

INTERNATIONAL DEALER NEWS

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STATZONE 6-9 

AIMExpo to feature most OEM exhibitors and over 300 leading aftermarket players

As this edition of IDN is published, there are just six weeks until opening day of the landmark fifth year of the American International Motorcycle Expo presented by Nationwide (AIMExpo), and the industry's premier motorcycle and powersports show will welcome a record number of exhibiting original equipment manufacturers (OEMs) in its debut at the Greater Columbus Convention Center in Ohio from September 21-24.

In total 24 OEMs have signed on to take advantage of AIMExpo's multifaceted, all-in-one platform, setting the stage for the most wide ranging showcase of new vehicles in the event's young history.

"The move to Columbus puts the show floor in great proximity to the country's retailers as well as a high concentration of the population of powersports users.

"The extensive street demo-ride offerings at AIMExpo Outdoors! from a record nine different OEMs will give attendees the opportunity to experience the latest products for themselves."

Adding to the extensive list of vehicle companies showcasing new and unique products are 47 Moto, American Landmaster, American Lifan, BV Powersports, CFMOTO, Cub Cadet, Doohan, HiSUN, Ice Bear, Jinling International Inc., Tacita, Textron Off-Road and Torrot GasGas. The diverse range of products from this impressive

collection of manufacturers will initially be unveiled during the two trade days of the show (September 21 & 22) before being put on display for the general public to view and experience for the very first time throughout the weekend (September 23 & 24).

In addition to what is an unprecedented line-up of new vehicles



Larry Little, Vice President & General Manager and organizer MIC Events: "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"

for a motorcycle and wider powersports industry expo of any kind in North American terms, an impressive assortment of aftermarket companies will also be present on the exhibitor floor to unveil new products that will "complement and personalise the variety of new models on display, from performance and safety enhancements to innovative modes of communication while on the road, in the dirt, or on the water."

The show floor was nearly 95% sold out already, and any European companies still considering exhibiting at AIMExpo presented by Nationwide

are advised to contact the organising team without delay.

Notable European aftermarket vendors confirmed already include Akrapovic, Puig/Motoplastic, Avon Tyres, Andreani Group, Beringer Brakes, Arrow Special Parts, Continental Tire, Polisport (proud winners of a Red Dot Design Award this year), R&G, Ariete, Frenotecnica, Malossi, EBC Brakes, Mitas, HEL, Givi, PROX Racing Parts, Heidenau, Polini, Motorex (who are celebrating their 100th anniversary this year), SW-Motech, NEXX, Ohlins, UFO Plast, Cellular Italia, OptiMate, Wind Trading and Oxford Products.

The appearance of so many OEs is thought certain to deliver a record consumer attendance for an event that is unique in North American motorcycle and powersports industry terms combining, as it does, consumer attendance with two dealer/industry specific days (September 21 & 22) in a first ever use of what is regarded in the United States as very much a European expo formula.

Dealer attendance is also likely to be at record levels too as Columbus is ideally located – as Larry Little, Vice President & General Manager of organiser 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 the city of Columbus. This central location and ease of access offers all attendees the opportunity to engage with America's motorcycle and powersports industry like never before."

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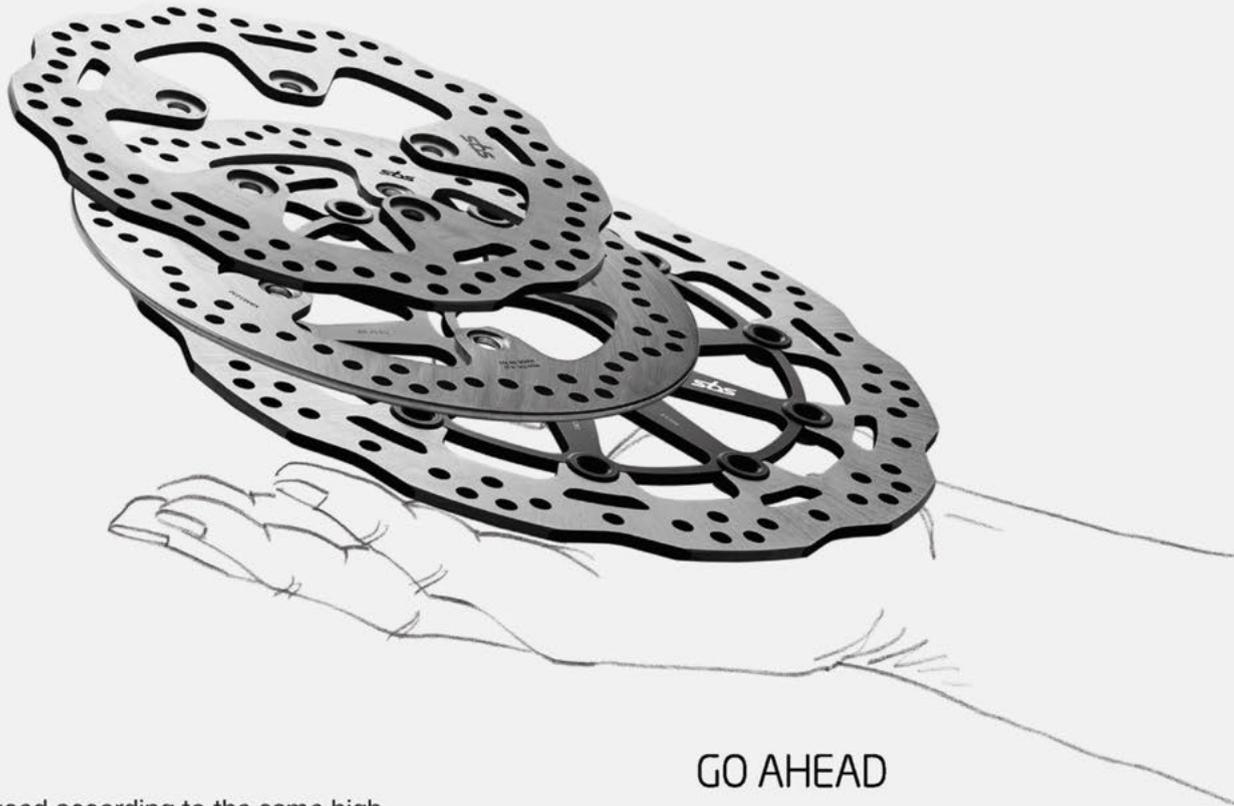
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BMW
+9.5 PERCENT
FOR FIRST SIX
MONTHS OF 2017 **p.48**



PROGUIDE EXTRA
**ITALIAN DESIGN,
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United Colours of Ducati?

Although the Volkswagen Audi Group (VAG – the ultimate owner of Ducati) is still refusing to confirm or deny the rumours that it is looking to exit the motorcycle business, there has been more than enough unofficial discussion, especially involving VAG Trade Union board members, and financial industry “informed sources” commenting and reporting on it for us to be able to assume that the rumours are true.

The old adage about there being no smoke without fire has never been more appropriate. Highly respectable motorcycle manufacturing executives on at least three continents have either explicitly or effectively acknowledged that there is an opportunity in play to acquire Ducati. Personally, I really don’t put much faith in economic analysts or spokespeople for equity investors, investment banks or hedge funds, but, again, enough major players in the financial industry have also been drawn into the speculation to, again, make it highly unlikely that there isn’t action here.

To be fair, the unofficial word coming out of VAG is that their definition of “the right buyer” has more to it than money alone, and that if VAG feels that they are not going to be able to pass stewardship of Ducati on to a “safe pair of hands”, then when it comes to it, they may not sell, and that they are placing a premium on a “good” decision, rather than a “quick” decision.

Meantime though, the “not invented here” principle that is often such a barrier to valuable corporate memory and consistency, to say nothing of the need to fund emissions scandal fines, point to a new management at VAG (headed up by Matthias Mueller) that regards the acquisition of Ducati in the first place as having been a vanity project. One taken by a now discredited Chairman

who was left with no option than to withdraw from the field of battle when it became apparent just how much reputational as well as financial damage the emissions scandal was going to inflict.

Volkswagen and the other businesses in its group had previously been a business that was regarded blue chip and a robust pillar of German business probity, and German business culture prizes that reputation almost above all else, so it would not be a surprise if the present management were in the market to put as much distance between them and the prior management and its decisions as possible.

Of all the channels of speculation that have been actively reporting the progress of the sale, one of the generally most reputable has been the Reuters news agency. Back in June they reported that VAG had appointed Evercore, a New York based “investment boutique” to circulate a sale prospectus and gather in bids by an unspecified date in July.

The latest reports from Reuters suggest that bids have been received (though interestingly not from Harley-Davidson, who had been reported to have appointed Goldman Sachs to act for them in the matter) and that once the more rational candidate bids had been short-listed, the sale would move on to a second stage from which a preferred buyer would be chosen.

The two front runners at this still early stage are reported to be the Italian

Benetton family and KTM partner Bajaj Auto of India.

The Benetton family’s investment vehicle Edizione Holding is reported to have tabled an opening bid that values Ducati at around 1 billion euro – which is way below the 1.5 billion euro region that VAG were hoping to realise; that is ambitious though as it would represent a multiplier of more than 10 times the estimated 100 million euro that Ducati is reported to have made for VAG last year, and double the 731 million euro revenue that Ducati reported last year. While there may be some sentiment to see Ducati return to Italian ownership, probably not enough sentiment to bridge that gap without a substantially improved offer; but first bids are just that, a marker, a statement of interest, and the real horse-trading starts now.

Reuters says its sources are also reporting that other bids have been received, and among them name-check Bajaj Auto, Eicher Motors (owner of Royal Enfield and a utility vehicle joint venture partner with Polaris), Polaris Industries itself, former Formula One owner CVC Capital Partners, Advent, PAI, Investindustrial (former Ducati owner, who sold Ducati to VAG for 860 million euro in 2012) and several others, including Boston, Massachusetts based Bian Capital, owner

of a stake in BRP of Ski-Doo and Austrian Rotax engines fame, and the one-time workplace of former U.S. Presidential candidate Mitt Romney. Of those bids, it is the Indian Bajaj Auto conglomerate’s interest that appears to be creating the most excitement. Rajiv Bajaj is reportedly quoted as saying he is “confident” about his prospects for winning what would be quite a prize for him in the fiercely competitive battle between the Indian transport industry giants.

Indian newspaper reports quote him as saying “we are very close to finalising a very promising alliance... it’s not certain that it will happen, but if it does, it will open up enormous possibilities for the company. That is why we keep our money (cash on books) with us, so, once in a while, when an opportunity comes along, we are ready.” Bajaj is reported to have about \$13 billion in free cash stashed away on its books.

BMW, Honda, Suzuki, China’s Loncin and Hero and TVR of India (as well as Harley-Davidson it would appear) are believed to be among those who had expressed initial interest of some kind or another, but who ultimately declined to pursue it on the grounds that the price VAG is seeking is just too high to represent a viable investment at this time.

“return to Italian ownership”

Robin Bradley
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German new motorcycle registrations -8.40 percent for the first six months of 2017

The latest statistics released by the German motorcycle industry trade association (IVM) for the period to the end of June 2017 may still be showing some evidence of the effects of the rush to pre-register Euro 3 inventory before the December 31st 2016 deadline, but the degree of statistical lag is levelling out.

In motorcycle registration terms, the market was said to have been down by -9.26 percent compared to June 2016 (12,135 units from 13,373); that said, May saw registrations up by +1.56 percent at 12,847 units (compared to 12,650 in May 2016). For the year to date, German market motorcycle registrations are put at -8.40 percent (66,939 units for the first six months of 2017; 73,078 in 2016), representing recovery in percentage terms at least from the alarming drop-off reported in the industry numbers at the start of the year.

In total PTW registration terms, June was down by -12.01 percent (17,078 units), with YTD figures at -12.15

percent (87,888 units so far in 2017 compared to 100,047 for the first six months of 2016).

As usual these days, BMW's R 1200 GS is the top-seller in Germany so far in 2017 (5,799 units sold), with Yamaha's MT-07 second (2,021 units YTD), the Kawasaki Z 650 third (1,872 units), Honda's CRF 1000 'Africa Twin' fourth (1,706 units) and BMW's R nineT variants fifth (1,615 units). With 10 models in the top 20 selling list, it is again no surprise that BMW is market share leader so far this year in Germany, with 17,737 units sold so far in total for a 20.18 percent market share and 5.23 percent unit gain over the 16,856 units they sold in the first six months of 2016.

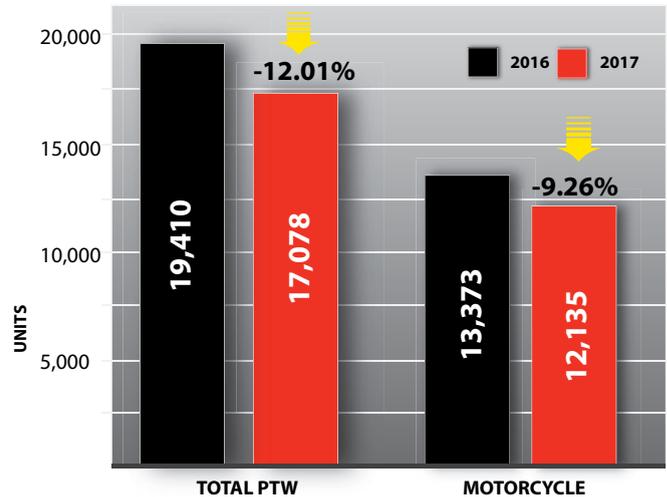
Honda is second with 11,455 units sold so far, 13.03 percent market share; Yamaha is third (9,234 units sold for a 10.51 percent share); Kawasaki is fourth (8.78 percent share, 7,716 units sold); KTM is up to fifth with 7,325 units sold (8.33 percent share) and Harley-Davidson is

sixth (6.80 percent share/5,975 units).

Though distorted by the rush to pre-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.

German registrations - June 2017



Polish new motorcycle registrations reported as -21.30 percent for Q1 2017

According to the latest statistics released by the motorcycle industry trade association in Poland (PZPM), the number of new motorcycles registered there in June was down by -36.46 percent (1,995 units) and are running down by -32.20 percent (8,961 units) for the year-to-date. Despite the decline from last year, that was the third best June in Poland in the past 10 years and the third best first six months market performance there.

New moped registrations were down by -8.78 percent in June (3,272 units) and are broadly flat for 2017 so far at +0.71 percent for the YTD (12,590 units). In overall new PTW registration terms, the Polish market was -22.56 percent in June (5,227 units) and is -16.27 percent YTD.

However, new model registrations are only part of the story where the Polish market is concerned. Poland is an important market for pre-owned vehicles from elsewhere in Europe, receiving their first domestic Polish registration – and they provide valuable

service, maintenance and PG&A income for Poland's franchised and independent motorcycle shops and the vendors they buy from.

Used motorcycle sales were -1.82 percent in June (7,223 units) and are -2.01 percent YTD (34,045 units); used moped sales were -17.33 percent in June and are -12.34 percent YTD (4,790 units); total used PTW sales were -4.38 percent in June (8,425 units) but overall, they are running at -3.42 percent YTD (38,835 units).

