units), having been up by +4.48 percent in March (23,853 units) to make them +24.69 percent for the first four months of the year (101,810 units).

For the full year 2016 exports of 250+cc motorcycles to Europe were +18.83 percent at 180,290 units – the best full year performance experienced by the Japanese factories in Europe since the 201,000 exported in 2010, but still a long way south of the 420,000 exported in 2007 and 461,000 in 2000.

Japanese manufactured total PTW exports to Europe were +24.88 percent in February (28,767 units), "flat" for March at +0.05 percent (24,201 units) and up by +55.01 percent in April (30,510 units), putting them at +21.35 percent for the first four months of 2017 (104,064 units in total so far). They had been +17.83 percent for the full year 2016 at 201,182 units in total - the best annual



number for Japanese made PTW exports to Europe since 2010 (228,722 units).

Motorcycle shipments from Japan to the USA were -20.48 percent for the first four months of the year at just 27,057 units, having been -9.36 percent for the full year 2016 at 72,458 units; worldwide Japanese made 250+cc motorcycle exports were +9.64 percent for the same period (157,075 units – the highest since 2012), having been +2.34 percent for the full year 2016 (322,602 units).

Total worldwide Japanese manufactured PTW exports were +4.81 percent for the first three months of 2017 (185,863 units), having been +2.61 percent for the full year 2016 at 428,619 units – their second lowest in the 21st century, having 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.

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

# Motorcycle sales down in Q1 in Australia

According to the latest data released by Australia's Federal Chamber of Automotive Industries (FCAI), the market there suffered a -13.4 percent decline in the first quarter of 2017 compared with the same period in 2016.

Sales for the 2017 first quarter totalled 21,794 units compared with 25,160 for the same January – March period in 2016. The first quarter decline comes after a busy 2016 in Australia, in which the industry recorded its best annual result since 2009. Both the road and off-road segments recorded declines during the first three months of

2017, with road bikes down -15.5 percent and off-road down -15.3 percent. The ATV/SS market showed only a small drop of -1.3 percent.

Scooter sales, which have been in slow decline for several years, fell by -22.3 percent. Piaggio remained top seller in the scooter market with 293 sales. Second place was taken by Vespa with 240 sales, and Honda third with 198 sales.

Harley-Davidson retained its top selling status overall among the road bikes with 2,261 sales for the first quarter, followed by Honda (1,943 sales) and Yamaha (1,455).

The top selling manufacturer in the off-road category was Yamaha with 1,734 sales; followed by Honda with 1,467 sales and KTM (1,393).

Polaris led the ATV segment with 1,244 sales. It was followed by Honda with 908 sales, and close behind it in third place, Yamaha with 845 sales.

In overall market share terms, Honda was "top dog" selling 4,516 units in total, followed by Yamaha (4,094 units), Kawasaki, Harley-Davidson, KTM and Suzuki.

The top selling road bike in



Australia in the first quarter was Honda's NBC110, which was also the best selling learner approved motorcycle scheme model (LAMS); Harley's FXSB (Softail Breakout) was the top selling cruiser; Piaggio's Fly 150 the top selling Scooter; Yamaha's YZF-R3A and WR450F topped the sports touring and Enduro sectors respectively; Harley dominated the tourers, and Honda's CRF 1000 'Africa Twin' was the bestselling Adventure tourer, with their CRF 450R the top MX/off-road machine, and the 'GROM' the bestselling naked style bike.

[www.fcai.com.au](http://www.fcai.com.au)

## German new motorcycle registrations -8.21 percent for the first five months of 2017

The latest statistics released by the German motorcycle industry trade association (IVM) for the period to the end of May 2017 are still showing evidence of the effects of the rush to pre-register Euro 3 inventory before the December 31st 2016 deadline.

In motorcycle registration terms the market is up slightly at +1.56 percent compared to May 2016 (12,847 units, up from 12,650) after a dismal April which saw registrations running down by -25.29 percent at 13,674 units (compared to 18,303 in April 2016), but the cycle may have been affected by the serious weather that plagued most of Germany for some 10 days or so.

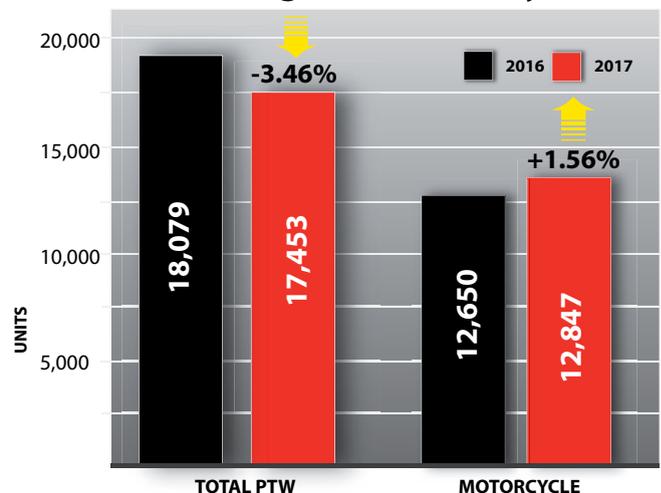
For the year to date the German motorcycle market is put at -8.21 percent (54,803 units) for the first five months, with total PTW registrations YTD at -12.19 percent (70,810 units). As usual these days, BMW's R 1200 GS

is the top seller in Germany so far in 2017 (5,004 units sold), with Kawasaki's Z 650 jumping to second best seller (1,598 units), Yamaha's MT-07 third (1,543 units), BMW's R nineT fourth (1,522 units) and Honda's CRF 1000 'Africa Twin' fifth (1,462 units). With five models in the top 10 selling list, it is again no surprise that BMW is market share leader so far this year in Germany, with 15,171 units sold in total for a 21.42 percent market share and 6.25 percent unit gain over the 14,279 units they sold in the first five months of 2016.

Honda is second with 9,298 units sold so far for a 13.13 percent market share; Yamaha is third (10.21 percent share, 7,231 units sold); Kawasaki fourth (9.24 percent share, 6,542 units), and KTM take the fifth spot from Harley-Davidson (7.93 percent share, 5,612 units).

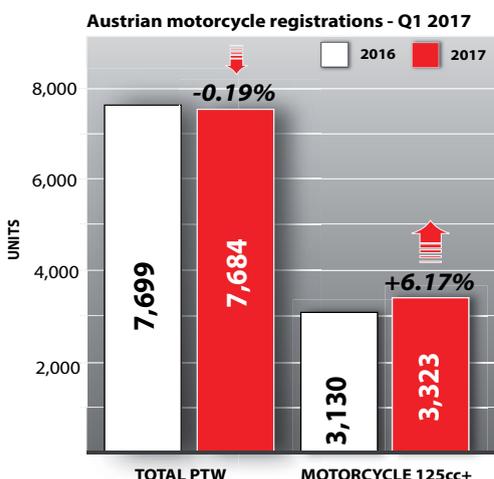
Though distorted by the rush to pre-

German registrations - May 2017



register Euro 3 inventory towards the end of the year, 2016 saw new motorcycle registrations in Germany up by +15.01 percent at 117,587 units – the best annual market performance in Germany since before 2008. In total

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



## Austria – motorcycle registrations +6.17 percent for Q1

The latest data released by the motorcycle trade association in Austria (Arge2Rad) shows registrations of new PTWs for the first quarter of 2017 broadly flat at -0.19 percent (7,684 units).

In terms of motorcycles of over 125cc, the market was +23.11 percent in March at 2,989 units, and is +6.17 percent for the YTD at 3,323 units.

In its home market KTM is market leader with a 22.12 percent share for the first three months of the year, with BMW second (16.97 percent), followed by Honda (11.16 percent), Yamaha

(10.32 percent) and Kawasaki (6.62 percent). In total PTW terms Vespa is market share leader, followed by KTM, Honda, BMW and Derbi.

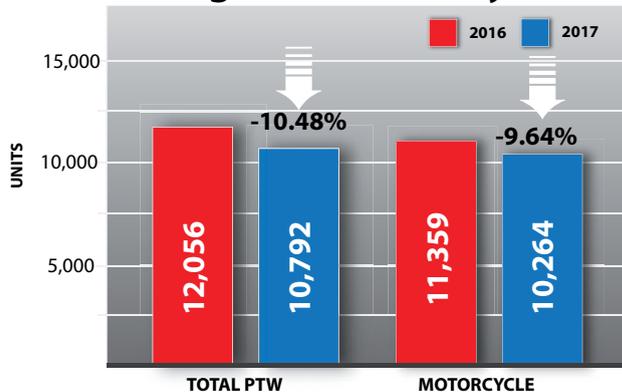
In 2016, new motorcycle registrations for the full year in Austria were up by +19.54 percent at 15,004 units (the market was flat in 2015 at 12,551 units). In total powered two-wheeler terms registrations were up by +12.52 percent (43,621 units) for the full year. In January this year, Austria became the second country in Europe (after the UK) to launch an e-mobility purchase incentive programme.

# UK motorcycle registrations -13.46 percent January to May

The latest data released by the MCIA (Motorcycle Industry Association) in the UK still makes for disappointing reading, even allowing for the Euro 3 inventory pre-registration cross-over. Motorcycle registrations in March were -11.29 percent (13,818 units), -15.28 percent in April (9,743 units) and are -9.64 percent for May (10,264 units) – which is also behind the 2015 market performance. For the year to date the UK market is -13.46 percent with 41,689 units sold. Moped sales were -24.25 percent in April (-29.27 percent in March, -25.82 percent in April) and are running at -24.11 percent year-to-date (2,502 units). In total PTW terms the UK was down -10.48 percent in May at 10,792 units (-15.91 percent in April/10,283 units) and the market is running at -14.14 percent year-to-date (44,191 units). 'Naked' style bikes remain the most popular in the UK (13,095 units YTD), followed by Adventure Sport models (7,970 units YTD);

the scooter market has seen sales drop by 25.2 percent YTD (7,542 units) and the historically dominant Supersport market is down -24.6 percent (4,333 units), with Touring and Sport Touring models off -13.9 percent and -11.8 percent respectively. In power band terms the only growth seen is in the 651-1000cc market (+0.3 percent YTD, 12,780 units) and above 1000cc with sales of the largest machines +1.3 percent YTD (9,780 units); the combined 651+cc market was worth 22,560 so far this year, which is around 50 percent of the total. The best-selling 'Naked' style motorcycle model in the UK in May was Triumph's Street Triple RS; their Bonneville Bobber was the best-selling Custom style bike, with BMW's R

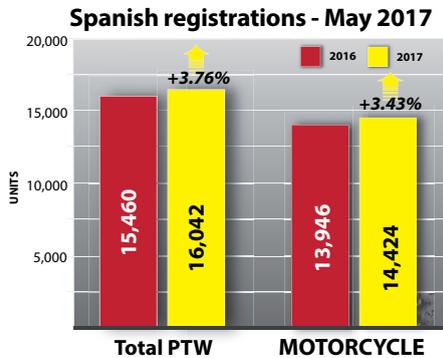
## UK registrations - May 2017



1200 GS topping the Adventure Sport sector; Kawasaki's Z1000 SX was the best-selling Sport Tourer. Honda is overall market share leader (motorcycles and scooters), having sold 2,075 units in the UK in May; followed by Yamaha (1,534), Triumph (1,149), BMW (907) and Kawasaki (688).

# Motorcycle registrations +3.43 percent in Spain in May

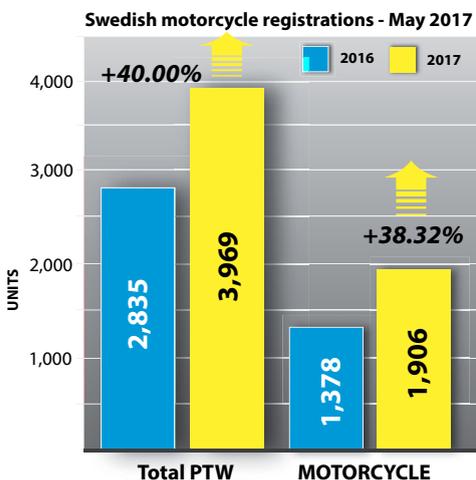
According to the latest data available from ANESDOR, the motorcycle industry trade association in Spain, new motorcycle registrations in May were +3.43 percent (up from the -14.71 percent seen in April) at 14,424 units. For the first five months of 2017 the market is -5.8 percent (60,061 units). In moped terms May was +6.87 percent (+15.67 percent in April) at 1,618 units; for the year-to-date moped sales in Spain are +19.0 percent (7,138 units). General Secretary of ANESDOR Jose Maria Riano has welcomed the growth saying that "after a slow start to the year, one influenced by the same Euro 3 effect seen elsewhere in Europe, the motorcycle and wider powered two-wheeler and light vehicles markets in Spain are showing healthy growth again."



ANESDOR say that sales of mid-displacement motorcycles by +14 percent in May with 5,500 units

registered, representing 38 percent of total PTW sales. Scooters were down a little in May (-0.7 percent) compared to May 2016 with 8,619 units sold – some 60 percent of the total PTW market in Spain. Riano has again pointed to the age of the motorcycle fleet ("park") in Spain (at an average of 14.7 years old) and called on the government to start incentivising replacement of older machines with new models through fiscal reform initiatives. To mark World Environment Day (June 5, 2017) ANESDOR released data concerning e-bikes in Spain, saying that so far this year (to May 31st) 1,099 two-wheel electric vehicles (motorcycles and mopeds) had been registered, which is up by +66 percent on the first five months of 2016.

# Swedish motorcycle sales +38.32 in May



The latest data from McRF, the Swedish motorcycle industry trade association, shows new motorcycle registrations at +38.3 percent in May at 1,906 units (having been down -24.35 percent in April) and are running at -1.82 percent for the year to date (January to May 2017). Per Johansson, the CEO of McRF, explains that "as soon as warmer days encouraged riders to visit dealerships, sales of motorcycles increased." He goes on to say that "now the registrations of motorcycles are much the same as 2016, but if good weather persists into June, we will increase sales compared to last year, which is positive for the industry." In total PTW terms, May saw 3,969 new

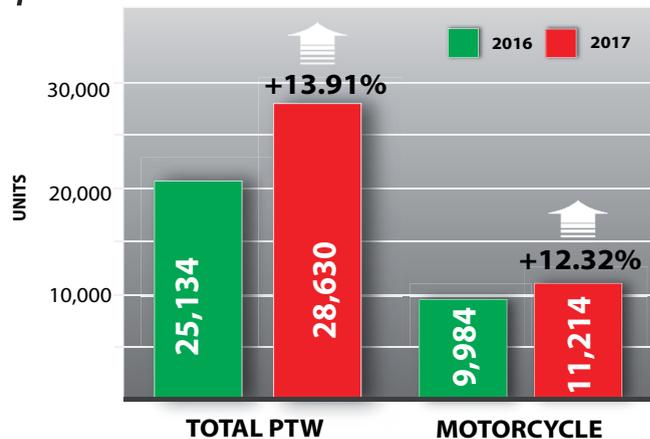
machines registered (2,063 mopeds, +41.59 percent, 5,274 YTD) to leave the market up by +12.50 percent at 10,956 total units YTD (9,739 in the first four months of 2016); April had been broadly level with 3,255 new PTWs of all kinds registered. In 2016 Sweden recorded +8.00 percent growth in new motorcycle registrations for the full year at 10,178 units; total PTW registrations were +10.18 percent at 21,347 units in total. This year's MC Massan Swedish motorcycle show at Stockholm at the end of January saw strong attendance - in the region of 53,000 visitors. In 2018 the show will return to Gothenburg from January 25 to 28.

