

# INTERNATIONAL DEALER NEWS

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ISSUE #141

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## European Union new motorcycle registrations -9.5 percent in 2017; or were they up by +2.5 percent?

The Brussels based international motorcycle industry trade association ACEM has released provisional numbers for 2017 new motorcycle registrations in European Union countries.

The data shows registrations of 913,445 internal combustion engine motorcycles for the 12 months to December 2017, which, compared to the 1,009,678 registrations officially recorded for 2016, would mean that the past year saw a decline in the region of -9.5 percent - the first decline since the market bottomed out at 748,529 registrations in 2013 and bringing an end to three consecutive years of growth.

However, as is widely accepted, the final quarter of 2016 (if not longer in some markets) saw a rush to get excess and unsold 2016 Euro 3 inventory pre-registered before the midnight December 31st cut-off, after which only Euro 4 compliant models could be registered.

Research carried out by International Dealer News suggests that this affected at least 50,000 motorcycles, probably more like 55,000 to 60,000, with the figure possibly as high as 65,000 units.

These units mostly went on to be sold by dealers in the first three or four months of 2017 as zero mileage pre-

**the post 2013 picture changes radically**

registered motorcycles. This means that the 1,009,678 registrations figure recorded for 2016 and the +13.3 percent growth that suggests was overstated, and the figure for 2017 has consequentially been understated. The figures show 803,122 registrations for a 7.3 percent growth rate in 2014 as the anecdotal evidence of an end to the fall in sales translated into hard statistics for the first time. The following year, 2015, that growth

trend was confirmed with 891,369 registrations recorded for a very positive 11 percent growth rate. However, against that trend, the 13.3 percent growth rate apparently recorded for 2016, while great if it was true and could be sustained, always looked like a statistical error.

Although those Euro 3 units became gradually less profitable as dealers got further into the 2017 new year, with them and their manufacturers having to increasingly incentivise the units to get them sold (free extended warranties, improved insurance deals, zero percent finance, accessory packages etc), once sold, they nonetheless represented a new unit sale as far as the dealer and the buyer were concerned and, of course, artificially deflated the potential demand for the new Euro 4 inventory. It may well be that very little of that Euro 3 carry-over inventory got sold at list price and that most of them were sold much closer to dealer costs.

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**Pods for Bods? Nah, I think not!**

Robin Bradley predicts a mixed portfolio of 21st century transport solutions in which hybrid trumps reliance on any single solution

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The market-leading South African carbon fibre split five spoke wheels are simply lightweight loveliness incarnate



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Vive La Moto, Madrid April 5-8; the industry returns to Madrid after a ten year absences

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# Pods for Bods? Nah, I think not!

**B**russels based international motorcycle trade association ACEM staged its 13th annual conference in Brussels in January. The event, titled "Sustainable Motorcycling in Europe", attracted more than 250 attendees from all over Europe, representing businesses, representatives from the European Commission, the European Parliament, Member States, NGOs and other organisations.

The focus, of course, was on environmental sustainability, which embraces both kinds of emissions - chemical pollutants and noise - and sustainability in terms of the safety of its customers and other road users (vehicles safety, apparel and training quality).

Although slow to start with, in terms of all these evolving requirements, the industry has responded to the ever-tightening emissions and safety requirements seen in the past twenty plus years with an increasing sense of urgency and realism about the transport landscape of the future.

As a result of doing so, motorcycling is now not only regarded by transport policy makers as a legitimate form of transport whose consumers have exactly the same citizens' rights as any other group of road users, but is also now regarded as one of the "good guys" of future facing transport solutions with a binding regulatory requirement for all new transport safety and environmental rule-making to be stress-tested against the very specific road use requirements of powered two-wheelers.

In calling on the EU to recognise that "sustainability" also means commercial viability, it fell to ACEM President and KTM CEO Stefan Pierer to point out that commercial sustainability also needed to be recognised as an essential part of the equation - an essential precondition of society's ability to deliver on its ambitions for clean air, reduced urban congestion and safe roads.

"A market that is not economically viable cannot be regarded as being sustainable in any sense" said Pierer. He went on to call for greater speed and balance in arriving at future stages of regulation, saying that "in addition to manufacturers having responsibilities for good quality products, regulators have responsibilities too - responsibility to deliver good quality regulations. The framework they set for manufacturers to work in must also be sustainable from a business point of view. "Our industry is committed to sustainability, which we understand as a complex process related to environmental performance of vehicles, road safety and economic viability of our operations.

"Since 1999, our sector moved from the Euro 0 to the Euro 4 standard. Carbon monoxide emissions were reduced by 91%. Nitrogen oxide and carbon emissions considered together went down by 92%. Even more, this reduction in limit values took place at the same time that new and more stringent testing procedures were introduced in European legislation.

"In the coming months, we will start working on the implementation of the future

Euro 5 environmental standard. However, manufacturing vehicles requires complex planning and we urgently need clarity from the European Commission regarding the technical content and implementation timeline of Euro 5."

For me, one of the "elephants in the room" as the low or zero emissions, EV, driver assist, V2V and autonomous vehicle debates continue to evolve, has been where exactly will motorcycles fit into these often competing visions of the future. Antonio Perlot, the Secretary General of ACEM, quite rightly pointed to a future in which motorcycles/PTWs have a major role to play. However, it fell to Bernd Lange, an MEP from Germany and a player in the European Parliament's scrutiny of proposed motorcycle transport regulation, to state the obvious. That while it is clear that electric power plants have a role to play, beyond the urban mobility context, long distance motorcycle travel faces the same challenges of capacity and charge time as do cars. There will therefore always be a role for low/zero emission internal combustion engine power plants.

**Y**es, exactly. The future is bright, but it is hybrid. Those who think that we are headed towards an entirely autonomous vehicle future are naïve. That is neither possible, necessary or desirable. The evolution of 21st century transport solutions of all kinds will be a mixed palette of circumstance-specific solutions in which it is the combination of improved and new elements that will achieve transport objectives – not the elimination of established elements or dependency on any one single new element.

Indeed, for me it is driver assist and V2V technology that holds the key for the future of life on two wheels. The safer and easier it becomes to use our products, in addition to the quieter and "greener" they are, the more of them we'll sell.

Road users of the mid twenty-first century and beyond will be beneficiaries of a mixed portfolio of solutions; hopefully a perfect storm of initiatives that will make riding and driving on the roads cleaner, quieter, safer, less stressful and, even if one inevitable area of driver assist and V2V intervention are speed limit governors, actually, the result would be quicker transport too. Now, autonomous movement of goods across land, sea and air, now that would actually address the largest single source of airborne pollutants produced by road going vehicles – "commercials" are the largest polluters by volume of toxins released. But a fully autonomous world of pods for bods? Nah, I think not!



**Stefan Pierer, KTM CEO:** "A market that is not economically viable cannot be regarded as being sustainable in any sense"

**Robin Bradley**  
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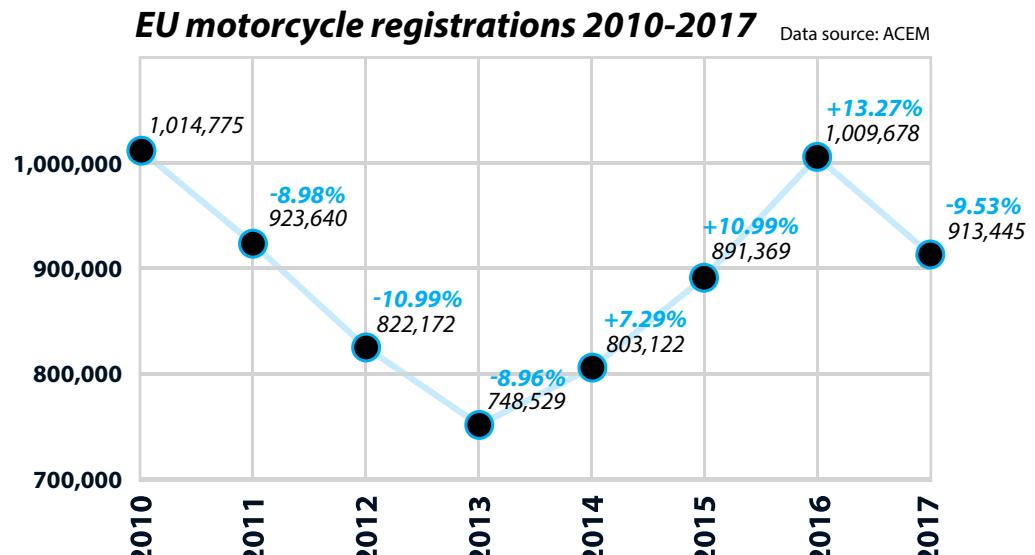
Indeed, by the time we were into May, it may well be that dealers were taking an effective loss on those bike sales and that, ultimately, some thousands of those units were "moved on" through the channels to be sold by so-called "grey importers/dealers" or through the cross-border used motorcycle retail network.

However, if the lowest possible of the figures is used - 50,000 Euro 3 units sold at above dealer cost through authorised or franchised dealerships - then the post 2013 picture changes radically, and the "real world" number of low single digits growth for 2017 that had been unofficially cited by at least three of the major market trade associations becomes a more reliable estimate of the 2017 market and the ongoing post-2013 trend.

At 50,000 fewer, the more realistic sales number for EU markets in 2016 is around 960,000 units, which, compared to 2016, shows a more realistic growth rate of 7.7 percent for 2016 following the 11 percent seen in 2015 and 7.3 percent seen in 2014.

If those 50,000 Euro 3 units are more accurately recorded as 2017 sales, then, at worst, 2017 was essentially "flat" with some 4,000 additional units sold over 2016. This recognises the widespread anecdotal feeling in the industry that 2017 was a "good year"; any year that sees the market hold on to the 20 percent growth seen in the prior 4 years (given where market trends had been in the period between 2008 and 2013) must indeed be regarded as a "good year"!

In fact, that 50,000 unit adjustment is on the light side - it is a very cautious estimate. In truth a figure of 55,000 is likely to be much closer to the reality



**"If those 50,000 Euro 3 units are more accurately recorded as 2017 sales, then, at worst, 2017 was essentially "flat" with some 4,000 additional units sold over 2016"**

of the situation and that would bring the market much closer to where anecdotal evidence suggests the sales number should be, at +1.4 percent; indeed at 60,000 Euro 3 sales in 2017, the market would have grown by +2.5 percent at 973,445 units sold, up from a more realistic figure of 949,678 units in 2016.

This would mean that the 2014 growth of +7.3 percent was followed by +11 percent in 2015, then +6.5 percent in 2016 and +2.5 percent in 2017. This is trend data that is much closer to the unofficial estimates being cited by some of the major market

trade associations and manufacturers, and more in line with anecdotal evidence from dealers and the parts and accessory sector.

Indeed, although Japanese motorcycle brand sales are only part of the European equation, and nothing like as large a percentage of the market as they were a decade and more ago, an analysis of the Japanese made motorcycle export data issued every month by JAMA, confirms the central



thesis - namely that the 2016 registration data is distorted by Euro 3 inventory pre-registration and that therefore 2017 market performance is better than appears to be the case.

In fact, off the record, one major European motorcycle industry trade association General Secretary that IDN spoke to recently thought that even the 60,000 number was probably still an underestimate of the effect.

The significance of this isn't in the numbers as such, because either way approximately the same number of units were sold, one way or another, over a 24-month cycle.

However, in a world where perception is a critical driver of consumer confidence, it is much more appealing for consumers, especially younger consumers and new entrants, to want to be involved in a growing market than in one that may be open to being interpreted as being "yesterday's news".

The moped sector is undergoing its own Euro 3/Euro 4 moment now, with the regulations coming into effect 12 months later. Which probably explains the equally counter-intuitive 2017 new moped registration data also released by ACEM.

From a recent high of 588,853 units registered in 2010 (actually, itself a figure much reduced from 2007 and before, as a result of the financial crisis), moped registrations have been in steady decline year-on-year.

The 2016 figure of 316,662 marked a near 14,000 unit decline on 2015 (down by -4.2 percent) and a loss of more than 270,000 units sold annually since 2010 (-46.2 percent).

In that context the apparent 2017 growth of some 82,000 units for a +26.1 percent moped market is clearly counter-intuitive. The rate of decline in new moped registrations has slowed in recent years (the market lost some 36,000 units between 2014 and 2016

### EU motorcycle registrations 2010-2017 - adjusted for Euro 3/4 impact



compared to some 236,000 units between 2010 and 2014), so in all probability 2017 moped sales were flat or modestly down and the 2018 data will reveal a similar 2017/18 regulatory delayed aftershock to that seen in the motorcycle data for 2016/17.

In other news, the number of internal combustion engine quadricycles registered in the EU in 2017 was down by -31.4 percent at 48,427 units from 70,578 in 2016, following steady growth of two or three thousand units a year for the period 2013 through 2015 and a 10,526 growth between 2015-2016.

The electric motorcycle market continues to lag significantly behind demand for electric mopeds, but even those registrations show how juvenile the EV PTW market still is in Europe. In 2017, 4,121 new electric motorcycle registrations were recorded; up +17.9 percent from 3,496 in 2016, 2,230 in 2015 and 1,995 in 2014.

**"This is trend data that is much closer to the unofficial estimates being cited by some of the major market trade associations and manufacturers"**

## Combined EU 2011-2017 electric motorcycle, moped and quadricycle registrations

Data source: ACEM



Electric moped registrations were 27,029 units, which is up dramatically (+138.3 percent) from the 11,342 registrations recorded for 2016 as ride share schemes and incentives take effect, and new generations of more powerful Pedelecs come onto the market (there were 9,227 electric mopeds

registered in 2015, 7,948 in 2016). Some 3,242 electric quadricycles were registered in 2017, down -54.8 percent from 7,167 in 2017, which is itself up 93.9 percent from the 3,696 recorded in 2015; and we here at IDN think that it can be safely said that this particular trend is not triggered by changes in emissions compliance standards!

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# Germany: motorcycle registrations -14.21 percent for 2017

The latest statistics released by the German motorcycle industry trade association (IVM) for the period to the end of December 2017 are affected by the year-ago rush to pre-register unsold 2016 Euro 3 inventory before the December 31st, 2016 deadline.

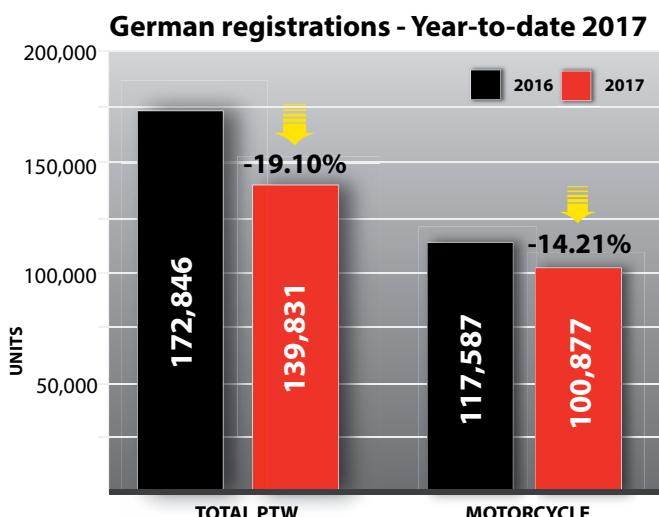
In motorcycle registration terms, the market was said to have been down by -79.09 percent in December on low volumes (2,006 units), having been (theoretically) down by -22.46 percent in November, -14.18 percent in October and -22.46 percent in September.

For the full year new registrations in Germany are down by -14.21 percent at 100,877 units. However, allowing for the Euro 3 pre-registration effect and other factors affecting dealer inventory and unit sales for 2017, the market in Germany was, in all probability, broadly 'flat' for 2017, in the region of between -2.5 and +2.5 percent in motorcycle sales terms. Though heavily incentivised

units, the Euro 3 models that were pre-registered in the final quarter of 2016 will still have been "new" machines as far as consumers are concerned and will have been sold during the first half of this year, artificially reducing the apparent market performance. The pre-registrations pushed the German 2016 statistics to show an artificially high +15.01 percent for the year, German new motorcycle registrations have been +5.59 percent and +10.75 percent for 2015 and 2014 respectively.

Total PTW registrations are said to have been -19.10 percent for 2017 in Germany at 139,831 units (compared to 172,846 in 2016 and 150,550 in 2015). The German market bottomed-out at 122,519 total new PTW registrations in 2010, and notwithstanding the effects of the recent statistical anomalies, has grown steadily ever since.

As is usual these days, BMW's R 1200 GS continues its inexorable march towards



domination, with 8,333 units reported as sold in Germany in 2017, leaving Yamaha's MT-07 eating its dust in second with 3,493 units sold, followed by the Kawasaki Z 650 (2,665 units), Honda's CRF 1000 'Africa Twin' (2,562 units) and Kawasaki's Z 900 (2,203 units); next come the BMW R nineT, Honda NC 750 X, KTM 690 Duke, BMW S 1000 R and KTM 1290 Superduke R. With 7 models in the top 20 selling list, it is again no

surprise that BMW was motorcycle (and total PTW) market share leader for 2017 in Germany, with 24,750 motorcycle units sold for a 24.53 percent increased market share. Honda is second (12,653 units sold for a 12.54 percent market share), with Yamaha third (10,874 units sold for a 10.78 percent market share), followed by Kawasaki, KTM, Harley-Davidson, Ducati, Triumph, Suzuki, with Husqvarna tenth.

## Italy – new motorcycle registrations +8.53 percent for 2017

According to the latest data released by ANCMA (the Milan based motorcycle industry trade association for Italy), the Italian motorcycle market is bucking the trend seen in much of Europe, despite suffering the same Euro 3 crossover inventory effects as elsewhere, with new motorcycle registrations up by +8.53 percent for 2017 at 82,475 units.

This is up from the 75,996 units cited for 2016 despite the boost to final quarter registrations by the rush to pre-register Euro 3 inventory, and substantially up from the 62,506 registrations recorded for 2015.

Allowing for mopeds and scooters over 50cc, overall PTW registrations in Italy were +5.41 percent in 2017 at 204,406 units (193,913 units in 2016). Scooters were up +3.4 percent at 121,931 units.