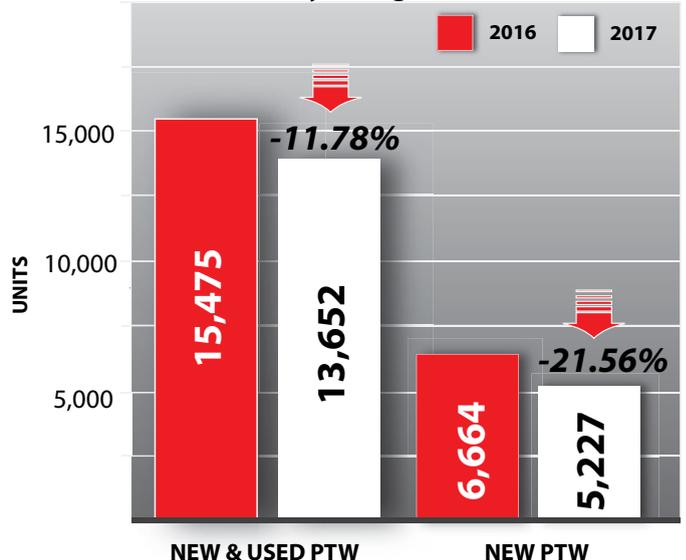
In total, overall new and used motorcycle registrations combined were -12.04 percent in June (9,178 units) and are -10.37 percent YTD (43,006 units); new and pre-owned mopeds combined in Poland were -11.25 percent in June (4,474 units) and are -3.26 percent YTD (17,380 units). Total combined new and pre-owned PTW registrations were -11.78 percent in June (13,652 units) and were -8.43 percent (20,493 units) in Poland for the first three months of 2017. The record of total new and used PTW registrations in Poland for

a June was in 2011 when some 21,650 new registrations were recorded; 2011 was also the best seen for the first six months of the year (86,561 units).

The full year 2016 saw 25,844 new motorcycles registered in Poland, with estimates of the net of Euro 3 pre-registrations suggesting that the market was down by some 6 percent/2,500 units over 2015. New and used motorcycle registrations

combined were up by +1.43 percent for 2016 at 83,298 units. The total number of new and used/first registered PTWs of all kinds, including the pre-registrations of carry-over Euro 3 inventory in Poland, was down by -6.49 percent at 117,309 units for 2016. Poland is the EU's 9th largest market for new motorcycle registrations and the 7th largest total new PTW market, according to ACEM statistics.

Polish motorcycle registrations - June 2016

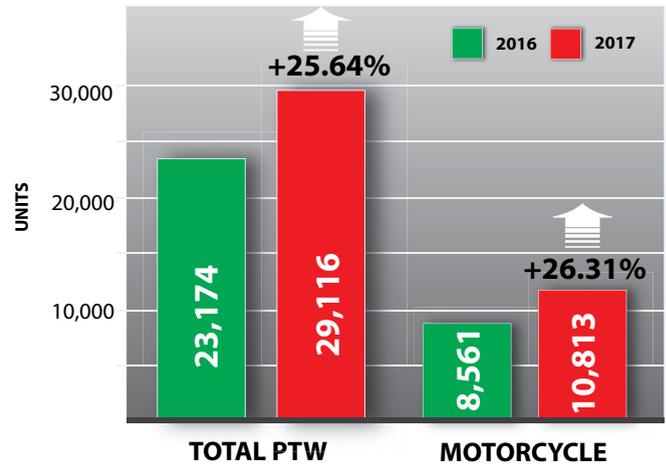


Italy - new motorcycle registrations +7.10 percent for first six months of 2017

According to the latest data released by ANCM (the Milan based motorcycle industry trade association for Italy), the Italian motorcycle market is bucking the trend seen in much of Europe, with new motorcycle registrations up by +26.31 in June (at 10,813), and +12.32 percent in May (at 11,214 units), having been approximately flat for April 2017 at +0.13 percent (9,928 units). They are running at +7.10 percent for the year-to-date at 53,016 units (compared to 49,501 units for the same period in 2016). Allowing for mopeds and low cc scooters, overall PTW registrations in Italy were +25.64 percent in June (29,116 units) and are running at +7.05 percent for the year-to-date at 124,789 units for the first six months of 2017. Scooter sales in Italy are +7.02 percent for the period January to June inclusive, at 71.773

units; Honda's SH 150/300/125 variants are the top-sellers (18,218 units YTD between them); followed by Piaggio's Beverly 300 ABS (4,548 units), the Yamaha TMAX 500 (2,929 units) and the Xmax 300 (2,822 units). The top selling motorcycles in Italy so far in 2017 are BMW's R 1200 GS (2,595 units); Honda's CRF 1000 'Africa Twin' (2,055 units); and Honda's NC 750 X (1,664 units). Yamaha's 'Tracer' 900 is the best-selling Touring model (1,587 units), and the Ducati Scrambler 800 is the best-selling Naked style motorcycle (1,546 units). In sector growth terms, the Touring bike market is seeing the strongest growth (+17.73 percent YTD at 7,829 units), and the Naked style bike market in Italy remains the largest sector by style, and is +13.73 percent YTD at 19,824 units for the first six months of 2017.

Italian registrations - June 2017



Enduro models, the second largest sector in Italy by style, are +1.73 percent for the YTD at 16,633 units. 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.

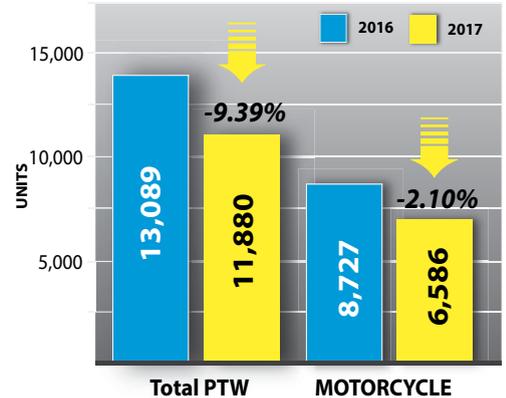
Swedish motorcycle sales -6.79 percent January to April 2017

The latest data from McRF, the Swedish motorcycle industry trade association, shows new motorcycle registrations at -3.24 percent in June at 1,256 units (+12.77 percent in May at 1,554 units) and are running -2.10 percent for the year to date (6,586 units January to June 2017). In total PTW terms June saw 3,830 new machines registered (+14.33 percent), but for the year-to-date

(January to June 2017) the total number of new PTWs registered in Sweden is down by -9.39 percent at 11,860 units. However, moped sales appear to be up by +23.36 percent for the period January to June 2017 at 7,848 units. Sweden is Europe's largest ATV market – registrations are +26.4 percent for the period January to June 2017 at 2,483 units.

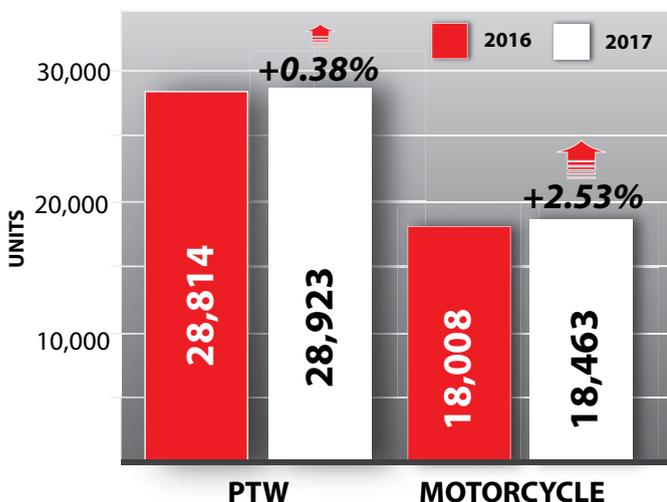
In 2016 Sweden recorded +8.00 percent growth in new motorcycle registrations for the full year at 10,178 units; total PTW registrations were +10.18 percent at 21,347 units in total. Next year's MC Massan Swedish motorcycle show will be staged at Gothenburg from 25 – 28 January 2018.

Swedish motorcycle registrations - June 2017



Swiss motorcycle registrations +2.53 percent YTD

Swiss motorcycle registrations - Year-to-date 2017



The latest new total PTW registrations data released by Swiss industry association MotoSuisse shows overall new PTW registrations at +3.32 percent for June (6,290 units) and broadly "flat" YTD at +0.38 percent (28,923 units for the first six months of 2017). In motorcycle terms registrations were +6.49 percent (3,755 units) for June and are +2.53 percent at 18,463 units for the first six months of 2017. Motorcycle registrations for the 2016 full year were -3.4 percent

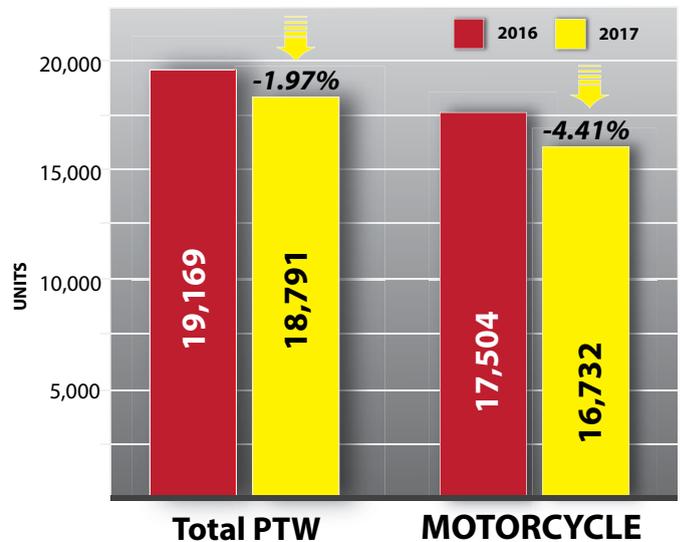
(26,391 units) after being +17 percent in 2015. In total PTW terms the market in Switzerland was down by -6.21 percent at 45,897 units for the full year 2016. In motorcycle market share terms Yamaha had top spot, having sold 3,406 units YTD, with BMW second (2,886 units), Kawasaki third (2,092 units), Harley-Davidson fourth (1,941 units) and Honda fifth (1,853 units). Vespa is the top-selling Scooter brand, having sold 2,215 units in the first six months of 2017.

Spain – motorcycle registrations -7.83 percent in Spain YTD

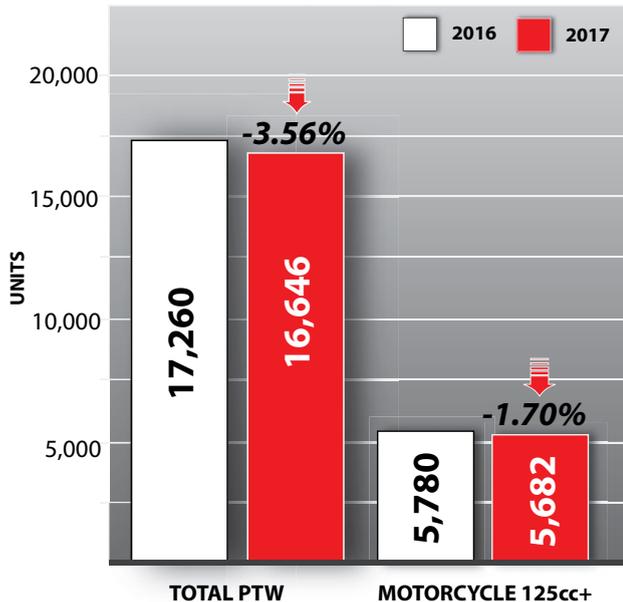
According to the latest data available from ANESDOR, the motorcycle industry trade association in Spain, new motorcycle registrations were down by -4.41 percent in June (16,732 units) and are -7.83 percent for the first six months of 2017 (67,349 units YTD). Overall, total PTW registrations in June were -1.97 percent at 18,791 units (+3.76 percent in May). For the first six months of 2017 the market is -5.18 percent (76,547 units). In moped terms June was +23.66 percent at 2,059 units; for the year-to-date moped sales in Spain are +20.06 percent (9,198 units). General Secretary of ANESDOR

Jose Maria Riano says that "after a very positive 2016, the start of 2017 has been marked by the effects of the new European emission regulations (Euro 4), which has led to a steep decline in the sales of motorcycles as prices have increased." Riano has again pointed to the age of the motorcycle fleet ("park") in Spain (at an average of 14.7 years old), saying "the administration must embrace measures to encourage the acquisition of new vehicles." He again calls on the government to start incentivising replacement of older machines with new models through fiscal reform initiatives.

Spanish registrations - June 2017



Austrian motorcycle registrations - Q2 2017



Austria – motorcycle registrations -1.70 percent for Q2

The latest data released by the motorcycle trade association in Austria (Arge2Rad) shows registrations of new motorcycles of over 125cc for the second quarter at -1.70 percent (5,682 units) and modestly up at +1.07 percent (9,005 units) for the year-to-date. Overall PTW registrations for the second quarter of 2017 were down by -3.56 percent (16,646 units) and running at -2.52 percent YTD (24,330 units). In its home market KTM is market leader with a 19.67 percent share for the first six months of the year (1,771 units), with BMW second (15.06 percent, 1,356 units), followed by Yamaha (10.59 percent, 954 units), Honda

(10.37 percent, 934 units) and Kawasaki (8.54 percent share, 769 units). In total PTW terms Vespa is market share leader, followed by KTM, Honda, Yamaha, 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.

Australia motorcycle registrations -4.1 percent Q2

According to the latest data published by the Federal Chamber of Automotive Industries (FCAI) in Australia, there are signs of improvement in the registrations of new motorcycles there, with the second quarter down by -4.1 percent (compared to -13.1 percent for Q1). The April to June sales period recovered some of the ground lost in the first quarter of 2017 when sales dipped by -6.7 percent, fuelling industry expectations for a positive second half outcome. Half-yearly sales for 2017 totalled

50,908 compared with 53,084 for the same January - June period in 2016. Last year the Australian motorcycle industry recorded total sales of 114,783, its best annual result since 2009. Both the road and off-road segments declined during the first half of 2017, with road bikes down -12.8 percent (20,118 units), while the off-road segment recovered sharply in Q2 and is now running only -1.7 per cent behind the YTD 2016 results (16,359 units).

The ATV/SSV market has seen continued strong growth in the first half, producing a +12.3 per cent increase in sales over the same period in 2016 (12,537 units); Honda is market share leader. Scooter sales, which have been in decline for several years, continued down at -14.4 per cent compared with Jan-June 2016 (1,894 units); Piaggio is market share leader. Harley-Davidson narrowly retained its top-selling status



overall among the road bikes with 4,433 sales for the first half, followed by Honda (4,201 sales) and Yamaha (2,865). The top-selling manufacturer in the off-road category was Yamaha with 4,617 sales, followed by Honda with 4,359 sales and KTM with 2,834. Overall, Honda is Australia's top-selling overall motorcycle and powersports brand with 12,608 sales (YTD 2017), followed by Yamaha (9,827 sales), Kawasaki (4,567) and Harley-Davidson (4,433).

UK motorcycle registrations -13.41 percent January - June

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 June were down by -13.19 percent (at 11,450 units) and were -9.64 percent in May (10,264 units). On a year to date basis, the UK market is -13.41 percent (53,137 units YTD compared to 61,363 for the first six months of 2016).

Moped sales were -28.01 percent in June and are running at -24.86 percent year-to-date (3,113 units). In total PTW terms the UK was down -14.09 percent in June (12,059 units in total; -10.48 percent/10,792 units in May) and the UK market is running at -14.13 percent year-to-date (56,250 units YTD compared to 65,506 for the first six months of 2016).

'Naked' style bikes remain the most popular in the UK (16,843 units YTD, which is relative growth compared to other styles of bike at -6.5 percent in

a market that is down -13.41 percent overall), followed by Adventure Sport models (10,267 units YTD, down by only -3.6 percent); the UK scooter market has seen sales drop by -25.8 percent YTD (9,483 units) and the historically dominant Supersport market is down -22.9 percent (5,668 units YTD), with custom style bikes down -18.7 percent YTD (4,477 units) and Trail/Enduro now the sixth largest sector in the UK and only down by -4.7 percent (3,106 units YTD). Touring and Sport Touring models are down by -5.5 and -16.9 percent respectively.