# Italy – new motorcycle registrations +3.09 percent for first five months of 2017

According to the latest data released by ANCM (the Milan based motorcycle industry trade association for Italy), new motorcycle registrations were up by + 12.32 percent in April (11,928 units), having been approximately "flat" for April 2017 at +0.13 percent (9,928 units), they are now running at +3.09 percent for the year-to-date at 42,230 units. Allowing for mopeds and low cc scooters, total PTW registrations in Italy were +13.91 percent in May (28,630 units), having been -9.85 percent in April (21,494 units) and are now running at +2.37 percent (95,612 units) for the first five months of the year. Scooter sales are +1.82 percent for the period January to May inclusive, at 53,409 units; Honda's SH 150/300/1256 variants are the top sellers (14,225 units between them); followed by Piaggio's Beverly 300 ABS (3,406 units), the Yamaha TMAX 500 (2,093 units)

and the 350 non-ABS Beverly (1,930 units); Yamaha sold 1,198 units of the 300 TMAX variant and Honda sold 1,168 units of their X-ADV 750. The top selling motorcycles in Italy so far in 2017 are BMW's R 1200 GS (2,029 units); Honda's CRF 1000 'Africa Twin' (1,641 units); Yamaha's MT-09 'Tracer' (1,335 units); Honda's NC 750 X (1,334 units); the Ducati Scrambler 800 (1,218 units); and BMW's R 1200 GS 'Adventure' (1,213 units). In sector growth terms, the Touring (+13.36 percent, 6,433 units) and 'Naked' (the largest sector by style, +10.88 percent, 15,429 units) markets are showing the strongest growth; Enduro models, the second largest in Italy by styling sector, were -4.56 percent (13,300 units) for the year-to-date, with sportsbike models +6.83 percent (2,293 units). The 126-200cc sector has seen strongest growth in power-band

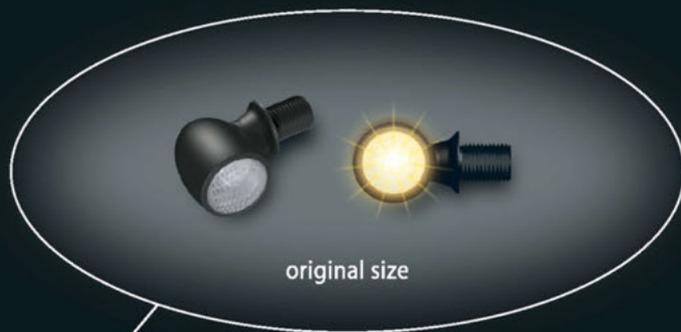
**Italian registrations - May 2017**



terms so far this year at +14.98 percent (11,798 units); with the 201-250cc market down by -50.95 percent (1,490 units). The 601-750cc market is +7.89 percent (10,643 units YTD), the 751-1000cc market is +3.71 percent (13,769 units) and the over 1000cc market is +4.54 percent YTD (12,298 units). The biggest market in Italy in displacement terms remains the 251-500cc market (22,645 units, +4.08 percent YTD).

For 2016 motorcycle registrations in Italy were +21.49 percent at 75,936 units, a third straight year of growth; total PTW registrations were +13.26 percent for the full year 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). Scooter registrations were +117.88 percent for 2016 at 117,814 units.

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## Piaggio unit sales +10.3 percent worldwide for Q1 2017



For the first quarter of 2017, the Piaggio Group posted profit before tax of 2.5 million euro, up +17.9% compared with 2.1 million euro in the first quarter of 2016, and closed the first quarter of 2017 with net profit of 1.5 million euro, an increase compared with 1.3 million euro in the first quarter of 2016.

In the first quarter of 2017, the Group sold 82,500 two-wheelers worldwide (up +10.3% from 74,800 in the year-earlier period), generating net sales of

218.9 million euro, an improvement of 5.2% from 208.2 million euro in the first quarter of 2016. The figure includes spares and accessories, on which turnover totalled 29.7 million euro, an increase of +4.6% from the year-earlier period.

Piaggio says it continued to strengthen its European two-wheeler market share, taking 14.2% of available sales (13.6% in the first quarter of 2016), and 26.4% (24.5% in the year-earlier period) in the scooter sector with a

lead of almost 10 percentage points from its nearest competitor.

Highlights in the scooter sector included good results for the Vespa brand, with the Aprilia brand also performing well. Performance was also positive in high-wheel scooters, with a healthy performance in motorcycle markets thanks to a +7.1% increase in Moto Guzzi sales. The Group maintained a particularly strong presence on the North American scooter market, with a

share of 21.6%; it is also committed to strengthening its position in motorcycles in North America. In January 2017, the Piaggio Group announced the strengthening of its distribution network after reaching the important milestone of 200 Motoplex stores in Europe, the Americas, Oceania, Asia and India. Launched only two years ago, the Group multi-brand stores are in parallel and additional to their traditional outlets.

## ACEM elects new top management

The Brussels based European Association of Motorcycle Manufacturers (ACEM) has elected a new leadership team during its 2017 Spring Congress held in Berlin.

Mr Stefan Pierer, CEO of KTM AG, will become President of ACEM as of 1 July 2017. He will succeed Mr Stephan Schaller, President of BMW Motorrad, who will start serving as Vice-President of ACEM on the same date.

The European Association will also have a new Vice-President: Mr Michele Colaninno, who is member of Piaggio & C. SpA's board of directors as well as CEO and COO of the Immsi Group, which controls the Piaggio Group and also holds investments in a number of important Italian industrial groups.



Left to right: Stephan Schaller, BMW Motorrad President; Stefan Pierer, KTM CEO; Michele Colaninno, Member of Piaggio Board of Directors and CEO/COO of the Immsi Group

Mr Stephan Schaller said: "I am delighted to announce that Mr Pierer will become the President of our European

association. He is a widely-respected business leader with substantial global experience and an excellent choice by our

General Assembly to continue leading ACEM".

Mr Stefan Pierer said: "Mr Schaller has done an excellent job at positioning ACEM for the future. I know I speak for the whole European motorcycle community in stating how much this work is appreciated. I look forward to start my term as President and to work for a stronger association that promotes motorcycling across Europe". Mr Michele Colaninno said: "The Presidium will work to ensure that issues such as free trade, road safety and environmental protection remain at the core of the work done at ACEM, taking into account the strategic directions adopted by the European institutions".



## Kellermann launch new premium dealer strategy

achen, Germany based motorcycle lights manufacturer Kellermann GmbH has introduced a new Premium Dealer programme, initially in Germany.

The new CEO of Kellermann, Dr. Stefan Wöste, highlighted the important role of their sales partners in the success of the company. "Our dealers and sales partners have been vital contributors to the success of Kellermann in the last almost 30 years. That has made us become one of the market leaders in the LED indicators market," he said. From April 2017 a new website has offered a separate B2B dealer shop with new discount rates, and



registered dealers can also be displayed on a geographical map. Kellermann says it will separate their partners into four segments: Dealers, Dealers & Workshop, Premium Dealers and Premium Dealers & Workshop. "Premium Dealers will not only benefit from further improved terms and conditions, but will also be able to

showcase the Kellermann products live and in action with a newly developed display," said Wöste. "We know that our products convince customers who are able to see them in use. While it is not always possible to show products installed on a motorcycle in a dealership, this new display will showcase our products ideally and support the dealer's sales pitch in the best possible way"! Dealers who want to work with Kellermann, or upgrade to the new Premium Dealer level, should register online at [www.kellermann-online.com](http://www.kellermann-online.com) at the dealer shop.



# BMW and RSD in 'Machined' line R nineT accessory collaboration

BMW has collaborated with Californian customiser Roland Sands Design (RSD) to turn what was initially conceived as a series of one-off parts for a custom project bike into a range of custom accessories for their R nineT. In 2013, RSD partnered with BMW on a design exercise that resulted in the creation of the Concept 90 - a revolutionary machine built in true collaboration between both brands.



The Concept 90 ignited a shift in the perception of BMW motorcycles from fully functional to also fully customisable.

Having gone through a rigorous design and development programme, the key components from that

collaboration are now available through BMW Motorrad as the "Machined" line of billet accessories for the BMW R nineT.

BMW say that they are machined to the strictest of standards and mark not only the first collaborative components of their type available for the Boxer motor, but they are the realisation of direct communication and development between Roland Sands and Ola Stengard, Chief of Design at BMW Motorrad.

"Ola and I had been grinding on this idea for quite a long time, and I penned the final designs while staying at a Salzburg hotel in Austria", Roland Sands says. "Ola signed them off a day later in Munich. Countless e-mails back and forth between the two of us shaped the designs into what you see today. It was a huge accomplishment for the RSD team to produce American products that stood up to BMW's quality standards".

The initial product line includes covers for the cylinder heads, belt, headlight, handlebar end, rear axle, bevel gear bearing, swingarm pivot mount and an oil filler neck lid. Expect to see more designs added if the initial offer proves a success with BMW and Sands exploiting the different styling opportunities offered by the R nineT variants.

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



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## Ducati turnover and sales continue to grow



The year 2016 was another positive one for Ducati – the company delivered 55,451 motorcycles to customers all over the world, recording an increase in sales for the seventh consecutive year (+1.2%; 642 more motorcycles than in 2015). The result translated into a turnover of €731 million, with an increase of +4.1% compared to 2015 (€702 million). At the end of the fiscal year 2016, Ducati also contributed an operating result of €1 million (2015: €54 million) and an operating margin of 7% to the Audi Group.

“The continuous evolution of our range, both in terms of quality and technology, the constant development of our dealer network and the effectiveness of a strategy based on investments aimed at the products, the quality and the customers, have enabled the company to continue on its growth curve,” declared Claudio Domenicali, Chief Executive Officer of Ducati Motor Holding. European markets have made a significant contribution to

achieving this result, many of them reporting double-digit growth. In Italy sales have risen by +20 percent, while in Spain sales rose by +38%. The number of motorcycles delivered in Germany increased by +8 percent compared with the previous year.

The United States confirms its position as Ducati's number one market, reaching a quota of 8,787 motorcycles delivered to customers. Among the non-European markets, the significant performance of the brand in China, where Ducati doubled the previous year's result (+120%), is notable. Motorcycles sold in Brazil increased by +36% and by +215% in Argentina.

This year has seen the launch of seven new models: the 1299 Superleggera, the Ducati SuperSport, the Multistrada 950, the Monster 797, Monster 1200 and two new versions of the Ducati Scrambler - Scrambler Cafe Racer and Scrambler Desert Sled. Ducati is currently selling through more than 780 dealers in over 90 countries.

## KTM announces “ground-breaking” 2-stroke fuel injected Enduro machines

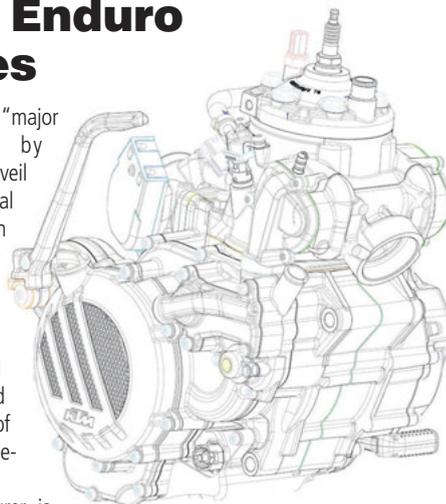
KTM says it is marking a “major global milestone” by announcing that it will unveil the world's first serial production fuel injection 2-stroke Enduro machines at an official launch this coming May. The KTM 250 EXC TPI and KTM 300 EXC TPI models will be introduced to the market as part of their model year 2018 line-up.

The Austrian manufacturer is well known for its investment in new technology and says “now the game-changer is finally here. With KTM's unwavering commitment to being at the very forefront of off-road motorcycle sport, in which the orange brand has achieved many championship wins over the years, the latest exciting development in technology has come to fruition.

“It has been no secret that KTM's Research and Development department in Mattighofen, Austria, has been developing this technology, which offers considerable benefits over carbureted models, including drastically reduced fuel consumption while also no longer having the need to pre-mix fuel or alter the machines' jetting.

“Not only that, the new 2-stroke TPI models offer a completely new experience in terms of power delivery and rideability, which once again demonstrates KTM's commitment to its off-road roots, following on from the all-new generation of Enduro machines released last year.

“As market leaders in this segment, we believe the new 2-stroke fuel injection technology, known as TPI (Transfer Port Injection), is revolutionary. More



information will be available during the international media launch, which begins on May 15, 2017.

“This is an incredibly exciting development for KTM. We have been developing 2-stroke fuel injection for some time, and our goal was to create competitive motorcycles with all the benefits of fuel injection, while fitting into our READY TO RACE mantra” said Joachim Sauer, KTM Product Marketing Manager.

“There has been extensive testing and considerations for our Research and Development team to take into account during this process, so we are very motivated by this next step and world first in technology, as we take a major step forward in this segment. We are certainly looking forward to unveiling the new 2018 KTM 250 EXC TPI and KTM 300 EXC TPI machines in May”.

KTM say that in Europe the bikes will arrive in dealer showrooms in early summer. In the USA and Canada, the new 2018 KTM 250 XC-W TPI will be available in very limited quantities in late autumn.

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## DNA Filters wins 2017 Red Dot Product Design Award



Greek filter manufacturer DNA has scooped a prestigious 2017 Red Dot Product Design Award for its stylish "Leather Top" sub-brand of air filters for the contemporary custom trends seen on many production and modified bikes.

Marios Nikolaidis, Motorsport Engineer of R&D and Production Manager at DNA, designed the innovative range to "combine the unique DNA filtering technology with a special synthetic "leather skin" finish in a variety of colours.

"Customising and modifying bikes has been the new trend over the past couple of years," says Marios, "creating Cafe Racers, Trackers, Bobbers and Cruisers. Our "Leather Top" design series perfectly complements the custom motorcycles' exterior, providing

a unique added value."

The synthetic leather texture is applied to the famous DNA universal filters using a state-of-the-art "in mould fusion" technology. The range consists of "hexagon", "oval" and "U" shapes in brown, beige, green, yellow, blue, grey, orange and red. The leather top has a 3D convex shape engraved with the "D" of DNA.

The Red Dot Product Design Award ceremony 2017 will take place on 3rd of July 2017 in Essen, Germany, at the Design Zentrum Nordrhein Westfalen. The award-winning Leather Top DNA filters will be featured in the prestigious Red Dot Design Year Book 2017-2018 as well as in the display at the Red Dot Design museums of Germany and Singapore.

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

## IVM elects new President

German adventure touring specialist Touratech hosted the annual general meeting of the IVM, the German motorcycle industry trade association, in June.

Among the news to come from the meeting was the election of a new IVM President following the resignation of BMW's Heiner Faust, who has moved to the Munich manufacturer's automotive division.

Replacing him is former Vice President

Ralf Keller, of Yamaha Motor Germany, with Henning Putzke of BMW Motorrad as first Vice President and Ralph Zimmer, of Piaggio Deutschland, as second Vice President, and Ronald Kabella, of Bucher AG/Motorex, Switzerland, as a representative of the supply chain and aftermarket.

[www.ivm-ev.de](http://www.ivm-ev.de)

The newly elected IVM board members, together with Touratech founder and host of the IVM annual general meeting Herbert Schwarz, from left to right: Herbert Schwarz, IVM President Ralf Keller, Yamaha Germany, First Vice President Henning Putzke, BMW Motorrad, and President and representative of the aftermarket Ronald Kabella, Bucher AG/Motorex. The re-elected Second Vice President Ralph Zimmer is unfortunately missing.



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# Metzeler MC 360 tyre sets three world records

The brand new Metzeler MC 360 tyre which already has three world records in its trophy cabinet.

At the beginning of March this year, the tyre was subjected to the final stages of a test that challenged it with extreme trials in Chile at the Nevado Ojos del Salado volcano, situated at the border between Argentina and Chile.

At 6,891 metres high, it is the highest volcano in the world, and the MC 360, with the Honda Africa Twin and CRF450RX, established three records in riding it:

1) From zero to 5,900 metres above the

sea level in less than 24 hours

2) 5,960 metres as maximum height for a twin-cylinder motorcycle

3) 5,977 metres as maximum height reached with a motorcycle in less than 24 hours

The team for this record expedition was composed of Salvo Pennisi, Metzeler's Head of Testing Department, Carlo Fiorani, Honda's Head of Racing Communications, the industry journalists Francesco Catanese and Karsten Schwes, and Fabio Mossini, the enduro champion, now part of the Honda Sud America team.



The first record set was a real team victory: Francesco Catanese, Fabio Mossini and Karsten Schwes riding the Honda Africa Twin and Salvo Pennisi, riding alternately both the Africa Twin and the CRF450RX, managed to reach 5,900 metres, after starting from sea level, in 22 hours and 30 minutes.

The second success was an individual record scored by Fabio Mossini, who managed to bring his Honda Africa Twin to 5,960 metres above sea level, the highest level ever reached with a twin-cylinder motorcycle.

The third record, another individual one, was set by Metzeler's Head of Testing. Riding the CRF450RX, he set the record for the highest climb above sea level ever reached by a motorcycle,

bringing his single-cylinder Honda to 5,977 metres of altitude in 22 hours and 40 minutes. This came after a challenging climb to reach the Atacama hut at 5,200 metres when riding the Africa Twin.

Both the Africa Twin and the CRF450RX had been equipped with the new MC 360 tyres, in prototype sizes for the Africa Twin and standard sizes for the CRF450RX.

The adventure in Chile represented the final and most severe testing for the new tyre, aimed at assessing its level of performance, wear, versatility and resistance to tearing in extreme conditions, with temperatures ranging from +40° in the Desert of Copiapó, down to -15° on the Andes.



## Kawasaki unit sales up in “developed markets” for 2016-2017 fiscal

For their full year 2016-2017 (the period to March 31st 2017) Kawasaki is reporting net sales from its Motorcycle & Engine division of 313.0 bn yen, down by -6.1 percent (-20.5 bn yen) from the same period of 2015/2016; with operating income down by -25.5 percent at 11.7 bn yen. It ascribes

the decline to the appreciation in the value of the yen during the period and in the sales of motorcycles to its “emerging markets”.