Honda's SH 150/300/125 variants are the top-sellers (30,637 units sold in 2017 between them); followed by Piaggio's Beverly 300 ABS (7,384

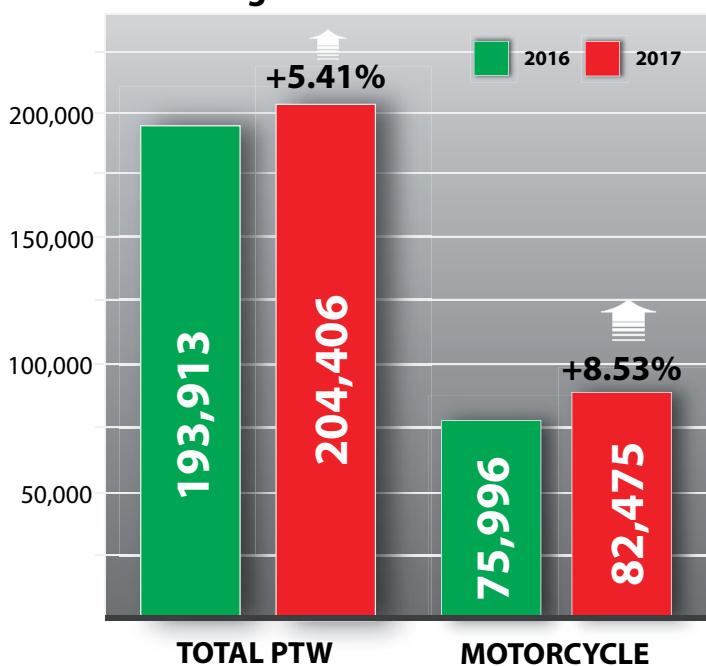
units), the Yamaha XMax 300 (5289 units) and the Kymco Agility 125 R16 (4,451 units).

The top-selling motorcycle was the BMW R 1200 GS (3,755 units), followed by Honda's Africa Twin (3,216 units) and their NC 750 X (2,454 units). The Yamaha Tracer 900 sold 2,296 units; the Ducati Scrambler 800 sold 2,241 units.

June was the biggest month for sales in Italy in 2017; followed by May, July, March and April. Of the total of 204,406 motorcycles and scooters sold, the biggest sector was the 251 to 500cc market (52,413 units); followed by the sub 125cc market (50,340 units), 126 to 200cc (25,255), 751 to 1000cc (24,684), over 1000cc (22,259) and 601 to 750cc (20,976 units).

In motorcycle terms the largest sector in Italy is Naked style bikes (30,973 units in 2017), followed by Enduro machines (26,402) and Touring bikes (11,505 units).

### Italian registrations - Year-to-date 2017



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# NEWS BRIEFS

The long running dispute between Alpinestars and Dainese in Germany has been resolved. Alpinestars are now banned from selling its Tech Air products in Germany as it was found to have violated two Dainese D-Air patents. This is all to do with the inclusion of air bags in riding jackets and suits.

Ralf Jodl's German scooter parts, accessory and tuning specialist SIP ScooterShop is to stage its popular annual open house on Saturday, May 5th.

**Even though it saw sales dip by -1.3% in 2017, BMW Motorrad's U.S. sales of 13,546 units in 2017 comfortably beat the domestic U.S. trend which saw motorcycle sales decline by -3.2% in 2017, with December actually showing a +37.3% increase over December 2016 at 1,270 units, finishing the year with four consecutive months of growth. BMW has 153 dealers in the United States.**

Parts Europe has announced a partnership with the 2018 Judd British Youth National Championship – the official ACU British Championship "for the very best junior MX riders in the UK".

Mahindra, the Indian conglomerate that owns a 51% stake in Peugeot Scooters and recently acquired ownership of the BSA and JAWA brands, has opened a new North American HQ and manufacturing operation at Detroit. The (initial?) plan is to build ROXOR branded off highway vehicles there.

Indian manufacturer Royal Enfield posted worldwide sales of +16% for December 2017 at 66,968 units. For the period April to December 2017 sales were up +21% at 593,450 units. Their two new 650cc parallel twins are slated for sale in Europe from April 2018.

Triumph has announced a diversification with a limited edition run of 500 high-specification all-terrain bicycles – the Triumph XCX.

Starting this season, it is mandatory for GP riders (Moto3, Moto2 and MotoGP) to wear an approved airbag system within their leather racing suits.

# Piaggio unit sales +12.4 percent in Q3

With its third quarter fiscals Piaggio says it has "confirmed its leadership of the European two-wheeler market" with a 15.2% overall share and 25.4 percent share of the scooter sector. At 30 September 2017, the Group sold 299,400 two-wheelers worldwide, up +12.4% (266,400 at 30 September 2016), generating net sales of 771.8 million euro, an improvement of +5.7% (730 million euro at 30 September 2016).

The figure includes spares and accessories, on which turnover totalled 101.3 million euro, an increase of +4% from the first nine months of 2016. The Group says it maintained a particularly strong presence on the North American scooter market, with a share of 20%; it is also committed to strengthening its position in motorcycles in North America. On the Indian two-wheeler market, the Group more than doubled its sales volumes from the year-earlier period, thanks to the introduction of the new Aprilia SR 150 scooter and the excellent performance of Vespa.

In Asia Pacific terms, Vietnam reported a decline in scooter sales volumes, while the Group expanded its offer in

Thailand through its recent entry onto the motorcycle market with the introduction of the Aprilia and Moto Guzzi brands, flanking the already well-established scooter offer with the Vespa and Piaggio brands.

Highlights in the scooter sector included excellent results of the Vespa brand, which boosted worldwide sales by +11.4% in respect of the first nine months of the last year. In Europe sales were up by +16.5%; in India, where the new (Vespa) Red VXL model has been introduced, sales revenue was +31.3%.

Performance was also positive in high-wheel scooters (growth in volume of +6.4%), where the Group reported revenue growth at global level, largely thanks to the new Liberty and to the Beverly.

In the scooter sector, the Aprilia brand also saw positive results, especially on the Indian market, thanks to the Aprilia SR 150 sports scooter.

The motorcycle sector of the Group also made "great strides". The Aprilia brand saw an increase in sales, in particular generated by the naked Tuono, the new Aprilia Shiver 900 and Dorsoduro 900 (launched in June 2017), and the new



125cc, RS and Tuono, launched in April. The revenue at Moto Guzzi was particularly driven by the positive sales trend of the V7, whose fiftieth anniversary this year has been marked with an ad hoc model.

Overall Group EBIT at 30 September 2017 was 69.1 million euro, an increase of 14.3% (60.5 million euro at 30 September 2016), EBIT margin was 6.5% (5.9% at 30 September 2016), pre-tax profits were 44.1 million euro, up +31.2%; the Group made a net profit of 25.1 million euro (+31.2%) and sold a total of 426,700 vehicles worldwide (411,700 in the first nine months of 2016).



## NEXX Helmets, Portugal, suffers factory fire

Portuguese helmet manufacturer NEXX has had a fire (January 20) at the fibre and carbon production unit of its factory in Anadia, Portugal. At the time of the incident (a Saturday) this part of their facility was not working, so there have been "no injuries or damages to third parties," the company says.

Helder Loureiro, founder and CEO of the company, says: "We would like to express our gratitude for the solidarity and encouragement we have received locally and internationally. We deeply

regret the impact this fire has caused to our employees, clients, partners, area residents and other companies in the area. The incident is being investigated and we are working with local authorities in every possible way to clarify what has happened.

"We would like to thank all our employees, customers and third parties for their support messages and to let everyone know that none of the 160 jobs are at risk. We can guarantee that NEXX will recover quickly from this situation and continue our growth. Production will be



Helder Loureiro, founder and CEO: "We deeply regret the impact this fire has caused on our employees, clients, partners, area residents and other companies in the area"

affected in the short term, but we expect that within a month the situation will begin to stabilise.

"The company activated its disaster contingency plan on the same day, to restore its activities and meet its commitments, and we already resumed business, as near normal as possible, effective Monday January 22nd. Many operations are unaffected, so we can continue with much of what we do."

[www.nexx-helmets.com](http://www.nexx-helmets.com)



# Suzuki sales increase

For the second quarter (to 30th September 2017) of its 2017/18 financial year Suzuki has announced worldwide motorcycle sales increased by +18 percent year-on-year at 797,000 units, driven by increases in India, China, Indonesia (despite the market slump there) and other of their emerging markets. The company is now forecasting that it will sell 1.5 Mn units for its full financial year (a forecast

increase of some 96,000 units). For its first six months, Suzuki says sales revenues from motorcycles were up by +1.5 percent in Japan, and by +26.3 percent in total in all its international markets combined, with Europe +4.5 percent at 24 Bn yen, with North America +5.4 percent and Asia as a whole +15.0 percent. Driven by sales of the all-new GSX-R1000 in global markets and the GSX-R150 in emerging



markets, their motorcycle segment operating loss of ¥0.7 billion in the previous fiscal year improved to an operating income of ¥3.7 billion. Global production increased by +20.2 percent year-on-year for their first six months of the 2017/18 financial year (793,000 units) – an increase of 133,000 units.

In other news the GSX250R and V-Strom 250 both picked up Good Design Awards, and in September, attended by Japanese Prime Minister Shinzo Abe and Indian Prime Minister Narendra Modi, Suzuki opened its new Suzuki Motor factory and saw the cornerstone laid for a new Lithium-ion battery plant at Gujarat, India.

# GS Yuasa - new MD and CEO for GSY Europe; new lithium-ion battery plant in Hungary

GS Yuasa Battery Europe Ltd have announced the appointment of Andrew Taylor as the company's new Managing Director and Chief Executive Officer.

Andrew has been with the company for approaching 29 years. Since 2007 he has been Managing Director of GS Yuasa Battery Sales UK Ltd. During this time, the company has achieved unprecedented growth, becoming the UK market leader for automotive, motorcycle and industrial batteries. Andrew has also been Commercial Director of GS Yuasa Battery Europe Ltd since 2015.

Commenting on his new appointment, Andrew said: "It is a great honour for me to take up the position of Managing Director and CEO of GS Yuasa Battery Europe Ltd. It is a challenge that I am very much looking forward to.

"We have a strong platform to build



on and an excellent European team to support our sales growth plan throughout Europe."

In other company news, GS Yuasa Corporation, the parent company of GS Yuasa Battery Europe, has



announced that it will establish a new manufacturing subsidiary company, GS Yuasa Hungary Ltd. and construct a new manufacturing plant for lithium-ion batteries in Miskolc, Hungary. Lithium-ion batteries will be assembled in the new plant with lithium-ion cells made in Japan. These batteries will be used for SLI (Starting, Lighting, and Ignition) applications which the company expects to see "expanded in demand terms in the European market in the coming years".

GS Yuasa will also consider manufacturing lithium-ion cells in this

plant in future. The company says it will "continue to respond to the market environment change in its extensive technologies".

GS Yuasa Battery Europe Ltd consists of five European sales companies and, at present, one battery manufacturing company. From sales and distribution centres in Swindon (UK), Milan, Lyon, Madrid and Dusseldorf, and a state-of-the-art manufacturing facility in Ebbw Vale, UK, GS Yuasa supplies European markets with a "vast range of high-quality GS and Yuasa brand batteries and accessories".

[www.gs-yuasa.eu](http://www.gs-yuasa.eu)

# Corvus hires Staffiero as Export Director

Former Honda Motor Europe Motorcycle Sales Operations and Aftersales Dealer Development executive Luis Staffiero has returned to his native Spain to take up the Export Director position at Murcia based UTV manufacturer Corvus. Corvus is a completely new company that has evolved from RBS (Rabassa Innova,

Barcelona) – a specialist off-road "Side by Side" leisure and racing UTV vehicle manufacturer. "Our ultimate mission is that our customers enjoy their off-road experience, thanks to the comfort and versatility of our vehicles," says Staffiero.

"Inspired by the passion to feel an adrenaline rush in each corner, the Corvus design and



engineering team works tirelessly on the trail concept - to develop fully equipped vehicles with high performance. Our ambition is to conquer the European off-road market with European made and designed recreational and professional use UTV and sport ATV models that can sell worldwide".

[www.corvus-utv.com](http://www.corvus-utv.com)



# Liqui Moly sold to Würth

German lubricant specialist Liqui Moly has been bought by the giant retailer, wholesaler and manufacturer Künzelsauer Group. Prior owner Ernst Prost, 60, will remain as Managing Director of Liqui Moly.

It is said that in day-to-day business terms the change of ownership at Liqui Moly is unlikely to result in dramatic changes - business as usual appears to be the message with company will remain independent within the Würth Group and all employees will be taken over. "Everything remains as it is. It would be nonsensical to change anything on the road to success in



recent years. It goes on as before - just under a larger roof, which offers more protection," said Prost. According to Prost, Liqui Moly is "very

healthy", with the equity ratio at over 80 percent. In 2016 the company achieved a turnover of 489 million euros with some 800 employees.

Würth/Künzelsauer Group (itself still a family business) has around 73,000 employees worldwide, with annual sales of 12.5 billion euros and has been a silent partner in Liqui Moly for almost 20 years.

Founded in 1957, Liqui Moly develops and produces exclusively in Germany, with around 4,000 automotive chemicals, motor oils and additives, greases and pastes, sprays and car care, glues and sealant items - selling in more than 120 countries.

[www.liqui-moly.com](http://www.liqui-moly.com)



Ernst Prost, 60, will remain as Managing Director



## Parts Europe wins award



German industry magazine Bike und Business awarded Parts Europe their Accessories & Spare Parts "Best Brands 2017" award at their 11th annual industry awards event - the third year in succession that Parts Europe has won at the B&B awards.

The Wasserliesch (near Trier), Germany based distributor was chosen by German dealers (readers of B&B) who evaluate how satisfied they are with their suppliers' work by giving grades.

The factors that have been evaluated were the product quality, the technical support, the service, the ability to deliver and the dealer support

in marketing and sales. The survey was based on randomly chosen recipients of Bike und Business magazine (from July 11 to September 13) with independent specialist DataM Services GmbH conducting 515 complete telephone interviews.

Second place in the Accessories & Spare Parts category went to HS-Motorradteile, Mannheim, with Wieres Motorrad-Zubehör, Bonn, third. Congratulations to all the winners and especially to Parts Europe's German sales team for the quality service they have been giving their dealers!

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

# BMW - seventh consecutive all-time sales high



BMW has reported that its 2017 worldwide deliveries of motorcycles and scooters increased by +13.2% to 164,153 vehicles, with strong sales growth in Europe and Asia.

The strongest growth was recorded in Europe in 2017, where an all-time high was achieved – growth was driven by France (16,607 units / +24.3%), Italy (14,430 units / +17.3%), Spain (11,193 units / +17.6%) and the UK / IE (9,550 units / +8.7%).

Overall around +15.0% more vehicles were delivered in Europe than in 2016. Their Asian market also continues to grow - China and Japan are among the Asian markets with the strongest double-digit growth. In India the BMW Group's own sales subsidiary has begun successfully selling BMW motorcycles.

Germany is once again the largest single market for BMW Motorrad at +7.1 percent / 26,664 units sold; making it the leading brand in market share terms in its home market.

For the first time, more than 50,000 units of the two R 1200 GS and GS Adventure travel enduros were sold; sales of the traditionally strong R Series increased significantly overall; and thanks to the new R nineT model variants ("Pure", "Racer" and "Urban G/S") sales in the flat twin boxer segment increased strongly by +9.6% to a total of 86,090 motorcycles.

Worldwide, the sports-oriented BMW S Series with the S 1000 RR Supersports bike, the S 1000 R Power Roadster and the S 1000 XR Adventure bike sold 21,752 units in 2017 (13.3 percent of all BMW units sold). Introduced in 2017 and described as an "agile all-rounder", 11,595 units of the G 310 R and G 310 GS models were sold, with demand reported to be strong in Europe, South America and Asia.

Sales of the 6-cylinder models "are also developing very positively. Already in its first year of sales, the K 1600 Bagger, which is aimed especially at the US market, is proof of the unbroken trend towards large-capacity, emotional touring bikes".

Timo Resch, BMW Motorrad Head of Sales and Marketing, said: "With 6,719 units sold and a 50% increase in sales, our 6-cylinder models are among the big winners of 2017. After Germany, the USA will remain an important market for BMW Motorrad in the coming years, too. We will continue to increase our involvement in this important market in order to strengthen BMW Motorrad's position there.

"We are also responding to the special US market requirements with the K 1600 Grand America recently presented at the Milan motorcycle show by also consistently expanding our sales structure. In 2017 we proved ourselves to be the innovative leader in many areas.

"The exclusive HP4 RACE with its lightweight carbon fibre frame and wheels attracted great attention. We also responded to the need for increasing digitalisation expressed by customers – launching our multifunctional instrument cluster with 6.5 inch full-colour TFT display, featuring a wide range of navigation and communication functions. This feature is now being rolled out to further models too.

"We expect to see further growth in sales for our vehicles in 2018, and we are looking forward to seeing the demand for the completely new F 750 GS and F 850 GS and the much-anticipated C 400 X midsize scooter. Expanding our urban mobility product range is a key sector for the future of BMW Motorrad".



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# Stefano Chiozzotto - Bultaco Regional Manager for Europe



Spanish 'comeback' Bultaco continues to implement its ambitious development plan with the appointment of Stefano Chiozzotto as Regional Manager for Europe. Reporting to Jorge Bonilla, the Director General and Vice President of Sales & Marketing, Chiozzotto will be responsible for the development of Bultaco's growing dealer network in Europe, as well as the management and supervision of sales, post-sales and marketing activities.

A dual Italian and Spanish national, Milan born Chiozzotto is a graduate of Luigi Bocconi University, the University of Economics in Vienna, the IMD Business School in Lausanne, and Franklin Covey in Milan. He boasts more than 20 years of professional experience in multi-national settings in different European countries.

An expert in business development and opening up new international markets, he has held various executive positions at IVECO in Spain, Portugal, Romania and its subsidiaries in the Balkans. He has been the Export Sales

Manager for Beta Utensili in Milan, as well as serving in general management for sales and marketing consultancies.

"The addition of Stefano Chiozzotto to our structure as the new Regional Manager for Europe will be of extraordinary value for the implantation and expansion of our brand here. With demand and opportunity driving us forward it is essential to have the very best team, and Stefano Chiozzotto is going to be a vital part of it," said Jorge Bonilla. Commenting on his appointment, Chiozzotto said "I undertake this new role with great enthusiasm. This is an exciting time to be joining a legendary brand such as Bultaco and there is no question that there is a great future ahead for us."

The company was founded on May 17, 1958 by Don Paco Bultó. Over the course of its history Bultaco has marketed legendary models like the Sherpa, Matador, Metralla and Frontera, and won countless Spanish and international championships, with



renowned racers like Ángel Nieto, Jorge Martínez Aspar, Sammy Miller and Barry Sheene.

The Bultaco of the 21st century is based on advanced contemporary technology with its proprietary electric propulsion system, energy regeneration and storage solutions to achieve "hitherto unknown battery life, high-level components, and the use of ultra-light materials," says Bonilla.

"The new Bultaco Motors team continues to uphold the "Thumb-up" brand's spirit, being true to the traditional values that drove its success - passion, innovation and competition. It has drawn inspiration from the names of its legendary motorcycles, and is proud of its heritage, but does not dwell in the past, always looking ahead."