In power band terms, the loss is below 650cc with 651-1000cc and 1000cc+ registrations modestly up at +1.4 and +1.8 percent respectively. The best-selling bike in June was the Triumph Bobber (272 units), followed by the BMW R 1200 GS (258 units); Honda was overall market share leader in June (motorcycles and scooters), having sold 2,309 units, followed by Yamaha (1,550), Triumph (1,325), BMW (1,297), with Suzuki

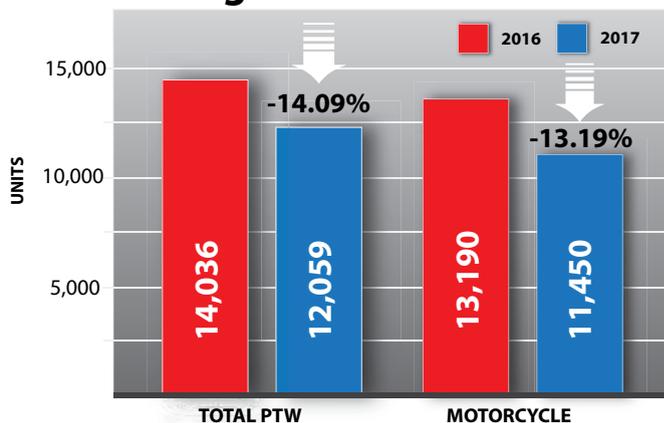
(829 units) moving ahead of Kawasaki (702).

The MCIA reports that the total number of road registered motorcycles in use has continued to grow with 1.27 million registered in total in 2017 and 37,900 motorcycle tests passed in the UK last year (24,500 in 2016).

UK motorcycle registrations were

+13.52 percent in 2016 (118,990 units), a fifth straight year of growth for the UK market and the best annual market performance since before 2008; in total PTW terms the UK market was +11.86 percent for 2016 at 127,702 units – a third straight year of growth and also the highest annual market performance since before 2008.

UK registrations - June 2017



Japanese made motorcycle exports to Europe +21.57 percent for first five 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 1.5 percent in May 2017 (12,897 units), having been up by +61.44 percent in April (29,867 units), for an increase of +21.57 percent for the first five months of the year (114,707 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.

Overall Japanese manufactured total PTW exports to Europe were +1.71 percent in May (14,007 units), having been +55.01 percent for April (30,510 units). For the first five months

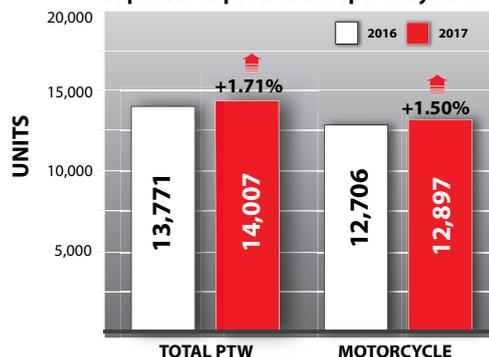
of 2017 they were running at +18.63 percent (118,071 units). Motorcycle shipments from Japan to the USA were +196.7 percent for May (5,486 units) having been up +14.66 percent in April (6,916 units) and are running at -9.29 percent for the first five months of the year (32,543 units), having been -9.36 percent for the full year 2016 at 72,458; worldwide Japanese made 250+cc motorcycle exports were +27.71 percent for May (24,921 units, and are running at +11.78 percent for

the YTD (181,601 units). Total worldwide Japanese manufactured PTW exports were +25.28 percent in May (32,033 units) and are running at +7.39 percent YTD (217,896 units). For the full year 2016 they were +2.61 percent 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

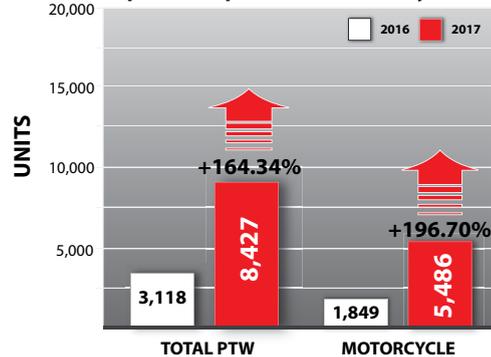
America goes some way to explaining the data, though the majority of higher value larger displacement Japanese brand machines, especially those being sold in Europe, are still made in Japan.

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.

Japanese Exports to Europe - May 2017



Japanese Exports to the US - May 2017



BRADLEY REPORT

US TRADE NEWS



Motorcycle thefts were up by 2 percent in 2016 – with 46,467 bikes stolen according to insurance industry data. However, thefts have declined by 30 percent from the 66,774 reported in 2006.

Yamaha's new air-cooled 1850cc Star Venture is the latest Big Incher to crowd the 'Tourer Space' in the United States - launching with a 5-year warranty.



Robert Lighthizer, the U.S. Trade Representative, has told a congressional committee that while he is "sympathetic" to American motorcyclists, dealerships and others in the "Beef for Bikes" controversy, he will not, at this stage intervene and remove small displacement European made motorcycles from a proposed import tariff on motorcycles of 500cc and less, while negotiations continue in a dispute with the European Union over U.S. beef imports.

Ford has patented a lane splitting detection technology for autonomous vehicles. Motorcycles pose one of the toughest challenges for so-called "driverless cars" (and other four-wheel vehicles). Their system uses a combination of microphones and video cameras to detect an approaching motorcycle.

America's top Ohlins Suspension dealer Daniel Laine Kyle of Carmel-by-the-sea, California, is likely looking at some serious goal time and major-league fines after pleading guilty to tax fraud by hiding cash transactions – he is estimated to have defrauded the US government of anywhere between \$500,000 and \$1.5m in taxes over a six-year period.

A Suzuki Motor America employee is being taken to court by U.S. authorities over claims he knowingly lied for his employer in an application for a Certificate of Conformity under the Clean Air Act – altering documents to show the company would not be over its allotted emissions for the 2012 model year.

American company Desktop Metal may be about to unveil a technology that will advance 3D printing of metal parts. Instead of lasers to melt a limited range of metallic powders, their technology is reported to use "microwave enhanced sintering" to print with virtually any metal – from copper and steel to aluminium and titanium - and to do so up to 100 times faster than techniques used so far.

KTM sets new Pike's Peak record

The 2017 KTM 1290 Super Duke R claimed a new outright motorcycle record on June 26 for the demanding and iconic Broadmoor Pike's Peak International Hill Climb, with racer Chris Fillmore at the controls.

Riding on a Super Duke prepared with readily available KTM PowerParts in the Two Wheel and Heavyweight Division - the top motorcycle class - Fillmore posted a time of nine minutes 49.625s on the winding 4,302 metre high, 19.99km, 156-turn closed road near Colorado Springs, USA.



Fillmore, a former AMA Superbike racer for HMC KTM, was a rookie at the event. Not surprisingly KTM are very pleased with themselves and said of the bike: "With a

mountain of torque and peak power now at 177 hp, the 1,301 cc LC8 V-twin engine is the benchmark for naked sportsters.

www.ppihc.com

More layoffs loom at Harley as Q2 sales plummet in U.S.A.

The shocking headline news is that Harley-Davidson's second quarter domestic U.S. sales were down a massive -9.3 percent compared to the second quarter of 2016, a result that is way worse than the one they were expecting, in a peak selling season where total domestic U.S. new motorcycle sales were down by around 7 percent for the quarter.

This puts Harley's domestic sales down by -7.9 percent for the first half of the year and leaves their domestic market share in the 601+cc category at 48.5 percent for the second quarter (compared to 49.5 percent for Q2 in 2016) and at 49.6 percent for the first half year 2017. The company is citing "weak industry sales and soft used bike process" as among the Q2 impactors. The company says that dealer inventory is down by approximately 7,200 motorcycles year on year and that it will further cut production with its revised unit shipments now forecast at between 241,000 and 246,000 for the full year 2017, 39,000 to 44,000 of them in Q3 – down by between 10 and 20 percent from Q3 2017. Total second quarter shipments were 81,807 units (down by -7.2 percent on Q2 2016 and are 152,638 for the half year (down by -10.8 percent of the first half of 2016). Originally the company had forecast that 2017 would be "flat to modestly down for them," but they are now having to accept that the "new normal" CEO Matt Levatic referenced in February means "down double digits" for the year, with massive restructuring of channel inventory levels not just a first quarter fix, as originally suggested. The cut in production will result in further lay-offs, likely of hourly paid

staff, as the company continues to "aggressively manage our cost structure," Levatic said, in acknowledging the "unexpected magnitude of the industry softening in the second quarter."

Managing supply, further reducing costs, and continuing pursuit of their previously announced 10-year



Harley CEO Matt Levatic: "Our biggest opportunities for growth are outside the United States"

strategies, not least the training of 2 million new riders and introduction of 100 new models, are the three pillars of recovery that the Harley ranch is bet on at this time – with much now hinging on market reaction to the new 2018 model year introductions.

No surprise then that, contrary to widespread speculation, it would appear that Harley has decided not to bid for Ducati after all.

CFO John Ollin and CEO Matt Levatic both acknowledged that "our biggest opportunities for growth is outside the United States," and both have reaffirmed their stated objective of seeing at least 50 percent of sales being

made internationally within 10 years. Harley recently announced a plan to build an assembly plant in Thailand to service the ASEAN region – believed to be a direct response to U.S. withdrawal from the Trans Pacific Partnership (TPP) free trade deal that would have seen tariff barriers reduced; a withdrawal that Levatic is on record as saying "would have helped us a lot."

Harley's total worldwide motorcycle retail sales were 81,388 in the second quarter, down by -6.7 percent, with worldwide sales -5.7 percent YTD. Of that 31,720 units were international sales, which is down by -2.3 percent for the second quarter, and are -2.1 percent for the YTD.

Their Europe, Middle East and Africa region was the best performing of their export markets, with sales down by only 1.6 percent for the second quarter and -2.1 percent YTD; their European 601+cc market share was up by 0.2 percent for the second quarter at 10.3 percent, but remains -0.9 percent for the YTD at 9.4 percent.

Harley added 13 more dealers internationally during the second quarter, and has reconfirmed its intention to grow its international dealer network by between 150 and 200 new outlets between 2016 and 2020.

Shares in Harley-Davidson tanked by nearly 11 percent within an hour of trading opening on the day the second quarter figures were released (July 18) in the heaviest daily trading seen in more than two years. The share price recovered slightly during the day (from a 12-month low), but were left trading some 25 percent lower than their 12-month high of \$62.94 in March.



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NEWS BRIEFS

Britain's biggest sidecar manufacturer Watsonian Squire says it has seen a "significant increase in demand from overseas during the first months of 2017. Production has increased by 50%, with orders coming in from distributors in the USA, Indonesia and Austria, as well as private customers from France and the Netherlands. "Last year exports accounted for 30% of production; this year we're exporting around 55%," says Sales Director Ben Matthews. The company has been making sidecars for 105 years.

Italian E-bike manufacturer Energica has announced that its bikes are to be sold in Paris through lifestyle motorcycle store Tendance Roadster. France has announced that it will outlaw sales of petrol and diesel-powered cars from 2040; the UK is believed to be about to make a similar announcement.

The plan announced earlier this year for Hitachi Automotive Systems and Honda to establish a joint venture for electric vehicle motors has moved a step forward with the establishment of a joint venture company for the development, manufacture and sales of motors for electric vehicles on the premises of Hitachi Automotive Systems in Hitachinaka-shi, Ibaraki Prefecture.

First fruit from the collaboration between Honda and Yamaha announced earlier this year will see Saitama City in Japan (just north of Tokyo) running a rentals programme of some 30 small electric motorcycles that will allow the two traditional rivals to test their E-bikes and pilot infrastructure, including a swappable battery system. It is thought that Honda is looking at developing an electric version of its Super Cub, as well as launching an electric scooter in 2018. Yamaha is known to be at least a year behind with a planned 2016 unveil of its PE51 electric street bike.

TRW-Lucas sintered Road and Track pads, floating discs for BMW and new accessories

Website downloadable, the new catalogue from TRW-Lucas is "packed to the brim with an almost infinite variety of spare parts and accessories from the legendary TRW-Lucas brand" with "everything from performance brakes and clutches to handlebars and levers, from foot controls and registration plate holders to



lowering and jack-up kits," according to the Neuwied, Germany based company. New products include general type-approved SRT Sinter Road & Track brake pads that are said to "guarantee the extra bite to allow safe and powerful braking on the street as well as on the track." Described as offering high friction, consistent efficiency and fade-free braking, the premium sintered compound is "inseparably bonded to the backing plate using NRS technology - a hook matrix on the backing plate that moulds into the friction material, which TRW-Lucas says "rules out the loss of the pad material, even under extreme thermal conditions such as during mountain pass descents or in racing. The new Sinter Road & Track brake pads are totally compatible with OE discs and, of course, with all the TRW-Lucas brake discs." TRW-Lucas brake discs for BMW motorcycles are now also



available with riveted floaters, just as in the newest original parts, which is said to make replacing the brake discs easier. The company is also offering high-grade steel replacement brake disc bolts that meet the original specifications in disc service kits for a wide range of popular makes and models, supplied partially with thread locker, the kits have



the correct model-specific quantities. TRW-Lucas say their SP Edition racing rearsets are "in a league of their own. These sophisticated rearsets are



especially designed for ambitious sports riders. With their filigree contours and black anodised surface, the ultra-lightweights give each sportsbike an individual touch". Made from high-grade aluminium, they are CNC-milled, come with a certificate of conformity (TÜV) and are individually adjustable up to 28.5 mm horizontally and up to 18 mm vertically. The footpegs are foldable, and almost all the systems can be easily converted to reverse gearshift. Available in two lengths and four colours, their new adjustable brake and clutch levers can be matched to the design of almost any



motorcycle. They are "ergonomically perfect, allowing optimum control of brake and clutch pressure, with glove-friendly adjustment wheel and available in two versions with general type approval – an 80mm "Street" design and a 50mm sporty "Racing" version, both in black, silver, titanium and the special gold; the standard black adjustment is also available in optional colourways.

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www.trwmoto.com

MV Agusta Holding completes recapitalisation deal with ComSar Invest

It has been a long time coming, but Varese, Italy based MV Agusta says it has now finalised its latest attempt to achieve financial stability and managed to buy back the 25 percent stake it sold to Mercedes AMG (part of the Daimler Group) in late 2014.

This latest news is confirmation of a plan first announced late last year. The deal sees ComSar Invest, an investment fund that is part of Black Ocean Group, owned by Timur Sardarov, a "Russian dynasty key player in the production of oil and gas in Eastern Europe".

The financial details of the deal have not been disclosed, but sees MV Agusta Holding increasing the capital invested in MV Agusta Motor S.p.A., and with a quorum of creditors agreeing to the deal, it is expected that the restructuring plan will now get final approval from the Italian courts. MV Agusta Holding will control 100% of MV Agusta Motor S.p.A., with ComSar Invest as a "strong minority shareholder in the Holding company alongside a controlling stake owned by GC Holding, the investment vehicle of President Giovanni Castiglioni. The turnaround plan started in 2016 and has been based on the repositioning of the MV Agusta brand as a "prime producer of super premium motorcycles" in lower quantities than had been the ambition previously. That plan has brought the

company back to profitability. Castiglioni commented: "The transaction with ComSar Invest in our holding company through a capital increase and the acquisition of the shares previously held by Mercedes AMG in MV Agusta Motor S.p.A. represents an important milestone for our plan. The main objective is the reinforcement of MV Agusta's core business - the production of high-performance, high-end motorcycles.



"MV buys back Mercedes stake"

"In the last 12 months the implemented measures have brought MV Agusta back in positive cash flow generation, allowing it to complete the restructuring plan and to consistently support product development and consolidation of our key markets."

Timur Sardarov, controlling shareholder of ComSar Invest, is quoted as saying: "MV Agusta is for us the most iconic brand in the industry, a company that in the last five years has invested heavily in new product



Giovanni Castiglioni, President - "This transaction with ComSar Invest through a capital increase and the acquisition of the shares previously held by Mercedes represents an important milestone for our plan"

development, creating an extensive, enviable range of motorcycles, which results today in a unique asset and a foundation for a successful future.

"We will focus our funding to reinforce the MV Agusta sales network and service and our knowledge in the technology fields, web and marketing to reach and enhance new markets, strengthen our digital and social presence, and enlarging MV Agusta's consumer base."