Total worldwide motorcycle, UTV, ATV and PWC unit sales in the full year were 540,000 units (up from 524,000 units 2015 – 2016); of

which 153,000 were motorcycle sales in “developed

markets” (up from 135,000 units and generating 112.6 bn yen), 321,000 were sales in “emerging markets” (down from 328,000 and generating 86.9 bn yen) and 66,000 units were

# Kawasaki

utility vehicles, ATVs and PWC (up from 61,000 and generating 73.3 bn yen).

The Motorcycle (and Engine) division delivered 20 percent of overall corporate net sales, down from 22 percent in 2015-2016.

## Energica MY 2017 updated

Modena, Italy based high performance E-bike manufacturer Energica has achieved the European Euro 4 homologation and as a result has announced new, increased specs for its 2017 Ego and Eva models.

Energica Ego, the electric sportsbike, now offers a higher power output of 145 hp, and Energica Eva, the electric streetfighter, revealed 108 hp. The maximum power of the Ego is now reaching 107 kW (constant maximum power at 6.000 rpm), while Eva has now 80 kW (constant maximum

power at 6.000 rpm). The value of the maximum torque is increased too - for the Ego it goes from 195 to 200 Nm, while for Eva from 170 to 180 Nm.

Energica says that with the Euro 4 homologation, the new Energica 2017 model year will have the OBD diagnostics (on board diagnostics). As per European regulations, the Energica motorcycles will have standard software that will communicate with a universal diagnostics tool, so any workshop will be able to get access to the data.



Energica Ego Lunar White (Photo: Damiano Fiorentini)

# Yamaha hits 500th Grand Prix racing victory milestone

Yamaha is celebrating a momentous landmark in its successful motorcycle racing history with Maverick Viñales having secured their 500th race win at the Le Mans Bugatti Grand Prix race circuit in France.

The Fédération Internationale de Motocyclisme (FIM, the global governing body of motorcycle racing) has officially declared that, according to their statistical records, Yamaha has enjoyed victories in the 125cc (47 wins), 250cc (165 wins), 350cc (63 wins), 500cc (120 wins) and MotoGP class (105 wins), adding up to a sensational 500 Grand Prix wins in total.

Out of all Yamaha riders, current MotoGP class racer Valentino Rossi is the biggest achiever. His love story

with the YZR-M1 has been going strong for many years and has resulted in 55 wins to date. Teammate Viñales has only been competing as part of the Movistar Yamaha MotoGP Team for five races, but has established an impressive 60% victory rate on the Yamaha, thanks to his wins in Qatar, Argentina and France.

Yamaha's list of Grand Prix victors is full of legends - Jorge Lorenzo (44 wins), Phil Read (39 wins), Eddie Lawson (26 wins), Wayne Rainey (24 wins), Kenny Roberts Sr. (24 wins), Bill Ivy (21 wins), Carlos Lavado (19 wins), Luca Cadalora (13 wins), Giacomo Agostini (12 wins), and many more.

To give an overview of the magnitude of the effort put in by all its Grand Prix riders, Yamaha has created a micro



website, which features a special 500th victory video, an infographic, some of the best historical photographs of Yamaha's 56-year Grand Prix racing run, as well as

overviews of all the victories, riders and bikes that made this massive achievement possible.

[www.yamahamotogp.com/500-victories](http://www.yamahamotogp.com/500-victories)

## HP4 RACE has carbon fibre monocoque chassis



BMW has released details for its much anticipated new HP4 race bike, with 750 models planned to be "individually crafted for top performance on the race track".

The company says that "advanced technical solutions for maximum performance on the race track have always been the hallmark of hand-picked factory racing motorcycles

modified to perfection down to the last detail. With the new HP4 RACE, BMW Motorrad presents a purebred racing bike in a production run of 750. It is individually crafted by a small, highly specialised team, ensuring the very highest level of quality.

"In terms of engine, electronics and spring elements, the new HP4 RACE is in the same category as current superbike factory racing machines, even surpassing this level in the area of suspension with its carbon fibre frame. Weighing 171 kilograms when fully fuelled and road ready, the new HP4 RACE is even lighter than the factory racing bikes currently used in the Superbike World Championship and is only

slightly above the MotoGP factory racers in terms of weight.

BMW had been known to be working on carbon fibre chassis technology, and with the HP4 RACE BMW say they are "the first motorcycle manufacturer in the world to present a main frame made entirely of carbon fibre and produced industrially in small series, thereby making this future-oriented technology available for anyone to purchase."

The frame weighs just 7.8 kg, with front and rear wheels also in carbon fibre, enabling a weight reduction of approximately 30 per cent as compared to light alloy forged wheels, while retaining a "deliberately rigid" design.

  
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# Yamaha report Q1 sales revenue up worldwide, unit sales down in Europe



Net sales for Yamaha Motor Co. Ltd.'s consolidated accounting period for the first quarter of the fiscal year ending December 31, 2017 were 386.0 billion yen (an increase of +3.1 billion yen or +0.8% compared with the same period the previous fiscal year), and operating income was 37.3 billion yen (an increase of +5.0 billion yen or +15.5%).

In the developed markets business, profitability improvements progressed in marine, industrial machinery and robot products, and electrically power-

assisted bicycles, but remaining one-off factors, such as the appreciating yen and the effect of unrealized income etc., led to decreased sales and income. Regarding the emerging markets motorcycle business, increased sales of products in the higher price range and profitability improvements through cost reductions and structural reforms etc. continued, which led to increased sales and income.

Ordinary income was 40.8 billion yen (an increase of +12.7 billion yen or +45.1% against the same period the

previous fiscal year), and net income for the period attributable to parent company shareholders was +31.7 billion yen (an increase of +11.0 billion yen or +53.0%).

Motorcycle net sales were 232.5 billion yen (an increase of +2.7 billion yen or +1.2% compared with the same period the previous fiscal year), and operating income was +13.9 billion yen (an increase of +6.4 billion yen or +84.0%).

Unit sales decreased in developed markets such as Europe, North America

and Japan. Unit sales in emerging markets such as Vietnam, the Philippines, and Thailand increased, but decreased in the Indonesian market etc.

Net sales decreased in developed markets due to an appreciation of the yen and lower unit sales, whereas net sales increased in emerging markets thanks to increases in unit sales and sales of products in the higher price range. Operating income increased due to the effects of product mix improvements and cost reductions etc.

## Honda unit sales +15.8 percent in Europe for first quarter of 2017; +6.4 percent in Europe for 2016/17 financial year

Honda saw global Group motorcycle unit sales grow by +3.6 percent to 17,661m units for their 2016/2017 financial year ended March 31st.; on a consolidated basis (directly and wholly owned operations only) sales grew +6.3 percent to

11,237m units. For the fourth quarter (January to March 2017) global Group unit sales were +1.8 percent (4.248m units); on a consolidated basis sales were +2.1 percent (2.633m units).

In Europe, consolidated unit sales were +15.8 percent at 66,000 in the final quarter (January to March 2017) and +6.4 percent for the full financial year to March 31st at 217,000 units.

Honda says it has seen further decreases in sales of motorcycles and ATVs in the United States (-4.5 percent for the 12 months at

294,000 units) as the overall market there continues to contract. Asia has seen increases in Pakistan, Vietnam and Thailand (decreases in Indonesia) to leave them +10.0 percent at 9,513m units. Sales in Brazil were down. Its fourth quarter Group motorcycle unit sales resulted in a +3.8 percent increase in sales revenue at 453.7 bn yen, a 38.1 percent increase in operating profit and an 8.4 percent increase in operating margin. Motorcycle sales revenue for the full year to end of March 2017 were down -6.1 percent at 170.1 bn yen, with operating margin

reduced to 9.9 percent. Overall, corporate fiscal fourth quarter consolidated operating profit was up at 201.9 billion yen. Consolidated operating profit for the fiscal year (April 1, 2016 through March 31, 2017) amounted to 840.7 billion yen, an increase of 67.0 percent compared to the previous fiscal year.

Consolidated operating profit for the fiscal fourth quarter (January 1, 2017 through March 31, 2017) amounted to 138.1 billion yen, an increase of 201.9 billion yen compared to the same period last year.



## BMW Motorrad Q1 deliveries +5.5 percent

BMW say its motorcycle division had a successful start to the year, delivering 35,636 motorcycles and maxi-scooters (2016: 33,788 units) to customers during the first quarter, which is 5.5% up on the previous year. Revenues grew by 7.0% to €623 million (2016: €582 million). "Higher volumes and positive sales-mix factors

helped our motorcycle segment profit to jump by 33.0% to €125 million (2016: €94 million).

"Influenced by seasonal factors at the start of the motorcycle season, the segment EBIT margin came in at 20.1% (2016: 16.2%). Profit before tax also improved by 33.0% to €125 million (2016: €94 million)".



# SHAD - 25 years of expansion

Spanish luggage manufacturer SHAD (NAD S.L.) is celebrating its 25th anniversary this year. Founded and still owned by Jaume Xicola, and now operated by his son Jaume Xicola Jr as CEO, SHAD are based north-east of Barcelona and have become a force in the motorcycle luggage market, winning multiple awards for their designs and respect for the quality of their manufacturing. In the 25 years since the business started with its original first 22 litre top case, more than 1,500 products have been developed with that same aim of "improving the urban and touring motorcycle experience", says Jaume Xicola Jr. "Design and innovation have

been, from the beginning, the main values for SHAD. The development of new solutions for motorcycles and the registration of its own patents, 3 in the last 3 years, we have constantly focussed on R&D, and that commitment to design and technology was recently rewarded. Our international 2017 Red Dot Award, for the SH58X and SH59X 'Expandable Concept', proves that we will enter our next 25 years with the same focus on quality and innovation." The "Expandable Concept" allows riders to tune the capacity of their luggage to their journey requirements in up to three capacity increments. This latest award adds to the 2015 Red Dot and the 2017

German Design Award, awarded to the SH36, which Xicola says makes the SHAD brand "the most awarded motorcycle case brand in the world." In addition to its 28,000 sq m Barcelona facility, where it employs some 190 personnel, the company has an extensive commercial network in more than 70 countries on 5 continents. It currently offers over 1,000 individual part numbers and also has two production centres in China (Shanghai) and Indonesia (Jakarta), which allow it to give local supply and support to the company's international operations – 75 percent of sales are in Europe, but Xicola says its Asian business is growing rapidly and that they sell in 80 countries in total. As well as selling to the



replacement and retro-fit aftermarket through their SHAD trademark, NAD is an OE supplier to many leading motorcycle manufacturers, including Yamaha, Honda, BMW, KTM, Piaggio and Kymco. As well as sponsoring, as technical provider, the Superbikes World Championship, SHAD participates in 15 motorcycle fairs in Asia, America and Europe, promoting its "Engineered for Riding" philosophy. [www.shad.es](http://www.shad.es)



CEO Jaume Xicola Jr.: "SHAD is the most awarded motorcycle case brand in the world – the latest is our 'Expandable Concept' that allows riders to tune the capacity of their luggage to their journey requirements"



SHAD employs some 190 people at its 28,000 sq m facility north-east of Barcelona

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# BST celebrates 15 years as carbon fibre wheel pioneer



Leading carbon fibre wheel manufacturer Blackstone TEK (BST) of Johannesburg in South Africa is celebrating its 15th anniversary this year.

Founded in 2002 by Gary Turner and Terry Annecke, the company almost single-handedly created the volume production carbon wheels market, and as such has had quite an influence on

to be the first ever factory bike to be equipped with carbon fibre wheels, with BST's design and technology saving 26% weight at the front and 44% at the rear.

"To lighten the load by 3.1 lbs and provide a reduction in rolling resistance, Ducati forsakes aluminium wheels for BST carbon fibre wheels to enhance the performance of this superb superbike," says Gary Turner. "A traditional metal wheel manufacturer uses one wheel per test – our wheels are engineered to withstand four tests - cornering fatigue, radial fatigue, torsional fatigue and impact testing - all using the same one wheel," Gary explained. BST employ some 50 plus people at their 4,800 sq m (approx. 51,500 sq ft) facility and have exported their wheels "to just about everywhere in the world, including Kazakhstan... basically everywhere that has a motorcycle community."



Finally, BST says: "Contact us this July for more information on specials and promotions for our 15th birthday."

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



the race and custom motorcycle industries.

The company has been ISO 9001 certified since 2003, audited by the German TUV and JWL and DOT E certified, and BST is indeed the only OEM certified supplier of carbon fibre wheels in the world and the biggest aftermarket supplier.

The winner of multiple international awards, BST has over 25,000 wheels in the market worldwide, offers four different styles of wheels in sizes ranging from 12" to 23" and offers over 200 individual fitments for 20 different manufacturers.

BST's latest success has been with Ducati's new 1299 Superleggera, said



Gary Turner and Terry Annecke started Blackstone Tec in 2002



## HEADLIGHT PROTECTORS

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# New test rig for brakes

Spanish manufacturer Galfer has developed a new inertia dynamometer test rig for brake friction control – allowing the accurate testing of pads and discs and the materials they are made from and the manufacturing processes used to make them. Based on the company's 60-plus years of experience in developing and manufacturing friction materials, the rig is the result of some 30 months of development, and it has been in use at its Granollers facility near Barcelona since 2016. Described by the company as a key component in their research, development and innovation of brake components, this versatile tool is able to simulate braking conditions and variables, and to control and analyse key performance parameters such as speed, braking power, coefficient of friction, fade effect, pressure on the lever and in the pump, sensitivity to that pressure, caliper, pad and disc temperature and resistance and durability. Tests can be customised for OE and OES standard validations and certification as well as for developing new materials. The vast range of applications allows simulation of every kind of vehicle, from a scooter at 40 km/h to a custom motorcycle



weighing more than 450 kg. Using real telemetry data in the bench testing programme (obtained at closed speed circuits, with speeds in excess of 350 km/h) has marked a "real milestone in our research, design and innovation", said Export Sales Manager Ivo Bristol. "The test rig is driven by an electric motor with a max. power of 285 CV (210kW) and has state-of-the-art digital technology. It has a speed range of 0-360 km/h and temperature range of up to 800 degrees centigrade, meaning we can broaden and deepen the test parameters we are able to subject our materials and products to, speed up the testing and validation process, and quickly respond to new market opportunities and



demand from our distributors and dealers. It really does take brake testing into a new dimension. Everybody should check out the demonstration video on our website". [www.galfer.eu](http://www.galfer.eu)

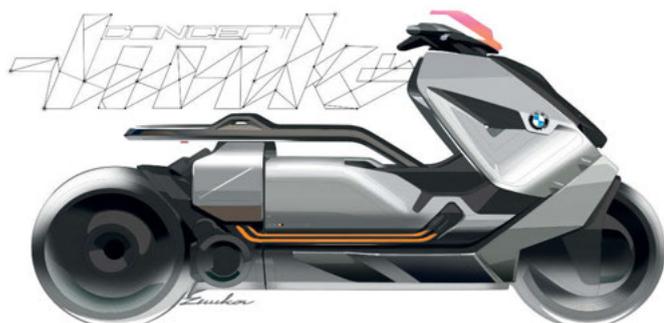


# Connected future

BMW has presented a vision of zero-emission urban mobility on two wheels - the BMW Motorrad Concept Link. Inspired by the BMW Motorrad Vision Next 100, the design study "unites digital connectivity with the demands of urban mobility on two wheels. It treads new paths and moves beyond established conventions, both with regard to design and technology," the company says.

"The Concept Link is not based on today's concepts, but rather meets the basic functionality needs, the technical architecture and the digital reality of today's users. The technical realities of electric drive – such as the flat energy packs in the underfloor and the compact drive on the rear wheel – allowed us to create a highly distinctive design which shapes a new segment," said Alexander Buckan,

Head of Vehicle Design at BMW Motorrad. A reverse gear ensures that it is easy to manoeuvre, making it ideal to park in tight city spaces. The classic instrument cluster has been dropped. Instead speed, navigation and battery information is projected onto the windshield directly into the rider's field of vision. Secondary information is displayed on a large-surface panel located below the handlebars. The panel enables a large number of possible ways of interacting with the outside world and for communicating with other vehicles. The rider equipment is also connected to the vehicle. To highlight this connection, a motion on the arm of the jacket opens and closes the sliding door of the luggage compartment. A stitch on the arm signifies the active area.