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

Jorge Bonilla, left, says new European Regional manager Stefano Chiozzotto will "add value to the implementation and expansion of the Bultaco brand in Europe"



Bultaco's 'Brinco' in action



## Triumph records best sales for 30 years

For its 2016/2017 financial year (the period ending June 30, 2017) Triumph Motorcycles has posted total global revenues of GBP £498.5 million, up by £90.9 million (+18.23 percent) on sales of some 63,000 units (up from around 56,000 in the previous financial year).

Selling in more than 57 countries worldwide and with a recently announced mid-size model non-equity partnership with Indian conglomerate Bajaj Auto (48 percent owner of KTM) under its belt, profits were up by 46 percent (+£8.1 million) at

£24.7 million.

More than 86 percent of Triumph sales are outside the UK; Triumph dealers in the United States are pretty much selling all the bikes they can get, most of the time, and their November 2013 created Indian subsidiary sold some 1,300 bikes in 2016/17, taking them to around 4,500 units sold there in the four years since the company was set up. Triumph is headed up by founder John Bloor's son Nick Bloor as CEO and has launched five new and updated models in the past

12 months – the Street Triple, Bonneville Bobber Black, Speedmaster and Tiger 800 and 1200 adventure tourers. With the deal to replace the 4-cylinder Honda CBR 600RR engine with a race-tuned 160

bhp, and the 765cc Triple as the 'spec' engine for Moto-2 racing in 2019 likely to throw further spotlight on the British manufacturer, the future is looking good for Triumph Motorcycles.



# Honda European sales revenue +29.5% April-Sept 2017

For the three months ended 30 September 2017 (the second quarter of their 2017/18 financial year) Honda has reported total global sales revenue from its motorcycle business of 510,109 m yen (3.75 bn euro), yielding a segment profit of 68,520 yen (503 m euro).

For the first six months of their financial year, motorcycle sales revenue was 1,018,649 m yen (7.5 bn euro) for a 147,362 m yen profit (1.08 bn euro).

In Europe the company reported

sales revenue up by +44.7 percent at 30,809 m yen for their second quarter (226 m euro), taking their six months year-to date to + 29.5 percent at 76,464 m yen (562 m euro). Euro conversions are approximate at 4th January 2018.

In other Honda news, the company has celebrated the 10th anniversary of its motorcycle production plant at Iquitos City, located in the Selva, Amazon rainforest area of Peru. The company started



operations there in 2007 with some 40 employees and today has 120 people working there, with cumulative motorcycle production in the last 10 years exceeding 300,000 PTW and 'MotoKAR' three-wheeler units. Honda first started production in Peru in 1975.

Based on its longstanding commitment to "build products close to the customer," Honda began motorcycle production in Peru in 1975 in Trujillo in northern Peru. In anticipation of increasing demand for motorcycles in Peru, Honda established HSP, a new production operation, in Iquitos in 2006.

Meanwhile, Honda R&D Co., Ltd., the R&D subsidiary of Honda Motor Co., Ltd., has signed a 5-year joint research and development contract with SenseTime Group Limited, a China-based IT company with strengths in the area of AI



technologies. Specifically the project will evaluate and develop moving object image recognition technologies powered by deep learning technology, currently one of the most advanced AI technologies. The joint research project will combine SenseTime's moving object recognition technologies with Honda's AI algorithms for scene understanding, risk prediction and action planning.

The two companies will develop highly-sophisticated automated driving technologies, which will enable complex automated driving in urban areas to establish automated driving technologies to "realise a collision-free society." The two companies also plan to expand their joint activities into the area of robotics.

## BS Battery sponsors Zarco



BS Battery is very proud to announce sponsorship of the French MotoGP rider Johann Zarco. Zarco's helmet will display two stickers on the sides with the BS Battery logo - he will also wear a helmet exclusively covered with BS Battery's logo for one grand prix during the 2018 season.

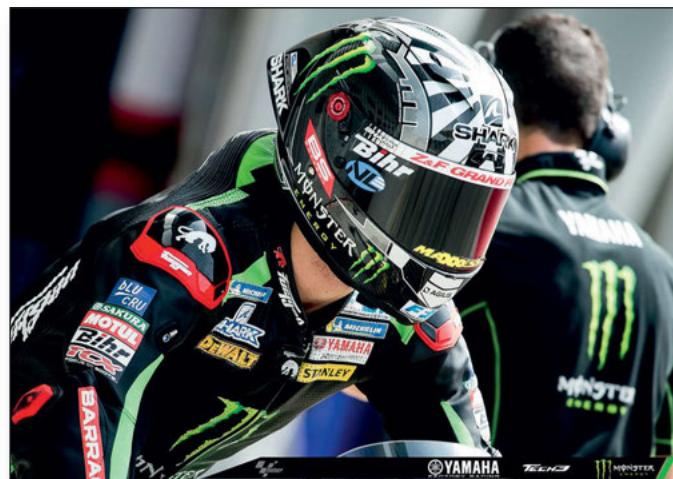
In 2017, 27 year-old Zarco confirmed his reputation as one of the up and coming new stars of the future as 'Best Rookie' of the MotoGP championship, best independent rider, and he secured a remarkable 6th place overall at the end of the championship, with 3 podiums, 2 pole positions, and 4 fastest laps.

Zarco made his Grand Prix debut

with the WTR San Marino team in the 125 cc World Championship. Zarco then moved up to Moto 2 with the JiR team in 2012 on board Motobi bikes, finishing the season tenth in the standings.

In 2013 he joined the Ioda Project Racing team, riding a Suter, and finishing ninth after two podiums. The following year he finished sixth for Caterham, scoring four podiums and a pole. He won the Moto 2 title with Ajo (8 wins, 14 podiums, 7 poles) and went on to successfully defend his title in 2016 – becoming the first rider to win back-to-back intermediate titles in the Moto 2 era (7 wins, 10 podiums, 7 poles).

[www.bs-battery.com](http://www.bs-battery.com)



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# Harley to close two factories; -11.1 percent in Q4 U.S. sales

Harley-Davidson's response to its hugely disappointing 2017 4Q and full year results is to constrain future manufacturing capacity by closing two factories for a total net job loss of around 500 jobs in what it describes as "Manufacturing Optimization" and point to "progress in building riders" and expanded product development through increased investment in electric motorcycle technology. The company's worldwide retail motorcycle sales were down -6.7 percent in 2017 compared to 2016, with domestic U.S. retail sales down -8.5 percent while international retail sales fared better at down -3.9 percent.

Closure of the Kansas City final assembly plant is expected to cost some 800 direct jobs in that area, with some 400 new hires slated for York, PA, where all final assembly operations will be consolidated. The

other facility to close is Harley's New Cast Alloy wheel factory at Adelaide in southern Australia at a cost of a further 100 direct jobs.

"Our actions to address the current environment through disciplined supply and cost management position us well as we drive to achieve our long-term objectives to build the next generation of Harley-Davidson riders globally," said Matt Levatich, president and chief executive officer, Harley-Davidson, Inc.

"We finished 2017 with over 32,000 more Harley-Davidson riders in the U.S. than one year ago, and we delivered another year of strong cash generation and cash returns to our shareholders."

Harley reiterated its focus on training "the next generation of Harley-Davidson riders globally", and confirmed that it had opened 57 new international dealer points in 2017.



**Harley-Davidson President and CEO Matt Levatich:** "The decision to consolidate our final assembly plants was made after very careful consideration of our manufacturing footprint and the appropriate capacity given the current business environment"

Harley (and Indian Motorcycle for that matter) are on record as expecting 50



percent of sales to be outside of the domestic U.S. market within ten years. Harley has also announced that it is step up its research in to EV technology and plans to have its first E-bike model on sale within 18 months.

CEO Matt Levatich said that "the EV motorcycle market is in its infancy today, but we believe premium Harley-Davidson electric motorcycles will help drive excitement and participation in the sport globally. As we expand our EV capabilities and commitment, we get even more excited about the role electric motorcycles will play in growing our business."

Following the release of its 4Q and FY 2017 fiscals, Polaris CEO Scott Wine responded to suggestions that Polaris

## Gilles renews Movistar Yamaha MotoGP sponsorship

**Yamaha Motor Racing Srl** has announced that Gilles Tooling has extended their official sponsorship agreement with the Movistar Yamaha MotoGP Team by a further three years, through to 2020. This year, their logo will be featured on Valentino Rossi and Maverick Viñales's YZR-M1, positioned on the rear fender.

The partnership between Yamaha's Factory Racing and Gilles began in 2015, with "both companies listing reliability and efficiency as core values". Announcing the deal Yamaha said: "Gilles' strive for perfection comes from its founder Gerhard Gilles, who is a former motorcycle racer. His vision of combining passion for the sport with technical knowledge is what drives the company. With 17 years of experience in creating

innovative and high-quality accessories for road motorcycles, Gilles Tooling is a big name in various road racing paddocks. Working with the Movistar Yamaha MotoGP Team in the MotoGP class, as well as other Yamaha road racing teams in other championships, helps them extend their knowledge, which is essential for further development".

Lin Jarvis, Managing Director of Yamaha Motor Racing said: "Gilles Tooling's roots are in racing and they are specialised in developing and selling high performance components for



sports motorcycles. Gilles Tooling works very closely with Yamaha Motor Europe and we have built a strong partnership in MotoGP since 2015. We are therefore very pleased to have them as our Official Sponsor for

three further years, and we will continue exploring new possibilities together to keep developing the strong partnership between our two companies."

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





was perhaps falling behind the curve in E-bike terms, after having been well ahead of Harley, said that, for them, it wasn't so much a technology issue but one of ROI – suggesting that it was difficult, at this stage, to see a pathway to profits in the sector in the short term.

The annual figures concealed a dramatically disappointing final quarter of 2017 for Harley, one in which the company was widely expected to have been able to point to some good news as a result of the theoretically well received new

generation M-8 engined Softails becoming available at dealerships. In the fourth quarter, Harley-Davidson worldwide retail motorcycle sales declined -9.6 percent compared to the prior year. Harley-Davidson domestic U.S. retail motorcycle sales were down -11.1 percent in a market that was down by around half that at -6.5 percent compared to the year-ago quarter. Fourth quarter market share was down on 3Q 2017 and 4Q 2016 share at -50.8 percent in the 601+cc segment.

## Ducati delivered 55,871 motorcycles in 2017

**DUCATI**

In 2017, the Bologna-based motorcycle manufacturer delivered 55,871 bikes, up modestly by 420 units from 2016.

Claudio Domenicali, CEO of Ducati Motor Holding said that "2017 was another great year for Ducati, both commercially and racing-wise. We battled it out for the MotoGP title all the way to the last race, won six GPs and brought home the best results since 2009. Continuous renewal of the product range and a strong focus on creating motorcycles of the utmost quality has allowed us to keep on growing despite the problems affecting the world market."

Ducati says that in 2017 the Multistrada family (including the new 950) "proved particularly popular. The Monster family also enjoyed healthy sales, as did the SuperSport and the exclusive 1299 Superleggera, 500 of which were purchased (at a price of 80,000 euro each) even before they went into production.

"Ducati Scrambler solidified the success of the previous two years, reinforcing the range of Scrambler bikes offered by the addition of the new Desert Sled and Café Racer. A

total of 14,061 Scrambler bikes were delivered in 2017, making a significant contribution to overall sales.

"Our Italian sales were particularly buoyant, ending 2017 with +12% growth (8,806 motorcycles delivered). The upward trend was also evident in the rest of Europe, where Ducati increased bike deliveries by +4% to a total of 31,123. Ducati also grew on the Spanish market, where sales rose by a considerable +28.3%.

"In the USA - which remains our largest market - deliveries were up by +1.3%, with bike sales totalling 8,898. In Argentina, the growth rate reached a stunning +66%. In Asian markets Ducati delivered a total of 5,805 bikes, also strengthening its position in China (+31%) where the dealership network doubled in size from 9 to 18."

In other news Ducati announced a collaboration with Rizoma for the production of an exclusive range of special parts for Ducati models. The company has also confirmed 20–22 July for its 10th World Ducati Week (WDW) at the Misano World Circuit Marco Simoncelli, Misano Adriatico (Italy).

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# Polaris reports record +18%, \$1,431 million Q4 2017 sales

Polaris Industries (owner of Indian Motorcycles) reported record fourth quarter 2017 sales of \$1,431 million, up +18 percent.

"I am proud of the Polaris team and excited to see their dedication and hard work pay off as we returned the company to sustainable profitable growth in 2017. Indian Motorcycles massively outperformed the Motorcycle industry, building on its existing momentum with a flood of product news and a very successful year on the race track", said CEO Scott Wine.

Motorcycle segment sales, including PG&A, totalled \$103 million, a decrease of two percent compared to \$104 million reported in the fourth quarter of 2016 which included \$25 million of Victory Motorcycle wholegood, accessory and apparel sales. Indian Motorcycles wholegood sales increased in the high-single digit percent range in the fourth quarter, while Slingshot sales more than doubled. Gross profit for the fourth quarter of 2017 was \$5 million compared to \$1 million in the fourth



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quarter of 2016. Adjusted for the Victory Motorcycles wind down costs of \$3 million, motorcycle gross profit was \$8 million, up from the fourth quarter last year due to higher sales volume for both Indian Motorcycles and Slingshot and lower warranty costs.

Off-Road Vehicle ("ORV") and Snowmobile segment sales, including their respective PG&A related sales, were \$994 million for the fourth quarter of 2017, up 13 percent over \$881 million for the fourth quarter of 2016 driven primarily by improved side-by-side shipments. PG&A sales for ORV and Snowmobiles combined, increased nine percent in the 2017 fourth quarter compared to the fourth quarter last year. Gross profit increased +11 percent to \$279 million, or 28.0 percent of sales, in the fourth quarter of 2017, compared to \$252 million, or 28.6 percent of sales, in the fourth

quarter of 2016. Gross profit percentage decreased primarily due to higher warranty and negative product mix offset somewhat by lower promotional costs.

International sales to customers outside of North America, including PG&A, totalled \$211 million for the fourth quarter of 2017, up +18 percent, from the same period in 2016. In the fourth quarter, sales in EMEA grew low-twenties percent, Asia Pacific increased high-single digits percent, and Latin America sales rose mid-teens percent.

In corporate terms gross profit increased +18 percent to \$368 million for the fourth quarter of 2017 from \$313 million in the fourth quarter of 2016.

Polaris announced its intention to wind down its Victory Motorcycles operations on January 9, 2017. The decision is expected to improve the



"Indian Motorcycles massively outperformed the motorcycle industry, building on its existing momentum with a flood of product news and a very successful year on the race track"

long-term profitability of Polaris and its global motorcycle business, while materially improving the company's competitive position in the industry.

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# Touratech - business as usual under new ownership

German adventure touring specialist Touratech concluded its investor negotiation process in December and from January 1 were formally taken over by Wuppertal based Happich GmbH, a division of Pelzer Swiss Holding AG, a leading interior design and accessory manufacturer for commercial and special vehicles.

The insolvency administrator Dr. Dirk Pehl from Schultze & Braun signed a purchase agreement for Touratech on December 10, 2018 with all the Touratech employees at the Niedereschach, Black Forest premises being taken over. "The acquisition is a very good solution for Touratech," said Dr. Pehl, who had been supervising the ongoing management and trading of the company since it entered administration. "We have found the ideal partner." New owner Marc Pelzer said that Happich would continue the previous Touratech business model, commenting that "Touratech complements our previous product portfolio perfectly."

Touratech had filed for insolvency on August 10 - the reason being the late commissioning of the new 8,000 sq m facility Touratech had built in order to meet growth. The move also involved difficulties with logistics and manufacturing - the resulting production losses and supply difficulties eventually led to insolvency.

In January the company said

that "the management team around the CEO of Alberto Reinhart and the new owner Marc Pelzer will be working over the next few weeks and months to ensure that the corporate structures are adapted to the strategic direction of the company, and that the products are available in time for the motorcycle season.

"Touratech GmbH will continue to be the leader in motorcycle equipment for adventure and travel," promises Alberto Reinhart, CEO, "and we will continue to provide Touratech products in the premium segment for the motorcycle manufacturers and world travellers with an optimised product portfolio in the future to offer our well known top quality.

"After a period of intensive restructuring, the state-of-the-art production facility and the new logistics center will ensure even better product quality and

The 2018 edition of the popular Touratech catalogue is almost 1,000 pages of parts and accessories for touring enduro bikes. More than 110,000 copies of this essential reference resource have been printed, in five different languages

faster and more efficient delivery processes. "Service-oriented branches throughout Germany and an efficient network of distributors around the globe guarantee customer-oriented advice, competent service and reliable availability of the products. "As part of the Pelzer Swiss Holding AG, Touratech is now well positioned to continue shaping the motorcycle and travel scene as innovative trendsetter".

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



Alberto Reinhart,  
Touratech CEO



The Touratech management team (left to right): Jochen Schanz (COO),  
Marc Pelzer (Owner), Alberto Reinhart (CEO), Martin Wickert (CMO)



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**KTM Group  
+17% for 2017  
at 238,334  
units sold**



**KTM Industries AG has announced that 2017 saw the company achieve a seventh consecutive record result with an all-time high in revenues and profit. At 1,533.4 m euro revenues for the year were +14% with EBIT +8% at 132.5 m euro after investments of 179.6 m euro in the last 12 months.**

The company says it sold 238,334 KTM and Husqvarna brand motorcycles in its 2017 business year "further strengthening our position as the largest motorcycle producer in Europe". Sales increased by more than 17% compared to the previous year. To support further growth, 92 m euro was invested in product development (including tools and machines) in the past year, with investments in plant and infrastructure focused on the new high-performance drivetrain production facility, in additive manufacturing at Pankl in Kapfenberg, and into the expansion of the research and development department at KTM in Mattighofen.

Due to the growth of the group, 818 additional employees were hired in 2017 (652 of them in Austria) taking the Group to 5,887 people worldwide, including 4,568 in Austria.

The company says that for the business year 2018, KTM Industries Group expects further organic growth in its core areas.

With the market launch of Husqvarna's first street motorcycles (Vitpilen and Svartpilen) and the KTM twin-cylinder models (790 Duke), management expects to remain on track for continued growth and anticipates a positive business performance for 2018. The company aims to sell 400,000 motorcycles annually by the business year 2022.

In other news, KTM concluded a joint venture agreement with CF Moto in China in October – to continue expansion of KTM's presence in the Chinese market. The new business, "CFMoto-KTMR2R", is 49 percent owned by KTM.

## **Yamaha earnings “strong”**

Yamaha Motor Co. has raised its 2017 income forecasts after it announced consolidated business results for the first nine months of its 2017 financial year (the period to 30th September 2017) with net sales up by +10.4 percent and a +35.9 percent increase in operating income.

Net sales for Yamaha Motor Co.'s consolidated accounting period for the first nine months of its fiscal year (ending December 31, 2017) were 1,250.7 billion yen, (an increase of +117.9 billion yen or +10.4% compared with the same period the previous fiscal year), and operating income was 120.8 billion yen (an increase of +31.9 billion yen or +35.9%).