New York City based asset manager Black Ocean Group is, in turn, part of the Ocean Group, an investment vehicle founded by entrepreneurs Oliver Ripley and Timur Sardarov in 2005. Ocean has interests in a diverse range of sectors including private aviation, agriculture, real estate, corporate finance, banking, services, technology, media and internet, with offices in New York, London, Geneva and Moscow.

KTM expands R&D footprint into Germany



KTM has opened a new R&D Centre at Rosenheim in Germany (near the Austrian border, south east of Munich).

The focus will be on the development and evolution of motorcycle electronics - "from ideas to preliminary development, prototype design, and the implementation of new processes right through to innovative concepts", including systems that facilitate digital connectivity between the rider and

motorcycle, and, following on from that, interconnected vehicles for long-term accident prevention ("Connected Motorcycles").

"As a premium manufacturer in the motorcycle segment, we place particular emphasis on the area of research & development. New products and the constant implementation of technical innovations enable us to meet the high expectations of our customers and open up new markets on a long-term

basis," says Philipp Habsburg, head of the KTM Research & Development department.

"In 2016, KTM AG invested around 110 million euros in model development and the infrastructure of the Mattighofen and Munderfing sites and thus further strengthened and expanded the Austrian location. With the opening of the new KTM R&D Center in Rosenheim, we are continuing this trend in Germany."

The new KTM R&D Centre covers an area of 438 m2 and can accommodate up to 30 employees. It is part of the KTM R&D department in Mattighofen and also reports to the Austrian site, where an average of 487 members of staff are employed in the R&D department.



NEWS BRIEFS

This year's International Six Days Enduro (ISDE) is being held at Brive, France, from 28 August to September 2.

Mahindra & Mahindra (aka Mahindra Motorcycles), the \$19 billion Indian conglomerate with a controlling 51 percent stake in Peugeot Scooters (and who earlier this year secured the rights to the BSA name) is said to be about to make a \$1.5 billion investment in the United States to enter the crowded but still growing UTV ("Side-by-Side") market there.

Triumph will replace Honda as the Moto2 engine supplier from 2019 in a 3-year deal with rights owner Dorna Sports. The British manufacturer will supply a race-tuned 765cc Triumph Triple derived from the 2017 Triumph Speed Triple engine.

In 2016 there were 371,403 new motorcycles sold in the United States – less than half of the market of a decade earlier. Off-road and on-highway motorcycle sales have been largely flat since 2010, with the modest growth in on-highway bike sales seen between 2012 and 2015 going into reverse. The percentage of riders aged 30 years or less has more than halved since 1990, while those aged over 50 now account for nearly 50 percent of the market.

TMV celebrating 40 years of MX market service



Dutch specialist off-road and MX hard parts distributor Techno Motor Veghel (TMV) is celebrating 40 years in business in 2017. Founded in 1977, TMV is an international distribution company,



Managing Director Herman Zijerveld: "Our aim is to leverage our 40 years off-road experience to supply retail outlets throughout Europe with a vast array of top products from hard parts to apparel"

specialised in products for the off-road motorcycle market only, selling exclusively through dedicated retail stores.

"Our aim is to supply retail outlets throughout Europe with a vast array of top products from hard parts to apparel," says Managing Director Herman Zijerveld.

"TMV is 100 percent about supporting bona fide motorcycle shops. We offer top-selling brands available from inventory – brands such as Twin Air filters for off-road and adventure sport models (Twin Air recently launched foam filters for ADV models, including for Honda's popular 'Africa Twin'); Renthal sprockets and handlebars; EVS neck braces, knee protectors, roosters, under garments and ballistic jerseys; Polisport factory replacement colour match plastics kits and protective custom fenders and covers; innovative 6D helmets; Motomaster MX brake rotors and calipers, and more.

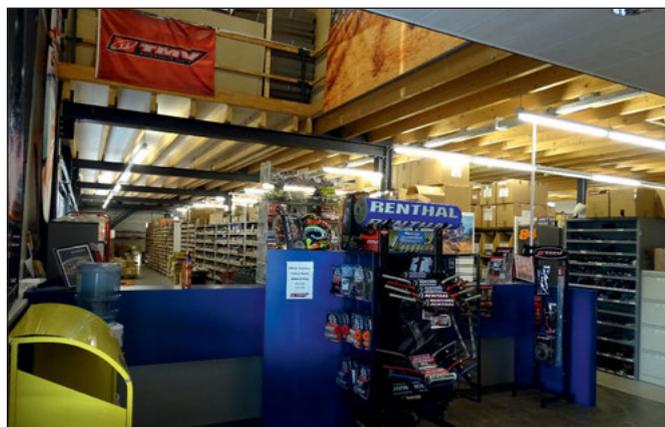


"Our dealers can depend on our quality customer service and support at all times. Backed by 40 years of genuine MX experience, we are not a distributor that competes for their dealers' customers, we are here to help them find and create happy customers who will return to their stores again and again."

Other brands offered include the likes of award-winning Maxima Racing Oils; Matrix bike stands and workshop/race accessories; All Balls bearing and service kits; seat covers and graphics kits from Blackbird in Italy; Athena pistons, gaskets and components; Gibson specialty off-road tyres; sought after RipNRol MX goggles and TMV own brand products, including many hard to source items for off-roaders such as model-specific hardware kits, forged aluminium OEM replacement shift levers with colour matched pegs and folding brake and clutch levers.

Operating from the Netherlands, TMV is able to supply dealers around Europe in just a few days.

www.tmv.nl



Sources - IDN, AMD, FT, Reuters, PSB, MPN, B&B, BDN, MCN

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Hyperpro BMW ESA shocks upgrade promotion



Dutch suspension specialist Hyperpro is offering a special promotion on BMW ESA shocks this summer – shocks sold between July 4th and September 15th will qualify for a first service free of charge. Sales & Marketing Director Jan Belder told IDN: "With this campaign we are emphasizing three things - the need for good suspension, the need to service suspension after two years or 20,000km in order to keep quality components operating at optimum performance, and the reliability, durability and quality of our products."

"We stand behind our designs and quality 100 percent – so much so that we can offer a free first service, because we know our suspensions are good for many tens of thousands of miles."

The company says that the only condition for the promotion is that the free first service is valid for the first user, showing the original invoice (a copy is fine) with a purchase date between 01-07-17 and 15-09-17. The offer excludes the cost of mounting and dismantling of the shocks and shipping and is valid for two years after purchase date. The service includes inspection of the shocks and replacement of oil

and necessary seals.

Belder explained that because the BMW R1200GS/A is one of the best selling bikes of recent years, with 2008-2013 models still very much in use, as these motorcycles are getting older, the OEM shock absorbers will show some issues, with replacement required.

"Issues like non-functioning ESA adjustment as a result of a damaged adjustment motor, too soft springs, lack of damping - these and other needs of the rider can be solved by installing Hyperpro products."

"We offer serviceable front and/or rear shocks using our proven 460 emulsion dampers as a basis for a top quality, cost-effective upgrade. The shocks are equipped with a stronger ESA stepper motor, waterproof connectors, an improved damping setting and a progressive black or purple spring. The shocks are 'plug and play', ready to connect to the BMW ESA system and make use of the original preload adjustment."

"This solution delivers a better balanced bike, which is more stable and comfortable to ride, both as a solo rider or as two-up rider, with or without luggage."

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NEWS BRIEFS

India has overtaken China as the world's largest motorcycle market. Last year over 17.7m motorcycles were sold in India – around 1 m more than in China, where the 16.8 m motorcycles sold was actually a decline of -11 percent. Motorcycle sales in China are said to have peaked at around 19m units in 2009 – since then increasing numbers of Chinese cities have actually been banning motorcycle use, especially in city centres, in a (mistaken?) attempt to curb air pollution.

Troubled British exhaust manufacturer Motad has been rescued by Direct Distribution owner Nigel Worthington, guaranteeing a future for the Motad and Venom brand names. Worthington has said he would like to keep manufacturing in the UK if at all possible.

Bosch claims that V-2-V technology has the potential to prevent one-third of motorcycle accidents – incidents where the car driver didn't see the motorcycle or vice versa.

British engineering and consultancy company Ricardo is reported to have bought Motorcycle Engineering Italia (formerly known as Exnovo). Ricardo is the company that developed BMW's scooter and six-cylinder tourer and helped Norton with their V4 engine.

Honda UK Head of Motorcycles Nick Campolucci has left his position, replaced by Neil Fletcher.

Dutch portfolio equity investor ABN AMRO Participations has bought a majority stake in the Dutch/German exhaust specialist The Jekill and Hyde Company. Founded in 1997 by Jacques van de Kerhof, J&H develops exhaust systems with an electronically adjustable valve.

Parts Europe/Dunlop promotion winner

Earlier this year Parts Europe again teamed up with Dunlop to offer free tickets to the 2017 Motorcycle Grand Prix of Germany at the Sachsenring on 1st/2nd of July.

Dealers who ordered four Dunlop Sportsmart 2 Max tyres in one order from Parts Europe during the period from May 15 to June 16 were automatically entered into a prize draw. The winner was from Spain, Jonatan López Estradera, of Mountain Motos, and he received two tickets, access to the Dunlop VIP lounge right above the Start/Finish area, access to the pit lane and the opportunity to visit the

paddock. The prize also includes one night in a hotel close to the race circuit

and dinner.

www.partseurope.eu



Jonatan López Estradera, Thomas Stoffel, Manager Sales Capability at Goodyear Dunlop Tyres D/A/CH, Simon Michelmann, Manager Sales Business Motorcycle Goodyear Dunlop Tyres, Elisabet Perez Valiente, Pau López Perez, Matthias Twelker, Purchasing Parts Europe

Kawasaki to start making large cc Ninjas in India



Further evidence that the Indian motorcycle market is poised to embrace larger cc motorcycles comes with Kawasaki announcing that it is to increase its manufacturing capacity there and commence local production of high-displacement Ninja 1000s. It is planned for the new production lines to go into operation around September, following the introduction of production equipment – this is additional to the 250–650 cc models currently being manufactured by India Kawasaki Motors (IKM) in India. India is now the largest motorcycle market worldwide,

with FY 2016 sales reaching approximately 17.6 million units, among which about 680,000 were medium and large displacement motorcycles with engine displacements of 250cc or higher. As the Indian economy grows, Kawasaki says it expects to see continued expansion of the market for medium and high displacement leisure-use motorcycles. Kawasaki initially established IKM in 2010 inside the Bajaj Auto Ltd. (BAL) Akurdi plant facilities in Pune, contracting out production of Kawasaki brand motorcycles and utilising BAL's sales network to sell products. In 2013, IKM began

Kawasaki

its own production of Kawasaki products and established an independent sales and after-sales service network in India, steadily laying the foundations for its motorcycle business in the domestic Indian market. Following the start of operations at the new IKM plant (production capacity 16,000 units/year), operations will cease at the former plant (production capacity 5,000 units/year) and all production activities will be relocated to the new facility on a 10,300 sqm site.

Energica dealer network expansion continues

Modena, Italy based E-SuperBike manufacturer Energica Motor Company S.p.A. continues to expand its dealer network with the

appointment of Iwan Bikes GmbH near Munich.

The company has also announced the appointment of Gerhard Ziegler as

new Area Sales Manager Europe. "Ziegler said that "Germany is among the fastest growing EV markets of 2017. At the same time, more than 7,000 charging points are already operational in Germany, including a significant number of DC CCS Combo charging stations of the kind used by Energica and the automotive industry".

The Energica Ego and Energica Eva are already on sale through authorised importers around Europe and in the United States.

www.energicamotor.com



“Indian motorcycle unit sales increased significantly” in Q2

Polaris Industries has reported second quarter 2017 sales of \$1,364.9 million, up +21 percent, from \$1,130.8 million for the second quarter of 2016. Adjusted net sales for the second quarter of 2017, which excludes the impact from the Victory Motorcycles wind-down, were \$1,358.8 million compared to \$1,130.8 million in the prior year period.

Motorcycle segment sales, including its PG&A related sales in the second quarter of 2017, was \$198.0 million, a decrease of -13 percent compared to \$228.4 million reported in the second quarter of 2016, which included \$6.2 million of Victory motorcycle unit, accessory and apparel sales versus \$54.0 million of Victory sales reported in the second quarter of 2016 - driven by new product introductions and increased awareness of the brand. This increase was more than offset by significantly lower Slingshot sales. Motorcycle gross profit for the second quarter of 2017 was \$21.1 million compared to \$38.9 million in the second quarter of 2016. Adjusted for the Victory wind-down costs of \$8.9 million, motorcycle gross profit was \$30.0 million, down from the second quarter last year due primarily to lower Slingshot volume.

“Performance improved in many parts of our business during the quarter, particularly within our international and PG&A businesses,” says Polaris CEO Scott Wine. “The powersports industry remained very competitive and headwinds persist, but we were encouraged by the return to growth in our Side-by-Side business and continued strength and aggressive share gains for Indian Motorcycles.

“In a weak motorcycle industry, Indian continues to demonstrate how a complementary combination of exciting new bikes, strong dealer execution and overall brand momentum can prevail. Dealer engagement is a



“Performance improved in many parts of our business during the quarter, particularly within our international and PG&A businesses”

corporate priority and from profitability to delivery and communications, the consistent progress we are making is augmenting our retail results. We still have a lot of work to do as we establish the foundation of a renewed growth platform.” Off-Road Vehicle (“ORV”) and Snowmobile segment sales, including its respective PG&A related sales, were \$845.5 million for the second quarter of 2017, compared with \$799.3 million for the second quarter of the prior year.

Polaris’ new Aftermarket segment sales, which includes Transamerican Auto Parts (“TAP”), along with the company’s other aftermarket brands of Klim, Kolpin, Pro Armor, Trail Tech and 509, increased significantly to \$224.4 million in the 2017 second quarter compared to \$12.1 million in the 2016 second quarter.

International sales to customers outside of North America, including PG&A, totalled \$191.2 million for the second quarter of 2017, up twelve percent from the same period in 2016.

The company has increased its sales guidance and narrowed its earnings per share expected range for the full year 2017.

www.polarisindustries.com

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MT-09 Sport & Touring windshields

Noted for the huge investment they have made in aerodynamic testing in recent years, Spanish parts and accessory specialist Puig has added to its new generation of windscreens for naked style bikes with these Sport and Touring options for the 2017 Yamaha MT-09.

Made of 3mm high-impact acrylic and designed exclusively for this bike, Puig design and test these screens at their Barcelona R&D facility, using a virtual wind tunnel simulator, which is said to show aerodynamic and wind protection improvements on some of the current models they have applications for by up to

97% (touring) and 66% (racing) compared to the OEM designs. Hardware is supplied for a perfect fit and both are available in different colours. Instructions included for an easy and fast fitting process.

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GP07 by HP Corse

Available so far for the BMW R nineT and Ducati's 'Cafe Racer' Scrambler, the new GP07 muffler from Italian exhaust specialist HP Corse is a stylish yet lightweight addition to options available for two of Europe's best selling 'retro' style motorcycles. A double lowered steel drain (along with fitting for original manifolds) is available in two different



Ducati Scrambler



BMW R nineT

options: clear and black satin. The GP07 is equipped with an internal cone and removable dB killer. The 200mm "shorty" muffler body is made in steel, with a double skin and billet aluminium end cap. The total weight of the two mufflers together is said to be less than 2 kg, resulting in weight savings of around 1.5 kg.

HP CORSE Srl
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www.hpcorse.com

Leather 'Shorty' gloves that have a story to tell

British riding style specialist Davida has extended its popular range of classic style 'Shorty' leather riding gloves with two new colourways (tan and grey) that have deep roots with riders of the 1950s and 1960s and influences from elsewhere in society. They have their roots in the motorcycling culture of the last century, before bike-specific gloves became widely available.

Short grey leather gloves were originally created for the German Luftwaffe in the 1940s and were a popular choice for post-war European motorcyclists who obtained them through the army surplus trade. Originally produced for the early ranch workers, short tan gloves have a strong heritage within the Mid-West USA and were a favourite for many American motorcyclists in the early to mid- twentieth century.