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# Honda's Atessa factory makes its millionth SH

The 2017 SH 125 – along with the SH 150 and 300, Honda sold 17,000 SH scooters in 2016



Honda's original SH50 started production in Belgium in 1984

Honda's Atessa factory, founded in the Abruzzo region of central Italy in 1971, has reached a historic milestone - the production of one million units of the perennially popular SH scooter series. The SH story began in 1984 with the production - in Belgium - of the SH50 'motorino' moped. Manufacture of the second generation SH50, and the new SH100, moved to Atessa in 1996. Honda's main European manufacturing plant has remained the home of SH production ever since and now makes all three currently available SH models: the SH300, SH150 and SH125. The SH125 model has been produced at Atessa since 2001 and was Europe's



best-selling scooter in 2016 with over 17,000 units sold. The latest version of the SH125 went into production in December 2016 and features LED lights front and rear, remotely

operating Smart Key and new styling that is even more refined and sophisticated, while retaining a classic SH look.

[world.honda.com](http://world.honda.com)



The second generation SH100 was produced at the Atessa factory when it opened in 1996



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# VP Italy adds 'B2B' platform



VP Italy (Vertex Pistons) has added a new 'B2B' e-commerce tool to its website "in order to offer a more efficient service to its sales force, distributors and dealers".  
 "This is a secured area for our resellers where they can choose and order anything from the extensive product ranges we offer", Marketing Director Lina Saccani Vezzani told IDN. Those product ranges include VP's own Vertex replacement and performance pistons and piston kits and noted American

brands such as Arrowhead, Cylinder Works, Fuel Star, Hotcams, Hot Rods, Pivot Works, Wrench Rabbit, All Balls and Motobatt.  
 "From this platform, you can also access our extensive library of technical information and have direct contact with the several sales and technical departments within our company".  
[www.vertexpistons.com](http://www.vertexpistons.com)

# Suzuki unit sales down by -6.2 percent for 2016-2017 fiscal



Suzuki has announced that on a Group basis its motorcycle sales in Europe for its financial year 2016-2017 (the period ended March 31st 2017) were down by -6.2 percent at 45,000 units, with the final quarter (the first three months of 2017 down by -28.1 percent at 7,000 units.

However, the company is forecasting +18.1 percent growth for 2017-2018 at 53,000 units. North American unit sales were down by -30 percent for the 12 month period at 32,000 units and down by -44.9 percent at 7,000 units for the first three months of 2017.

Asian sales were -8.1 percent for the year at 1,039,000 units, but +5.3 percent (278,000 units) for the first three months of 2017. Domestic Japanese sales were +24.1 percent at 17,000 units for the first three months of 2017, and +1.5 percent for the full

financial year at 62,000 units. Total worldwide sales (including ATVs) were -0.3 percent for the period January to March 2017 at 351,000 units (4,000 ATVs) and -8.9 percent at 1,367,000 units (18,000 ATVs) for the full financial year.

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# FERODO®

## MATERIALS, TESTING, RANGE

There aren't many motorcycle brands left still in production with quite the history and international motorsports profile that Ferodo carried with it into the 21st century under the ownership of American multi-national Federal-Mogul for the past 20-years. Robin Bradley went to Mondovi, near Turin, Italy, to see Ferodo brake pads being made...



Words by Robin Bradley  
robin@dealer-world.com

**F**erodo is a storied brand that owes its origins to the earliest days of the motorcycle industry and wider motorsports market. It is right up there with other legendary British

names such as Castrol, Avon, Bates, Lucas and countless motorcycle brands – from Ariel, BSA, Velocette and Matchless to Brough, Vincent, Triumph, Royal Enfield and Norton – all of which have been equipped with Ferodo pads at various times, making Ferodo as much an institution as a brand.

We only have a handful of so called "Legacy" brands left as we head towards the third decade of the 21st century, especially in aftermarket parts terms. As I found out on my recent visit to the Ferodo brake pad manufacturing facility at Mondovi, near Turin in Italy, the common denominator among those who have survived is that the brand has been kept up to date with market requirements and with manufacturing technology investments, and has never stood still, keeping its position as one of the leaders of the pack.

Bought by the giant American industrial group Federal-Mogul in 1998, the Southfield, Michigan

headquartered conglomerate has deep pockets and brings the kind of capital resources to Ferodo (and the sister brands based in its Ferodo Racing and Federal-Mogul Motorsports divisions) that are needed to keep top flight brands competitive.

Those brands include Champion spark plugs and filters, which Federal-Mogul also bought in 1998, the year before the corporation marked its 100th anniversary. Further acquisitions have included the Beru brands (another 100-year-old spark plug brand) and the 2014 acquisition of Honeywell's Friction Materials business.

Federal-Mogul's Motorsports division operates in four key areas – engine and sealing parts, braking, steering and chassis and service items. In terms of motorcycle parts, Ferodo, Champion, Beru and Goetze engine components are the primary product lines.

### 'BALANCED BRAKING PERFORMANCE'



Sales Director John Davies: "Our requirements for a high-performance friction material are good performance during all three phases of the braking cycle"



"At Donington Park, round six of the 2017 FIM Superbike World Championship, Alex Lowes, braked by FERODO, recorded the team's first PODIUM of the season. In race one, after being forced wide at the first corner, he recovered from 22nd place and crossed the line in an incredible third!"

Under Managing Director Sergio Bonfanti, Ferodo Racing's sales are headed up by Sales Director John Davies, an engineer by training and a life-long Ferodo man, who worked for the company when it was still under British ownership. Sergio Bonfanti heads a dedicated team, which includes technical and manufacturing operations as well as sales and marketing.

The markets served are described as a 'Motorcycle Pyramid' with race operations such as MotoGP and WSBK at the top, followed by National Championships, track day and aftermarket product lines. The range itself is a 'Good', 'Better' and 'Best' menu of brake pad lines to enable distributors and dealers to meet their local market needs.

In addition to brake pads, Ferodo also offers shoes, discs, clutches and brake fluid – the principle being to offer a product line that is as complete as possible in terms of applications, as extensive as possible in terms of price point and performance choices, and to offer their partners a single brand "one stop shop" programme for street and off-road



1st row, left to right: Sabrina Boasso (Accounts Manager); Cristina Ricca (Customer Services & Sales Support); Ravina Debora (Customer Services & Sales Support); Lisa Little (Logistics Manager); Maria Sol Menez (Marketing Assistant); Matteo Prandi (Logistics Assistant); 2nd row: Matteo Orsi (Product Analyst)

## 'DATA ACQUISITION ANALYSIS'

markets that is genuinely race bred.

At the heart of Ferodo's brake pad compound and application R&D cycle is a dyno first, on-bike second testing sequence with "Balanced Braking Performance" the objective – a four-stage concept that calibrates the initial bite, the resulting deceleration, the modulation (feel and control) that the rider has going into a corner under braking, and the point at which the brake can be released after the apex of a corner. "A track derived concept that is just as valid when testing a street bike pad," says John Davies.

"Our requirements for a high-performance friction material are based on a braking cycle with three main phases: 0.5 seconds for the first phase, the bite, with the compound tested and refined to reach its operating coefficient of friction (COF/μ) rapidly. The second phase is the deceleration with the COF/μ central to determining the level of performance achieved in terms of deceleration and distance."

The third phase in Ferodo's approach to achieving a "Balanced Braking Performance" is the modulation, or feel – its characteristics, with the compound delivering a consistent COF/μ as the braking temperature and speed changes through the cycle of application of braking force; "the objective always being to allow the rider to achieve consistent braking and feel regardless of the operating conditions."

For street application on-bike testing, Ferodo use thermocouples on the pad and disc in order to monitor temperature, a water spray jet for rain simulation that is connected to an on-board water tank, hydraulic brake pressure controller, decelerometer, and GPS and speed deceleration sensors all connected to water spray and data logger actuation.

"As a second stage of data acquisition analysis after the initial dyno testing phase we are able to see how the static testing in the dyno room matches or varies with on-bike data in order to test and refine materials selection, development and formulations for any given application." Combined with Ferodo's OE and racing experience, the result is the 'Good', 'Better' and 'Best' programme that distributors and dealers can select from.

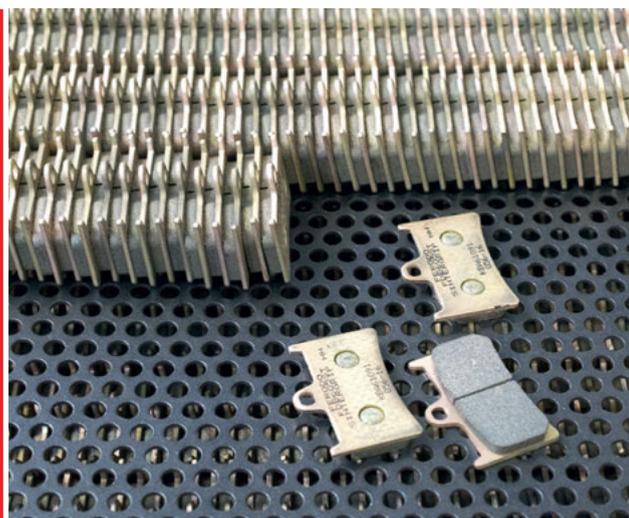
The 'Good' is their organic 'CARBON GRIP'

compound line for motorcycles and scooters – carbon steel composites manufactured using a unique and proprietary vulcanisation process that produces resin bound pads that deliver "great feel and an easy to control braking cycle," according to Davies.

Suitable for steel and iron discs, the range features Ferodo's 'Argento' OE formulation for scooter, maxi scooter and moped use; 'Platinum' pads for OE



Dyno testing





Left to Right: Edward Little (Technical Manager); Mauro Sacerdoni (Technical & Product Engineer); Fabrizio Achino (Technical & Product Engineer)

road/street bike use which "offer an outstanding quality to price ratio"; 'PRP' (Polished Rotor Pads) for V-twin and custom bike use that deliver minimised disc scoring and dusting. Plus their recently introduced 'ECO Friction' material for scooters, maxi scooters and moped road use which has "achieved excellent R90 test results," says Davies. "This is brand new from Ferodo and we are adding make and model-specific applications on a regular basis, the latest being for maxi scooters and large cc motorcycles. We are working to reduce our use of certain metals; our investment in metallurgy is extensive. Our 'ECO Friction' line is the first we have developed with the express intention of being greener as well as safer. "Legislation requires copper content to have been reduced to 5 percent by 2021 and down to 0.5 percent by 2025. Ferodo will be well ahead of these milestones."

Ferodo's 'Better' option is their 'SINTER GRIP' powder metallurgy based line, which are best used on stainless steel rather than iron discs, and have materials that are pressed metal powders fused together at extreme temperatures with a proprietary binding matrix and process.

"These should only be used where sintered pads are fitted as Original Equipment," says Davies. "They are for the rider who wants world beating performance and pad/disc life."

Ferodo FDB/ST pads are rated HH for road use, "the highest friction rating obtainable, and deliver the ultimate braking performance and control in both wet and dry conditions. These are complemented by our FDB/SM range of sintered metal pads developed for popular high-performance scooter road use.

"For off-road use our FDB/SG pads offer superior performance and life in both muddy and dry conditions, and our FDB/XRAC compounds for race use offer unparalleled braking performance. They incorporate our innovative 'Array Cooling' for 15 percent disc temperature reduction compared to OE pads and competitive aftermarket offerings.

"In terms of 'Best', we are into our 'CERAMIC GRIP' compound research – research which has produced race-proven, race only pads that place a premium on maximum possible caliper temperature reduction and class-leading modulation for the kind of feel and control that can make all the difference on the race track."

Asked what the future holds for the Ferodo and its sister brands, Davies says that "marketing the 'one stop shop' capability that the brand offers is central to helping distributors and their dealers reduce ordering overheads and presenting a simple, three-tier range structure to help make a complex range easy to understand and work from.

"Basically, we have something for every braking application any dealer is ever going to encounter, and that breadth and depth of range is the Ferodo

## 'OUR ECO FRICTION BRAKE PAD LINE IS A GREAT CREDENTIAL FOR OUR R&D CAPABILITIES'

brand message we are taking into the future.

"In technology terms, the new regime of R90 based testing is crucial to the future of the market for all pad manufacturers, and for dealer and consumer confidence. Along with our R&D capabilities we feel we are uniquely well positioned to keep Ferodo right at the front of the market.

"Federal-Mogul has a vast number of manufacturing sites in total worldwide, and being able to leverage that network is a massive opportunity – it is hard to conceive of any engineering, metallurgical or manufacturing challenge, or any brand extension opportunity that we can't embrace from within the Group's existing resources."



Giovanna Mazza, left (Marketing & Pricing Manager); Michela Napoli (Digital Marketing Manager)

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## New KTM 1290 Superduke R and GT hugger

British bodywork and accessories specialist Pyramid Plastics have just launched a brand-new replacement hugger design for KTM's 1290 Superduke R and GT. Available in a sleek Hydro-Dipped Carbon Look finish, it is available with their exclusive hugger extension in matt black for those wanting extra protection at the rear of the bike.

This simple to install hugger is mounted in exactly the same way as the OEM item, and keeps the rear brake lines safely housed within the chain guard as standard.

Pyramid's new Hydro-Dipped Carbon Look finish "really stands out and sets the bike apart from the rest", says Export Sales Manager Adam Bowser. "We ship worldwide, so this and any product from our huge line is available direct from us in the UK. The hugger extension itself is also available separately, and is designed specifically to fit the OEM hugger".



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## 'Shamal' summer gloves

Named for the hot summer wind that blows from the north and sweeps through Iran and the Arabic peninsula, Hevik's new 'Shamal' summer gloves are made from microfibre, with the addition of mesh (also for the lining), Lycra and leather inserts on the palm.

There is a ventilation system for the fingers and wrists, and additional features include light fabric contrast pleats and the side band that extends to the knuckles, hiding the EVA-injected protection. 'Shamal' summer gloves come in two



colour schemes - the base is dark grey with three-dimensional silver elements; the green version has light touches of neon yellow, and the palm is light grey. Closing is by adjustable wrist strap and the gloves are compatible with the most recent touchscreen technology.

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## Ducati Multistrada 1200 tail tidy kit

Italian manufacturer Evotech has designed this new tail tidy kit specifically for the Ducati Multistrada, compatible with the 1200/S/Enduro/Pikes Peak variants.

The unique design is completely machined from high strength, lightweight billet aluminium and available in anodised red or black. The company says it delivers a performance enhancing weight saving over the factory design and that it starts life as a 27kg billet and is then milled down to a 700g finished product.

It replicates the mounts of the original license plate holder, so there is no need to modify anything for the assembly. The complete kit includes the aluminium undertail, specific plate support for the number plate of each country, supports for indicators and all needed hardware. A rear reflector and LED light with specific Ducati connector are also available as optional extras.



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# Modular handguards for adventure models

A growing range of model-specific handguard kits is now available from Australian handguard specialist Barkbusters, allowing owners of adventure motorcycles, and a number of street bikes, to switch out inferior OEM offerings with "the best quality hand protection on the market", says CEO Matthew Phillipott.

The company says it has used its 30-plus years' experience and expertise "to design a range of precision-engineered handguards "that offer unrivalled impact and weather protection. Such an offering is unique in the marketplace and not available from any other manufacturer.

"In addition to improved quality, a big dealer benefit is that the kits are interchangeable with Barkbusters' modular range of plastics. This makes them an easy stocking solution for stores needing to maximise shelf space, allowing customers to tailor their handguards to their own personal tastes with the confidence that parts will be in stock.

"Although the focus is mainly on adventure motorcycles, a number of the hardware kits are custom designed to fit many street, dual-sport, trail and rally bikes. The full wrap-around aluminium hardware is compatible with Barkbusters JET,VPS,

STORM and CARBON plastic guards. All recommended fitting options are for motorcycles with OEM specifications, and details of the full range can be found on the Barkbusters website: [www.barkbusters.net/products/model-specific](http://www.barkbusters.net/products/model-specific)."

Recent additions to the range include kits for the Kawasaki Versys-X 250/300 2017, Ducati Multistrada 2015 and up and the Multistrada Enduro from 2016 on, Honda's MSX125 Grom and the Kawasaki Z125Pro, the BMW R nineT Scrambler and



constant contact with our fellow two-wheeled enthusiasts, and it turns out that a lot of people are disappointed with the stock handguards on their bikes.

"We are constantly evolving the range to include new models, and because we carry out design, prototyping and production here at our facility in Australia, we can react quickly to demand. The feedback has been outstanding and it really demonstrates the importance of listening to the market".



Royal Enfield's 'Himalayan'. "We are delighted by the reception that the model-specific handguard kits have received. As riders ourselves, we are in

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# Bonneville and Street Twin suspension kit; oil recovery tub

Italian suspension specialist Andreani Group is offering a model-specific kit for the Triumph Street Twin 900 and Bonneville T100 / T120 (2015 and up). The kit is based around Öhlins traditional FG 433 (gold version) forks and FG 434 (black version) to better control the front wheel and improve riding stability and comfort.

The kit includes complete CNC-machined triple clamps, wheel axle with spacers, front



recovery tub specially designed to avoid any kind of oxidation. They look good, are easy to fit and measure 70cm in length, 35cm in height and 23.5cm in width, with a 3cm outer diameter final tube.