In the emerging markets motorcycle business segment, net sales increased thanks to higher unit sales in the Philippines, Vietnam and Thailand, and operating income increased thanks to the effects of product mix improvements and cost reductions such as promotion of the platform transition.

Despite decreasing in Indonesia due to the market slump there, unit sales and net sales of motorcycle products increased overall.

In developed markets, all businesses (apart from power products) saw increased sales and income.

Net sales of motorcycle products overall were 782.0 billion yen (an increase of +82.8 billion yen or +11.8% compared with the same period the previous fiscal year), and operating income was 54.5 billion yen (an increase of +25.8 billion yen or



Made and sold in India, Yamaha's FZ25 was recognized at the CII Design Excellence Awards, winning the "Two-Wheelers Commercial" - "Mobility Design" category

+90.3%).

Operating income increased in emerging markets - principally the ASEAN region - thanks to the effects of product mix improvements and cost reductions such as promotion of the platform transition and increases in developed markets, as well thanks to the effects of yen depreciation, leading to increased income overall.

In other news, Yamaha has signed the UN Global Compact (the "UNG"), a voluntary initiative promoted by the United Nations in which participating companies and organizations "create a global framework to realize sustainable growth by acting as good members of society through displaying responsible and creative leadership. Participating companies and organizations are required to support and enact ten principles.

Meanwhile in India, Yamaha saw its FZ25 recognized at the CII Design Excellence Awards, winning the "Two-Wheelers Commercial" - "Mobility Design" category. This competition is hosted by the Confederation of Indian Industry, and the accolade represents the company's first honor in these awards, received at its first application. Now in their seventh year since establishment in 2011, the CII Design Excellence Awards recognize outstanding products manufactured and/or sold in India. Produced and sold in India by their subsidiary India Yamaha Motor Private Limited, the FZ25 is a street model motorcycle featuring a new 250cc BLUE CORE engine, which is said to deliver "both riding enjoyment as well as excellent fuel efficiency and environmental performance".

## **Dealer promotion on MT-10 sport fairing panels**

British bodywork specialist Pyramid Plastics offers a range of sport fairing panels for the Yamaha MT-10 (including the SP). Pyramid's sport fairing panels offer unique styling as well as covering up the unsightly exposed area at the radiator ends, which is often thought to look 'unfinished' from a styling perspective. Available in colour match finishes including Night Fluo Grey, Tech Black and Race Blu, as well as gloss black and unpainted for those who want to add their own paint scheme. Pyramid also offer a range of MT-10 stickers in different

colours so that your customer can mix and match to create their own unique look. To kick off 2018, Pyramid are running a 2018 Dealer Trade Offer on their MT-10 Night Fluo sport fairing panels - open to all dealers with a Pyramid trade

account, a set for display can be bought at a 50% discount. "A great way of setting your MT-10 apart from the rest and getting your customers interested," says Pyramid's Adam Bowser.

[www.pyramid-plastics.co.uk](http://www.pyramid-plastics.co.uk)



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**NEW ARRIVAL**

**UFOPLAST RIAS SYSTEM ROTATION IMPACT ABSORBING SYSTEM**

Multidensity multilayer interior with inner oscillating shell, is the revolutionary Diamond helmet technology: 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.

The advertisement displays several UFO Diamond helmets in various colors (white, blue, red, black) and designs. A technical diagram at the bottom left shows a cross-section of the helmet's interior, highlighting the 'RIAS SYSTEM' (Rotation Impact Absorbing System) with arrows indicating the flow of energy during impact.

# NEWS BRIEFS

**BRP** is celebrating 50 years since the launch of the Sea-Doo personal watercraft brand. The first model was a two-seater and proved ahead of its time, creating what has gone on to be a two-million-unit industry. Powered by an air-cooled, 320cc Rotax engine, to prove its capabilities, Bombardier CEO and President at the time, Laurent Beaudoin and his management team rode new Sea-Doo watercraft from Montreal to New York City, a trip with over 430 miles through Lake Champlain and down the Hudson River.

A rare, original condition, British-made, Australian speed record-setting 1951 Vincent Black Lightning was sold at auction in Las Vegas by Bonhams for \$929,000, making it the most valuable motorcycle ever sold at auction. Built by special order and imported new into Australia by Tony McAlpine, the Vincent Black Lightning – number 7305 – is one of only about 30 Black Lightning models ever built by the Stevenage factory.

**Norton Motorcycles** has appointed Queensland based Brisbane Motorcycles as its new Australian importer.

Construction industry equipment manufacturer Caterpillar has announced plans to enter the utility vehicle market via a deal with Textron Specialised Vehicles, the owner of Arctic Cat since their acquisition in early 2017. It will sell Cat UTV models through Caterpillar dealerships starting in 2018.

**BRP** has announced it is to build a new North American HQ at Plano, Texas. The move is designed to situate them "closer and better connected to our largest market", according to BRP GM Sandy Scullion.

The dates for the FIM'S International Six Days Enduro (ISDE) have changed. Originally scheduled for October, it has been rescheduled for November 12-17 at the same Viña del Mar, Chile location. The World's largest annual off-road competition, since 1913 countries have sent their best off-road racers to exotic locations around the world. The event's top prize is the ISDE World Trophy.

# Passion for Italian



Based near Brunswick in northern Germany, it isn't often that anyone manages to build a business with such a clearly defined specialty into the size of operation that Italian parts specialist Stein Dinse is today.

But Hans-Dieter Stein has managed it. He started the business in 1983 and as the company celebrates its 35th anniversary this year, it is selling over 40,000 different products from more than 200 different vendors from a 7,000 sq m (70,000 sq ft) facility that is 100 percent dedicated to the "Passion for Italian".

Specifically, a passion for all things Moto Guzzi, Ducati and Aprilia – with a hint of MV Agusta thrown in for good measure!

Indeed, so successful has the formula been that those 35 years of hard work have meant that Stein Dinse is by far

the world's largest spare part and accessory seller for these brands, with a native speaker service staff that are one of the world's major knowledge resources for parts for Italian made motorcycles.

Not just 'late-model' parts either – the company sells hundreds, in fact thousands of parts for older models, especially Moto Guzzi models, that are just not available from anyone else, anywhere.

"For older models, we offer several spare parts and accessories, which are completely sold out in the market or no longer available. It may happen that there is a missing part in our range, but since we are deeply engaged with preservation of the old machines, we can always ask our alternative suppliers," says Hans-Dieter.

"Through decades we continuously developed the trading of components and spare parts for the great Italian brands Ducati and Moto Guzzi. Meanwhile, we are the official importer for Dellorto, Brembo, Mistral and Unibat, offering almost every spare part for the current Italian models.

"We sell to dealers and to enthusiasts, and in addition to our catalogue, we offer our entire range, including many specialty service and repair

**STEIN  
DINSE**  
[www.stein-dinse.com](http://www.stein-dinse.com)



Hans-Dieter Stein: "For older models, we offer several spare parts and accessories, which are completely sold out in the market or no longer available"

replacement spare parts and components online too – with excellent shipping to all European destinations and beyond and orders placed up to 4 pm usually being shipped the same day.

"In fact, despite regular maintenance and revision, we are getting ready for another major upgrade and relaunch of our e-commerce platform this year with even better functionality and help for our customers".

The available product line stretches from replacement engine and service components such as filters, pads, tyres, oil and gaskets, to exhausts, brake lines, luggage and luggage carriers, calipers, discs and lifestyle parts such as helmets and apparel.

[www.stein-dinse.com](http://www.stein-dinse.com)



# Vive La Moto - Madrid, April 5-8

Jointly organised by IFEMA, the Madrid Expo Centre, and marketing and events specialist Kando I-Vents, Viva La Moto is backed by Spanish trade Association Anesdor (the Spanish National Association of Motorbike Sector Businesses, which represents over 96% of the Spanish motorbike market) and MotoGP commercial rights owner Dorna.

The show is making a return to Madrid for the first time since 2007, and the plan is that it will now alternate between Madrid in even years and Barcelona in odd numbered years. Context for the return is market recovery "with excellent expectations in terms of success and participation", according to IFEMA.

As of November 2017, IFEMA said that more than 16,000 square metres of exhibition space had already been reserved for a show that will combine classic expo halls with outdoor activity and motorcycle demonstration space.

The main motorcycle brands that make up ANESDOR's industry membership are all confirmed for what Anesdor Secretary General José María Riaño expects to again become established as Spain's annual

motorcycle industry "go-to" for the new models and latest parts, accessories and apparel. The relaunch comes at a time when the market in Spain grew by 16.1% and saw 171,304 units registered in 2016.

Riaño went on to say that "the consolidation of growth in the sector has allowed big trade fairs to come back to Spain, along with the support of brands and motorcycle manufacturers for these types of events. This trade show is emerging as the primary event for motorbike fans and industry brands and professionals in Spain".

[www.ifema.es/vivelamoto\\_06](http://www.ifema.es/vivelamoto_06)



Anesdor Secretary General José María Riaño: "the consolidation of growth in the sector has Vive La Moto to again emerge as the primary event for motorbike fans and industry brands and professionals in Spain"



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# BST Rapid TEK innovation – “Technology made beautiful”



**S**outh African carbon fibre wheel specialist Blackstone TEK presents what Managing Director Gary Turner says is “the best bolt-on performance part in the world.”

“Our elegant 5-split spoke Rapid TEK wheel has an ‘edgy’ new look, but also showcases BST engineering with its super light weight and the unique high pressure forged carbon hub areas.

“It’s a direct replacement for the OEM wheels, making it easy to use. Produced by BST from concept to volume production, these wheels have been subjected to the same rigorous testing as all the BST wheels. Our Rapid TEK carbon fibre conventional rear wheel offers interchangeable parts so that a rider can swap wheels when he changes his motorcycle. That’s a neat piece of engineering.”

BST’s ‘value proposition’ is simple: “It’s all about bang for the buck - this is the best performance enhancer available for your ride. The reduction in weight and rotational inertia gives instant gratification and a significant performance advantage through improved handling, later braking and quicker acceleration.

“The enhancement to performance is greater than any other modification a rider could make to his or her motorcycle for the equivalent cost. The additional benefit of interchangeable hubs also increases the life span and value of the wheels.”

Gary goes on to say that they don’t only look great in their wide choice of available colourways, but that they are “extremely durable. The strength to weight ratio of carbon fibre is well known and is utilised to its fullest by BST. We apply the most stringent testing standards to both our OEM and aftermarket wheels.

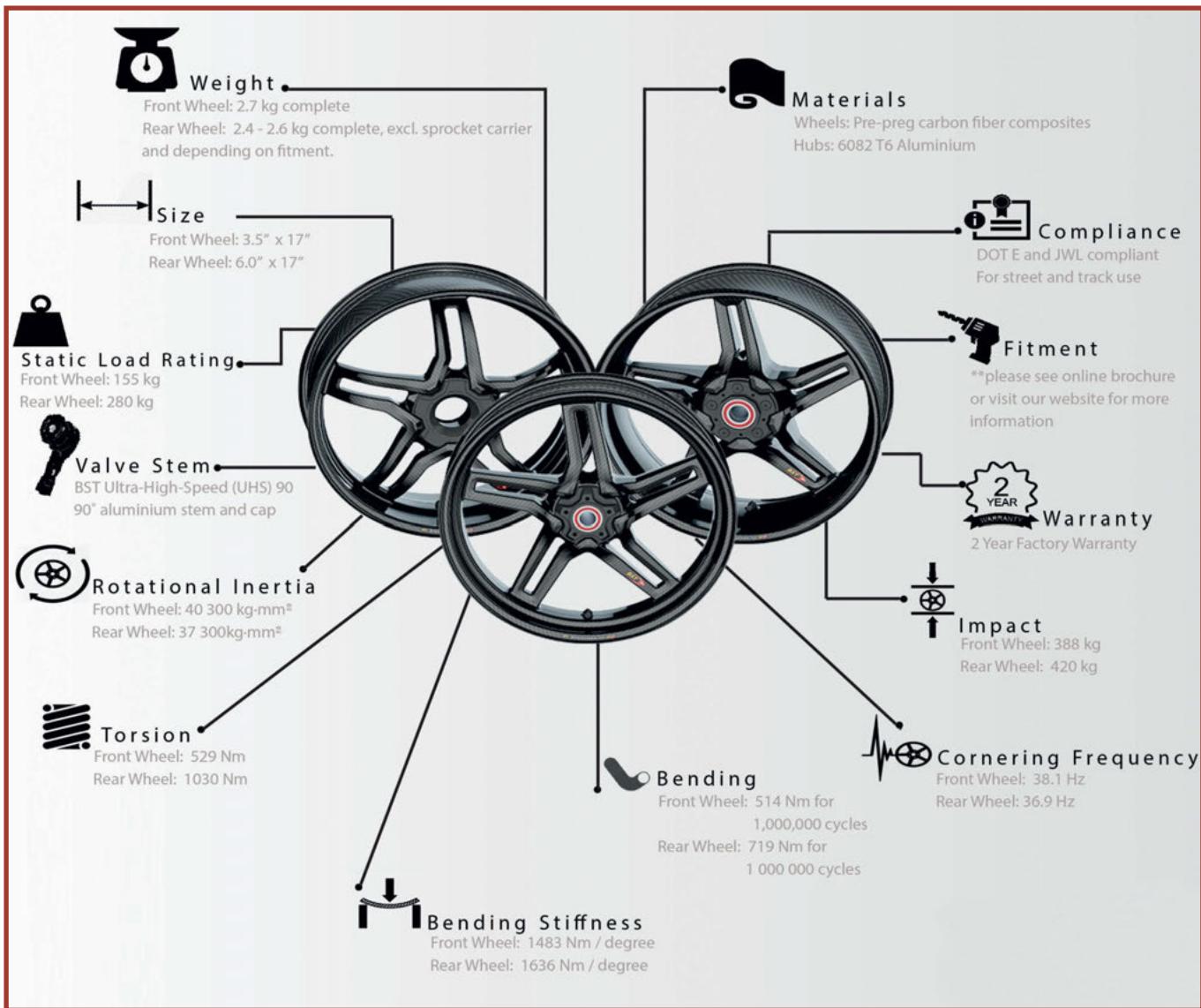
“BST is the only carbon wheel manufacturer that is ISO 9001:2008 certified, audited by the German TÜV, and that adheres strictly to the JWL and DOT E specifications.



Terry Annecke, Operations and Marketing Director, at EICMA in 2017

“The interchangeable hub means you will now be able to use your wheel on different motorcycles by simply replacing the brake adapter, and our new BST

designed high-pressure forged composite drive side means you can expect only the best in performance.” The exceptional performance all stems from where



the weight is saved and the high strength - the lighter rim lowers the moment of inertia; this results in quicker response and reaction to the rider's commands, faster acceleration and quicker braking. Sold with a 2-year factory warranty, the wheels are made in pre-preg carbon fibre with hubs in 6082 T6 aluminium and BST ultra high speed 90-degree aluminium valve stem and cap. The fronts are 3.5" by 17" (weighing 2.7 kg complete, with 388 kg impact and 155 kg static load rating), the rears are 6.0" by 17" (weighing 2.4 – 2.6 kg complete, excluding sprocket carrier and depending on fitment, with a 420 kg impact and 280 kg static load rating) and are available for selected BMW S 1000R/RR, Ducati models, Honda, Kawasaki, KTM, MV Agusta, Suzuki, Yamaha and even the Bimota BB3. The cornering frequency is 38.1 Hz for the front and 36.9 Hz for the rear; front wheel torsion is 529 Nm, 1,030 Nm rear; bending is 514 Nm front and 719 Nm rear for 1m cycles; front bending stiffness is rated at 1,483 Nm/degree, front, and 1,636 Nm/degree for the rear; rotational inertia is 40,300 mm<sup>3</sup> for the front and 37,300 kg mm<sup>3</sup> for the rear.

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

## What Is Carbon Fibre?

A carbon fibre is a long, thin strand of material about 0.0002-0.0004" (0.005-0.010 mm) in diameter and composed mostly of carbon atoms. The carbon atoms are bonded together in microscopic crystals that are more or less aligned parallel to the long axis of the fibre. The crystal alignment makes the fibre incredibly strong for its size. Several thousand carbon fibres are twisted together to form a yarn, which may be used by itself or woven into a fabric. The yarn or fabric is combined with epoxy and wound or moulded into shape to form various composite materials. Carbon fibre-reinforced composite materials are used to make aircraft and spacecraft parts, motor cycle structural elements, wheels, racing car bodies, golf club shafts, bicycle frames, fishing rods, automobile springs, sailboat masts, and many other components where light weight and high strength are needed. Carbon fibres are classified by the tensile modulus of the fibre. The English unit of

measurement is pounds of force per square inch of cross-sectional area, or psi. Carbon fibres classified as "low modulus" have a tensile modulus below 34.8 million psi (240 million kPa). Other classifications, in ascending order of tensile modulus, include "standard modulus," "intermediate modulus," "high modulus," and "ultra-high modulus." Ultra-high modulus carbon fibres have a tensile modulus of 72.5 -145.0 million psi (500 million-1.0 billion kPa). As a comparison, steel has a tensile modulus of about 29 million psi (200 million kPa). Thus, the strongest carbon fibres are ten times stronger than steel and eight times that of aluminium, not to mention much lighter than both materials, 5 and 1.5 times respectively. Additionally, their fatigue properties are superior to all known metallic structures, and they are one of the most corrosion-resistant materials available, when coupled with the proper resins.



## The effects of inertia By Gary Turner

Lightweight wheels are without a doubt the best performance product that can be purchased for a motorcycle. Instant performance is gained in all major areas - it's something the rider feels immediately – it's instant gratification.

When comparing wheels and weights, it is not always the overall weight that matters, but rather the weight distribution in each particular wheel which affects the performance of the wheel. A lighter rim means better performance. Carbon wheels generally have much lighter rims and carry the bulk of their weight in the hub – and the hub has little effect on the performance of the wheel. But weight is NOT the only

consideration. Lighter wheels will make a major difference to the handling of a motorcycle, but they will also improve your acceleration and deceleration (braking).

This is because the weight of the wheels isn't at work in isolation. What is even much more important is the rotational inertia of the wheels, namely how much weight is close to the axle and how much weight is further away from the axle.

Clearly the energy needed to turn wheels obviously comes from the engine. If you need less energy or power to turn your wheels, the available power accelerates the wheel quicker and you will end up with a higher maximum speed.

The lighter the wheels, the less your unsprung mass. This means that your suspension has to work less to dampen the wheels, and it will therefore track the ground surface much better, giving better control and performance. It is more difficult to move or steer a rotating mass than a stationary mass (try to move a spinning bicycle wheel). If you reduce the mass, and specifically the rotating inertia, the force required to move or steer the mass is reduced significantly. Putting lighter wheels on a motorcycle will reduce the steering forces significantly and therefore have a positive influence on driver fatigue. No other performance-enhancing product gives the same benefit/price ratio.