Davida owner and major league long-distance rider David Fiddaman says: "The iconic and enduring style of the ever



popular short-cuff leather motorcycle glove with its clean classic lines, minimal fuss and maximum comfort has never really been out of fashion, but now more than ever they are finding favour with new generation and veteran riders alike."

Made from smooth, supple and soft cowhide with Kevlar thread stitching and comfy fleece lining to add contemporary riding values to a classic design, Fiddaman says "with our 'Shorty' gloves we have created a simple and uncomplicated glove that provides maximum tactile comfort and great dexterity - a must for ever rider's gear box."

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'Classic Racer' for Bonneville and Thruxton

LeoVince

Italian exhaust specialist LeoVince has developed a new line of exhaust systems for the 2016-2017 Triumph Bonneville T100 and Triumph Thruxtons – their 'Classic Racer' line. Designed to meet the design and performance needs of the "modern urban racer style, 'Classic Racer' is a tribute to the Cafe culture, with its trumpet shaped retro style, that, combined with LeoVince's innovative materials and experience, gives a

unique retro look and unmistakable sound." Made entirely in AISI 304 stainless steel, "for long lasting good looks durability", the new end cap has a brushed finish



and gives a classic Cafe touch – "a distinguishing hallmark of our 'Classic Racer' look - all this is embellished with an embossed LeoVince logo." LeoVince say that their new 'Classic Racer' is ECE approved and easy to install, "the perfect way to add vintage charm and sound without giving up the renowned LeoVince quality and current EU regulation compliance."

LEOVINCE
 Monticello d'Alba (CN), ITALY
info@leovince.com
www.leovince.com

Wössner pistons and conrods at Parts Europe

Parts Europe is now carrying the respected range of German made pistons and conrods designed and engineered by Wössner.

Over the last 35 years, the family business with its headquarters in Weil am Rhein has built up a good reputation where quality and precision are concerned, with major investments in racing resulting in an R&D programme in which products for sportsbike and streetbike riders are tested, tested and re-tested.

Wössner is a rarity among performance

manufacturers, having their own forge, so the whole production process can be controlled within the company, which ensures flexibility and consistent quality. The company is currently expanding, with a new 4,500 sq m (nearly 50,000 sq ft) facility nearing completion.

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Yamaha MT-10 Sport Fairing Panels

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Hevik's new 'Helios' summer glove is said to provide the "perfect balance between ventilation and protection, combining safety, an attractive design and maximum comfort."

Developed for both urban and touring use, the Italian gloves are touchscreen-friendly and feature Spandex, leather and mesh, resulting in a unique fit that makes its rigid knuckle protection imperceptible and protects the hands in all areas of possible impact. Inside they feature a polyester mesh lining and are adjusted by means of hook and loop fastening.

Also seen here, Hevik's 'Rainstop' waterproof suit is a "top-of-the-range" seam-sealed two-piece rain wear solution that is said to be able to withstand a pressure equal to an 8000mm column of water. It has high breathability thanks to the use of reinforced nylon (PVC-free ripstop), an air vent on the rear further improving breathability, and front closure with double fastening, reflective inserts, an internal pocket and a concealed hood that folds into the collar.

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info@hevik.com
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Handmade MT-10/MT-10SP sport fairing panels



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

Seen here are new MT-10 and MT-10SP sport fairing panels. Available in gloss black, Night Fluo Grey and unpainted (Tech Black and Race Blu coming soon), these panels offer added protection by covering the sides of the radiator and enhancing the overall appearance of Yamaha's popular crossplane engine 1000cc hyper naked street eater.

Handmade in fibreglass, they ship with comprehensive fitting instructions and any additional fittings that may

be required (spacers, hardware etc) and decals according to the colour of the panels. Pyramid sport fairing panels install without the need for modifications of the bike.

All Pyramid designs are bespoke, precision-fit, model-specific solutions, engineered to suit each individual motorcycle. The company offers over 350 'Extenda Fenda' options, and more than 15,000 items across the full Pyramid range are available from inventory at any time.

Founded in 1986 by industrial designer Ben Bowser, the company ships worldwide to over 50 countries.

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'Highway' retro glove



Building on the success of their Classic II leather gloves, German specialist Orina is adding to its 'retro' glove offer with these new 'Highway' gloves in three colourways - dark brown, gray and camel. The premium leather features the popular vintage/worn look that is proving so popular currently. Features include outer

seams on the fingers to add to the wearing comfort and authentic look.

ORINA BW GmbH
Eschweiler, GERMANY
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www.orina.de

Dual purpose CanBus-enabled Wunderlich OptiMate 4



German BMW performance, parts and accessory specialist Wunderlich has teamed up with OptiMate to offer this feature-rich CanBus-enabled OptiMate 4 dual battery charger for all on-board power systems and all batteries up to 50 Ah. With automatic programmes for diagnosis, recovery, charging and continuous maintenance, all relevant information about the respective mode and the battery status is displayed via an ergonomic, easy read LED display. The advanced OptiMate system completely controls the CanBus, even without the ignition switched on, and runs control tests and diagnostics before and after charging. Once full charge is reached, the



OptiMate switches to continuous maintenance, increasing the average battery lifespan potential by up to 400 percent. The charger saves even deeply discharged batteries

with less than 0.5 V current, and its dual-purpose programming means it can easily be switched from CanBus to conventional on-board power systems. Sold with a 3-year guarantee, the quick couplings and housing are weatherproof, and it includes a DIN plug for the on-board socket, as well as a clip set and a long mains and charging cable (approx. 2 metres each).

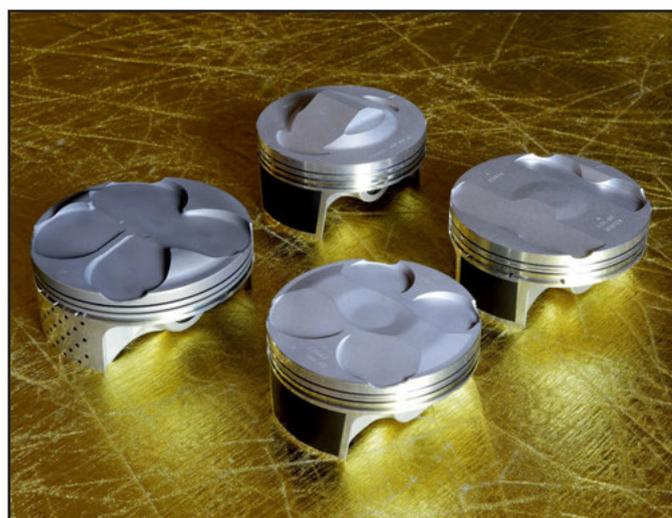
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Vertex 2017 street pistons

Italian specialist Vertex has enlarged its range of street pistons for 2017 to include the most popular 2017 models. Developed in the world championship, in collaboration with Team Gresini and several other series, including in Superbike and Supersport, the Vertex street range includes 15 models in replica or high compression versions for Yamaha, Honda, Suzuki, Kawasaki, BMW and Ducati 600 and 1000 cc for track use only. Provided in kits with segments, pins and mounting rings, these Street pistons feature a minimum limit weight for their category and an increased compression

ratio with a "great performance increase without any loss of reliability."

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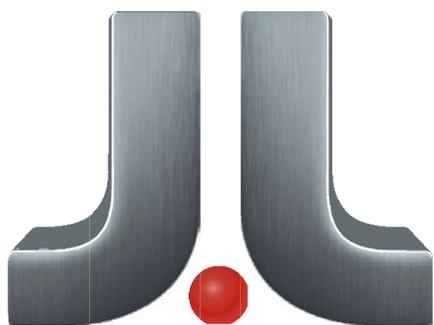
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TEST, TEST AND TEST AGAIN

The Greater Barcelona and wider Catalonia region of north east Spain is well known as a hot bed of motorcycle industry manufacturing – bikes, parts and accessories of all kinds. Robin Bradley recently visited one such business, one with an international reputation and footprint – J. Juan, brake components manufacturer to more than 70 original equipment manufacturers



Words by Robin Bradley
robin@dealer-world.com



J. JUAN Brake Systems

A few months ago we reported that daily management of the Gava, Barcelona based J. Juan group was being passed to Jose Luis Juan as CEO. The 45-year old represented management staying within the second generation of family ownership of a business that can trace its origins back to 1947.

That start was the opening of a motorcycle workshop by founder Jose J. Juan, with the incorporation of the J. Juan SA company we know today as a motorcycle control cable manufacturer in 1965.

By the 1970s the business had become the market leader for control cables in Spain, and in response to the difficulties in the Spanish motorcycle sector at that time, J. Juan started to export, with its first customers being Honda and Yamaha in Europe.

The decade from 1990 saw rapid expansion, establishing themselves as Europe's Number One



‘we are in the safety business’

1947	1965	1980	1996	2001	2006	2008	2011	2012	2014	2015	2016
ACTIVITY BEGINS	LAUNCH OF J. JUAN, S.A.	START OF EXPORTATIONS	NEW PRODUCT HYDRAULIC BRAKE HOSES	OPENING OF GAVA HEADQUARTERS	OPENING OF CHINA FACTORY START OF INTERNATIONALIZATION	NEW PRODUCT BRAKE SYSTEM	ACQUISITION OF AJP OPENING OF BRAKTEC FACTORY	OPENING NEW CENTERS IN INDIA AND USA	TECHNOLOGICAL AGREEMENT WITH CBI	J. JUAN RACING LAUNCHED 50TH ANNIVERSARY	J. JUAN CHINA 10TH ANNIVERSARY NEW PRODUCTION PLANT IN INDIA



control cable manufacturer with particular success in Italy with manufacturers such as Piaggio, Aprilia and Ducati.

Because of the evolving technology of motorcycle brakes, J. Juan entered the flexible hose sector in the 1990s, and the same quality control focus we still see today resulted in their first ISO 9001 Certification. European brake hose market leadership happened quickly, and the next stage for J. Juan was to be able to start being able to supply the complete brake system, from levers and master cylinders, through cables and hoses to the calipers themselves.

These days Europe accounts for some 50 percent of sales, with 30 percent in America and some 20 percent in Asia. Still headquartered at Gava, on the coast just south of Barcelona, expansion is underway in the region with an additional facility added to the group, and internationally with wholly owned or partnership factories in China and India, a U.S. office in Milwaukee, Wisconsin, and a factory to service their growing American sales, especially in the ATV/Quad and UTV/SxS markets, due for completion in Mexico in 2018.

The company's OE customer roster is impressive, with customers from right across the powersports industry spectrum, from small cc, scooters and trails bikes, through to big inchers, the Quad/ATV and UTV/SxS

sectors, even including a growing number of electric vehicle manufacturers. From Rieju and Gas Gas in Spain, to BMW, Ducati, Triumph, Husqvarna, KTM, Piaggio, Moto Guzzi, Peugeot, Aprilia, MV Agusta, Govecs, Domino, Magura and others elsewhere in Europe; to Yamaha, Honda and Suzuki in Japan; Hyosung, Loncin, Mahindra, Kymco, Quadro, Zongshen, CF Moto and Hero in India and elsewhere in Asia; through to the likes of Polaris, BRP, Can-Am, Indian Motorcycle, Ski-Doo, Arctic Cat and Zero Motorcycles in the United States and Canada.

J. Juan says it is the second largest manufacturer of brake components in Europe and that 90 percent of "Western" manufactured motorcycles have at least some J. Juan brake components on them – in 2015 alone the company invested some 1 million euros into brake component R&D.

Therein lies the heart of the J. Juan story. As I saw for myself on my recent visit to their Gava, Barcelona factory, their R&D, testing and quality control processes and procedures are among the most extensive and exhaustive I have seen in any motorcycle parts and accessory business I have ever seen – and I

have visited manufacturing plants of more kinds in more countries in the past 25 years than I care to try to count, literally hundreds.

Their Internal Validation Procedures have built-in redundancy and double or triple checks for every stage. As CEO Jose Luis Juan says "we are in the safety business. Where safety is concerned you just cannot invest in too many ways of making sure that the product we ship to our customers not only lives up to our reputation, but theirs too.

"Original Equipment manufacturers will supply-side source product from a company such as ours specifically because we can supply a better and more reliable product than they can, and because we can

'we don't just homologate the product, we homologate the process'

deliver it cost effectively. We can do so, compared to an OE factory, because our investments are spread across such a wide range of applications and higher volumes than they can ever leverage themselves.

"At J. Juan we don't just homologate the product, we homologate our processes too – design, materials, testing, manufacturing, more testing and quality control procedures are subjected to the most intense scrutiny, so we can achieve ISO accreditation for the process."





CEO José Luis Juan

Brake hoses are some 60 percent of their business, and among the many proprietary hallmarks of J. Juan's manufacturing, they identify the hose joint and crimping as they key to hose reliability and therefore braking safety.

The company has developed, invented and tooled their own designs of test rigs to put their processes to proof to levels way beyond those that any motorcycle hose, or other brake component, will ever be required to meet. The challenge with hoses, Jose Luis explained, is to design and then be able to also make them simultaneously hard and flexible; ensuring the integrity of each component and the assembly, and ensuring there is no evaporation of loss under pressure

'we have become the world leader in the manufacture of hydraulic brake and clutch hoses'

or the heat that braking energy generates.

"I am proud to be able to say that we have become the world leader in the manufacture of hydraulic brake and clutch tubes for motorcycles, and we believe that a lot of the reason for this is the understanding that our validation procedures have given us of the dynamics of braking systems.

"When you tighten the brake or clutch lever, the pressure is transmitted through hydraulic pipes. Initially these were made from rubber, and still are on some Japanese made motorcycles. However, with heat the rubber expands and this affects the "feel" that the rider gets, and it affects the performance of the brake or clutch as a system. We invested two years into inventing our own patented system of braided hose that allows the "feel" to be constant, consistent and progressive – transmitting a sense of security, reliability and predictability to the rider.

"One of the best of recent credentials we had of this improved braking performance came through our work with Tom Sykes and Jonathan Rea and their Kawasaki World Superbike Championship bikes. The innovation, backed up by our proprietary crimping solutions that prevent any kind of leakage, got the attention of the manufacturers. BMW for example use our system on all their production bikes.

"Since these initial innovations we have been able to evolve continuous improvements almost exponentially – especially where ABS are concerned. Proper and reliable operation of ABS systems place a premium on the reliability and precision of the feedback that the motorcycle ECU receives."

During the recession J. Juan bucked the trend by

maintaining is R&D investments and activities and continued to grow as a result. The company currently has over 450 workers, 80 percent of them in their Spanish factories.

"The key has been the vision of the future, trying to detect and anticipate problems and opportunities through our continuous investment in research and development, and planning to meet them."