Andreani International Sales Manager Luciano Ubaldini says that "we have been asked several times where we get our oil recovery tubs, which we use for our workbenches for shock and front fork oils. Now, as we needed to build some new ones for our own workstations, we decided to build extras to give our customers the special, but strictly limited opportunity to buy them".

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fender, lights housing, instrumentation and brake caliper supports; it is completely Plug & Play, as it is easy to mount and fully adaptable with all original components.

Also seen here, and developed in-house by Andreani's R&D department, is a stainless steel oil



# Motorex 'Cross Power' 2T - KTM's "oil of choice" for new fuel injected 2-strokers

Congratulations to Swiss high-performance oil blender Motorex for being first out of the gate with a new product release for KTM's new fuel injected 2-stroke off-rovers.

Motorex says its tried and tested fully synthetic 'Cross Power' 2T "is the ideal oil for the new KTM 250/300 EXC TPI (Transfer Port Injection) machines".

KTM has traditionally recommended Motorex products, relying on them for all its models.

Motorex say that 'Cross Power' 2T is a racing quality product that reduces combustion residues and is "suitable for even the toughest of off-road tracks. It was only logical that Motorex was involved in the development of the two new TPI 2-stroke models as we have cooperated closely with KTM since 2003, both on serial-produced bikes and in moto racing. "Apart from the initial filling, in every machine that leaves the KTM factory at Mattighofen, Austria, the cooperation also includes MotoGP activities – we support KTM's involvement in the elite class of motorcycle racing as their technology partner.

"The two new 250 and 300cc EXC TPI models are the world's first competition enduros with 2-stroke fuel injection. The new technology has various advantages over carburetor engines, including a further efficiency increase, lower emissions and even smoother engine power output. It also renders the pre-mixing of fuel and lubricant normally required for carburetor motors just as obsolete as adjusting the jetting needle for different external conditions".

Motorex 'Cross Power' 2T is available in an award-winning 1-litre container with integrated filler neck and 4, 25 and 60 litre containers.



# Hurric 'Lap 1'



The all new EC approved Hurric brand 'Lap 1' from German exhaust, accessory and styling specialist Fechter Drive Motorsport (Uwe Fechter, Weilheim/Teck, near Stuttgart) features "an extremely short shape with wide open exit port for a sporty look and sound", made in matt black coated stainless steel with polished end cap. Fechter Drive also offers dealers Shark and Falcon brand exhaust programmes, ProTech Edition technical parts in aluminium and steel, and durable, impact resistant ABE certified Bodystyle parts in ABS plastic for sports and naked-style models. Fechter Drive Motorsport GmbH, Germany, [www.fechter.de](http://www.fechter.de)

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# SBS introduces three brake disc ranges

Leading motorcycle brake pad manufacturer SBS Friction has now added brake discs to its product range.

The new SBS disc range is "dedicated to riders who appreciate quality components on their bikes", says Chief Sales Officer Christel Munk Pedersen. "These new discs are made here in Europe with designs that are based on our extensive race and street know-how and experience".

The programme comprises three lines - a Standard range, which meets the demands for OEM replacements that offer durable and comfortable braking; the SBS Signature discs - specifically designed to increase brake feel, performance, comfort and looks; and an oversized discs line especially for off-road use.

"We have been in braking for more than 50 years and offer the most comprehensive brake pad range in the market. By adding brake discs as well as brake shoes and accessory parts such as brake pins, we are now able to offer a very strong and attractive product portfolio, underlining our status as the brake specialist.

"Our distributors will now have all frequently sold brake wear parts in one unique, respected and well-established brand. This will support their sales and marketing activities and on the logistics side, they

will be able to improve order handling and logistics operations due to "one-stop brake parts shopping and our customer support, with commercial a n d



technical services, will be able to help distributors and dealers with even more braking products".

The SBS Standard line has the application-specific shape, construction and dimensions to make them a true OEM replacement disc. "Typically they have the round contour that is preferred by riders who want to stay with the original visual appearance of their bike", says Pedersen.

For those who want to upgrade their braking set-up, the SBS Signature Design range of discs features characteristics that improve on the OEM and replacement discs. "They offer increased performance and design features that improve the capability to get friction material constantly cleaned off the disc surface. With its SBS Signature Design, the line also appeals to those who want to visually upgrade their bike and stand out from mainstream looks".

SBS' oversized discs have larger diameters than the OEM product they replace and are typically used for off-road front brakes, offering increased stopping power and better brake feeling.

"When it comes to quality, it has been important for us to offer a product range that matches the high level expected of our brake pads.

"We are known for delivering a high quality standard with focus on performance, comfort and durability, and we haven't compromised with these new discs. The SBS name is thought of as a quality stamp and is our customers' and their riders' guarantee of quality".



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# Optional extras from GIVI



In addition to its most well-known product lines such as cases, helmets and bags, GIVI also makes a number of other useful accessories designed to improve the standard set-up, protection, riding comfort, luggage capacity and safety of many popular motorcycle models.

Their FB range of fairing upper brackets includes the 12mm diameter screen bracket seen here that holds a GPS or smartphone above the control panel, fully



compatible with bike sat navs Tom Tom Rider 40-400-410 and all Garmin Zumo using GIVI's dedicated supports. The company says that "our FB

range of fairing upper brackets is guaranteed to be compatible with both original screens and GIVI screens." The bracket is at present available for the Yamaha Tracer 700 and 900, Honda NC750X and Kawasaki Versys 650, with more applications being added regularly.

Also available is a light mounting kit for bikes with no engine guard. GIVI's model-specific LS kits (the



Versys 650 version is seen here) have a 25mm diameter tube structure that can also be used for hooking on an action camera. Pairs of GIVI lights presently available are their S310 high-beam halogen, the S320/S321 LED fog lights - at present also available for BMW R nineT and R1200 RT, Yamaha Tracer and Honda NC750X.



GIVI's RM01 universal rear mud flap fits with model-specific mounting. Made of ABS with an inner metal core, the bracket fits to the left side of the swingarm - available for Yamaha Tracer 700 and 900, Honda NC750X and S and Kawasaki Versys 650.

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**www.givi.it**

## Titanium wrap in a sleeve; flexible heat shield

Avon Lake, Ohio based thermal barrier and sound control specialist Design Engineering is now offering its best-selling titanium exhaust wrap in the form of a sleeve.

Their titanium exhaust sleeve kit is woven from the same high performing VR material as the original titanium wrap - a proprietary material that is engineered to be stronger than glass fibre wraps for improved thermal performance, durability and reliability.



"It's hard to believe, but not everyone likes the look of exhaust wrap," says DEI's powersports product specialist Brian VanKoeveering. "But despite different visual tastes, we haven't met one customer that likes getting burned from a hot exhaust. This great looking alternative to traditional wrap satisfies the eyes while offering the same amount of insulation and protection." Each kit includes five feet of sleeve, four stainless steel locking ties, and tie tool to ensure a secure fit on 1.75" - 2.25" diameter exhaust systems.

Also seen here, DEI has expanded its award-winning flexible heat shields programme to include a new 'Double Black' version. This new iteration combines the excellent heat blocking power of their ONYX series textiles with black Cerakote trim plates.

"These shields will keep your legs from burning and add a sinister look at the same



time," says Brian. "Being flexible, these shields can be adjusted to fit a range of exhaust diameters. They work great as OEM replacements, over exhaust

wrap, or even doubling up existing metal heat shields for the ultimate protection. Each shield includes mounting hardware for easy installation."

Founded in 1995, DEI is a major manufacturer and supplier of high performance automotive aftermarket products selling worldwide to all sectors of the international powersports market. DEI specialises in the development of thermal and acoustic performance products.

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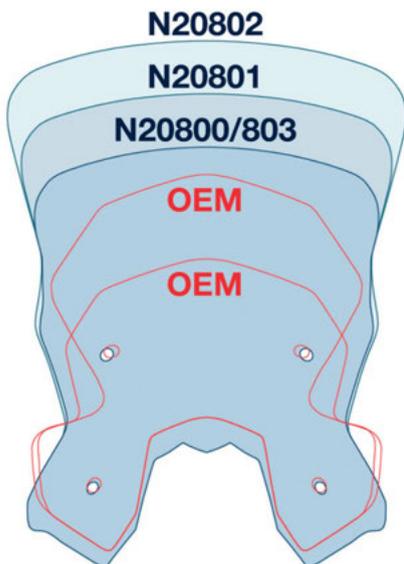
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# Polycarbonate VStreams for KTM adventure models



National Cycle has just released four new VStream windscreens in three sizes and tints for KTM's 2014-16 1050 Adventure, 2017 1090 Adventure/R and 2014-16 1190 Adventure/R models. Three sizes mean "there is a perfectly sized windscreen for almost every rider. All will offer improved wind protection and riding comfort compared to other aftermarket windscreens", says CEO Barry Willey.



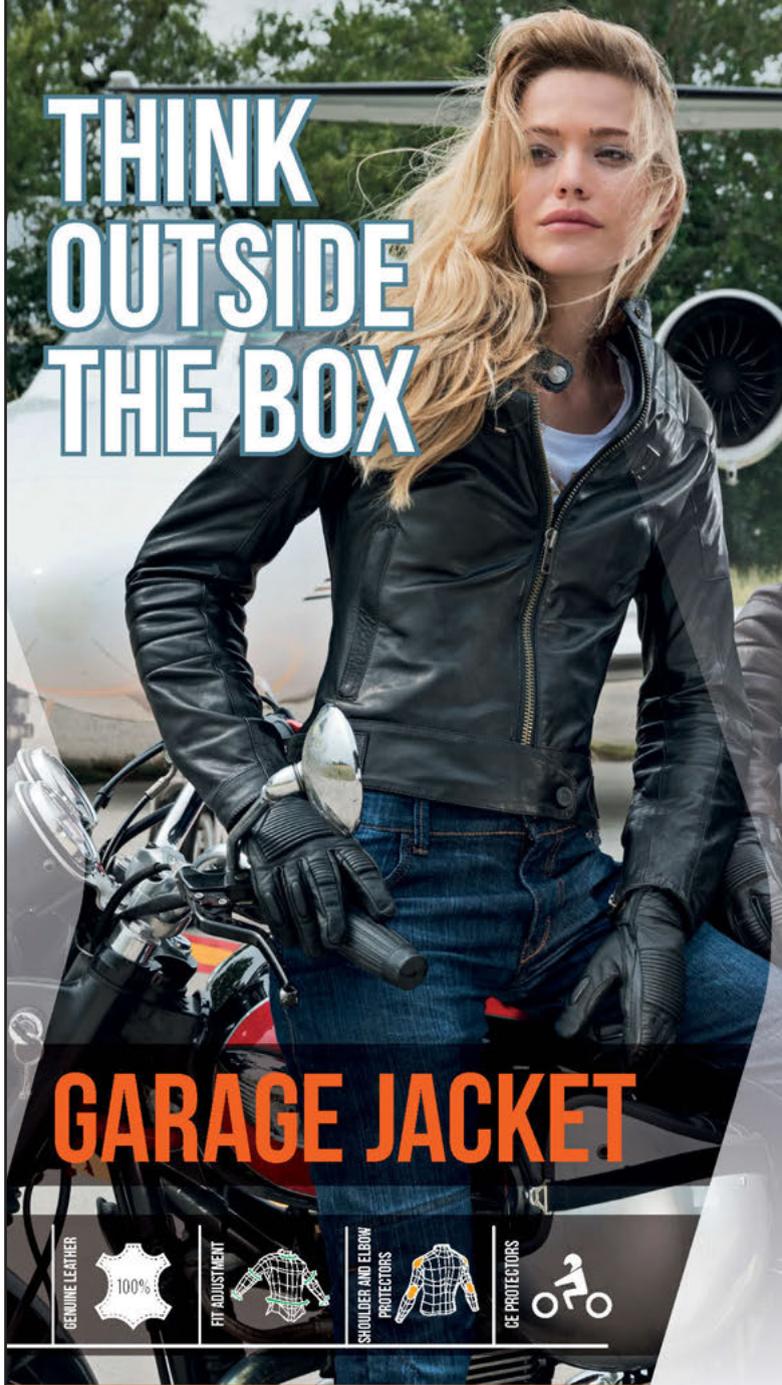
VStream gets its name from its unique patented shape - the advanced 'V' profile and dimensional contours push the wind vortex out and away from the rider's helmet, resulting in less turbulence and noise. These VStream windscreens are made from tough FMR hardcoated polycarbonate. This high quality material, along with state-of-the-art manufacturing techniques, provides "outstanding clarity and strength characteristics unmatched by any windscreen maker worldwide. Optically, the VStream windscreen is clear with virtually no distortion".

Willey says that FMR hardcoated VStream polycarbonate windscreens are 3 times more scratch resistant and 20 times more crack/impact resistant than other aftermarket windscreens on the market made from commonly used acrylic or "aircraft plastic". All polycarbonate windscreens from National Cycle are protected by a 3-year warranty against breakage.

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In the photographed solution: Garage Lady jacket HJL301FB, Stone Lady jeans HPS405F, Garage gloves HGL200MBL, Garage helmet HHV27FGRBK

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# Enduro strut-handlebar

By popular demand, LSL has reintroduced the classic Enduro handlebar with strut, a handlebar of the 70s, then obligatory on a XT or XL of that time. Similar in form to their naked bike handlebar, this design also suits a street bike and has the same ABE certificate. Traditionally made from steel tubing, and with 22 mm tube dimension, the MX 2 is also perfect for all BMW Boxer models of the 80s and 90s and is



offered either black powder-coated or in chrome. If the handlebar already exists, but a different look is wanted, then the LSL strut is available on its own, and far from just being an optical accessory, it adds genuine reinforcement to 22mm handlebars, especially for riders of Superbikes like the GSX 1400 or XJR 1300, improving stability, even at speeds of over 200 kmh. The strut also fits the most popular conical handlebars and serves as a clear optical

improvement. Made from aluminium with a 13mm diameter; clamps CNC-machined and black anodised.

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# Clutch spring kits for Ducati

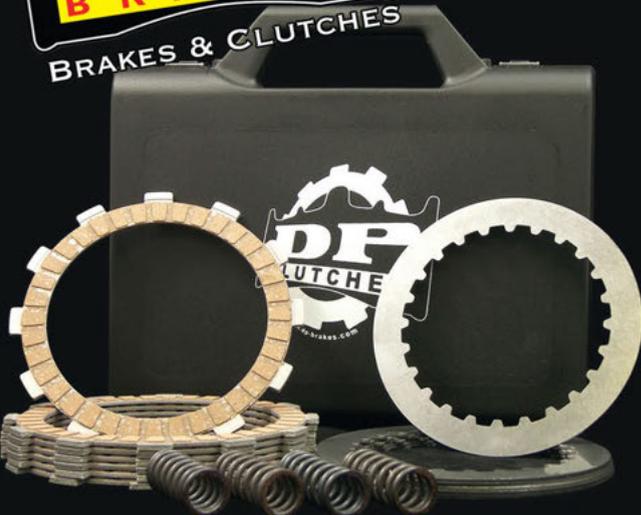
Californian specialist Barnett is offering replacement clutch spring kits for the Ducati 6-speed dry clutch models that offer improved performance, durability and style. Included are six heavy duty clutch springs that are made from chrome silicon, then shot-peened, heat-treated and powder-coated gloss black for an attractive, long lasting and durable finish. "The end result is a great look and reliable performance with no noticeable increase in

lever effort", says CEO Mike Taylor. The kit includes six stainless steel screws and six billet aluminum spring cups in choice of red, black, gold or clear anodised.

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## OFF THE SHELF PERFORMANCE UPGRADE

# Icon TiMax-Collection and Tuscadero ladies jacket



TiMax-Collection



Parts Europe has two new product lines available in their popular ICON apparel programme - one is the return of a favourite, the other a new opportunity for women riders to enjoy real comfort.

The ICON TiMax-Collection has returned, interpreted with a modern twist and featuring D30 impact protectors and a removable vest liner. What is staged as a battle against dragons and fire in the Youtube video also looks almost as anarchic in this updated

Tuscadero ladies jacket



ICON design. Sturdy leather, massive titanium plates and a powerful design are features of a jacket that is available with matching long or short gloves and riding pants with integrated flex zones in the knee area and removable D30 impact protectors.

Also seen here, ICON say that the 'One Thousand' Tuscadero jacket is a high quality textile jacket with leather panels that has been "developed for women who take riding a bike seriously, with an anatomically correct ergonomic fit that is designed to deal with the miles".

The pyramid leather panelling around the shoulders "not only looks great, but offers additional protection. Rugged but soft textile that can withstand a rain shower is combined with a complete D30 impact protector kit (including back protector) and removable SatinCore vest liner".