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**ANDREA VERONA** - Enduro Youth  
(TM Racing)

**JOAN MIR** - Moto3  
(Leopard Racing - HRC)



**DENNIS FOGGIA** - Moto3 Jr.  
(VR46 Academy - KTM)



**KAZUKI MASAKI**  
(Red Bull Rookies Cup - KTM)



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## Enlarged EK Chains range

Italian specialist PBR is offering an enlarged range of EK Chains. Produced by "higher standards of quality, Japanese EK chains offer the same technology as their famous racing chains at a convenient price/quality ratio for bikes with small, medium and large displacement engines". Available in different versions both road and off-road bikes, including Heavy Duty, O-Ring, QX-Ring SRX2, and QX-MVXZ2 Series, they are now also available for the new 2018 production bikes - with many models available in coloured versions.

**PBR SPROCKETS**  
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**[www.pbr.it](http://www.pbr.it)**



## 'Blizzard' waterproof summer gloves



Orina's new 'Blizzard' is a waterproof, breathable summer glove. The company says that the OutDry membrane makes it a "premium, one of a kind summer riding solution with an incredibly thin but comfortable construction."

The high-quality cowhide leather and shock-dampening SD gel pad on the palm "ensure a safe and comfortable grip, while the Carbolex protector on the edge of the hand, combined with the light knuckle protection, guard the most important parts of the hands". The gloves are available in two colourways, uni black and black/red.

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



## TanklockED

GIVI's patented 'Tanklock' system enables a tank bag to be secured to a fuel filler cap - the new 'ED' version is an upgrade, equipped with a lock and currently available on three new models of tank bag - the ST605 (from the Sport-T range) and the UT809 and UT810 from the Ultima-T range.

The company says that its Tanklock system is an alternative to any other fastening system available on the market (such as conventional belts or magnets), enabling a bag to be attached and detached in a second, simply by activating a lever. Increased security is provided by the incorporated security lock system.

The lock enables the key to be removed, even when the lock is in the open position. There is no need to use the key every time the bag is released from the fitting, simply use it to lock the bag every time the motorcycle is left unattended.

One key serves for up to five locks using the SL102, SL103 and SL105 lock barrel/key kits; the same key with either two, three or five matching lock barrels can also be used in GIVI accessories equipped with



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the Security Lock system, such as top cases, toolbox, side cases or trolley bases.

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# Newfren, new compounds

Based near Turin, Newfren has been manufacturing a complete range of motorcycle brake spare parts for over 50 years - brake pads, brake shoes, brake discs and clutches for a wide range of popular Italian and international makes and models going back to the 1960s.

Stock replacement and high performance products are offered, with new high performance compounds available that feature 16 application specific formulations to "guarantee the right quality, efficiency and performance for all braking needs". Newfren says its distributors and dealers have access to "one of the most comprehensive range of motorcycle pads available with coverage for most popular makes and models of street and off-road motorcycles and scooters".

Founded in the 1950s by Alessandro Barbero, Newfren has been an innovator and early adopter of a number of new brake technologies, such as bonded friction material, gravity and high pressure die casting and brake shoes without rivets.

The company is still in family ownership with Valter



Barbero at the helm, and 24 months ago the company completed a major two-year investment programme in new manufacturing technology at their 10,000 sqm facility in Italy. Newfren also has another modern 2,000 sqm facility based in Tunisia, where brake shoes are assembled.

Ahead of industry requirements where environmental manufacturing and compound formula requirements are concerned, Newfren has been granted UNI EN ISO 9001-2000 certification for its quality control system and ABE certification from the German KBA for many of its products.

Three ranges are offered for Road and four for Off-Road applications in addition to their Scooter pads - R01, Race Sinter for Road Bikes and X01, Dirt Sinter for Off-Road bikes are the two top level pads.

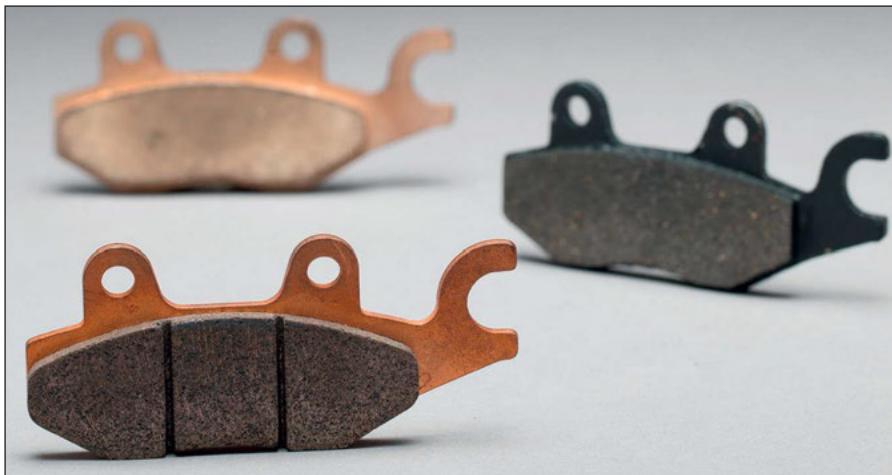
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[www.newfren.com](http://www.newfren.com)



# Chain adjuster with bearings

Italian race and sportsbike specialist Bonamici's new chain adjuster designs feature bearings to "completely eliminate friction".

With micrometric adjustable positions precision CNC-machined from Ergal billet (aluminium alloy), they are described as "robust and effective".

They are available in a range of standard or custom colours for most of the latest performance models, including the BMW S1000RR 15/18, Kawasaki ZX-10R 16/18, Yamaha YZF R1 15/18, Aprilia RSV4 15/18, Honda CBR 1000 RR Fireblade 17/18, Suzuki GSX-R 1000 17/18 and Yamaha YZF R6 17/18.

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[www.bonamiciracing.it](http://www.bonamiciracing.it)



# Vert 360 – an all-season all-in-one



Italian specialist Moto One's Vert 360 is a 4-season "smart, all in one" jacket for men and women.

Made in 520 D Cordura nylon with polyester 600D ACT D6 inserts, it has a detachable 3M Theromolite inner and separately wearable, detachable and 100 percent waterproof membrane.

Protection is with removable CE approved armour at the shoulders and elbows with antishock protector at the back. There are large ventilation apertures on the chest, arms and back; front pockets with WP zip and Velcro; cargo pocket on the back with WP zip and Velcro; double adjustment buttons on the arm with a triple setting "Ergoneck" with micrometric adjustment settings and protection for the Adam's apple.

A micrometric adjustment belt at the waist and adjustment zip at the sides make for adjustable fitting and comfort; there is a trouser connection zip, 3M reflex insert on the back, battery powered safety LED Hi Viz "U-SAFE" on left shoulder, movable 3M hi viz band on the left arm and an optional CE approved back protector is available.

#### **MOTO ONE**

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# New 'Power Box' by BS Battery



**POWER Box**



The new 'Power Box' PB-01 is said to "make life easier for all - it is a compact and powerful battery that can be put inside any motorcycle trunk, glove box, adventurer backpack or student bag. It ensures you can always start your vehicle and charge your mobile devices".

The flashlight function provides three blinking modes with SOS, Strobe and normal constant light. The 'Power Box' is a 12000 mAh lithium ion battery

that will jumpstart 20 times before needing a recharge - rechargeable with a standard cigar plug or electric charger. It has smart cables, is said to be "very safe, and has an additional USB power supply".

General Manager Benjamin Sebban told IDN: "In the last few years BS Battery has become one of the largest and most innovative lead-acid powersport battery and charger suppliers, present in both OEM and aftermarket fields. We sell worldwide and cover the full range of motorcycle, scooter, ATV, watercraft, snowmobile, and Utility Vehicle applications."

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# Women get Draggins's Drift

As an alternative to its 'skinny' women's styles, Draggins now offers its Drift jeans to female riders who prefer a boot cut and a slightly more relaxed fit.

Manufactured in a hand-distressed dark blue denim that gives a 'street fashion' look, the Drift is cut with a mid-rise waist that is higher at the back to provide comfort and protection when the wearer is seated on the motorcycle.

The boot-cut hem is wide enough to fit over riding boots without being excessively flared.

Draggins has fitted the Drift with their very latest MR7+ Roomoto lining that utilises Kevlar and Dyneema to provide over 7.46 seconds of abrasion resistance (equivalent to sliding a distance of 70 meters).

As with all of Draggins's products, only original DuPont Kevlar is used.

Draggins was the world's first 'DuPont Kevlar Preferred Licensee' and say they "offer riders the assurance they need when making such an important investment". Heavy-duty seams, a locking zip and knee and hip pockets that accommodate Draggins's CE approved armour complete the Drift's protective attributes.



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# 'Dirt Digger' clutch kits

Leading Californian clutch specialist Barnett Clutches & Cables' has these 'Dirt Digger' high performance clutch kits, featuring clutch plates made with their exclusive carbon fibre or Kevlar friction material, tempered steel drive plates, and a set of 10-15% stiffer heavy-duty springs.

The "CF" and Kevlar materials are said to "provide a stronger, more positive engagement and the 'segmented' friction material design increases oil flow to the clutch, providing a smoother, more consistent performance and increased clutch life," says



company President Mike Taylor.

"The heavy-duty springs are shot-peened and heat-treated for extreme durability - all our clutch kits are pre-measured for proper stack height, prior to packaging, to ensure reliable fit and performance."



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## Anti-Shock Performance MX race chain

Japanese manufacturer DID (Daido Kogyo) has updated its track, off-road and high-performance ER X-Ring chain programme with a next generation 520ERT3 for 2018. Based in Bologna, Italy, and established in 2004, DID Europe sells through leading distributors throughout Europe.

The new 520ERT3 features "Anti-shock Performance" - technology that reduces the process of "Plastic Elongation" caused by the momentary excessive tension load on a part of the chain that causes the chain pin holes to deform over time.

DID have shown greatly increased resistance to such deformation, by up to 25 percent, by improving the plate material over that used in their 520ERT2 - itself a

well-regarded and durable product for MX applications.

DID says that the new design is some 3 percent stronger with zero increase in weight - a result of the company's ongoing investment in materials research and advanced manufacturing technology. Additional features include SDH (surface hardened) pin treatment, seamless solid bushing and characteristic gold finish.

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Start gets smart with Shido Connect



AFAM has introduced what it says is the "first smart battery ever. Simply connect an Android or Apple smartphone over Bluetooth with the new Shido Connect LiFePO4 start battery, and the rider can stay informed on the health of the lithium battery in real time". The company says this new battery has "all the advantages of the existing Shido lithium ion battery, such as 60 percent weight saving compared to the lead-acid alternative and a higher cranking capacity with additional new features such as availability of all battery data for QR code download on a smartphone, individual cell voltage and balancing monitoring, charge state indication and end of life expectancy". Said to be good for over 1200 load cycles and to retain full capacity with very low self-discharge, additional smart features include various alarm records and a sleep/wake-up function for long-term battery storage. Shido Connect will be available from mid-March.



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# 'Hunter' for touring and urban use

Airoh's new 'Hunter' is a three size, high-performance composite (HPC) fibre outer shell sized Urban Jet that is said to be "among the lightest available on the market" at 1,250 g (+/- 50 g).

"The unbeatable combination of ultra-light weight, advanced safety features along with the versatility and improved comfort and fit of three shell sizes make it a perfect choice for touring and urban use". Those features include a retractable sun visor; scratch and UV resistant tool-free quick release extra wide main visor to which an optional Pinlock lens can be attached; hypoallergenic, removable and



washable lining for "maximum breathability and comfort"; improved top and rear vents for optimised airflow and a micrometric fastening with anti-theft ring.

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## H-Full back armour

Designed for the rear pocket of Hevik's jackets, this first spinal protector introduced as part of the new collection is said to be "one of the latest generation of protectors - level 2 approved, it is highly technical without compromising the comfort or fit of any Hevik jacket".

This is the first time the Italian brand has entered the safety products sector and created a full back protector with CE FB level 2 approval, which, according to EN 1621-2:2014, is the highest accreditation.

The Hevik H-Full back armour is a multi-layer product



made from memory foam with a multi-layer construction – the layers can slide independently of each other to efficiently distribute the energy, reducing the energy that is transmitted to the spinal area, even in an impact occurring at an adverse angle.

"Nothing has been left to chance, and even the central seams have been designed to provide maximum structural support, ensuring that any distortion is immediately corrected with the protector returning to its original shape. Safety was obviously the priority during the design process. The comfort, ventilation and flexibility are outstanding, but were all engineered to ensure safety remained maximised," says Hevik. H-Full back armour is made of Italian materials and available in three sizes, in 44 to 52 cm lengths.

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## Putoline's environmentally friendly Bag-in-Box

Putoline Oil has introduced new 20-litre Bag-in-Box packaging. The so-called BiB is an environmentally friendlier alternative to the conventional plastic pail, delivers easier, smoother flow dispensing to minimise waste, with the empty BiB taking up to 90 percent less transport space. Available internationally to all Putoline Oil customers, the filled boxes are easier to stack, promoting more efficient use of warehouse space, with waste materials that are easy to separate after use - the solid cardboard box is almost entirely

recyclable, and the plastic bag significantly reduces waste. Compared to the conventional 20-litre pail, 90 percent less

plastic is used for the plastic bag inside the box.

The special tap allows easy and drip-free dispensing, preventing air from getting into the packaging. The strategically positioned handles make it easy to carry and use; Bag-in-Box is practical for the packaging, transport and use of lubricants. In the future, Putoline Oil expects to introduce other packaging formats as a BiB.



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# Street Triple accessories

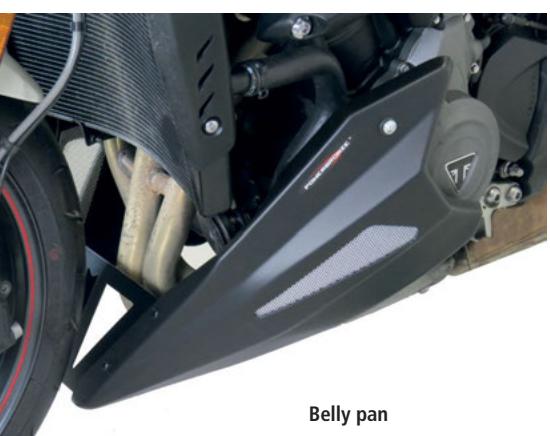
British specialist Powerbronze has developed a range of products for the '17-'18 Street Triple range.

The line-up includes a 190 mm high acrylic light screen for the Speed Triple 1050 R and S 2016, Street Triple R 17-18, Street Triple R Low 17-18 and Street Triple RS 17-18 that is available in 25 different colours and finishes, including iridium.

This vacuum formed ABS Belly Pan Fits all Street Triple models, including the S models. Available in gloss black, matt black, gloss white and carbon look finishes with gold or silver mesh.

These ABS hand guards can be fitted with Triumph bar end mirrors. They fit Street Triple R 16-18, Street Triple R Low 17-18 and Street Triple RS 17-18. Available in gloss black, matt black, gloss white and carbon look finishes.

Their 3 mm steel eliminator/tail tidy is pre-treated with Zirconium Phosphate, finished in black powder



Belly pan



Screens are available in 25 different colours and finishes



Hand guard

coat and can be fitted with aftermarket or OEM indicators. It is supplied with LED number plate light, European number plate adaptor, reflector kit and all fittings.

Powerbronze swingarm protectors double as paddock stand bobbins, are supplied with all necessary fittings and are available in six high impact plastic colours.



Fork protector



Crash post

Finally, these fork protectors are supplied with all necessary fittings and available in six colours; the cooler grill comes in a black finish with all necessary fittings.

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## Modular system soft bags

For dealers, this new line of modular system based universal soft bags that Kappa has added to its waterproof 'Kappa Racer' range delivers a big variety of make and model options with a flexible solution programme that includes a backpack/tank bag, a pair of side bags and a multi-purpose bag.

Designed for practicality they are made in UV resistant polyester with reflective

elements, sealed seams, waterproof zips and inner linings. Easily installed and detached, four magnets and adjustable straps enable mounting to the rear or gas tank. The versatile M.O.L.L.E. and roll top system allows the internal volume to be adjusted with controlled and additional bags (such as Kappa's RA317) to be securely attached - there is a removable helmet bag, a front pocket with smartphone holder, a



handle for easy transportation and a set of adjustable and extendable straps on the sides for hook-ons.

Features of the RA316 universal side bags (that can also be used on a large scooter) include internal volume control roll top closure and additional side, base and front straps for adjustability and versatility. The net pocket interior pouch can be mounted on the handlebar or on the rear rack and paired with other bags from the 'Racer' range using the all-round M.O.L.L.E. system.



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NOT  
YOUR  
AVERAGE  
JACKET

MACNA

# Waterproof summer jacket

Dutch specialist Splash Design's new Macna brand 'Imbu' waterproof summer jacket "is not your average jacket," according to CEO Patrick Kant. Waterproof and styled to impose, the 'Imbu' is "ready to hit the streets".

SafeTech CE-protection on the shoulders and elbow, as well as foam padding that can be switched with the rider's own or an additionally available back protector means it offers safety as well as style. The Raintex membrane is detachable so the ventilation zippers can cool in summer and the hood can be fixed in position, so it isn't acting as a wind collector.

The jacket itself can be attached to a belt with an integrated loop at the back, has a fixed mesh liner, is made in 500 denier Polyester, has a water tight Aquazipper with glove-friendly "Zip Grip".

Also seen here, the 'Assault' gloves have a goat leather palm and spandex top. Lightweight and flexible, they have the look and feel of an enduro glove, but protection suitable for urban use, including RISC protection on the palm, hard external finger protectors and a 3D temperfoam knuckle protector. Ergonomically speaking, the thumb and index finger (with "Touch Tip" for electronic devices) are made of one piece, as opposed to having an annoying seam at the thumb - Macna call it 'Ergothumb'.