That investment hasn't only been in-house. We will





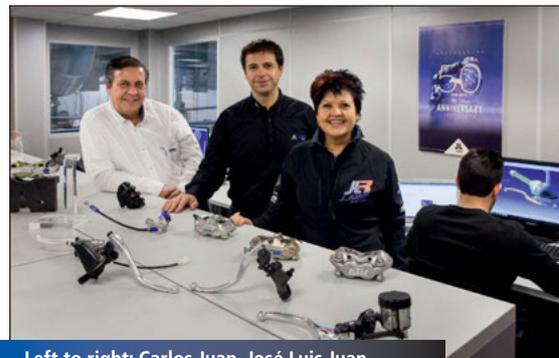
leverage the skills, expertise, experience and resources of partners – partners such as the IK4-IDEKO Technology Center, a world renowned industrial production, manufacturing technology hub in northern Spain whose scientific excellence has made them a European reference for industrialization with a portfolio of more than 1,500 private industry clients. “Our reputation for high quality, efficient manufacturing and cost-effective production with

‘The company has developed, invented and tooled their own designs of test rigs’

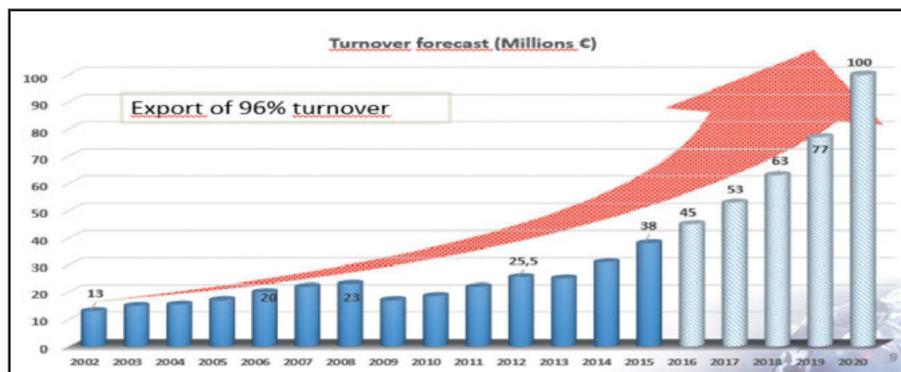
zero errors has in turn made J. Juan the reference in the brakes sector. In fact, when CBI – Bosch’s former automotive braking division – decided to get into manufacturing motorcycle brakes, it established a technology transfer agreement with J. Juan – we are providing the technical know-how and production processes for the CBI factory in India that has allowed us to gain entry to the fast-growing and rapidly developing motorcycle component industry there.” CBI (Chassis Brakes International) is an American backed multinational based in Paris; with 15 factories around the world the company is one of the largest of all brake manufacturers, supplying most of the best known automotive majors. J. Juan actually spent some 10 years researching and planning its entry in the brake caliper market before pulling the trigger on expanding into being able to

offer its customers a complete braking system capability – but since that trigger was pulled their success has been remarkable, their growth rapid. “We spent 10 years researching our entry in that market. Researching materials, machinery, designs, trends, a suitable supplier base, acquiring some smaller companies and focussed on continuous improvement analysis. Above all we wanted to be sure we could have the same degree of design integrity and quality control that had built our reputation, and today our brake calipers and control products have more than 200 validation stages, tests and checks before being installed on a motorcycle. “We started with the Trials market because where brakes are concerned, that is probably the toughest test there is. Control over the brakes and dependable precision brake operation is at the very heart of the sport. “We established Braktec in 2011 as a Trials and Off-road specialty division and brand, following our acquisition of AJP, and now also have a speciality J. Juan Racing division for our on-road caliper business, and both divisions are able to draw on the same resources - the same tooling capacity, engineering, laboratory and production process back-up. Already, after just five years, Braktec is the benchmark brand in its markets – over 90 percent of Trials bikes, for example, are ex-factory with Braktec brakes. “We think the future is only positive for our company,” Jose Luis concludes. “The direction of travel in the transport industry in particular, and in the motorcycle industry in particular, speaks to our core competencies. We expect to continue to grow in the coming years as more and more manufacturers look to leverage our experience and expertise, our R&D investments and,

‘the key has been the vision of the future’



Left to right: Carlos Juan, José Luis Juan, Maria Angeles Juan Verdejo



especially, our knowledge of CBS and ABS. “We think the motorcycle industry, and wider international powersports industry, will continue to grow, continue to diversify, and we think J. Juan is in a perfect position to continue to be a premium player in the industry developments that lie ahead.”

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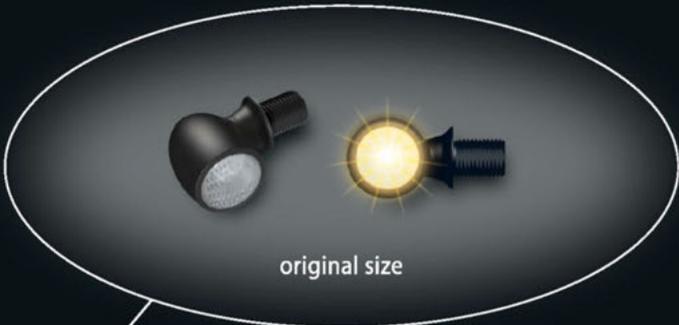
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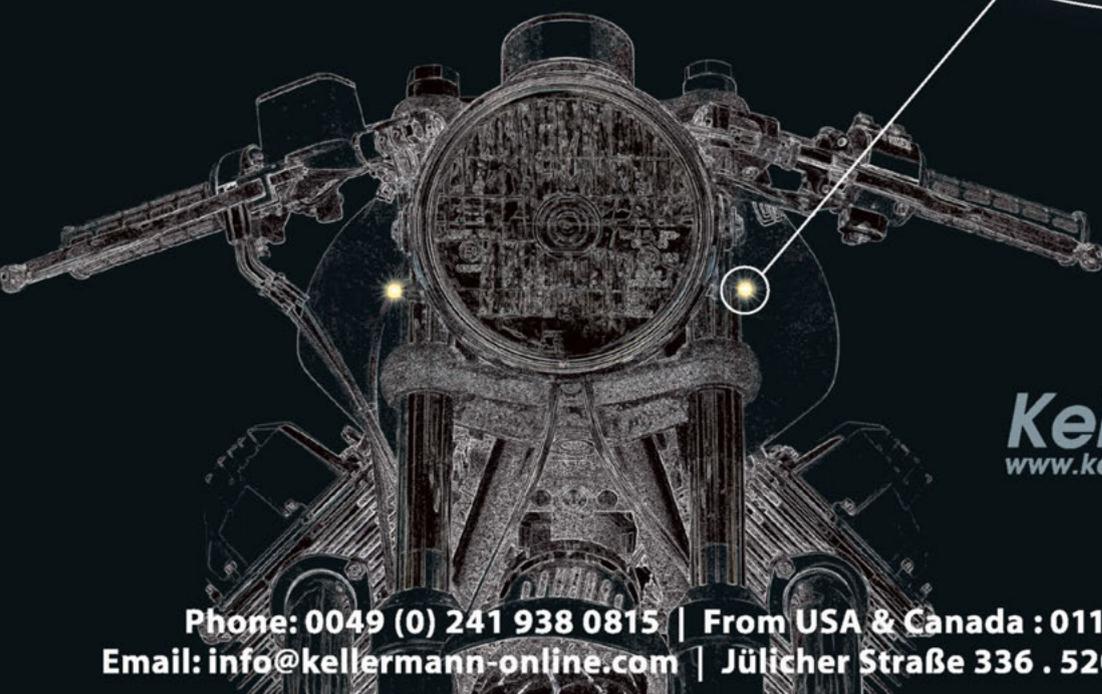


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NUVIZ fully integrated Head-Up Display helmet add-on available now

San Diego, California based NUVIZ has announced the commercial availability of the first fully integrated Head-Up Display (HUD) designed specifically for the needs of motorcycle riders. With a \$10m investment from KTM owner Stefan Pierer driving production, their fully integrated HUD is designed to be added onto a motorcyclist's full-face helmet and displays customisable information near the rider's natural line of sight.

NUVIZ say that their system "seamlessly brings together all of the important functions of motorcyclists' navigation, communication and media players into a single device, allowing riders to stay connected, but not distracted. NUVIZ includes a built-in HD action camera and a wireless handlebar controller that ensures intuitive control of all functions.

"Once mounted to the helmet and aligned to the user's eye, the advanced NUVIZ optics create a virtual image that "floats" just in the periphery of the eyesight, reducing eye movements and the need to re-focus inside the motorcycle's cockpit. This integrated all-in-one system removes the cockpit clutter of multiple devices, and allows a rider to move from motorcycle to motorcycle with a single helmet-mounted solution.

"Adventure motorcycle riders, who often stand while riding, will enjoy consistent access to all their important information without having to look down into the cockpit. Powered by NUVIZ, riders can take charge of their riding experience and interact seamlessly with all of these different technologies in one easy-to-use device."

"wireless handlebar-mounted controller"

Co-founder Malte Laass says that "years ago we were sure we had a good idea and the right technical expertise to bring this product to market. As enthusiasts, we wanted to develop a solution that not only enhances and simplifies the riding experience, but lays a foundation for the forthcoming technology revolution that will affect riders." NUVIZ pairs with a dedicated smartphone app



available via the App Store and Google Play, allowing riders to plan routes and save favourite rides, instantly access photos captured with NUVIZ, or view riding stats tracked with NUVIZ's comprehensive set of sensors. The NUVIZ app will also allow users to share their rides, discover new routes, record ride data, and edit and upload photos instantly via social media. The NUVIZ app allows for easy updates and

"the NUVIZ optics create a virtual image"



the addition of new features as they are added, further improving the rider experience.

Through a combination of features on the app and the handlebar controller, the rider can access critical information such as current and posted speeds with adjustable speed warnings, plus access to a current position map, as well as a 3-D view of a saved ride routes. Users can wirelessly zoom in and out of the maps as per their needs.

The GPS function is built into the device, so once a ride route is selected, the smartphone is no longer necessary for navigation. NUVIZ includes a headset with microphone that allows for narration on the video and for phone calls or to listen to music, and riders can enjoy their favourite Spotify, Pandora, Apple Music or Google Play riding playlists. NUVIZ is also compatible with most major brand Bluetooth enabled headsets for rider-to-rider communications. "We know that there are many types of riders on many kinds of machines," says Valtteri Eröma, Chief Design Officer of NUVIZ. "NUVIZ is designed for riders who want to dial up or down the information they have access to - all while keeping their eyes ahead. Situational awareness is critical, and riders who appreciate this technology learn that it can enhance the ride without distracting from it. We expect that many touring riders, sportbike and adventure riders will appreciate the benefits of a head-up display added to their favourite full-face helmet."

An included wireless handlebar-mounted controller directs the unit and features a design that makes for definitive button feel and activation even with gloves on. The controller can be mounted in a variety of ways per the user's preference or the type of motorcycle. The controller comes with a baseplate system,

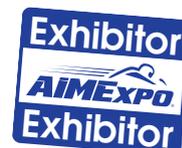


allowing for easy transfer between motorcycles, and an included protective carry bag keeps key components together when removed from the motorcycle and helmet.

The NUVIZ device is compatible with most existing traditional full-face helmets, allowing riders to choose which helmet brand best serves their style, needs and fit.

NUVIZ, Inc. is a privately owned technology company based in San Diego, California, and Salo, Finland, backed by a strategic investment from Pierer Industrie AG, the parent company behind KTM Industries, Husqvarna Motorcycles, WP Suspension and Pankl Racing Systems.

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Co-founders Marcel Rogalla (CEO) and Malte Laass (Chief Strategy Officer): "NUVIZ is designed for riders who want to dial up or down the information they have access to - all while keeping their eyes ahead. Situational awareness is critical, and riders who appreciate this technology learn that it can enhance the ride without distracting from it"



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Italian made 'Diamond' off-roader features new shell and EPS technology



Italian off-road specialist UFO Plast has launched its 'Diamond' helmet, describing it as an "innovative, revolutionary helmet developed by our engineers after a long and careful search, aimed at achieving the highest level of protection and comfort, using the most advanced technologies and materials to protect and make off-road riding more comfortable."

The outer 'Diamond' shell and its original 'diamond' shape (with stiffening ribs) is designed to optimise shock absorption and impact energy dissipation, and has been built "using the latest technology, made up of a high percentage of carbon (over 60%) and aramid fibre to maximise performance and minimise weight."

At the heart of the "revolutionary technology" that the company says characterises the 'Diamond' is a Rotation Impact Absorbing System (RIAS) - in addition to dissipating compression-absorbing shocks like traditional helmets (linear impact), the helmet structure combines "innovative technology that dissipates the energy associated with rotational acceleration (rotational impact), reducing tension and providing additional protection for some types of impact. This is all possible thanks to the combined work of the different layers of material used."

The main inner shell in high density EPS has a very compact, rigid outer surface (in contact with the outer shell). The inner surface has large grooves that offer a dual function: they provide greater airflow and differentiate impact force dissipation effectively as if the main layer had two different densities.



The inner oscillating shell, consisting of low density polypropylene foam (PPE) to provide gradual absorption, was designed to rotate inside the helmet, working in conjunction with the main inner shell. This system enables multi-directional sliding that also dissipates the energy associated with rotational acceleration, to improve protection in case of rotational impact.

It is also equipped with foam protection, located at the bottom of the chin rest and at the base of the neck. This advanced Limited Extension Anti Shock (LEAS) protection system "represents an important



advance in the containment of the front and back neck flexion and in impact dissipation in the event of a fall. This system can work in conjunction with modern neck braces."

UFO Plast has also designed an exclusive visor adjustment system, Sliding Visor System (SVS), incorporating a sliding flap in the middle that adjusts the length of the visor even when moving.

The 'Diamond' is also equipped with a complex AES - Airflow Extraction System ventilation design. At the top front, under the visor, there are three large air vents which, in conjunction with the other four slots underneath the facial foam, convey fresh air directly into the shell. The EPS interior is channelled "for perfect airflow distribution that is conveyed and released by four large extractors positioned at the back of the shell - two at the top and two at the bottom. This system guarantees perfect air extraction and excellent heat dissipation."

The 'Diamond' has a fully removable interior for easier maintenance and cleaning - all components are fixed with Torx imprint aluminium screws (T8). The interior, mounted on the helmet by means of snaps, is made of "premium, breathable materials and offers excellent comfort. The inner padding is easy to disassemble and fully removable for washing and to ensure perfect hygiene.

"The cheek pads are also equipped with a quick removal system in case of emergency (Emergency Cheek Pads Removing/ECPR). This allows riders to remove cheek pads with the helmet still on, allowing for easier helmet removal in the event of an accident."

The 'Diamond' is equipped with a chin strap closing system with double D closure in anodised aluminium with 25 mm tubular band, complete with magnetic hooking closing button. The closing band also offers comfortable, adjustable length padding.

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Carbon fibre wheel options for Z125 Pro

Pioneering South African carbon wheel specialist Blackstone TEK (BST) has an extensive range of Kawasaki carbon wheel fitment options, and one of the most recent to be added to the range is seen here for the Z125 Pro.



These all new "lighter, stronger and trusted" 3-spokers are also available in four candy colours - green, red, "Ohlins" gold and blue. Described as the only one-piece "prepeg" (pre-impregnated) carbon fibre wheel in the world, it delivers reduced unsprung weight, meaning increased acceleration and improved steering and handling.

The Kawasaki Z125 Pro Black Devils are available in wheel sizes 2.75 x 12" front wheel and 3.50 x 12" or 4.00 x 12" rear wheel.

The BST range for Kawasaki models is suitable for street and strip use and available in a selection of sizes and 3, 5 and 7-spoke designs, for ABS and non-ABS applications, for many of "Big Green's" most popular models, including the H2/H2R, ZX-636R/6R, ZX10/R, Z1000, ZX12R, ZRX1200, ZX14 and Ninja 300cc coming soon with a front wheel size of 2.75" x 17" and rear wheel size of 4.5" x 17".

Conventional rears are available as 4.5, 5.0, 5.5, 5.75 and 6.00" and offset rear sizes as 6.00 x 17".

For the drag racing environment BST have 5-slant spoke style strip-specific wheels available in 6.25" and 6.625" rear wheels and 3.50 x 17 and 3.50 x 16" front wheels.

New drag-specific 7-spoke 6.75 x 17" will be available soon.



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Suspension upgrades for 2017 Honda X-ADV 750 and TMax 530

Seen here for the new Honda X-ADV 750, the "Scooter Enduro", Italian specialist Matris is offering model-specific suspension upgrades with dedicated hydraulic setting and springs, based on the weight of the driver, for better set-up and



Model-specific suspension upgrades with dedicated hydraulic setting and springs for the new Honda X-ADV 750



performance. Their M46KD rear monoshock is multi-adjustable for rebound, length and spring preload (standard or hydraulic type). For the front forks, their FKS and FRK, or F12S kit, gives the X-ADV 750 a multi-adjustable hydraulic cartridge (adjustable for compression, rebound and preload) without any modification of the original fork to assemble the kits. Also seen here, for Yamaha's top-selling 2017 TMax 530 maxi-scooter, Matris have a complete and model-specific range of products available to customise and improve the suspension settings and performance. Their M46KD and M46KF shock series offers multi-adjustment for compression, rebound, length and spring preload (hydraulic preload option also available) and their front fork FKS and FRK kits and F12S are also available for the TMax, meaning multi-adjustable hydraulic cartridge technology for Yamaha's urban riders.