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## 'Snake' racing gloves

New from Rainers in Spain, these cow's leather 'Snake' racing and sports gloves feature TPU protectors on the knuckles and scaphoid bones to protect these exposed areas. High-resistance Superfabric ensures protection, and a 250 g Kevlar sheet has been included to guarantee top protection on the upper and inside parts, along with Coolmax fabric to allow perspiration absorption on the inner hand.



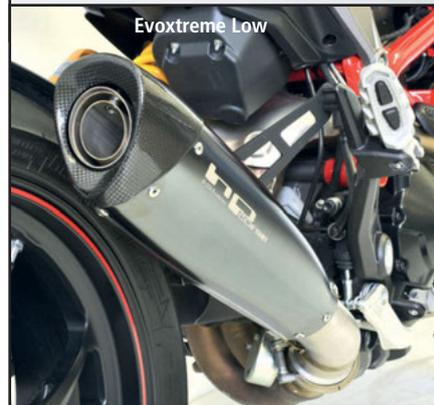
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## 'Evoxtreme' for Hypermotard



Evoxtreme High



Evoxtreme Low

Italian exhaust manufacturer HP Corse's racing division has developed two versions ('High' or 'Low') of its 'Evoxtreme' performance exhaust system for Ducati's Hypermotard. Available in silver or black finished stainless steel, they are said to deliver increased power due to the reduced weight and greater agility due to improved throttle response. A weld-free slip-on design, the irregular shape of the silencer body is complemented by the slash-cut carbon fibre end cap for a design that the Bologna manufacturer says enhances the design of Ducati's legal 821cc air-cooled V-twin supermoto. HP Corse, Italy, [www.hpcorse.com](http://www.hpcorse.com)



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## GRAVEL-T RANGE

Gravel-T is a line of completely waterproof bags, studied for off-road trips. Particularly suited for light vehicles like enduro and supermoto, this line is ready to satisfy all your off-road needs.

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# Superbike 'Wave' disc applications and Trials pad/disc combo

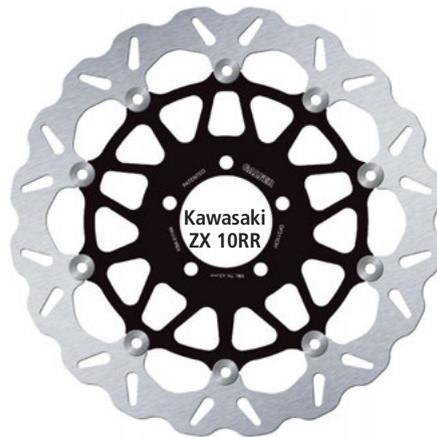
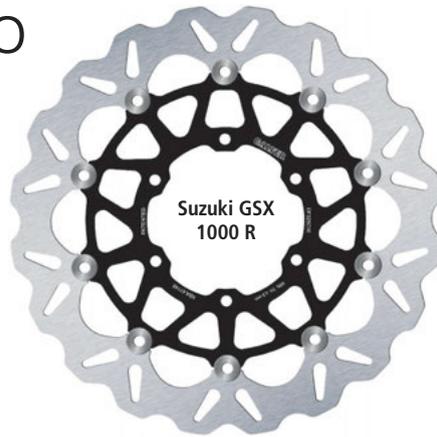
Laser cut in Spain from high carbon content steel with aluminium center carrier, Galfer have three new 'R' rated 2017 sportsbike applications of their popular front 'Wave' disc design – 320 x 5 mm for the Honda CBR 1000RR SP2 and the Suzuki GSX 1000 R, and a 330 x 5 for Kawasaki's ZX 10RR.

Galfer say their 'Wave' disc design delivers lower unsprung weight, increased breaking power, improved heat dissipation, excellent resistance to corrosion, less tendency to warp and "a great look", according to Export Sales Manager Ivo Bristot.

These three new discs are expected to be in stock from July or August.

Meanwhile, last year's FIM approval for Galfer's G1805 red compound brake pads and rear 'Wave' discs has clearly gone well with Trials riders, with many of the leading 2017 competition riders using them, including World Champions Toni Bou and Emma Bristow, as well as Adam Raga, Albert Cabestany, Jeroni Fajardo, Takahisa Fujinami, Jaime Busto, Berta Abellán, Marc Riba, James Dabill and Lorenzo Gandola, among others. "Both Bou and Bristow won their last world titles using Galfer brake components", says Ivo.

"These are fixed, laser cut, high-carbon stainless steel discs with an outer 'wave' profile. They are delivering a level of precision and reliability that is a genuine performance improver. The disc has small holes drilled to improve cooling and avoiding cuts when there's an accident and the rider has to grab the wheel – attention to detail like that is appreciated by leading competition riders and club Trialists alike".



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# UFO Plast new neon yellow plastics



Italian off-road specialist UFO Plast has extended its range of replica plastics to include a new neon yellow programme for the 2017 Honda CRF 450 R. Exclusive to UFO Plast, their fluorescent yellow design versions "give an extra touch of personality to the queen of the market".

The kit consists of front and rear fender, front and side number plates, fork slider protectors, filter box panels and double injection radiator conveyors - all

made with the same high quality materials that the company's products are known for.



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# Foam filter protection for 'Africa Twin'



Dutch foam filter technology specialist Twin Air has released a new pre-oiled foam dual-stage air filter application for Honda's CRF1000L 'Africa Twin'.

Twin Air General Manager Pieter Does explained that "with adventure bikes, indeed with all off-road riding, dirt in the air cleaner is a major problem. Our new foam air filter media solution gives the bike improved performance and better and more reliable protection, ensuring that the power is there when it is needed.

"Our new Twin Air filters for adventure bikes are dyno and field tested by three-time Motocross World Champion David Thorpe [seen here]. These new filters give the 'Africa Twin' almost two more horsepower at peak performance - everyone can see the dyno test results for themselves at our website.

"The Honda 'Africa Twin' uses two air filters



- one each on the left and right side of the bike. Our new Twin Air solution offers two filter frames, including pre-oiled air filters. The air filters are easy to remove - simply by opening the filter frames - and can be cleaned and reused many times or replaced without buying another complete kit."

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# OptiMate USB O-108 on-bike charger

Finding a USB charger that can stand up to the rigours of the riding environment, while delivering the correct amount of charge and without draining the motorcycle's battery, isn't straightforward, with many cables and ports falling short. However, new to the OptiMate range of



motorcycle purpose built products, their USB O-108 on-bike charger delivers a powerful 3.3A - enough even for the latest smartphones with USB-C charge connectors. Built-in microprocessor controlled battery protection prevents the motorcycle's battery from being accidentally discharged after parking, and once parked, charging is limited to a maximum of three hours before it shuts off automatically. It restarts when the engine has restarted and the vehicle charge voltage is back to normal.

As a failsafe, even during riding, the O-108 USB automatically cuts charging to the USB device if the vehicle's battery voltage drops below 12.3V (approximately 50% charge remaining in an AGM battery).

An easy-to-read LED display enables the user to see at a glance if it is delivering full or restricted (3 hours max) power or has shut down due to the battery voltage being too low.

All OptiMate USB chargers are 100% true power rated and deliver a continuous and consistent charge. They also come with a built-in Apple 'handshake', to guarantee iPhones and iPads charge at the appropriate maximum.

Weatherproofing comes as standard, to prevent moisture causing problems and guarding against any damp issues with the bike's electrical system.



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# Introducing the Kellermann Bullet Atto – “small, powerful and perfectly formed!”



Aachen, Germany based manufacturer Kellermann GmbH have added to their award-winning, popular, premium bullet lights programme with a new design - the Bullet Atto, an extremely small and spectacularly bright indicator.

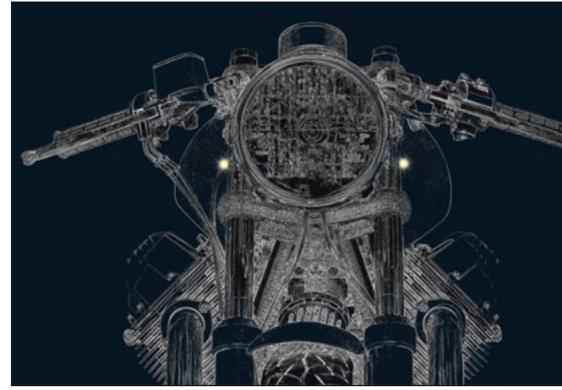
Company CEO Dr Stefan Wöste says: “The Bullet Atto is compact with excellent illuminating power and our smallest indicator ever”.

The light surface of the Atto would fit four times on a 1 cent coin – this reduction in indicator unit size offers completely new styling options for the motorcycle. “In fact, the Bullet Atto basically

disappears on the motorcycle. This indicator will only grab the attention when it really has to”!

The Bullet Atto flashes with the intensity of Kellermann’s larger, but still quite discreet, bullet lights with “maximum illuminating power at minimal size, in short - sensationally small, spectacularly bright”!

The optimised light channelling is managed through a smart system of lenses and reflectors. In addition to Kellermann’s established high power LED technology, their R&D team used new EXtranz technology for the first time - Extreme Optical



Transparency technology.

The complete electronics of the Bullet Atto are in the casing; this indicator can be plugged into the 12 volt net directly, and is approved (in Europe) as front or rear indicator.

Suitable for 12 volt DC applications, the integrated circuit-operated 330 KHz design is protected by long life “Protection Guard”. The company, having been a target for product counterfeiting in the past, has their design and technology covered by European Design Protection; the Atto (a metric unit prefix denoting a factor of 10 to the -18 ... in other words, very small!) is manufactured in a high quality metal housing and mounts with a M5 x 0.5 x 6.5 fastening screw.



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# Rukka 'Realer', 'Roughroad', 'AirventureR', 'Kim' and 'All Back'

Rukka's new 'Realer' functional suit features "an extremely warm detachable inner suit with a high-quality down filling that ensures a great micro climate without being bulky; this is the best way to ensure that the Gore-Tex Pro three-layer laminate outer has optimum fit with or without the inner.

The outer "ensures durable waterproof protection and great breathability, while exposed areas are protected by abrasion-resistant reinforcements made of Armacor. In addition, the jacket has a 100%



waterproof AquaSeal front zipper, a skin-friendly neoprene collar, a detachable collar of elastic Gore-Tex stretch material and wind- and waterproof cuffs". The protectors on the joints and the 'All Back' back protector of the 'Realer' – all of them CE-certified Rukka D30 Air protectors – are complemented by a removable Rukka D30 Air chest protector, which is tested according to the current PPE directive.

The Rukka D30 Air protectors "combine optimum comfort with maximum protection thanks to the soft material that instantly multiplies crash damping in case of an impact. In addition, the 'Realer' suit of course offers plenty of width adjusters and the climate regulating AirCushion system on the inside of the seat area, as well as Antiglide-Keprotect on its outside.

Rukka's new 'Roughroad' enduro and adventure bike suit features numerous ventilation zippers and removable storm collar and jacket and trouser inners made of elastic waterproof, windproof and breathable Gore-Tex laminate membrane with a removable temperature-regulating Outlast lining.

In the seat area, the trousers feature the climate-regulating Rukka AirCushion System as well as Antiglide leather to prevent slippage on the seat. Leather on the inside of the legs protects from engine and exhaust heat. Certified according to the latest CE standards, the 'Roughroad' is equipped with the same impact protection multiplying Rukka D30 Air joint protectors and 'All Back' protector seen on the 'Realer'.

Rukka's "AirventuR" gloves mark the launch of the



first pair of gloves from the Finnish manufacturer that take advantage of the properties of D30 protectors to offer a "maximum of comfort, agility and defence". These lightweight gloves are said to "provide clear feedback on throttle, brake, clutch and switches, but nevertheless ensure effective protection of the rider's hands.

"Made of a combination of high-quality leather and



tear-resistant Cordura for outstanding breathability and extraordinary abrasion resistance, the fingers, the scaphoid bone and the edge of the hand are protected by impact-and break-proof plastic reinforcements, while an integrated D30 protector safeguards the knuckles.

'Kim' is new Outlast midlayer underwear that "maintains a comfortable, well-balanced micro climate within the motorcycle garment, even when outside temperatures change rapidly".

The long sleeve shirt and the long johns are made of an elastic knitted fabric, which has a fleece inner surface to provide great thermal insulation and to ensure that both are very comfortable to wear, even directly on the skin. The elasticity means the garments have a tight, body-hugging fit and adapt to the wearer's motions. A micro layer on the front of the shirt provides wind proofing while still wicking moisture.

The use of Outlast is said to provide "active

temperature balancing to compensate for rapid temperature changes as encountered on mountain passes or in sudden changes of weather. Should the temperature within the protective apparel rise, the fleece will cool. If the temperature sinks, it has a warming effect".



Finally, the "ground breaking Rukka D30 Air back protector, now available as 'All Back' Rukka D30 Air protectors and as featured in 'Realer', 'Roughroad' and many other Rukka products, "combine a level of maximum comfort and unmatched impact absorption never known before. The "All Back" offers an extraordinarily large surface and remarkably low weight, signalling a second generation in the development of Rukka D30 Air protectors".

Coated with a protective skin, the protectors are described as being made of an "intelligent" polymer with a weakly cross-linked molecular structure that abruptly strengthens in an impact - the amount of strengthening responding to the impact force.

"Within milliseconds, the impact force is distributed over the complete area of the soft, comfortable protectors and impact protection is multiplied. Immediately after the impact, the molecular cross links dissolve again, so the material instantly regains its flexibility. The thinner of the two 'All Back' options meets Level 1 of the CE test standards (EN 1621-2 2014 AB1), the thicker one meeting Level 2 (EN 1621-2 2014 AB2).



D30 Air 'All Back' protector

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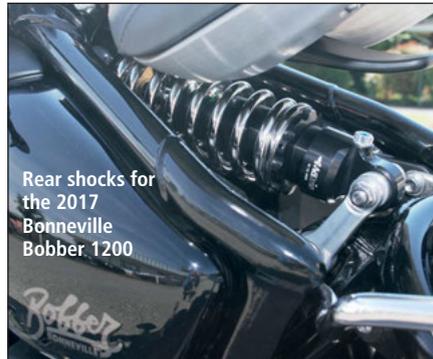
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# Italian suspension options for late model Triumphs and BMWs



Italian suspension specialist Matris has a selection of new products available for several of the currently best-selling makes and models, including the BMW R nineT 1200 Scrambler and Racer, 2017 Triumph Bonneville Bobber 1200 and Street Scrambler 900, and the 2016 Thruxton 1200R.

To customise settings and performance of the BMW vintage Boxer R nineT Scrambler and Racer, model-specific products include Matris' multi-adjustable hydraulic rear shocks (M46KD, M46K and M46R) equipped with hydraulic spring preload adjuster, a fully adjustable hydraulic cartridge fork kit (F15K), as



Rear shocks for the 2017 Bonneville Bobber 1200



Thruxton 1200R Cafe Racer



Twin-shock for 2017 Street Scrambler

well as a "price point" FKE fork spring kit, all ready to fit without any modification to the original fork. Also available are adjustable and "speed sensitive" steering damper kits (SDK & SDR) for sport riders, to reduce shaking and provide greater safety at high speed, and an IKS knob-hydraulic spring preload to fit and upgrade the OEM rear shock.

For the custom style 2017 Bonneville Bobber 1200, Matris has rear shocks (M40D) available in the black/black, black/chrome and black/orange options to optimise the minimalist look.

For the front Matris is offering a fork kit series (FKE & FSE) with spring set and preload adjustment, and a hydraulic cartridge kit (F15K) to convert the factory non-adjustable original fork into a fully adjustable unit, allowing a greater custom setting with dedicated spring rates, tuneable to the weight of the rider. The fork kits are a fully reversible install with no modification to the original fork required for assembly.

To customise the settings and performance of the 2017 Street Scrambler, Matris' multi-adjustable hydraulic rear twin-shocks (M40D and M40KC) are available in chrome and Black-Edition styles, and their fully adjustable hydraulic cartridge fork kit (F15K) and less expensive FKE and FSE fork spring kit are all ready to install without any modifications to the original fork.

Finally, for the "timeless and legendary" 2016 Thruxton 1200R Cafe Racer, Matris has added model-specific products to customise and improve



BMW R nineT 1200 Scrambler Racer



the handling and performance, with dedicated spring rates based on the rider's weight.

The rear suspension twin set is adjustable on compression, rebound, length and spring preload, with two options available, the base line M40D and the top line M40KC, all available in "Chromed" or "Black-Edition".

For the front fork, Matris has developed an economic hydraulic kit (FRK) and two options of fully adjustable hydraulic cartridge kit – a standard (F12R) and new sealed (F25SA) kit that will allow a greater custom setting. These fork kits are also fully reversible with no modification to the original fork required for assembly.



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**info@matrisdampers.com**  
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## Italian safety and style

Falco Motorcycle Boots of Italy has introduced a new urban vintage boot for 2017 called 'Ranger', it is designed to offer riders those two often incompatible objectives, "safety and style".