Gloves are where the Macna brand started. It has its



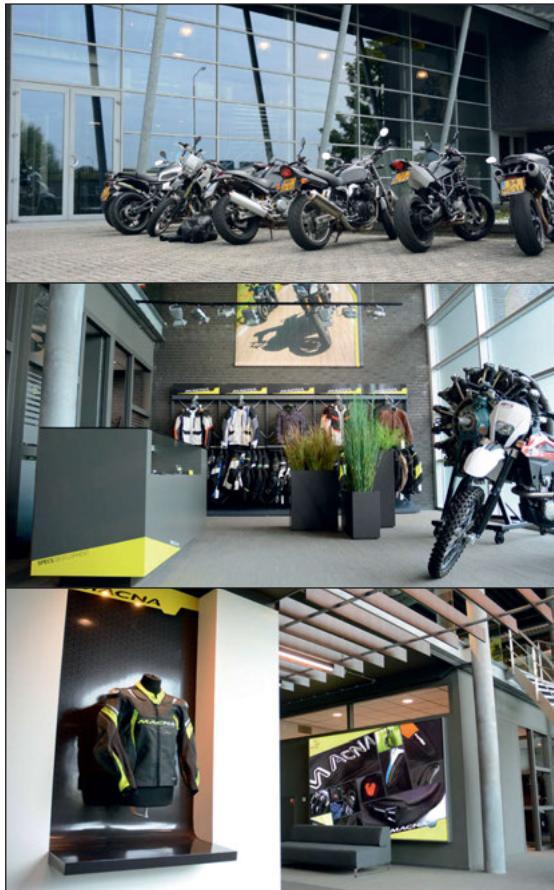
**MACNA**

reflect the light right back where it came from and make the rider light up in car headlights from a long distance - the same principle as used in road reflectors, but miniaturised and refined for motorcycle apparel use.

With this technology Macna succeeded to let a normal motorcycle jacket that was just plain grey in the daytime light up like a bulb at night for an all new level of visibility that is at least the equal of the very best high-visibility materials, inserts or bibs.

Splash Design has some 8,000 sq m of offices, showroom, design, warehouse and research and development space and a staff of more than 55 people - 9 of them dedicated to design and development.

The Macna range is sold in more than 60 countries worldwide. CEO Patrick Kant told IDN that "Macna only started to sell outside its 'domestic' Benelux



markets 12 years ago. We had seen a lot of our designs and innovative ideas being copied worldwide - a huge problem for lots of European brands, but it also showed us the potential of the brand.

"Macna is riding gear with attention to detail and innovations - all at medium prices. The design of Macna has set new trends, both for adventure style riders and for young, fashionable naked bike and retro bike riders. Macna creates demand and dealers can build on that. Consumers are surprised with its design and innovations, so when they spend money on new motorcycle gear, which they like to do when they see new styles and innovations, not just when previous gear is worn out, dealers find that Macna is a popular choice - it boosts sales in all motorcycle clothing departments".

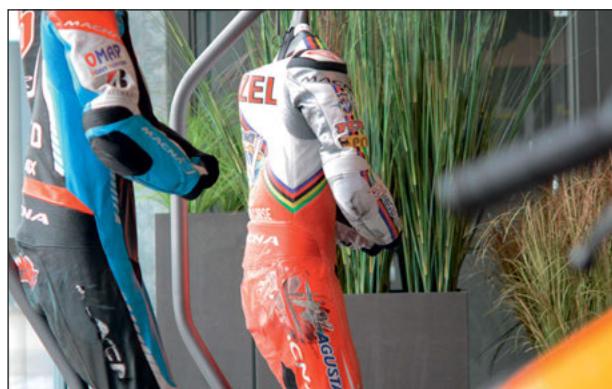
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origins in 1990 with a new and more cost-effective production method for waterproofing gloves. The first Macna jacket followed in 1996 and although it (inevitably) looks nothing like contemporary Macna designs, it shares the same excellent price/quality ratio.

Since then innovations have flowed - the Sandwich System, Vision vest, Summer Comfort System, Twin Shell, and their Night Eye Technology that we here at IDN awarded 2012 Hot100 recognition.

Microscopic glass beads in the Night Eye fabric work like small satellite dishes, and these tiny mirrors will



# The end for harassed hands: the new Neken SFH handlebar



Parts Europe says this new SFH handlebar kit from French manufacturer Neken could "revolutionise riding".

The company says that anyone who has not yet tested the new SFH "probably won't believe how comfortable it is".

The SFH (Smooth Feeling Handlebar) has been developed to reduce the tiring vibrations and energy transmitted to the rider's hands through "even the best grips and gloves." The diameter of the handlebar ends has been made narrower so that grips with thick padding can be used.

They were specially designed by Neken to maintain



the same grip diameter despite the thick padding. "But the riding comfort is amazing - the padding absorbs the shocks, which prevents the gloves from rubbing on the palm. Irritations are minimised. The result is unbelievable", according to Parts Europe, "providing significantly more comfort and longer riding without burning or pain".

The SFH handlebar, the throttle grommet with adapters and the special SFH grips are available in

different designs and colours as well as different dimensions. Parts Europe is Neken's exclusive distributor.

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## OFF THE SHELF PERFORMANCE UPGRADE

# Forcefield 'Sport Range' base layer and jacket; FreeLite back protector

British protection specialist Forcefield's 'Sport Range' of base layer armoured clothing is described as a "more affordable, yet still high performance base layer armoured clothing range that is designed to complement our higher specification Pro Range," says Sales Director Matthew Dawson.

"Supremely comfortable, classy and breathable, it utilises compression fit technology and is equipped with CE2 back and chest inserts where applicable. As with our Pro Range, the wearer can choose whether it's fitted with Isolator CE1 or CE2 shoulder and elbow armour. This gives greater flexibility in terms of price and armour characteristics."

"The fabric used is a high performance, breathable base layer, specifically designed for use under regular

casual, textile or leather motorcycle clothing."

Described as easy to wear, with protection covering the back, chest, shoulder and elbow "this is a great way to protect the upper body to a higher level than the armour that is generally fitted as standard into jackets," says Matthew, "and it's far more comfortable - a versatile 'do it all' product for all types of motorcycle riders."

The Sport Range is suitable for all types of motorcycle riders, from commuters, cafe racer and retro, sports bike, touring, adventure, and trail riding. All Forcefield armour within the range benefits from DRI-M Technology - Dynamic, Reactive, Intelligent Material. The Sport clothing range includes these Sport Shirt options, Sport Tube, Pants and the Sport Jacket 1 and 2 also seen here.

Also using Forcefield's compression fit technology with CE2 back and chest inserts where applicable and Isolator CE1 or CE2 shoulder and elbow armour options with the same DRI-M Technology the breathable, lightweight high-performance material is said to be ideal for use under outer jackets.

Finally, a new addition to the Forcefield back protector range, their 'FreeLite' back protector "takes comfort to the next level while still offering CE Level 2 performance and Repeat Performance Technology (RPT)".

This is a new "free fitting" back protector design offering "even more breathability and flexibility, and at minimal weight," according to Matthew.

"Using the very latest cutting techniques and ergonomic design principals the "free fitting" armour shapes to the body perfectly, offering huge flexibility and no restriction when moving around on the motorcycle."

Described as super lightweight and with heat activated 3D body moulding, 'FreeLite' also utilises DRI-M technology - the armour layering system passed the EN1621-2 CE2 test pass. In addition to 'FreeLite' the Forcefield back protector range also includes Pro Sub 4K and Pro L2K Dynamic options.



Sports shirt



Sports jacket



'FreeLite' back protector



## RAINERS ENJOY THE TRACK



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# 3 mm of clear precision



Everybody, quite rightly, points to the safety issues of a good motorcycle helmet shell and its ability to absorb and deflect impact energy and reduce the brain damage that can be caused in an accident.

However, good riding vision and visor safety is also extremely important, and in Europe Italian distributor Forbikes is increasingly becoming the 'go-to' for access to some of the best quality visors available.

Their start-to-finish FK Visor manufacturing process starts with the technical designs and takes the visor right through the whole process, from precision moulding right through to the craftsman made finished



product, to ensure a perfect fit to the helmet every time.

Known for the artisan craftsmanship of their 3 mm visors with quality optics and advanced design capabilities, Forbikes' FK visor programme is the result of its acquisition of the noted AB S.r.l thermoforming and plastic processing helmet visor business in Reggio Emilia in Italy in 2012.

Last year, Forbikes completed the renovation and refurbishment of the 'historic' FK Visors facility, and invites



The multi-approval British made Davida 'Koura' full-face is one of the latest helmet designs to benefit from FK's 3 mm visor technology

visitors to come and see for themselves the attention to detail and quality processes that go into every one of their visors.

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## Scrambler nose fairing

British bodywork and accessories specialist Pyramid Plastics offers dealers worldwide access to one of the largest ranges of replacement and custom options on the market - from huggers and frame infill panels to fairing lower kits and belly pans; not forgetting the unique 'Extenda Fenda' concept, an easy and inexpensive solution to protecting the front and back



of the bike from road debris.

Demonstrating the broad range of their designs, this new retro-style nose fairing for the Ducati Scrambler fits the factory headlight and clock arrangement perfectly. This unique design "offers the rider added protection as a result of improved airflow management whilst enhancing the retro styling of the bike - really making it stand out from the crowd," says Adam Bowser, Sales Manager.

Easy to install, it is available in a number of colour matches and finishes for the Icon, Classic, Cafe Racer, Full Throttle and Sixty2, Pyramid's nose fairing, including Camo, Brushed Aluminium and Sticker Bomb.

All Pyramid designs are bespoke, precision-fit, model-specific solutions engineered to suit each individual motorcycle - the company has over 350 models of 'Extenda Fenda' and more than 15,000

**PYRAMIDA**



items across the full Pyramid range available from inventory at any time.

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

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# New Venhill cables for the long haul

British motorcycle control specialist Venhill now offers extra-long universal throttle and clutch cable kits, ideal for custom builders and riders looking to fit higher bars or bar risers.

Throttle cable kits come with 2.35 metres of teflon-lined black conduit, available in a choice of 5 mm or 6 mm diameter. Both are supplied with 2.6 m of galvanised steel inner wire strand and a selection of fittings.



One end of the inner wire comes fitted with a carburettor nipple, while the other end can be cut to length and the required nipple soldered in place - fittings can be adapted for a range of models. Clutch cable kits also come with 2.35 m of teflon-lined outer conduit and 2.6 m of galvanised steel inner rope, for maximum strength with minimum stretch. Two versions are available, one with metric adjusters and the other with imperial fittings. Imperial and metric throttle and clutch kits available. Those wishing to add a splash of colour can specify outer conduit in blue, green, red grey or yellow at no extra cost.

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## Rukka suits for women

Rukka has introduced three new women's suits, AIR-YA (seen here), Elastina and Toughtrail. Also included in the portfolio are the top-of-the-range Orbita two-piece suit and the latest Salli model. All Rukka women's suits are said to have

"outstanding safety features, figure-hugging cut, design fit protectors and are 100% waterproof".

AIR-YA uses highly breathable AFT and AFT+ materials so is ideally suited to hot summer weather. The Rukka Cordura range based on the Salli jacket was extended with the Elastina model. The Toughtrail range is specified for riders of touring enduros and adventure



bikes. The Orbita suit is made of Gore-Tex Pro 3-layer stretch laminate with details such as a removable Gore-Tex collar and detachable thermal lining with temperature regulating Outlast and remains their top-of-the-line women's model.

Rukka says that all its women's suits include a zip on each side of the jacket, which accentuate the jacket's tapered cut when opened and anatomically shaped protectors.

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# XTRAIL Dual Sport

Added to the 2018 Premier collection, XTRAIL is a dual sport helmet specifically for the fast growing Maxi Enduro category.

Premier says that "the level of performance and quality standards offered by XTRAIL are unique in the world of flip-up helmets. The wide sun peak makes it practical and comfortable even off-road, and equally high performing during both urban and touring use".

The ergonomic opening and closing mechanism on the chin is activated via a glove-friendly single button located on the lower part of the chin piece itself; there is a rear air extractor and three adjustable air vents - one of the chin piece two on the top of the shell.

The external shell is moulded in a thermoplastic material that is resistant to impact and able to disperse impact energy. The inner shell is moulded in differentiated density EPS, in two sizes, and is said to offer excellent protection in case of a crash. The helmet also comes complete with a dark internal sun visor, which is anti-scratch treated and housed inside the shell. It is activated via a lever located on the lower left edge of the external shell, eliminating the need for sunglasses. The visor is injection-moulded in

transparent polycarbonate. It is 2.2 mm thick, anti-scratch treated and suitable for use with the Pinlock anti-fogging system, and a Pinlock lens is included as standard. An external housing allows for easy positioning of the wires needed to install Bluetooth technology.

The fully removable and washable interior is in sanitised, treated, anti-allergenic fabric, with a practical rapid-release strap and micrometric adjustment fastener. The XTRAIL is homologated according to ECE 22-05, XTRAIL has reached the PI Full Face Homologation. Since January 2017 all helmets in the Premier collection have a 5-year helmet warranty, subject to website registration.



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# FROM OXFORD TO THE WORLD



**International distributor Oxford Products played host to its dealers late last year, and following a massive new product programme in 2017 there was plenty for the delegates from 26 different countries to discuss.**

**Always a prolific innovator and developer of new product ideas, Oxford offers one of the broadest ranges of high volume and speciality products available to dealers in Europe - helmets and apparel, security, luggage and advanced accessories - with thousands of them detailed in the new, biggest-ever 468-page catalogue for 2018.**



Oxford's feature rich, award winning Montreal Textile Jacket is an adventure jacket with waterproof drop liner, incorporating Rainseal technology.

For 2018, the updated version 3.0 features a tall, Amara lined, multi-adjustable collar with neoprene edging to give a good seal with maximum comfort and reflective panels at the front, top and back for 360-degree visibility. It has Ripstop and CE armour in the shoulders and elbows and the external pocket

for the armour in the elbow is designed to move less in the event of an incident.

The design includes Oxford's intelligent adjustment in the arm using elastic straps for extra flexibility and comfort when riding; soft Amara on the cuffs plus a large adjustment gusset. Two large box pockets at the front are expandable, water resistant and include hand warmers.

There are generous accordion stretch panels on the rear, deep cutaway on the front hem, plus a 'Continental Cut' (extended tail) for extra weather protection and rear box pocket on the rear. It has airflow vents front and rear, hard wearing spear-toothed enduro main zip, thick thermal liner, Oxford's Rainseal hood is enclosed in the neck and there is provision for an optional back protector.



To match the jacket, the Montreal 1.0 glove features a full leather palm, 100 g Thinsulate liner, moulded knuckle protection, adjustable cuff, baked on 3M reflective material, accordion stretch on all four fingers, extra protection along length of pre-curved fingers and suede visor wipe.



The "stylish and versatile" Digby short boot is a CE Level 1 Certified "genuine rider" in leather with a



waterproof membrane, reinforced sole, toe, heel and ankle protectors, heavy duty tread design and anti-hyperextension sole.



Seen here in 'Tech Grey', Oxford's Quebec 1.0 adventure style jacket features a waterproof drop liner, which includes Rainseal technology, tall collar with two adjustment points, neoprene at the edge and spacer mesh in the collar to make the whole jacket breathable.

There are reflective panels at the front, top and back for 360-degree visibility, ripstop on the shoulders, upper arms and back of the arms for better protection, CE armour in the shoulders and elbows with the external armour pockets at the elbows designed to make the protection less likely to move in the event of a fall.

It also includes Oxford's intelligent adjustment in the arm adjustment straps for extra flexibility and comfort when riding, soft Amara on the cuffs, large adjustment gusset, two large Napoleon box pockets and two water resistant box pockets, deep cutaway on the front hem, a 'Continental Cut' (extended tail) and box pocket on the rear, air vents, 100 g thermal liner and back optional back protector provision.

Oxford's Drystash waterproof travel bag is made from a durable 600D Polyester with weather-proof



closure system, fully taped seams and padded shoulder strap with Oxford's unique Oxford safety attachment system. The bags are available in 25, 30 and 45 litre capacities.



The Screamer XA7 alarm disc lock is a 110dB alarm siren with 7 mm locking hardened pin, long life lithium battery, motion and shock sensors and a water resistant keyway cover with three high security keys. Additional disc locks from Oxford include the Alpha, Quartz and Scoot XA.



Oxford retro-fit HotGrips are an easy fit heated grip solution in a choice of lengths and styles that come with a weatherproof intelligent heat controller (with LEDs) for nine heat settings, heat setting memory and battery saving mode.

Available in a choice of designs, Oxford silicone tank clamps and grips with pre-moulded cut lines are oil, chemical and temperature resistant paintwork protectors.



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# Urbanner Gore-Tex limited edition sneakers

Italian specialist TCX premiered their new Urbanner Gore-Tex sneakers at EICMA in an exclusive limited edition. The company says that "having been the first company to introduce bikers' sneakers onto the market, we have now reached a new milestone by producing an original footwear model designed for city use that perfectly combines style with comfort and safety".

The "bold personality of these sneakers stems from the sole, the revolutionary design of which draws its inspiration from the trendiest sports footwear". Available in three colour versions, the sole is made with a special non-slip compound and features specific groove patterns, arranged at the forefoot and heel. These are said to "encourage water to flow away and ensure



maximum traction. The central body of the sole is made of coloured TPU and stands out for its triangular design tread that guarantees the utmost stability on the peg". The upper is made with "the finest full grain

leather", 1.4/1.6 mm in thickness, and the comfortable fit is said to be due to ergonomic padding in the ankle area and an "anatomically specific design supplemented by a special Gore-Tex Extended Comfort Footwear membrane to prevent water seeping in and allow sweat to escape, thereby guaranteeing protection, breathability and outstanding climate comfort". The Urbanner model has reinforcements in all the most exposed areas, such as the heel counter, ankle and toe.

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## NC750X options

British manufacturer Skidmarx says its new tall and wide screen "helps make motorway miles much more manageable on board Honda's NC750X". Significantly taller and wider than the NC's original screen, it measures 50 cm high and is 8 cm wider with a 'flip-up' profile at the top.



Manufactured in the UK from light and durable 3 mm cast acrylic, it comes pre-drilled and prepared to fit directly onto the NC's original mountings – no drilling, cutting or fiddly brackets required.

Available in clear and light or dark grey tint options, matching headlight covers in clear acrylic are also available.

Completing their make-over package for the NC750X, Skidmarx also offers a choice of rear huggers in both GRP (Glass Reinforced Plastic) and ultra-light carbon fibre options, supplied with a tailor made fitting kit that bolts directly to existing mounting points.

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## Surflex T-Max high performance OE replacement clutch kit

Italian clutch specialist Surflex has released a new clutch disc kit for the various patterns of Yamaha's T-Max maxi scooter. "This kit can satisfy the demands of all users who require a perfectly effective clutch, and of all riders who take part in maxi scooter competitions on the circuit and desire to have an agile, reliable set-up - a clutch that is reliable and agile on the street, but powerful and responsive enough to be a winner on the circuit". The trimmed discs have a die-cast aluminium plate with model and application specific friction material coating formulation specified for very particular demands of T-Max applications. The friction material mix is composed of "ecologically friendly" fibres with the latest high-tech, durable resins to deliver all the engine

power to the rear wheel by being able to handle the high temperatures generated without ever getting "bulges". "This kit means you can have both burning starts and modular clutches, keeping the power delivery constant even when the clutch is subject to long duration heavy stress cycles. The kit is a straight replacement for the OE clutch and is sold complete (all discs), or with trimmed discs only".