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Suspension upgrades for Yamaha's top-selling 2017 TMax 530 maxi-scooter



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Italian made GSXR 1000-R accessories



Italian accessory manufacturer LighTech is offering dealers a make-over kit for the 2017 Suzuki GSXR 1000-R with model-specific (or universal parts) available individually or in any combination. Model-specific parts available include adjustable



rearsets with fixed footpegs, 'R' version adjustable rearsets and adjustable rearsets with fold-up footpegs; chain tensioners; clutch and brake levers and components, including 'Soft Touch' and folding levers; handlebar weights; mirrors and block-off plates; adjustable licence plate brackets and lights; wheel axle sliders and a range of other protector

designs, including protection for the alternator, arm and frame protectors, fuel and oil tank cap options and front and rear mudguards. With selected designs available in a range of model-match or custom colours, with further options including chain covers, air box tubes, tank cover and electric covers.



Also seen here, LighTech has announced the addition of matt carbon brake and clutch lever guards added to their existing selection of anodised colours.

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'S-Line' lightweight flip-up with Pinlock system



Based near Nice in southern France, the Sifam Group (founded in 1994 by Pierre Manuel) is one of the largest France based distributors with a wide range of famous name and own brand hard parts available from their 3,900 sq m headquarters warehouse.

We featured their fast growing own brand 'S-Line' apparel range in IDN earlier this year, and seen here is one of the most recent additions to the programme – the 'S-Line' S550 flip-up helmet that the company describes as "mechanically and functionally excellent, with many high-end segment features setting a new standard for quality and price." Weighing in at 1,550 grams, it is said to be



one of the world's lightest flip front designs, "combining low weight with optimal stability." There is an internal sun visor, and the "special shaping of the helmet shell and its aerodynamics make it perfectly stable with a perfect acoustic." The polycarbonate shell has a double solar screen (Pinlock system included), with frontal intake vents and rear extractors, removable and washable liner, micrometric buckle closure system, air and sound chin protector, removable nose protector and intercom headphone locations.

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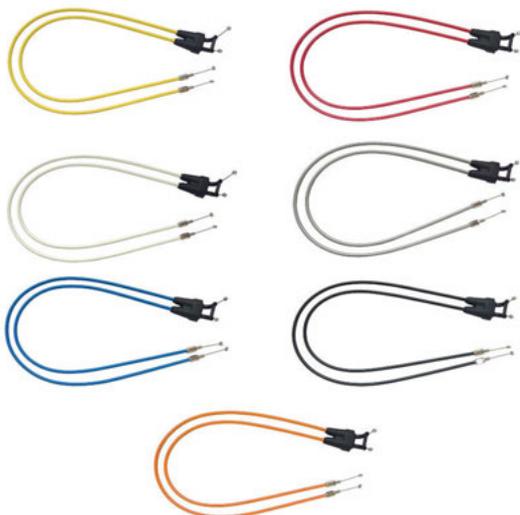
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Colour-match 'Featherlight' cables for KTM's



Motorcycle controls specialist Venhill has developed replacement 'Featherlight' throttle cables for the latest generation of KTM's motocross and enduro models. Available for the '16-'17 model year 250, 350, 450 and 500cc machines, the new cables are direct replacements for the factory fitted items and are designed to deliver improved performance and durability along with smoother action. Each set features Venhill's high quality 'Featherlight' cabling, marine-grade stainless steel wire rope for durability running through a Teflon liner for minimum friction and a lighter action. This specification does not require lubrication – a real plus when riding off-road. The cables are also 'Bird-caged' – a special

process applied to the end of the inner wire, which allows solder to penetrate the weave of the cable, making the bond with the nipple much stronger. The process adds extra strength and durability, and helps reducing cable breakage when put under repeated stress, again, adding real peace of mind when tackling rough, off-road courses. They are available in black and a selection of colours, including orange, to match KTM's signature colour.

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'Magma' Cordura tyre warmers



These new, durable 'Magma' Cordura high abrasion and tear resistant tyre warmers by Omnia Racing in Italy feature a large lateral extension for a quick and efficient heating of the shoulder of the tyre and rim, with fire-retardant Nomex and Kevlar on the interior.

The high strength, precision made 2.5mm thick chrome-nickel heating is silicone coated for durability; the U.S.A. made thermostat delivers a steady and reliable temperature of up to 80 degrees C and features temperature fluctuation sensitive "Heat Protector" technology, a dual temperature indicator, warming red and ready green indicators with temperature recording.

The easy tyre fit construction delivers a good seal to keep heat in the tyre, with all fabric cut and seamed and pre-formed to ensure maximum adherence to the tyre and the blanket to ensure a rapid and optimal heating. 'Magma' tyre warmers comply with EC regulations, are available in black in a choice of three 12" sizes: 120/160/165,

120/180/185/190 and 120/190/195/200. Omnia say they reach the maximum operating temperature (80° C) in just 19 minutes, leading to over 60° C (measured by thermographic analysis) in the tyre itself, and that after 30 minutes the results of the uniform heating "are amazing, right up to the recommended 60 minutes, to get a perfect temperature, even for the rim itself.

"During operation, the thermostatic "Heat Protector" technology prevents temperature fluctuations, ensuring a constant and precise temperature of 80° C. The insulation lining in the aluminised blanket allows the same heat retention for several minutes after turning off the power supply."

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KV29 Philadelphia jet helmet

The new KV29 Philadelphia "mix and match" helmet from Kappa is made in lightweight composite fibre with a trim running around the helmet in either gold or chrome to contrast the shell colour, while also protecting the eyes from glare with a slender design sun visor. Its "mix and match" construction concept led to the creation of the retro style inspired jet helmet, which can be accessorised with goggles or sunglasses, and the classic city jet helmet with an elongated external sun visor protecting the face. The sleek sun visor can easily be retracted or dropped down with the push of a finger. The KV29 is "veneered" by a shell in composite fibre,



comes in two sizes and weighs less than 1kg.

The contrasting trim of the shell "gives this helmet that special appeal", which is available in matt black with a golden trim or in opaque titanium with a chrome trim. The totally black inner liner is non-allergenic and removable. Closure is by quick release with micrometric adjustment.



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Italian performance for BMW S1000RR

SC-Project has three different road legal Euro4 silencers for the "German beast" – their S1, CR-T and GP70-R – "three racing-native silencers improved to meet the strict Euro4 standards."

The CR-T silencer is available in four different versions: full titanium, matt carbon fibre, full titanium with titanium mesh or matt carbon fibre with titanium mesh. Weighing 3.73 kg lighter than the original muffler, the company says they deliver increased performance throughout the entire rpm range, especially +7hp and +6Nm at 8.000 rpm.

Their GP70-R silencer is made in full titanium, starting from the link pipe right through to "the mighty outlet mouth of the silencer", which gives a remarkable weight saving of 3.70kg lighter than the factory silencer, with increases in power and torque, especially at medium range, +7 hp and +6 Nm at 8,000 rpm.

Described as delivering a "deep and moody



sound", the S1 silencer's body is made in full titanium with "conical structure and has a first quality matt carbon fibre end cap." This design is 3.53kg lighter and gives the bike an extra 5 hp and 4 Nm at 8,000 rpm.

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HANDGUARDS



Italian design, functionality and diversity

Kawasaki Z1000SX accessories



Demonstrating that Italian accessory specialist GIVI's range is a natural fit for the sports touring market, the company is offering "an exquisite line of accessories dedicated to Kawasaki's popular, versatile Z1000 'Naked' style derived four-cylinder Z1000SX – an exclusive kit of products that increases a motorcyclist's comfort and safety whilst maximising the motorcycle's storage capacity."

GIVI's makeover for the Z1000SX includes a windshield and a range of top cases, saddlebags and tank bags.

Its Monokey/Monolock specific rear rack allows the motorcycle to be equipped with top cases ranging from the reinforced techno-polymer Trekker 52-litre top case to the MAXIA 4 V56 (56 litre), or smaller options such as the 27-liter B27 top case and 30-liter E300N2.

To carry extra luggage on the sides of the Z1000SX, GIVI has developed a specific pannier holder for their V35 Monokey side cases and a holder for the 3D600 Easylock side bags/soft side bags, such as their EA100B.

GIVI says it also has a wide variety of tank bags on offer, in an assortment of different capacities, that can be attached to the fuel tank using their Tanklock system, including the 15-liter thermoformed ST603. To provide the rider with improved weather protection, GIVI has developed a specific smoked windshield measuring 56 x 37cm (14cm higher than the original) that "provides the motorcycle with a more aggressive, sharp style whilst at the same time generating improved aerodynamics and increased comfort" for 2011-2016 models.

Universal trolley base S410



Further showcasing the diversity of the GIVI offer, seen here is a new idea – their S410 universal trolley base for Monokey top cases. Compatible with all their Monokey top case designs, the 6-point mount S410 is attached to the Monokey structure and acts as a new support, as the lower surface replicates the base of the top case and then attaches to the Monokey plate mounted on a motorcycle or scooter. It occupies very little space and weighs only 2.3 kg, thanks to its durable, high fibre content nylon construction. It can be adjusted into four different positions and has a lightweight telescopic handle, constructed from soft rubber coated aluminium to provide a strong, comfortable grip. Its bearing-mounted wheels are made of a compound design to provide smooth, fluid movement even on uneven surfaces. The GIVI security lock mechanism can be matched to the top and side cases.

50.5 Tridion helmet



Would you like more GIVI diversity? Then their 50.5 Tridion is a new sport-touring helmet that is described as representing a "new generation full-face helmet for sport-touring use that goes one step further, in an elegant and modern design, offering a perfect balance between safety at the highest level and technical specifications to provide maximum comfort on medium to long distance journeys." A versatile GIVI I303S Bluetooth intercom system-ready helmet made in a thermoplastic shell, features include a removable inner lining made from anti-sweat fabric, retractable sun visor, clear anti-scratch visor (which can be replaced by a smoked version), micrometric closure and Pinlock lens option. Its enhanced ventilation system is said to offer excellent performance thanks to three front inlets and a rear exhaust that achieve "optimum air circulation inside the helmet." It is available in six colours.

Ultima-T range of soft bags

Introduced earlier this year as what GIVI described as "the ultimate "soft" solution", their Ultima-T range of soft bags for touring and adventure motorcycling "encompasses every possible type of loading need. Seven different products developed with on and off-road tourers in mind, but



incorporating shapes and sizes that also make the range ideal for the two-wheel world of scramblers and new classics."

This new universal range already includes around forty bags, some of which are completely waterproof, and one can add an additional carrying capacity of between 25 to 80 litres. The GIVI 'T' range includes Easy-T, Metro-T, Gravel-T, Sport-T and now the Ultima-T.

Common features of the range include composite build made with ballistic fabric/polymer foam and heavy coated fabric, increased protection against weathering, protective stiffening panels, M.O.L.L.E. fixing system (Modular Lightweight Load-carrying Equipment) for universal mounting, and materials that are compliant with REACH regulations (Registration, Evaluation, Authorisation and Restriction of Chemicals).

The Ultima-T "magnificent seven" includes four waterproof products: a 30-litre dry-roll bag, a 35-litre backpack and two cargo bags with a capacity of 40 and 80 litres respectively; there is also a 55-litre top bag (that can be mounted to the seat), a 25-litre cargo bag and a pair of side bags, each with a 25-litre capacity.

Three new Gravel-T bags



The latest additions to the 'T' range are three new Gravel-T bags aimed at "off-road" riders. Said to be ideal for medium loads and particularly suited to lightweight motorcycles such as Enduro and Supermoto, they are easy to mount, ultra-lightweight, 100% waterproof and have a main compartment seamed using high-frequency welding. Constructed from highly resistant specialist textiles (Ballistic Nylon and TPU), they all feature reflective inserts and contrasting bar tacks.

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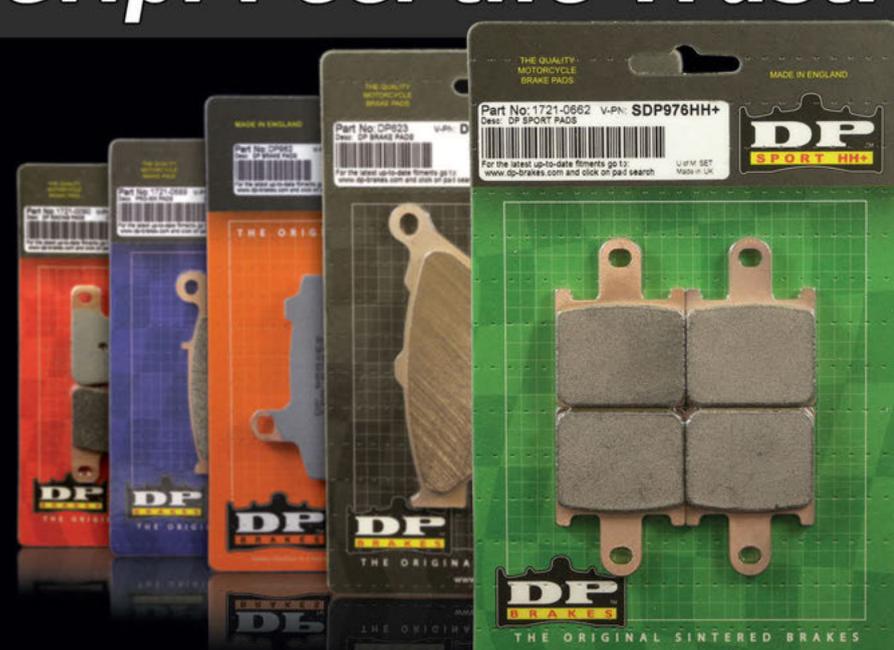
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OFF THE SHELF PERFORMANCE UPGRADE

Barkbusters offers improved hand protection for 2017 KTM 1290 Super Adventure

Australian specialist Barkbusters has acted quickly to bring model-specific handguard designs to market for the new 2017 KTM 1290 Super Adventure S, R and T models.

With its award-winning two point alloy mounted handguards, Barkbusters offers riders a precision engineered part that is as visually appealing as it is tough and practical. Like every Barkbusters product, it has been specifically designed to ensure a clean fit and easy installation.

As with the rest of their model-specific and universal range, owners can tailor their handguards at their Barkbusters dealer via Barkbusters' modular plastics system that comprises JET, VPS, STORM and CARBON style options.



Barkbusters CEO Matthew Phillpott is a KTM Adventure rider himself, and says: "Having owned more than one KTM Adventure over the past 10 years, I wanted to be sure we were immediately on the ball with the latest incarnations. No matter whether riders are using their bike on the road or in the dirt, our handguards ensure their hands are properly protected. They really complement the aesthetics of this fantastic machine too."



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Spoke sets for Africa Twin

Swedish motocross specialist Cross-Center International has added to an already extensive range of MX and ADV bike spoke options with new stainless steel OEM replacement (3.6mm) and heavy duty (4.0mm) front and rear kits for Honda's popular CRF 1000 'Africa Twin'.

Two rear wheel sizes (18 x 4.00 and 18 x 4.25) are catered for, with the 32-spoke sets consisting of 8 right side 3.6mm x 180mm inners, 8 right side 3.6 x 183mm outers and 16 left side spokes (3.6mm x 183mm). For 'Africa Twin' 21 x 2.15 front wheels the set has 36 (3.6 x 250mm) spokes. For both wheels nipples are available for any hole size, but 7.0 x 20 mm nipples are supplied as standard.