"We have combined optimum safety and support without compromising on aesthetics", says Falco. "The 'Ranger' has the appearance of a vintage all-rounder, but underneath the design features toe and heel reinforcements and "D30" backed ankle cups.

"In all different conditions of use, the full grain leather upper with denim textile

inserts and High-Tex inner liner membrane will support the foot, maximising water repellence and breathability. The heavy-duty classic "Goodyear" stitched Vibram rubber sole helps to maintain optimal control on the bike's footpegs.

"The practical double-closure system with zip and laces with hidden pocket storage and the CE certification are the additional technical details that characterise this Italian quality product".

Available in EU sizing 41 to 47 and in 3 contemporary colour combinations (dark brown, camel brown and matt black), all

with spare coloured laces to match the rider's "vintage riding mood".

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# Field-tested skid plates

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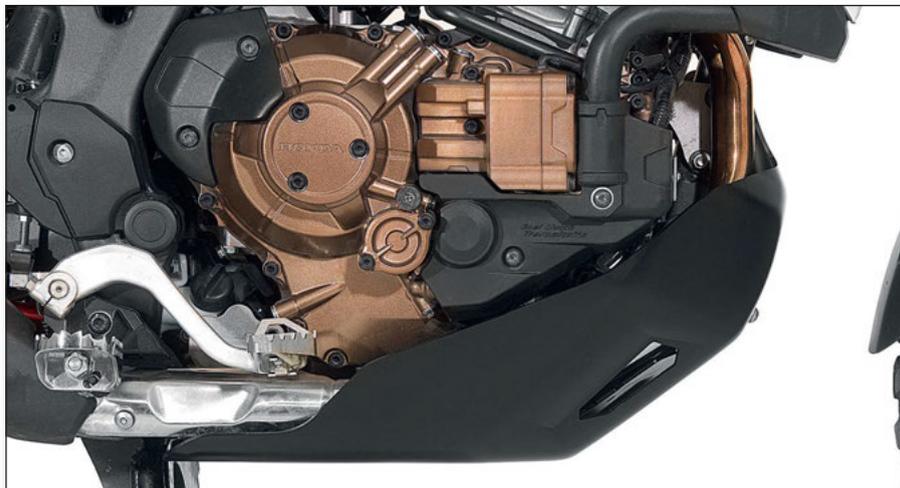
These new field-tested "Rallye" and "Rally Extreme" skid plates from Touratech "combine modern production techniques with a unique design for the best possible protection of the entire engine area. In the toughest test conditions, the "Rally Extreme" version demonstrated its qualities on the Touratech Africa Twin RR, the winning bike in the 2016 Hellas Rally in Greece.

The unique design of the 4mm thick aluminium part "guarantees effective protection and high stability and gives the bike a sporty, modern look. Thanks to a new deep-draw manufacturing process, there are no disturbing welds, which are often considered to be a vulnerable point. The recesses on the underside provide the shock-absorbing and lightweight aluminium with a robust stiffness. Additionally, the two parallel recesses allow the bike to almost glide over obstacles. This way, the energy of the impact is effectively dissipated, preventing jamming or snagging".

The "Rallye" skid plate is available in anodised black and bare aluminium finishes for the Honda Africa Twin CRF 1000L and soon also for the BMW R 1200 GS (LC) / Adventure (LC) and the KTM models 1050 Adventure, 1190 Adventure/R and 1290 Super Adventure.

For the Africa Twin, Touratech has two sizes - a standard size, which also works with DCT or standard bikes with crash bars installed, while the larger Extreme version for manual transmission bikes has increased coverage area, eliminating the need for lower crash bars. "It is designed to withstand

really tough use with the lowest possible weight", according to the leading German adventure riding specialist.



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# Sport and Touring handguards

Spanish manufacturer Puig Hi-Tech Parts has launched new Sport and Touring handguards for the MT-09 and XSR900. Made of ABS plastic and with model-specific fittings, Puig offers two options - a Touring version, with increased protection, and a Sport design with a more stylish look. Both come with instructions for easy assembly and with an adhesive kit to personalise them. These same handguards also fit

MT-07, XSR700 and previous models of MT-09 and XSR900. The Sport version is available in matt black and carbon look; the Touring version is only available in matt black.



Touring



Sport



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# Z650/900 detailing by LighTech



Italian parts and accessories specialist LighTech has introduced new and exclusive accessories for Kawasaki's popular Z650 and Z900 models. They have a range of model-specific designs as well as "classics" from their primary parts design programme available in "Kawasaki Green" anodised finish, including model-specific designs such as swingarm spools, handlebar balancers/caps, lever guards, crash pads and wheel axle sliders/fork protectors.

All LighTech parts are 100 percent precision CNC-machined from a solid block of high-grade, high-strength, lightweight aluminium. Additional product designs available for the Z650/900 in a selection of durable high-grade anodised finishes include footrest pegs, chain adjusters, brake and clutch levers, mirrors, license plate supports, protection systems, hardware (screws, nuts and bolts), fuel gas caps, engine oil filler caps and brake and clutch fluid tank caps.

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# Robby Moto race-ready street bike parts

Italian distributor Omnia Racing is offering dealers the prestigious Italian made race-derived parts programme by Robby Moto Engineering (RME). Founded in 1996 by Gianpaolo Neviani, the race team turned top end manufacturer's SPECIAL PARTS programme started 11 years ago with racing rearsets, now a staple of the WSBK paddock, and a firm favourite with sportsbike riders the world over



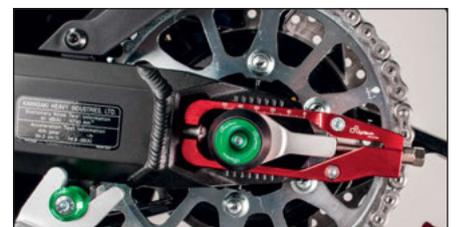
– riders who place a premium on genuine race engineering and race proven parts designs and engineering.

In keeping with the original ethos of World Superbike racing, materials (Ergal alloy, titanium, aluminium) and engineering are specified with the intention of making genuine race parts available for street use – the range stretches from rearsets, triple clamps, chain adjusters, handlebars and clip-ons to camshafts, pistons, connecting rods, fuel tank caps, fork preload adjusters, quick action throttles, rear brake pumps, workshop tools and front/rear stands.

RME's elegant, lightweight and race-ready designs are internationally renowned and available internationally for most popular Hypersport and Superbike makes and models through Omnia Racing.



**OMNIA RACING SPECIAL PARTS**  
**Portici (NA), ITALY**  
**Tel: +39 0817 754329**  
**info@omniaracing.it**  
**www.omniaracing.com**



# New 'LV Pro' and ceramic matt 'Black Edition' finish options

Exhaust specialist LeoVince has added to its new products for 2017 with two new 'LV Pro' options joining the GP Duals and Classic Racer designs presented at EICMA 2016.

The options are AISI 304 stainless steel with a sandblasted "Titanium Look" finish with carbon fibre

LV Pro full carbon



LV Pro "Titanium Look"



end cap, and lightweight full carbon, which are "the result of our research into the best materials and craftsmanship", says Marketing Manager Stefano Patelli. "It sports a new aggressive and racing look with its "Shark Cut" end cap, which, combined with the small size of the slip-on, enhances the aesthetics of the bike".

Applications include selected Euro 3 Yamaha models such as the MT-25/03 and YZF R25/R3, and Euro 4 models such as the Ducati Multistrada 1200s D/Air and the Kawasaki Z900.

LeoVince's new 'Black Edition' is a matt black finish made using a highly temperature resistant ceramic painting process.

Patelli explains that "all our 'Black Edition' exhausts are entirely handmade and TIG welded with the best AISI 304 stainless steel. The attention to detail in the construction of unique products has always been central to the LeoVince DNA".

The finish is available for several of LeoVince's designs, such as their fully EU compliant torque and horsepower-improving 'GP Style' pipes, CE approved 'GranTurismo' stainless steel heat shield equipped silencer and link pipe exhausts, CE approved 'TT' top of the range scooter exhausts and CE approved 'X-Fight' silencers for a wide range of makes and model.

GP Style



GranTurismo



LeoVince's new 'Black Edition' matt finish is a temperature resistant ceramic coating.

TT



X-Fight



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Available for the Honda CRF1000L Africa Twin (shown), Husqvarna 701 Supermoto/Enduro and KTM 690 Enduro R/SMC R.



# WRP off-road discs

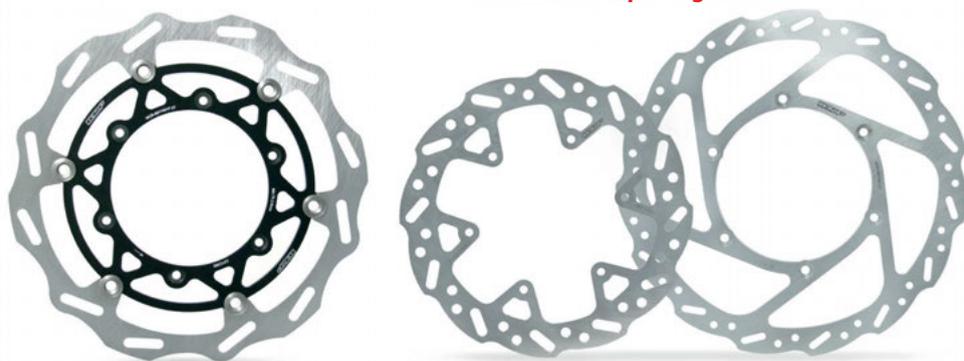
These WRP (Italy) brake discs for off-road bike applications are a "superb alternative to the original rotors", according to Export Sales Director Francesco Fabbri.

"Other than being attractive to the eye, compared to OEM discs important technical features of WRP discs include faster braking response, improved heat dissipation and excellent brake pad contact with constant brake pad cleaning".

Made in Europe, all WRP brake discs are laser-cut from plates of AISI 420 grade stainless steel and

heat-treated to improve strength and endurance. The front discs are available either in standard or oversized 270mm dimensions, with floating disc versions of the oversized also available. They are available for most popular off-road racing bikes.

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# Racing brake lines for Suzuki GSX-R1000 L7



British brake line specialist Venhill Engineering has introduced a race set-up kit for the 6th generation Suzuki GSX-R1000, the new L7.

The kit consists of two braided steel hydraulic lines, running directly from the master cylinder on the handlebars to each of the Suzuki's Brembo radial-mount monobloc front brake calipers, helping to distribute pressure evenly to each caliper and reduce overheating of fluid.

This set-up also helps eliminate the need for complex cable layouts and 'T pieces', where loss of pressure can occur. All Venhill braided brake hoses are built to exceed American DOT and German TUV requirements, and every hose that leaves their UK factory is pressure-tested to 1500psi.

Each Venhill brake line features a DuPont Teflon core, which is resistant to heat, softening, expansion and loss of shape. The liner is also constructed with a consistent internal diameter and a smooth bore, to offer more efficient fluid flow to the calipers and increased braking force. Marine grade stainless steel braid is wrapped around the core to prevent further pressure expansion and damage, and this is then covered with a protective PVC sleeve.

Venhill brake line kits include all the fittings, bolts, connectors and washers required; banjos and bolts are offered in polished stainless or high quality, chrome-plated steel for a durable quality finish. Produced with clear or black PVC sleeves, a range of other colours are available on request.

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[sales@venhill.co.uk](mailto:sales@venhill.co.uk)  
[www.venhill.co.uk](http://www.venhill.co.uk)



# BMW R 1200 GS accessories

German parts and accessory specialist SW-Motech has introduced a new line of products for BMW's R 1200 GS. The range includes their TRAX ADV aluminium cases, an EVO 'Quick Lock' tank bag for models with or without keyless ride, crash bar and skid plate. For improved riding comfort and handling the company also recommends their handlebar riser, bar back, mirror extension and EVO footrest

with 36-position adjustment. An upper crash bar will be available soon, and most items are available in a choice of finishes.

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



# Comms ready 'Uptown' and 'Droid' flip-up



Caberg's elegant new 'Uptown' classic jet style helmet has been "conceived for the touring world, while also being ideal for everyday urban use," according to the Italian manufacturer.

Available in two 1,150 +/-50gr polycarbonate shell sizes, two front air vents and rear extractors deliver excellent ventilation and features include Caberg's exclusive Double Visor Tech system with glove-friendly inner sun visor. The extra wide aerodynamic outer transparent visor is anti-scratch treated and prepared to fit the Pinlock lens; lateral ratchets

'Uptown'



prevent the visor from rubbing against the shell. The micrometric buckle makes for safe and easy adjustments, and a ring means secure attachment of the helmet to the bike. The removable and washable lining is made from breathable fabrics and 'Uptown' is preset for use with Caberg's 'Just Speak S' Bluetooth wireless communication system, which allows the rider to communicate with the passenger and their cellphone, to connect to a GPS system and to listen to music through an mp3 player or mobile phone. 'Just Speak S' uses the Bluetooth A2DP profile.

Also seen here is Caberg's 'Droid' flip-up – "a model with an aggressive look and a distinct identity, with avantgarde technical solutions for the most demanding touring riders."

Available in two 1,550 gr +/- 50 gr polycarbonate shell sizes, the chin guard has two individually adjustable air vents to drive air directly to the inner surface of the visor, avoiding misting even during extreme weather conditions, according to the company. The glove-friendly ventilation system has a wide adjustable front vent and inner air channels and two additional chin guard vents.

Caberg say they were the first Italian manufacturer to introduce a flip-up and that the experience gained has resulted in a design that has received the dual P/J homologation which, among other benefits for the stocking dealer and their customers, allows the

'Droid'



helmet to be ridden with the chin guard open thanks to the lever on the left side of the helmet – when in the 'J' position this lever locks the chin guard in the fully open position, avoiding accidental closing.

'Droid' is also equipped with Caberg's exclusive Double Visor Tech system with anti-scratch treated inner sun visor and anti-scratch/anti-fog clear outer with Max Vision Pinlock lens.

The 'Droid' has an entirely removable and washable lining and is made with high-grade hypoallergenic and transpiring fabrics, spectacle-friendly cheek pads and is Caberg 'Just Speak S' comms system ready.

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# Swedish made MX and street bike spokes available worldwide

Swedish motocross specialist Cross-Center International are looking for distributors for what owner Torbjörn Bergh says is the "largest assortment of motocross spoke sets in the world, in stock for immediate worldwide delivery."

Manufactured in-house by Cross-Center, all their spokes are made of Swedish stainless material. "We have a wide range of different spoke nipples in terms of material choices such as steel, brass and aluminium, in terms of size options, and in terms of different surface treatments such as brass or aluminium only, zinc, nickel plated or anodised."

"Over the years we have bought and tested all the other spokes we could find on the market and know that ours are definitely made from the strongest stainless material available. Not only is ours the largest assortment available for motocross applications, but we also make spokes for off-road, street bikes and vintage bikes."

"If we do not have the spokes a distributor or dealer needs, then simple – we make them to order, and they will meet or exceed OE specifications in just the same way as all our spokes do."

"Our steel spoke wire has a tensile strength of 1450 Nm and a yield strength of 1350 Nm, and we include nickel plated steel spoke nipples in the price of a



spoke set.

"All the spoke sets can be found on our website under their respective brands, including the appropriate rim size that fits the spoke set, the length and diameter of the spokes in the set, the number of spokes in the set, where each spoke should sit on the wheel (right, left, inner or outer), what kind of nipple is required from the extensive options available, and, as a reference, the OEM product number that is being replaced."

Cross-Center also makes anodised colour finished hubs and a large selection of motocross brake discs. Other products offered by Cross-Center include high quality roll-off film, Japanese flanged bolts in M6 and M8, along with a wide range of sprocket bolts and brake disc bolts.



**CROSS-CENTER INTERNATIONAL**

**Habo, SWEDEN**

**Tel +46 (0)36 466 64**

**[www.cross-center.com](http://www.cross-center.com)**



Torbjörn Bergh: "Our motocross spokes are tested to be the strongest available on the international market"

# 'Splash' gloves



These new 'Splash' motorcycle gloves from Orina are made from high quality Technalin Gold leather, which "is not only very robust, but also offers great wearing comfort, good fit and an excellent level of safety features", according to the company.

Carbolex protectors on the inner knuckles and Gigatex pads on the cuff cover the most vulnerable areas; the inside of the back of the hand is additionally reinforced with a layer of tear and cut resistant Kevlar as well as another protective layer made of EASA FOAM shock absorber, which is designed to hold the kinetic energy of an impact. The 'Splash' gloves are available in five different colour combinations and in a wide range of sizes (7-12).

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**[www.orina.de](http://www.orina.de)**



# 'Seattle' Evo riding sneakers



Italian specialist Stylmartin's 'Seattle' sneakers are crafted in oily suede leather and now come in a wider range of sizes (36-47), catering to the needs of urban women riders.