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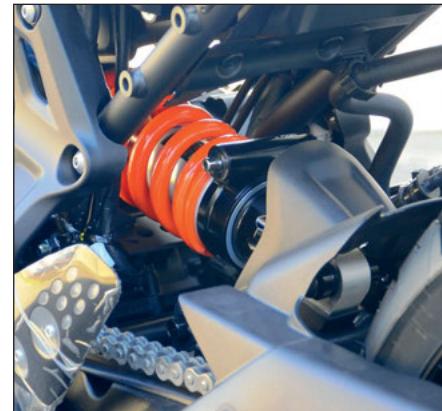
# Yamaha MT, XSR and Tracer series suspensions



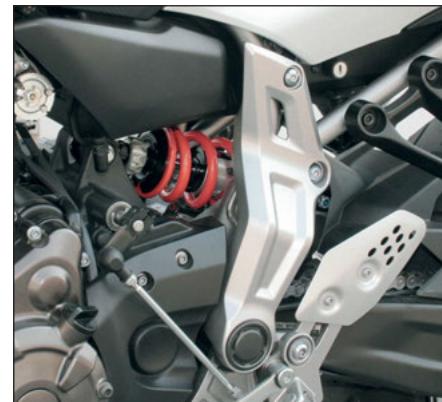
Italian specialist Matris has new model-specific set-up and tuned suspension products available to "improve performance and driving comfort" on Yamaha's popular MT, XSR and Tracer family. For the '13-'16 and 2017 MT-09, Tracer 900 and XSR 900, the company's M46KD and M46KF multi-adjustable rear monoshock is available with hydraulic spring preload in their "DarkSeries" design "for a perfect look and aesthetic combination"; SDK and SDR steering damper kits for improved sports and fast/sport riding stability; F20K series complete multi-adjustable hydraulic cartridge kit; and "entry



Fork kit for Tracer 700



Rear shock for Tracer 700



Rear shock for MT-07

rebound, length and spring preload (standard or hydraulic) with dedicated springs for custom configuration.

On the front, their innovative F15K hydraulic cartridge, multi-adjustable in compression-rebound-spring preload, transforms the original non-adjustable fork into a fully adjustable suspension, plus their "entry level" FKE and FSE fork sets. These easy to install kits do not require any modification to the original fork.

MT-03 specific products to improve set-up and performance include their fully adjustable M46KD and M46KF series hydraulic shock absorbers with on demand hydraulic spring preload adjustment; "entry level" FKE and FSE fork kit series, and new multi-adjustable F15K hydraulic cartridge with driver weight-specific dedicated spring option.

For Yamaha's "flagship" MT-10 maxi naked style bike, the Matris M46KD, M46K and M46R series monoshocks are multi-adjustable in compression, rebound, length and spring preload with new IK



level" FKS and FRK series spring and hydraulic kits - all with dedicated settings and springs that can be installed without modifications to the original fork. For the MT-07/Tracer 700/XSR 700, Matris has its M46KD series rear monoshock - multi-adjustable in

(Integrated Knob adjustment) option - available in 'Dark and 'Shadow' style versions; also available is their F12R fork kit - a "classic" multi-adjustable hydraulic cartridge - and new "sealed" F25SA hydraulic cartridge.

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## G.Helium Gore-Tex touring boot

This new G.Helium high-quality boot from Gaerne is designed to be "comfortable and light over long distances while touring". The innovative G.Stretch fit system "ensures unmatched comfort thanks to the wrap-around fit, low weight and a tapered design". Benefits include a shield on the front area and ankle, a gear reinforcement integrated in the upper and yellow fluo reflex inserts and elasticated front and back instep areas.

Additional features include an ankle foam system, an anatomic and removable shock



G.Helium

absorber insole, rubber-resistant, anti-slip and anti-skid rubber sole, and the use of a Gore-Tex internal membrane to guarantee waterproofing and breathability.

Also seen here, the Gaerne Cafe Racer line are new leather boots that "combine vintage styling with excellent craftsmanship to complement a Cafe Racer look".

The G.Stone Gore-Tex boot in black is made from soft full grain leather and features a zip closure and lateral Velcro fasteners and laces at the front, malleolus and gear protection, and a padded collar in soft leather. "The sole with dotted tread guarantees maximum grip on all types of terrain and the internal Gore-Tex lining makes the shoe waterproof and breathable", says Gaerne.

The G.Warrior in brown full grain leather has nylon inserts and an inner lining, "which make this boot completely breathable". Features also include malleolus and front gear protection, a soft leather padded collar, laces at the front, zip and Velcro on



G.Warrior



G.Stone

the side and all-surface dotted tread sole.

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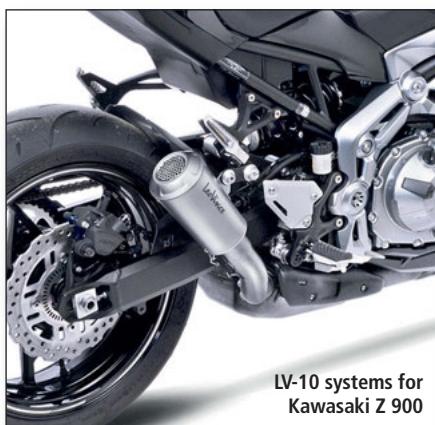
# LV-10 for Kawasaki Z 900

LeoVince has developed a new line of LV-10 brand Euro 4 exhaust systems for the Kawasaki Z 900 (2017-2018).

Developed in collaboration with Moto2 and Moto3 teams and using LeoVince's MotoGP and SBK racing experience, Commercial Director Stefano Patelli told IDN: "For the Z900 we designed an exhaust system with extremely compact dimensions to grant maximum weight reduction with best possible performance while still delivering the unmistakable LeoVince racing sound".

Manufactured entirely from AISI 304 stainless steel, the LV-10 body sports a matt titanium look finish and laser etched LeoVince logo.

"For those who love the dark tones, we also developed the "LV-10 Black Edition" that sports a



LV-10 systems for  
Kawasaki Z 900



'Classic Racer'  
slip-on for the  
Moto Guzzi

matt black finish."

The rear stainless steel mesh and sandblasted end cap give "an extreme racing look", while inside high thermal resistance fibreglass wool (900 °C) is applied "through the use of a single proprietary and volumised yarn - to allow the sound-absorbing material to expand freely, without the fibres losing

**Leovince**



integrity, greatly increasing durability. The LV-10 ships with a precision laser-cut bracket.

Also seen here is a new ECE approved LeoVince 'Classic Racer' slip-on for the Moto Guzzi V7 III – completely made in AISI 304 stainless steel for durability, with retro-style brushed finish end cap. Roberto describes their 'Classic Racer' as "an exclusive product that fits well with the modern Urban Racer style. Classic Racer is a tribute to the Cafe culture, with its trumpet-shaped classic style, that, combined with LeoVince innovative materials and experience, gives a unique retro look and unmistakable sound".

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## Racing boots and gloves

Founded in 1988, specialist Spanish motorcycle boots manufacturer

Rainers' new short H-94 racing boot is made from high quality micro fibre, with TPU reinforcements and an adjustment buckle at the instep area. The dual material slider and carbon reinforcements near the outside area of the heel ensure optimal protection.

Also seen here, their SPV-6 cow's leather

racing glove has TPU protectors at the knuckles, fingers and palms with some areas also featuring Superfabric material and a new protector in the cuff area. The lining is made from polyester in the palm area, and the upper has a 165 g Kevlar layer, plus Coolmax offers good protection and optimal breathability.



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

# Small and powerful Atto rear and brake light

German premium lights and accessories specialist Kellermann has added to its popular 'Atto' mini lights programme with the Atto RB - "probably the world's smallest street legal rear and break light for motorcycles".

The Atto Dark and the new Atto RB "define a completely new category of indicators: sensationally small and spectacularly bright. The new Atto RB rear and break light is a dual function marvel of miniaturisation and ultra-bright, market-leading LED technology".

Kellermann CEO Dr. Stefan Wöste says that "with the Atto RB we take the saying "to see red" to the maximum with an intense red point of light delivering safety and clean design lines, all in one small package.

"The brake light of the Atto RB warns with an intensity that is second to none on the market. It keeps the following traffic at a distance with its incredible illuminating power. As with all our Atto series indicators, the optimised light channelling is



managed through a smart system of lenses and reflectors. This is a result of the EXtranz - Extreme Optical Transparency - and our exclusive high-power LED technology." The complete electronics of the Bullet Atto are in the casing, and the indicator can be plugged into the 12 volt net directly. Features include IC operated 330 khz Long Life Protection Guard.

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# Carbon fibre for the Fireblade

Following up on their parts for the R nineT, Bavarian carbon fibre parts specialist Ilmberger has turned its attention to the new generation Honda CBR 1000, only a few months after it was launched. Over 20 high end fairing elements are available, which reduce weight as well as adding elegance and individuality. Among them are front and rear fenders, top and side tank covers, frame and swingarm

protection, radiator, alternator and clutch covers, exhaust heat shield and licence plate holder.

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## Bitubo 300cc Supersport and mod-free Dual Sport upgrades

Italian suspension specialist Bitubo's CLM11 is a monoshock for low and medium-powered displacement Supersport models, typically up to around 300cc. Developed in collaboration with riders in the Supersport 300 World Championship and selected national championships, features include manually tool operated stepless spring preload at the cap body, 24-clicks of compression adjustment, 24-clicks of rebound adjustments and 8 mm of length adjustment "for optimum riding style and circuit set-ups". Equipped with a remote reservoir to ensure better fluid cooling and improved mounting

efficient over the time". Also seen here, the company's JBH01V2 cartridges add an upside-down fork Dual Sport option to Bitubo's JBH series cartridge line-up. Described as allowing greater braking stability, improving the driving safety and vehicle control, the JBH01V2 is a fully rebuildable, durable and reliable Plug & Play install requiring no modification of



position options, the use of this monoshock absorber is "recommended for street and race use, allowing a more sophisticated set-up of the bike and exploitation of the vehicle's frame potential - with handling and response remaining more reliable and



the original suspension at any time. It is customisable by using different styles of springs and by replacing the ring on the red or black upper cap. JBH01V2 cartridges have 15 mm of spring preload adjustment, and 20-clicks of rebound and compression adjustment. The kit includes 2 litres of oil.

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RACE SUSPENSION

## Sifam - "first homologated MX glove"

This is the GAN095 from French distributor Sifam, described as "the first homologated Motocross glove - meeting the KP1 homologation level (EN13594: 2015 standards), which is essential for road use".

Available in 5 different colourways in sizes from XS to XXXL "the GAN095 gives dealers a remarkable glove at a remarkably low price point," according to the company. Features include durable polyester and cotton Amara ventilated palm, with vented Ariaprene on the top of the glove. Ariaprene is a high-tech, ultra-durable, synthetic, ventilated and hypo-allergenic rubber with a foam core. The glove is said to be "very comfortable thanks to inserts between the fingers with non-slip grips for a

perfect feeling, and knuckle protection for added safety".

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# Barkbusters - from the dirt track, to the race track, to the street

Barkbusters, the world leader in motorcycle handguards, revealed a new prototype AERO-GP model hand guard at EICMA in late 2017.

The AERO-GP is a new road-orientated product that "brings together track day fashion and everyday practicality," according to founder, inventor and Managing Director Matt Philpott.



Managing Director Matt Philpott: The AERO-GP "brings together track day fashion and everyday practicality"

"It wasn't just a case of 'show and tell' at EICMA 2017. While riders around the world can already buy our existing range of handguards in 34 countries, more and more international dealers and distributors are approaching us with a view to stocking our award-winning designs every year."

The AERO-GP is a racing style lever protector that gives dealers an option to meet the growing demand for lever, hand and wrist protection on street bikes used in the increasingly congested suburban and urban riding environments.

"Unlike many of the other lever guards already on the market, the AERO-GP is not just a piece of CNC-machined jewellery for track riders, it's a functional guard styled in the unique Barkbusters way - a design that offers a practical and stylish solution for real world road riding".

The unveiling of the new prototype handguard at EICMA gave Barkbusters' distributors and the international motorcycle market in general an insight into how one successful specialist Australian business is not only diversifying its product range, but preparing to evolve the concept of the protection that well designed, well-made handguards can provide for riders and



**INTERNATIONAL  
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machinery of all kinds.

"In our ever more congested city and urban environments it won't be long before hand and lever protection is considered as much of a necessity for street bike riders as it has been for off-roaders for decades, and we here at Barkbusters intend to have all the options and angles covered".

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- DLM46B:** securing loops on the lid for attaching additional bags



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# Brembo Off-Road and Panigale additions

Brembo has introduced new aftermarket products for 2017 - the XCS (Cross Click System) master cylinder concept and the Off-Road brake caliper, both designed for off-road vehicles, plus their new Stylema brake caliper for the new Panigale V4.

The new XCS equipped master cylinder is said to have all the features of Brembo's previous MCS road version, allowing the rider to tune braking



on the basis of road and weather conditions, and to the rider's own riding style preferences and vehicle familiarity using 15.5, 16.5 and 17.5 mm lever offsets for "the way you want it, where you want it" modulation for an "absolutely personalised braking experience".

With XCS regulation, the rider can select one of three configuration settings from the most adjustable, with a slightly longer brake run on 15.5 x 10 mm specification, to the most responsive, where the brake lever response is more intimately connected to the force applied 17.5 x 10 mm specification.

The patent-pending XCS concept includes two coaxial regulation knobs, one dedicated to regulating the lever distance and the other to regulating the lever ratio, which can change by up to 12 percent, in 3 percent increments. The master cylinder also allows for hand guards to be mounted without using handlebar supports.

The master cylinder is paired with a new Off-Road brake caliper suitable for use on the most widely sold Japanese motocross bikes. The body of the new Off-Road brake caliper is made of aluminium and is produced using the latest in foundry techniques. It is subjected to intense anodising treatment, is titanium coloured, and heat dissipation from the caliper has been greatly increased by means of a special opening on the bridge; ease of service has also been improved, by using a more stable pad spring.

The tube studs and drain screw have been rotated towards the tyre to guard against impact; the caliper support is billet aluminium and later anodised for the best combination of resistance and reduced weight.

The Stylema brake caliper for the Ducati Panigale V4 is a lightweight, compact, "carefully sculpted and high performing caliper that has all the technical features and design of a product destined to outshine the rest and to bring its superiority to the next generation of leading-edge bikes," according to Brembo.

The company says that compared to previous calipers, Stylema has "less volume around the pistons and brake pads, reducing the internal space occupied by brake fluid, to offer a more immediate response. It has also lost weight, down by about -7 percent, reducing external dimensions and the height of the mounting caliper, and consequently, the length of the screws (5 mm shorter).

"The reductions do not



affect stiffness, as all key sections have been redefined and the location of the external bridges have changed to allow for a more direct connection to the piston area.

"By increasing airflow around the brake pads, Stylema cools extremely quickly, thanks to an increase in the airflow spaces around the pistons and to an opening that allows air to flow out from the central bridge. The balanced shape stems from the need to eliminate mass, emptying out every unnecessary gram. The air

In other Brembo news, the company has issued a recall advisory to manufacturers using 15 mm and 16 mm front radial master cylinders sold between 2015 and 2017.

Brembo says it has uncovered the possibility of defects to the front radial master cylinder piston. The manufacturers affected are Aprilia, Ducati, KTM, MV Agusta, TM Racing, Moto Morini and Horex.

Brembo says the recall "does not affect other manufacturers nor other master cylinders, or master cylinders sold as aftermarket kits through the Brembo distribution network".



Brembo says that its aftermarket master cylinders, such as this 14 mm RCS (Ratio Click System) and others, are not affected by the manufacturing issues highlighted in the OE fitment recall advisory

## 'Arizona' sneakers

Stylmartin has added to its extensive Urban collection with these new 'Arizona' sneakers. Featuring colour laces, reflective inserts and technical materials, this unisex sneaker is CE certified.

Described as offering "trendy foot protection with great appeal to the metropolitan rider of all ages", they are made entirely in Europe with the upper in breathable fabric matched with distressed and waxed leather inserts, a breathable mesh inner lining to keep feet cool on hot days and an anatomical, removable,

 **Stylmartin®**

breathable and micro-perforated footbed. Protective features include two PU inserts on both sides of the ankles and a leather gear shift protector; the outer sole is made of two-tone distressed rubber with a black anti-slip grip.

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# Protection for MT-07

Czech manufacturer RDmoto was founded in 2001 with the intention to "build and offer the widest range of tuning and protective accessories". Within 3 years the company was already offering crash protectors for more than 100 models and had started to produce crash frames for tourers and a growing range of luggage and accessory mounting racks.

Owned by Martin Drasnar, with Petr Holoubek driving the fast-growing export sales programmes, the company has expanded to offer clutch and brake levers, handlebar ends, swingarm stand supports, oil caps, frame sliders, spindle protectors and tuning accessories.

Seen here for Yamaha's popular MT-07 eight-valve dohc 700 cc Twin roadster, RDmoto is offering spindle (axle) protectors, engine crash frames in steel, large impact zone frame sliders, brake and clutch levers in standard and short lengths and handlebar ends.

All RDmoto products are available in a selection of model colour match and custom colours.

**RDMOTO**  
Lukavice, CZECH REPUBLIC  
Tel: +420 732 158 761  
[info@rdmoto.eu](mailto:info@rdmoto.eu)  
[www.rdmoto.eu](http://www.rdmoto.eu)



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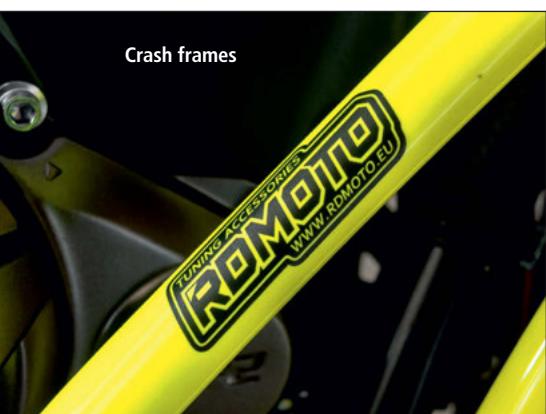
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# Leatt GPX 4.5



**INTERNATIONAL  
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Off-road specialist Leatt, best known as originators of the award-winning 'Leatt-Brace' have "stepped up their game for 2018, launching a new entry-level helmet".

The Leatt GPX 4.5 helmet is described as "bringing Leatt's proven safety technology to your local track at a very attractive price point".

It is equipped with 360° Turbine Technology, which is said to help reduce the risk of concussion-level head impact by up to 30% and rotational acceleration to the head and brain by up to 40%. Eleven turbines, made of an energy-absorbing material which hardens on impact, are strategically placed inside the helmet. The multi-density, V-shaped impact foam moulded directly to the outer shell does

not only reduce its volume by 10%, but is also said to transfer up to 20% less rotational forces to the neck, head and the brain.