Manufactured in-house by Cross-Center, all their spokes are made from Swedish stainless material, with all coloured nipples made of aluminium and anodised. "We have a wide range of different spoke nipples in terms of material choices, such as steel, brass and aluminium, in a wide range of size

options and surface treatments such as brass or aluminium only, zinc, nickel plated or anodised," says owner Torbjörn Bergh. "All our spokes are made as exact as possible to OEM specifications and are sold as replacement spokes. Some spokes may have a different length, bend or angle, but when assembled they will fit the wheel perfectly. "We have tested all the other spokes on the market and know that ours are definitely made from the strongest stainless material available.

"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 or spoke



set. Not only is ours the largest assortment of motocross spoke sets in the world, but we also make spokes for off-road, street and vintage bikes.

Cross-Center also offers natural or anodised colour finished hubs and rims and a big selection of motocross brake discs. Torbjörn says they are looking for importers/distributors worldwide and "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."

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Tri-Valve Ducati Scrambler fork cartridge kit

British suspension specialist Nitron Racing Systems has a new fork cartridge upgrade kit for the Ducati Scrambler.

Primarily designed to complement and work with Nitron's NTR shock upgrades, their TVT fork cartridge kits are said to offer the same level of improvements in rider control, performance and comfort "that have become the trademark of the Nitron product range." The system features a large bore 25mm piston "which provides significant improvements in performance over the OEM set-up and ensures consistency during prolonged periods of use." All vital components are hard anodised with the option to specify ultra-low friction Kashima coating if desired.

Developed and tested in conjunction with some of the world's leading race teams, independent adjustment control of rebound and compression damping are said to be both easy to use and extremely effective.

The damping control system consists of an adjustable compression cartridge for installation into the left fork leg and an adjustable rebound cartridge for the right fork leg. Both offer independent damping and preload adjustment via the uniquely styled fork top caps – a third high speed damping valve

incorporated into the compression cartridge.

The valve is pre-set to react to high speed and hard edge bumps which normally unsettle a well damped set-up, especially when combined with hard braking and cornering forces. The result is described as "a balance of performance, stability and compliance, which give very high levels of rider confidence and ultimate control."

All three valve pistons can be quickly and easily removed for revalving without the need to remove the forks from the bike, keeping workshop time to a minimum and meaning trackside changes and set-up can be done with ease.

Nitron say that "SuperBike riders have praised the ability of the TVT cartridges as they have felt confidence increase to new levels and lap times tumble. Probably just as impressive as the on-track ability is just how adaptable the Tri-Valve Technology is for road use, giving all levels of riders the confidence to make adjustments to achieve a more usable and more capable bike."

The standard specification features a large bore 25mm piston, "ensuring consistency throughout prolonged use," independent rebound, compression and pre-load, damping adjustment, unique Nitron designed fork caps, TVT high-speed damping valve in the compression cartridge, easy piston removal for trackside revalving and set-up changes, hard anodised components for extended longevity of parts and Kashima coating upgrade option (TVT Pro).



Kashima coating option

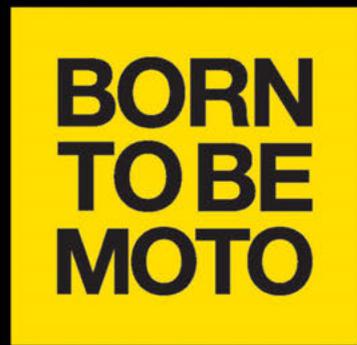


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Galfer adds more 'Disc Wave' and sintered pad applications

Spanish brakes manufacturer Galfer has released further updates to its Galfer "DiscWave" programme with a front disc for the 2017 Honda CBR 250 RR, a rear disc for Yamaha's X-Max 250 ABS 2016 and up, and a rear disc for Aprilia's 2017 RSV 1000.

Galfer "Disc Wave" rotors are made from high carbon content stainless steel. They have a direct bolt-on OEM replacement system that does not require brackets or any extra parts. Galfer say they feature lower unsprung weight, deliver increased breaking power, have better heat dissipation, excellent resistance to corrosion, less tendency to warp and that they maintain cleaner pad surface to disc contact.

The carriers are anodised or chromed in high resistance aluminium (7075T6 - 6082T6) or AISI 420 stainless steel. All Galfer "Disc Wave" rotors are model-specific with the same original OEM disc size and certified by TÜV (KBA n° 61147 / 61148).

Also seen here is a new Galfer sintered metal rear brake pad application for Honda's VFR 1200 FDA/X-Crosstourer. Their G1370 compound is said to have very good cold and dry conditions performance, fade resistance and feel, with excellent durability, high temperature and wet conditions performance.



New sintered metal rear brake pad application



Yamaha X-Max 250 ABS 2016 and up



Aprilia 2017 RSV 1000

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Handlebars, engine guards and luggage holders

Well known German accessory manufacturer Fehling offers dealers access to one of the largest handlebar, luggage carrier system and engine protection ranges in the industry.

Seen here is a selection from Fehling's extensive 1"/25.4mm steel tube bars, three rounded strut designs, in black.



Also shown are model-specific accessories for Yamaha's XV 950 Racer – a side bag holder, rear luggage rack, and 38mm one-piece extra large engine protection guard – all in black.

Fehling design and make all their own products in-house at their factory near Dortmund in Germany. Founded in 1945 as a metal forming and processing engineering business, the company specialises in motorcycle parts for most popular current (and older) makes and models, currently employs around 25 people and is still in the ownership of the founder's family.



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Italian made 'Misano' fork cartridge upgrade kits for Naked style and Customs

Internationally recognised Italian suspension specialist Andreani Group's award-winning 'Misano' front fork cartridge kit is an established and leading upgrade option, "created as a result of the technology we developed resulting from our 30 years of experience in the suspension world," says Giuseppe Andreani.

"Our group R&D department has more than 25 years of suspension tuning and engineering experience, and the 'Misano' line is popular the world over for the improvements it provides to the stability and hold of the front wheel."

'Misano' is an easy install replacement and has 20 mm pistons with increased oil passages to substantially upgrade the original forks on most naked style street bikes and many custom applications. The 'Misano' is available for most applications with 39 and 49 mm forks.



Former racer Giuseppe Andreani: "Our group R&D department has more than 25 years of suspension tuning and engineering experience. The engineering and technology developed for the 'Misano' line of front suspension upgrades improves the stability and hold of the front wheel, resulting in greater comfort and better handling"



"The Andreani Group has 22 employees at its 1,500 sq m (16,000 sq ft) premises at Pesaro on Italy's Adriatic coast, 150 km south east of Bologna, the spiritual heartland of Italy's motorcycle industry. The company has over 40,000 product numbers in its offer and exports to over 60 countries worldwide"

It has adjustable compression, extension and spring preload and a sophisticated hydraulic system that is said to guarantee excellent performance and improved handling in sport, urban and touring style riding.

ANDREANI GROUP INTERNATIONAL
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www.andreanigroup.com



Andreani test, calibrate and tune their 'Misano' forks on their own developed Suspension Dyno – a tool that is available for their partners

MX off-road retro helmet



This 2017 collection MX 'retro' helmet brings 21st century manufacturing, materials and safety standards to a 1970s style shell shape (and other components) as well as graphics that recall the earliest days of MX racing.

The external shell is moulded using DCA fibre, composed of carbon, Dyneema and aramidic fibre mixed with epoxy resin - a mix that "contributes to creating the strong but comfortable structure of the MX." The internal shell is moulded in varied density EPS to optimise and maximise energy absorption efficiency.

The helmet has three buttons on the top of the shell to which can be added the classic peak (supplied with the helmet), or a long visor (sold separately). A three-button dark visor is also available as an accessory. The inner lining "harmonises with the 'retro' style and is made with anti-allergenic, sanitised fabric with synthetic leather finishes. The cheek pads are made with a similar leather, while the retention system of the helmet is equipped with a Double D ring fastener."

As all other Premier helmets, the MX is homologated to European standard ECE 22-05 and comes in sizes XS to XL. It is available in the new version NX decal Chromed that uses new and innovative chrome decals, which gives the helmet a subtle sheen, but also comes in multi-colour and mono colour versions.

Another technological innovation introduced by Premier in their 2017 collection is chrome based painting, which makes the mass production of silver chrome caps possible.

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- Good overall sturdiness and reduced-weight lid
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Lithium battery technology headed for centre stage

As far back as 2009, battery maintenance and diagnostics specialist TecMate realised that the initial 'niche' aftermarket trend of fitting lithium batteries into powersport vehicles was something that had the potential of becoming mainstream. Straight out of the box, lithium battery technology was delivering up to four times higher cranking amps than the replaced lead-acid battery, and, as Martin Human, CEO/CTO of TecMate, says: "It prompted our engineering team to learn everything they could about lithium batteries, in particular Lithium Iron Phosphate (LiFePO4/LFP). That is the safest and only lithium battery technology used in modern SLI (starter-lighting-ignition) batteries. TecMate released their OptiMate Lithium 4s 5A (TM290 series) charger at the start of the 2011 season. The major step forward in terms of the available technology for managing lithium batteries at the time was the unique OptiMate Lithium charging algorithm that included 10 steps of safe battery saving, charging, testing and maintenance – at that stage it was, and remains, "way ahead of the competition," says Martin Human. Fast forward to 2017, and lithium as OEM recommended battery technology is now a reality; KTM, Husqvarna, Honda and Yamaha have introduced lithium starter batteries in some of their high-performance motorcycles, and all four of these OEMs have preferred OptiMate Lithium chargers as their charging partner of choice. Indeed, increasing numbers of customisers and performance engineers are already embracing lithium, and with the OEs gradually allowing the technology to propagate through their ranges, there will come a time when it will only be a short leap for



"cost-effective, yet still highly advanced battery saving charger and tester"

them to start trickling down the technology into their mainstream offers - especially as more of them also embrace the lithium mind-set as an enabler for their e-bike projects and platforms; once that starts happening the unit cost will tumble, the technology will refine and conventional lead acid and AGM tech will be the preserve of the restoration market. The flagship OptiMate Lithium 4s 5A boasts an advanced SAVE mode that will safely recover a lithium battery discharged below the critical level of 10V, even from as low as 0.5V. The proprietary algorithm continuously tests during this critical recovery period, comparing the result against the ideal charge curve of a perfect battery. If the charger detects a deviation, it will immediately stop charging, as continued charging will cause a damaged cell to heat up rapidly and even melt down. The charge steps include 'AmpMatic' technology that will adjust the charge rate according to battery size and condition, and the 'OPTIMIZE' step's unique cell balancing method guarantees the battery arrives at full charge, ready to deliver the incredible cranking amps that even the smallest lithium battery is capable of.



"The OptiMate Lithium 4s 0.8A (TM470 series) is a cost-effective, yet still highly advanced battery saving charger and tester. The 4-bank version (TM484/485) is ideal for dealers to prepare lithium batteries before fitment. New shipping laws being introduced will require that lithium batteries are shipped at no more than 30% charge, so the batteries should be recharged before fitment. All OptiMate Lithium chargers can reset the BMS in an advanced lithium battery. "The OptiMate O-127 smart battery lead gives the rider peace of mind even during riding, with a warning light that will flash rapidly if the vehicle's charge voltage exceeds the critical level of 14.6V, above which lithium batteries will quickly suffer permanent damage. "The OptiMate State of Charge tester (TS-126/127) helps dealers and their customers understand that lithium is a special, high energy battery that operates at a higher voltage than lead-acid; the voltage ranges of STD and AGM lead-acid and LiFePO4 batteries are clearly marked." OptiMate Lithium products make it easy for dealers and riders to enjoy the benefits of this new technology, and TecMate promises that there are more to come!

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Martin Human, CEO and Chief Technology Officer for TecMate, says: "Lithium Iron Phosphate (LiFePO4/LFP) is the safest and only lithium battery technology used in modern SLI (starter-lighting-ignition) 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

Parts Europe parent company LeMans Corporation has announced February 10-11 as dates for its 2018 Spring NVP Product Expo at the Indiana Convention Center, Indianapolis. The event will feature some 300 Parts Unlimited and Drag Specialties exhibitors.

The world's fastest ever motorcycle, the twin Suzuki Hyabusa engine 'Top 1 Ack Attack' streamliner, piloted by Rocky Robinson, is headed for Bolivia's Salar de Uyuni, for the Top of the World Landspeed Trial on August 3-8, 2017. The goal is to exceed 400 mph and breaks the team's own long standing LSR mark of 376.363 mph set in 2010.

Portuguese plastic parts specialist Polisport won a "Best of the Best" design awards at the Red Dot design awards in Germany for its foldable bike stand.



Milan based Tucano Urbano has achieved ISO 9001 certification as "official recognition of its work on the quality after a thorough audit process carried out by the TÜV NORD Italia certification body". CEO Diego Sgorbati says "it bears witness to and supports the quality of the company. Having quality certification means being committed to a path that is based on the continuous improvement of the products and processes".

Irving, Texas, based MAG – the parent company for distributor Tucker Rocky and aftermarket brands such as Vance & Hines, Kuryakyn, Renthal and Performance Machine - has announced February 8 – 10 as dates for its 2018 Dealer and Brand Expo in Texas.

KTM/Bajaj taking Husky global



It is 10 years since KTM and Bajaj Auto of India started their strategic partnership, and the two have now announced a collaboration to take Husqvarna Motorcycles worldwide, with a global roll-out in 2018. The collaboration will also see KTM and Husqvarna branded motorcycles produced in India increased from the expected 100,000 units in 2017 to over 200,000 units in the next years. The Duke 125, 390 and RC 125 – 390 are produced in Bajaj's production facility

in Chakan/India and distributed by the two partners globally. Husqvarna sold over 30,000 units in 2016 – a record for the brand – and Stefan Pierer, CEO of KTM AG, and Rajiv Bajaj, Managing Director of Bajaj Auto Ltd., have decided to build on the success achieved so far, and, in the long run, no doubt exploit the opportunities presented by the new fuel injected 2-stroke engines. The first models, Vitpilen 401, Svartpilen 401 and Vitpilen 701 will be produced

in Mattighofen, Austria, and launched in early 2018. Later in 2018, the Vitpilen 401 and Svartpilen 401 production for the global markets will be transferred to Bajaj's Chakan factory. Bajaj aims to sell Husqvarna Motorcycles at a similar level as KTM products in India and Indonesia. In November 2007, Bajaj Auto first acquired a 14.5% stake in KTM Power Sports AG (holding company of KTM Sportmotorcycles AG), and increased its stake to 47.96 percent in 2013.

BMW +9.5 percent for first six months of 2017

BMW Motorrad have sold more motorcycles and maxi scooters in the first six months of 2017 than in any previous first half year - deliveries increased by +9.5%. as of June 2017, for a total of 88,389 vehicles (80,754 units in the same period of 2016).

Stephan Schaller, General Director of BMW Motorrad, said: "For all of us at BMW Motorrad it is a great pleasure and a confirmation of all our efforts that our customers continue to show us that we are on the right track with our model initiative." The strongest growth was recorded in Europe, with France (9,447 units, up from 7,790), Italy (9,099 units, up from 7,912), Spain (5,573 units, up from 5,133) and UK/IE (5,410 units, up from 4,746) all up for BMW again. Overall around +12.9% more vehicles were delivered in Europe compared to the first half of 2016, including in Germany.



BMW say that the South American market in particular is showing considerable growth potential for them with a "dynamic" increase in sales – up by +16.3% to 8,306 units; sales in China were also significantly higher than in the previous year (2,836 units/+18.8%). The German motorcycle market remains their single largest, where it is market leader with 14,461 units sold so far in 2017 (+4.9 percent); in the U.S. BMW

Motorrad is +3.8% (7,157 units) in a difficult market that is seeing most manufacturers losing sales. The water-cooled R 1200 GS and GS Adventure (17,159 units sold, +17.3 percent) continue to be BMW's flagship models, with the 'Boxer' engine R series selling 49,240 units in the first half of 2017 in total. Overall, 12,763 S models were delivered worldwide, with the S 1000 RR, S 1000 R and S 1000 XR Adventure bike doing well.

Sources - IDN, AMD, FT, Reuters, PSB, MPN, B&B, BDN, MCN

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