The "comfortable fit" of this sneaker is due to "lasting", a method that improves foot support, with the upper, insole and outsole shaped and completed around the last. Adding to comfort are anatomical, removable and micro-perforated insoles for breathability. The oily suede leather upper is water repellent treated; internally it has a waterproof and

breathable membrane and PU malleolus protectors. Additional features include reinforced wear and tear areas such as the gear shift. The 'Seattle' is CE

certified to level 2 (EN 13634:2015).

Two sets of laces are included as standard (black with fluo yellow edges and distressed grey), and it comes in black with vintage finishes. A further touch of hi-viz yellow is mirrored in the rear reflex insert.



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# Rebelhorn apparel – versatility, style and protection

Rebelhorn is a popular riding apparel brand, introduced by leading Polish distributor Powerbike in 2010. Already being exported to 10 different countries, the company offers dealers access to a programme of over 140 products for four of the strongest selling sectors of the market - Tour, Street, Classic and Sport. Brand Marketing Manager Joanna Sobiecka told IDN that "Rebelhorn is a brand that we have created from scratch. From the initial

assumptions through the concept and design solutions, ending up with rigorously quality controlled finished products. "We use modern materials and advanced technologies. Each product with the Rebelhorn logo is carefully thought out, and therefore functional. We continually seek out new materials and solutions, add innovative features and then exhaustively test garments where it matters - on real motorcyclists, on the road. "The exhaustive product evaluation process includes analysis of how they perform in impact and accident conditions. We conduct in-house testing and spend a lot of time researching improvements. Therefore, we can guarantee to our dealers that each product they sell with the Rebelhorn logo is comfortable and functional. "The wide selection of motorcycle clothing that we offer means that the Rebelhorn brand offers dealers versatility with comfort and riding conditions and preference options for every type of ride".



Runner II jacket - "very comfortable and classy. The Runner II jacket offers perfect fit and protection". Made in 100% full grain cow leather with a soft and breathable, moisture-wicking polyester mesh lining; features include the 'Rebel Klima System'; the 'Rebel Protect System' featuring CE elbow and shoulder protectors, back protector pocket and double or triple stitching, and the 'Rebel Ergonomic System'



Hardy Pro jacket - "packed with features that truly set a new standard. Designed with the modern touring rider in mind, Hardy gives a flexible fit, perfect ventilation and incredible comfort". Made in 500D Cordura Nylon and Ballistic with a polyester mesh lining, the 'Rebel Dry System' (a detachable waterproof and breathable REISSA membrane ensures water resistance); and 'Rebel Klima', 'Protect' and 'Ergonomic' systems



Fuel II boots - "offering paramount protection, while allowing you to make incredibly precise and incredibly minute inputs at incredible speeds; fully CE certified to EN13634" - fault-tolerant, very light and modern microfabric material; non-slip, oil resistant outsole securely sustains the foot on the footrest; strengthening for gearshift lever; interchangeable sliders; tough heel protector provides solid protection; antibacterial insole provides freshness; mesh interior guarantees good air circulation and thermal comfort; large flexible panel for freedom of movement

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# Replacement T5 cylinder heads

When Piaggio ceased production of the Vespa T5, the popular 125cc scooter, SIP Scootershop in Germany decided to start taking care of the continued production and supply of suitable long spark plug thread compatible T5 cylinder heads themselves.

These SIPT5 heads are made from cast aluminium (55-66mm) in SIP's own die with the basic layout compatible with the T5's unique piston design and the bore. The compression ratios (10.5:1 to 12.5:1) and squish bands (1.2mm) are exactly suited to that of the corresponding cylinder for which they are meant. SIP say they have cylinder heads available for the Piaggio original, the Malossi 172cc and the Polini 152cc cylinders, with the tuning cylinder versions equipped with 'O' ring gaskets.

SIP say this added feature makes sense in combination with a performance cylinder - the increase in compression leads to more power in all rpm bands and a "noticeable boost in maximum power output and an increased mileage from the cylinder with 100% reliable combustion.

"The motors will remain reliable with these cylinder heads fitted and their endurance and mileage will not be negatively affected. When combined with our own SIP Road exhaust (or similar), the T5 will be entirely suited



SIP say their cast aluminium T5 heads deliver improved power throughout the rpm range



to long-haul journeys and capable of extended full throttle operation, providing a motorway cruising speed of up to 130 kph".

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# GP style brake cooling air duct kits



New from CNC Racing in Italy, these GP ducts for most popular late model Superbike 1000 and 'Naked' style models are said to be the result of collaboration with the best MotoGP and SBK teams - they are the kind of brake cooling airways used in the world championships. The kit contains two autoclave formed carbon ducts available in polished or matt; model-specific fixing kits additionally available, including black finished metal brackets and stainless steel fixing screws. The list of applications is updated weekly with new bike models and can be checked on their website.

CNC Racing, Italy, [www.cncracing.it](http://www.cncracing.it)



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## 'Rush' performance boot

Part of TCX's 24/7 Performance line, the 'Rush' boot "offers comfort and protection even for the longest rides", according to the Italian manufacturer. Features include a frame-gripping "soft touch" matt microfiber and perforated suede chamois leather combo upper; a soft and comfortable mesh fabric internal collar and a durable, wear-resistant all-uses sole with anatomic and replaceable footbed. The internal lining is made of AIR TECH breathable fabric, making the 'Rush' particularly suited for spring and summer riding; the specially designed structure is



embellished by air vents in the ankle area and "micro-piercings" to give a sporty look; it is fastened by laces and a Velcro band. 'Rush' features reinforcements in the toe, ankle and heel areas and is CE certified according to the new EN 13634:2015 regulations. Available colours are black and black/white.

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## SC-Project enters Adv exhaust market

Created to take SC-Project technology into the maxi street Enduro and sport tourer market, the company's in-house R&D team have come up with a design that features an internal system with separated resonance chambers and double perforated pipe to optimise performance - both power and torque - and deliver "an unmistakable full-bodied sound - the kind of sound that SC-Project products are known for". The muffler body is made of titanium, so delivers a considerable weight saving; the end cap, with a superimposed double exit, is made of carbon fibre "of

the highest quality and gives the muffler an aggressive look with a slimmer and more slender line than the original bulky and heavy sheet steel mufflers". The prestigious SC-Project logo, together with the name 'Adventure Exhaust System' is laser-etched on the muffler body with a "mud" effect to reflect the nature of the product. It is currently available in a street legal/EU regulation compliant version for Honda's CRF1000L 'Africa Twin' and will soon be released for the Honda Crosstourer, BMW R1200 GS and KTM 1290 Super Adventure.



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## MIW micropore filtration technology

Developed in Shizuoka, Japan, for use with OEM applications and as aftermarket performance replacements, MIW oil filters use a "Multi Stage Filtration" process to ensure the removal of all hazardous particles and impurities from the engine oil. MIW designs also incorporate an oil pressure stabiliser system to provide a smooth flow of cleaner and more refined oil to the engine. "MIW oil filters are produced with a vision to provide the highest standards required by modern motorcycles. The chosen method of filtration is resin impregnated micropore paper, using a high-grade cotton linter fibre, to give unparalleled durability during filtration." The cotton linter element is composed of fibre strands of varying thicknesses, with thicker strands on the outer wall of the filter, to catch larger metallic particles and

thinner strands inside them, making up the inner wall "to catch even the smallest particles." This multi-strand microscopic

fibre technology is said to "provide super porosity for oil flow, even after contamination."

Also known as 'Meiwa', the MIW brand has been a leader in filter technology from the early 1970s and one of the "world's most appreciated oil and air filter product lines for motorcycles. Today MIW is set to become stronger than ever with a new range of oil and air filtration products for all popular makes and models of motorcycles. "To choose MIW as your filtration partner is to choose one of the most experienced brands in the filtration market."



MIW - OIL / AIR FILTERS  
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# Accessory kit for Yamaha Tracer 700

Kappa's model-specific accessory kit for Yamaha's Tracer 700 medium-size touring bike includes cases, bags and a top case to make the bike more versatile. Consisting of two quick-release side case racks, the KLR2130 rack supports all cases in the Monokey range, including the aluminium, squared KVenture; the KLXR2130 rack is dedicated to the pair of streamlined and compact K33 side cases with the Monokey side attach system. The KZ2130 rack makes a wide choice of Monokey and Monolock top cases available; a pair of Tracer 700 specific side frames allow safe fitting of panniers and a bag with Kappa's Tanklock system has been designed for the Tracer 700 gas cap. Aerodynamic screens, engine guards and mud flaps are available, with three specific screens to allow tuning of the aerodynamics. Their KD2130S model has a tinted finish and is 12 cm higher than the original



(51 x 41 cm); the KD2130ST model is transparent and 17 cm higher (56

x 41 cm); the third option is a low, matt black sports model (KD2130BO) - unobtrusive and ideal for summer, according to Kappa. There is a choice of two model-specific engine guards in 25 mm steel tubing, front protection, and a universal rear mud flap with Tracer 700 mounting kit. Additional parts include a pair of universal extra halogen lights, which can be positioned on the engine guard tube or mounted with an LS2130; ABS extensions for the standard Yamaha handguards provide increased protection; an aluminium and steel support allows the ground footing of the Tracer's side stand to be increased, and a bracket is available to mount GPS/smartphone holders behind the screen, using the two standard struts.

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# Wunderlich just don't think Beemers should stay 'stock'!

Motorcycle accessories specialist Wunderlich believes that the current BMW R 1200 R and RS are lacking a stylish rear, so the Sinzig, Germany based manufacturer is offering to help you replace the "ungainly" raised original licence plate and indicator holders at the back of both Boxers with a discreet, form-fitting cover.



This can be combined with either the Sport or Kardan licence plate holder from the Wunderlich range. Various LED indicator combinations are also available. Thanks to the optional indicator holder, however, the original indicators can still be used. Meanwhile, if it's a R 1200 GS that you want to update, Wunderlich has you covered with an extensive programme of parts that fit both the 2017

GS and GS Adventure. The line includes effective engine and tank protection brackets, cylinder protectors, crash pads, stable engine protection designs, various ERGO seats with and without seat heating for drivers and passengers, handlebar risers and footrest claddings, and various windscreens and wind deflectors. Wunderlich also offers luggage solutions such as high-quality pannier systems, including with cut-out for the exhaust muffler, cleverly designed tank backpacks, and multi-functional handlebar, top case and crash bar bags. Finally, Wunderlich don't think the K 1600 GT should stay stock either! A handlebar riser of 15mm not only lets the rider sit in a more relaxed and more upright position, it also gives greater freedom of movement – "the perfect symbiosis of ergonomic touring seat position and relaxed long-distance travel suitability. The significantly relieved posture also noticeably improves the riding sensation as well as the handling of the K." The silver anodised components of the handlebar riser are individually milled from high-strength Dural aluminium. The two-piece set is easy to install, comes with a set of screws and ABE. Wunderlich says all its components are designed to be easy to mount, are



made entirely in Germany and come with a five-year guarantee.

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**www.wunderlich.de**

## W2 boots

Italian distributor Wind Trading has added to its popular W2 boots programme with these two new all-weather touring boots. Designed for "optimal fit and comfort", according to Export Sales Director Francesco Fabbri, they have front inside shin protections combined with a real leather



upper shoe, and an inner liner coupled to a rainproof, breathable membrane.

Other features include double density rubber outsoles, ankle protections, replaceable anatomical footbed and a double closure system with zipper and Velcro. They are available in classic black in sizes from 39 to 47.

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**www.w2boots.com**

## BC lithium batteries

Italian battery charger and accessories manufacturer Forelettronica has broadened its range of BC Battery Controller lithium ultralight starting batteries, claiming they provide "less weight, more duration and excellent performance." The BC LiFePO4 range now covers 95 percent of motorcycles on the market, including the new KTM motorcycles and all models from Harley-Davidson. Claimed to be up to 80% lighter than traditional lead-acid batteries, they "guarantee a higher cranking performance and an increased lifespan, both during storage (thanks to their zero self-discharge) and during regular usage." The batteries feature an embedded battery management system, ideal for everyday use and for sport applications. They are equipped with supports and adhesive adapters for a "safe and stable"

battery mounting on board. They do not contain acids or heavy metals and are not flammable nor explosive. The BC range also includes several battery chargers, including universal models for all kind of lead-acid and lithium starting batteries.

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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**

KTM Industries AG has sold its 24 percent minority interest in AGM Durmont Austria GmbH to the previous majority owner and parent company AGM Group of Troy, Michigan, USA - a multinational manufacturer of vehicle interiors, lighting and electronic components in the automotive industry.

**A report in the US says that sportbike sales dropped by - 4.7% over a 12 month period that ended in October 2016. According to the data set put together by Statistical Surveys Inc., 75,469 sportbikes were registered in the United States during the prior 12 months, compared to the 79,225 motorcycles that were registered the previous year.**

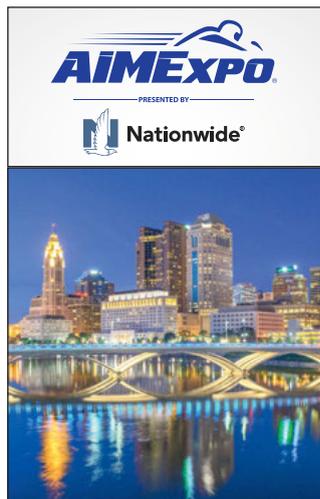
In the US Polaris has launched what it says is a first in youth off-road vehicles – to date the single-seat Polaris ACE 150 EFI is the industry's only single-seat youth model with a protective cab frame. It gives kids of 10 years and older "the single-seat freedom enjoyed by their adult counterparts," said Craig Scanlon, Polaris Off-Road Vehicles Chief Retail Officer.

**US distributor SpeedMob has added the Italian EVR Special Parts line of premium race products to its burgeoning range of European brand products. EVR was founded in 1994 by former racer Edo Vigna – the man credited with having, in effect, invented the slipper clutch. EVR produces world class wet and dry slipper clutches, carbon fibre airboxes and other race components.**

# Many major OEs now signed up for AIMExpo, Columbus, Ohio, September 21-24

Following the decision to relocate AIMExpo from Orlando, Florida, to the midwestern United States, the events division of the MIC (Motorcycle Industry Council), which owns and operates the expo, has announced that it now has exhibit involvement from "most of the major OE motorcycle manufacturers with significant North American sales." With the motorcycle division of Polaris (Indian Motorcycle and Slingshot) and Harley-Davidson announcing that they will exhibit for the first time, and BRP (Bombardier Recreational Products – Can-Am, See-Do and Ski-Do) renewing their commitment, many analysts are now forecasting that the event will have reached "critical mass" in terms of its ability to attract dealers. Other motorcycle and powersports industry vehicle manufacturers to have confirmed their plans to exhibit include Honda, American Lifan, KTM, CFMoto, Textron Off-Road (including the recently acquired Arctic Cat), Kawasaki, Suzuki, Kymco, Yamaha, SSR Motorsports/Benelli, Hisun Motors and Spanish trials and e-bike specialist Torrot Gas Gas. Additionally, BMW are providing corporate demo rides at AIMExpo Outdoors.

As this edition of IDN went to press, the only major omissions appear to be Triumph, Ducati and Piaggio/Vespa, which is a real surprise, given how well each claim to be doing in the U.S. and their stated ambitions to grow their sales and dealer networks further. Notable European aftermarket vendors confirmed already include Akrapovic, Puig/Motoplast, Avon Tyres, Beringer Brakes, Continental, Polisport, EBC Brakes, Givi, PROX Racing Parts, Heidenau, Motorex (who are celebrating their 100th anniversary this



year), SW-Motech, NEXX, Ohlins, UFO Plast, TecMate, Wind Trading and Oxford Products. "At this time, some 80 percent of the available floorspace is contracted," Larry Little, Vice President & General Manager of organizer MIC Events, told IDN Magazine when we spoke with him in June. "Some 41% of powersports dealers and 50% of the US population reside within 500 miles of AIMExpo's new location in the city of Columbus. This central location and ease of access

offers all attendees the opportunity to engage with the greater powersports industry like never before. "From a manufacturer's point of view, the timing is perfect as it offers an opportunity for new model year launches to be shown to a consumer audience soon after the ranges have been introduced to dealers." AIMExpo is trade only for its first two days, September 21/22, followed by two public/consumer days at the weekend, September 23/24, a schedule that provides the North American powersports industry with a similar expo formula to the one that has been commonplace at world leading motorcycle industry shows such as INTERMOT (Cologne, Germany) and EICMA (Milan, Italy). Little went on to say that "the show's platform was created to shine a spotlight on American industry as well as the world's largest recreational powersports market. The European style two-day trade/two-day consumer attendance formula will mean all our 500 plus exhibitors will be appreciated by media, trade and consumer audiences alike." [www.aimexpousa.com](http://www.aimexpousa.com)

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