"This triple-density construction (dual density V-Foam plus 360° turbines) dampens all kinds of harmful forces – from low impact to high speed". Certified and tested for both ECE 2205 or DOT, the weight of the ECE helmet is from 1,150 g (the DOT version is from 1,300 g/2.86 lbs).

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**[www.leatt.com](http://www.leatt.com)**

## VStream for versatile Versys

Maywood, Illinois based National Cycle now has VStream windscreens in three different sizes and tints for the updated 2017-18 Versys KLE 650 and 1000. "This means there is a perfectly sized windscreen for almost every rider," says Sales and Marketing Manager Ann Willey.

"They all offer improved wind protection and riding comfort compared to OEM or other aftermarket windscreens, making the incredibly versatile Versys an even better ride".

VStream gets its name from its unique patented shape. The advanced "V" profile

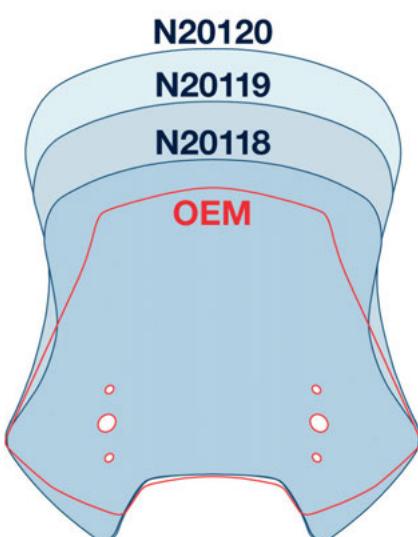
and dimensional contours push the wind vortex out and away from the rider's helmet, resulting in a peaceful, quiet riding environment.

National Cycle makes VStream windscreens from tough hardcoated polycarbonate. "This high-quality material, along with state-of-the-art manufacturing techniques, provides outstanding clarity and strength characteristics - unmatched by any other windscreens maker worldwide," says Ann. Hardcoated polycarbonate is the material of choice for serious motorcycle riders - Polycarbonate is said to have been tested to

have impact resistance 20 times greater than windscreens on the market made from commonly used acrylic or "aircraft plastic". All National Cycle VStream Windscreens are made in the U.S.A. and come with their exclusive 3-year unbreakable warranty.

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# Upgraded replacement OE size off-road brake kits

Spanish manufacturer Galfer has introduced a new programme of OE size off-road replacement brake kits that upgrade the braking performance on many of the most popular makes and models of MX bikes – brands such as KTM, Honda, Yamaha, Kawasaki, Suzuki, Beta and TM.

The new kits include front and rear fixed disc Wave W in the original size and sintered G1396 brake pads “at a very low price”, according to CEO Umberto Milesi.

“In fact, these new off-road Wave W brake discs will reduce the price for 2018 replacements by up to 25 percent despite being still of the utmost quality with

the kind of performance that everyone expects from Galfer”.

Steve Holcombe, current World EnduroGP Champion, used the Galfer original size brake kit on his way to the 2017 title in his bike when he won the title last year.

Galfer, who again won a prestigious KTM/Husqvarna ‘Supplier Quality Award’ last year, are still offering their popular and powerful oversize kits for most popular makes and models of off-rovers.



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Steve Holcombe,  
current World  
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Champion



Umberto Milesi: “These new off-road Wave W brake discs will reduce the price for 2018 replacements by up to 25 percent”

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**NEW!**

# Vertex for All Balls and Arrowhead

Italian specialist Vertex (VP Italy) is the primary European "go to" for the American All Balls Racing and Arrowhead ranges of parts and accessories.

"Everything you need in one convenient package at prices you can afford" is the All Balls promise, offering what they say is the industry's "most comprehensive line of bearing and seal kits, drive line and suspension kits, carburetor repair kits, brake repair kits, throttle and friction cables and more. For late model on or off-road ATVs or UTVs "we have you covered with the replacement and upgrade bearings and drive line components you need for most popular makes and models in the quality you need to handle any extreme use - available by model or by dimension.

"We also offer an exceptional range of Vintage kits dating back to 1971 models with older components upgraded to the latest specs and designs".

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"We have been proudly serving our customers for over 45 years, and our mission is to sell high quality products at great prices while providing exceptional customer service.

"At Arrowhead we think we have the most qualified and experienced customer service team in the industry! Our staff is prepared to answer all your application and technical questions. We offer a broad range of units for the on and off-road motorcycle, ATV, UTV and PWC replacement markets".

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## 'Avoir' boot

Prolific Italian off-road parts, accessory and apparel specialist UFO Plast has followed up on the success it has had with its award-winning Sliding Visor System equipped Limited Extension Anti Shock 'Diamond' helmet by introducing several new lines and additions to existing programmes for 2018.

The 'Avoir' is the latest addition to the UFO collection of off-road boots. The 'Recon' being UFO Plast's premium boot, the new 'Avoir' offers a "great price/quality ratio, with good levels of comfort and protection, pleasing design and effective locking with four levers".

The original UFO plastic line for Japanese, KTM and Husqvarna off-road motorcycles has been expanded with versions for 2018 motocross and enduro models.

Made entirely in Italy using "double injection technology and high-quality materials, these kits are made up of front and rear fenders, front number plates, side panels, fork slider protectors, air box filter

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**UFO**



panels and radiator covers. The kits are available in different colours, from base colours through to fluo, and in some versions with designs and stylised stickers". UFO Plast says it has "the widest range of original plastics dedicated to enduro motorcycles and vintage motocross models from 1987. "We offer practical and affordable model-specific kits that include

two fenders, front and side number plates and radiator covers available in authentic colours and many other variants".

**UFO PLAST S.R.L.**

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# KLR 650 replica trail parts; MX clear kits



Replica plastics specialist Polisport has released parts for Kawasaki's KLR 650 - one of the most popular dual-purpose bikes.

The quality and the standards used in the production of these parts are the same as those that Polisport is known for with its off-road replica plastics, "so dealers can expect parts with OEM quality at a fraction of the price", the company says.

Items for the KLR 650 include a replacement rear fender, right and left-hand radiator scoops and right and left-hand side panels.

Winner of a prestigious Red Dot 'Best of the Best' award in 2017, after 40 years in the off-road plastics business, Polisport has developed several exclusive technologies – such as in mould plastic decals (IPD), durable gloss polypropylene (DGP), plastic décor plus (PD+) and dual injection (DI).

Also seen here, Polisport has followed up its FLO yellow product lines by releasing a brand new approach to replacement replica plastics – an exclusive programme of clear plastic kits and spare parts for MX models.

Available as complete kits or individually for selected KTM, Yamaha and Honda models, items in this new line

**Founder and CEO Pedro Araújo:** "All our products feature a formula that matches durability with design and outstanding performance. Innovation is one of the cornerstones of Polisport"

include replacement front and rear fenders, radiator scoops, side panels, airbox covers and number plates. "We strive every day to improve our performance," says founder and CEO Pedro Araújo. "All our products feature a formula that matches durability with design and outstanding performance. Innovation is one of the cornerstones of Polisport and this is reflected not only in the constant release of ground-breaking products, but also in the use of exclusive and ingenious new technologies."

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# Replacement cylinders for most popular MX motorcycles



Dutch off-road specialist Techno Motor Veghel (TMV) now has European made Airsal replacement cylinders available for selected 50, 65 and 250cc Honda, Yamaha, Suzuki, KTM and Kawasaki motocross models, in some cases from as far back as 2001 right up to 2017.

Airsal has been one of the best-known names for small displacement cylinders for years, offering dimensionally stable excellent quality solutions that are cheaper than re-plating, offering improved



durability and resistance to heat and wear, optimum friction properties and excellent lubrication.

Founded in 1986, Airsal manufacture some 15,000 to 16,000 cylinders a month at the 3,000 sqm Centelles, Barcelona facility they moved to in 1999, and export to more than 30 countries worldwide. Their cylinders are made in aluminium with Scanimet interior coating - an extremely hard, durable and heat resistant, high performance nickel-silicon carbide (carborundum) proprietary technology.

Also seen here, and demonstrating the diversity of the TMV offer for its dealers, this EVS TUG Underwear short compression impact protection features breathable form moulded EVA pads at the hip, thigh and tailbone for protection in any riding situation. The advanced features and technology that EVS builds into its products include active compression to muscles decreasing lactic acid build up, moisture wicking padded synthetic chamois crotch pad, breathable moisture wicking fabric and removable EVA tailbone pad insert.



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**[www.tmv.nl](http://www.tmv.nl)**

## Spoke sets for Honda CRF, XR and F

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 (3.6 mm) and Heavy Duty (4.0 mm) front and rear spoke kits for Honda's popular CRF 100 and variants.

Manufactured in-house by Cross-Center, all the company's spokes are made of 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 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 bikes and vintage bikes.

Cross-Center has over 500 different spoke kits on the shelf and ready to ship at any one time. They also offer natural or anodised colour finished hubs and rims and a big selection of motocross brake discs. Torbjörn says they are looking for importer/distributors worldwide and that "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 all our spokes do".

**CROSS-CENTER INTERNATIONAL**  
**Habo, SWEDEN**  
**Tel +46 (0)36 466 64**  
**[www.cross-center.com](http://www.cross-center.com)**



## Sport windshield for 2017-18 Triumph Bonneville Bobber



Spanish specialist Puig has introduced this sport screen for the 2017 and 2018 Triumph Bonneville Bobber (part #9437).

Available in dark smoke, light smoke, black and clear, it is made in 3 mm high-impact acrylic and tested in Puig's virtual wind tunnel to "obtain improved wind protection without losing aerodynamics."

Model-specific hardware is supplied for a perfect fit, with instructions included "for an easy and quick fitting process".

Puig has a range of screen airflow optimised designs available for a wide range of popular makes and models.

**MOTOPLASTIC**  
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# Off-grid solutions - OptiMate DC to DC

If a rider is nowhere near an AC power outlet and the motorcycle's battery needs charging, most of the options he or she has are halfway between less than ideal and impractical.



A 12V battery can be jump-started from another vehicle or a friend's motorcycle - but where are the correct jumper cables when you need them?

You can use one of those nifty lithium jump packs,

that is, if you've not cooked it to death in your saddlebag! However, the problem remains after starting, and even after many hours of riding to recharge the battery - if that battery has developed sulphation, it has lost its ability to hold charge; or to put it into real world perspective, the 'no start' problem will repeat the next morning.

If you have a flat 12.8V-13.2V lithium battery, jump starting is risky. A flat lithium battery can suffer permanent damage if high current is dumped into it. A low volt lithium battery needs to be nursed back to health (in reality, slowly charged back up to at least 10-20 percent) before it can take and deliver high current.

The new OptiMate DC to DC is "a perfect and safe solution for any powersport battery," according to TecMate CTO Martin Human, "including for 12.8V-13.2V lithium (LiFePO4) batteries.

"It is fully automatic, so there is no need to figure out what battery type is in the vehicle. Simply hook it up to a fully charged 12V source battery (e.g. a good Samaritan's car or pickup truck) and then within a minute to the flat 12V lead-acid or 12.8V-13.2V lithium (LiFePO4) battery — even a lithium battery with built in BMS (battery management system) protection.

"The OptiMate DC to DC model TM500 will



automatically reset the BMS (if the battery has one) and save/recondition that flat low-volt battery, charge it at 2 amps, then test and maintain the battery.

"The good news for those impatient to ride, with a charge rate of 2 amps the battery will be good and ready the moment the green test LED lights up, which means 1-2 hours for your typical lithium battery or 4-6 hours for an AGM lead-acid. That battery will be reconditioned and ready to 'start your engine' the next morning."

**OptiMATE**

TECMATE

Tienen, BELGIUM

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

[www.optimat1.com](http://www.optimat1.com)

## X.G200 classic design off-road helmet

Portuguese manufacturer Nexx says "the classic aesthetic proportions of the X.G200, such as the extremely round shell, the strong chin line and the design of the peak, recall the dirt helmets of days gone by".

The X.G200 is designed as an off-road helmet, and thanks to its X-Matrix composite shell, a technology that combines multiaxial fibreglass, 3D organic fibres, special aramid fibres and carbon reinforcement, it features a super strong and lightweight shell, said to be 35% stronger for extension and bending resistance than normal fibreglass.

The rounder base in the chin area combines its unique shape with a special reinforcement in carbon fibre "for the ultimate protection". The X.G200 comes in two shell sizes, and the interior X-Mart Dry technology provides a soft touch and an advanced cooling system featuring a drying rate twice as fast as normal cotton that also gives extra insulation on colder days. All the interior pieces are fully removable and washable, anti-sweat and anti-allergic.

Inspired by the 50s primary colour styles to the acid-washed 80s and 90s colours, plus fresh off-the-rack designs with a modern



twist, the X.G200 offers a big range of options with Desert Race, Dirt Fever, Dusty Frog, Rok'On, Superhunk and Flat 6 designs. A wide range of accessories are available to match the vintage inspired designs.

**NEXX HELMETS**

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[www.nexx-helmets.com](http://www.nexx-helmets.com)

# Siebenrock and Magura in Boxer brake disc collaboration

Working in close cooperation with Magura, Jochen Siebenrock has developed a new series of brake discs for the classic BMW 2 V Boxer range.

Optically the discs are closely matched to the original series parts, they have been developed and produced using modern technology. The surface of the forged hub has been refined with the introduction of a special anodised coating - an improvement that prevents the adhesion of brake dust, making the internal hub easier to clean. The hub benefits from what is known as "the lotus effect" (self-cleaning properties that are a result of ultrahydrophobicity). The polished stainless rivets are partially countersunk using modern riveting technology - this increases the potential thermal loading. Magura produces these brake discs exclusively for Siebenrock and delivery includes ABE (German technical

documentation and approval).

Suitable for all models, also for use with all Siebenrock Power Kit conversions, this is expected to be the first of a series of Boxer product projects with Magura.

These discs are available in a selection of formats for a wide range of applications - blank discs without perforated holes (R 75/6, R 90/6 and R 90S until 1974); 3/2 holed brake disc (R 75/6, R 90/6, R 90S and R 60/7, R 75/7, R 100/7, R 100S and R 100RS until 1977); 2/2 holed brake disc (R 60/7, R 75/7, R 80/7, R 100/7, R 100S, R 100RS, R 100RT, R 80, R 80RT, R 100, R 100CS, and R 65LS); 2/2 holed brake disc with deep sink hub (R 45, R



45S, R 45TIC, R 65, R 65TIC, R 65GS, R 80G/S, R 80G/S PD and R 80ST).

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## R6 rearset options

Italian parts manufacturer LighTech offers a full range of accessories for the Yamaha R6, including these adjustable rearsets kit (fixed foot pegs). They are also available with folding foot pegs, or as a top-of-the-line 'R' version with folding foot and toe pegs, titanium screws, special SKF bearings, carbon heel guards and red anodised supports for the foot pegs.

LighTech CNC precision machine each of their aluminium products from a single solid block of high-grade, high-strength, lightweight aluminium alloy. Founded in 1997 LighTech manufactures and distributes over 7,000 Ergal/aluminium alloy products that are manufactured in six different colours, plus over 400 titanium products and a host of other accessories. LighTech has more than 2,500 authorised dealers all over the world.

Available in a selection of model match and custom colourways and finishes, additional products for the R6 include chain adjusters, swingarm spools, brake and clutch levers that deliver reduced weight and

lever effort with improved feel (soft touch inserts and folding options offered), handlebar clip-ons and caps, license plate supports, protection systems including axle sliders/protectors and clutch/brake lever protection and guards) gas caps, oil filler caps, brake/clutch reservoir caps, a selection of carbon parts (front and rear fenders and covers) and high strength, reduced weight hardware options.

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

Seen here is what LighTech's Export Sales Manager Michele Balboni describes as a a "crossover" design - a standard rearset kit, but shown with optional folding aluminium footpegs and black carbon heel guards - demonstrating the versatility of the LighTech programme



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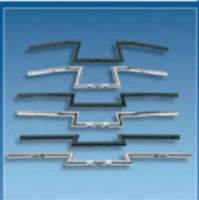
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# INTERNATIONAL DEALER NEWS

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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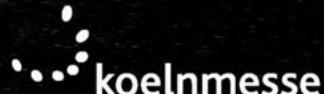
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# NEWS BRIEFS

December saw Yamaha Corporation sell more of its shareholding in former subsidiary Yamaha Motor Co. The company divested some 2.3% of the voting shares (some 8 million shares), selling to investment and securities houses for around 190m euro. Estimates at the time suggested that Yamaha Corporation will remain the single largest shareholder in Yamaha Motor Co., but with its share dropping below 10% (estimated at 9.93% from 12.22%), it will now no longer be classed as a "major shareholder" under Japanese stock market rules.

**Pirelli has launched what it says is the world's first "multi-compound" motorcycle tyre. Derived from its experience as the spec tire supplier for the FIM WSBK Championship series, their Diablo Rosso Corsa II is a high-performance sport bike tyre, said to be particularly good for riders who corner hard with greater lean angles.**

Italian helmet manufacturer Nolan is now selling dealer-direct in Germany.

**Italian boot maker TCX Boots has signed a multi-year sponsorship deal with Rockstar Energy Husqvarna Factory Racing. Team rider Mitchell Harrison (No. 30 FC250) debuted the all-new TCX COMP EVO 2 Michelin at Anaheim in January.**

On November 3, Paul Liao, owner of (hitherto) Düsseldorf based chain store group Hein Gericke Europe, filed a petition for self-administration insolvency proceedings. This is believed to be (at least) the fourth time that Hein Gericke, one way or another, in one country or another, has been involved in insolvency proceedings since it was sold by founder Hein Gericke to Eurobike AG in 1987. A legal dispute is also underway in the German courts concerning the rightful ownership of certain Hein Gericke IP assets.

# LSL goes Paaschburg & Wunderlich

German parts and accessory specialist Paaschburg & Wunderlich GmbH (P&W) is to take over all sales activities and trademark rights of LSL Motorradtechnik GmbH, with both companies cooperating on all future parts, accessory and motorcycle project concepts and designs.

Based in Glindede near Hamburg, this asset deal is effective February 9, 2018, with the entire warehousing and sales activities of LSL being relocated to the P&W facility at Glindede. The logistical excellence of P&W will be complemented by the LSL development department, design and engineering teams, which stay at the existing LSL facility at Krefeld under the leadership of the founder and head of development Jochen Schmitz-Linkweiler.

Dr. Oliver Moosmayer of P&W said: "With LSL, we have considerably strengthened the brand and product portfolio of Paaschburg & Wunderlich. I am also very pleased that Jochen Schmitz-Linkweiler and his team are exclusively available to us for product development, which will significantly increase our product development capabilities and capacities."

Jochen Schmitz-Linkweiler commented on the new cooperation, saying: "With Paaschburg & Wunderlich, we have found a perfect partner to further expand the LSL brand and make it even more successful worldwide.

"For me personally, this new cooperation means that I will have much more time to do more in order to promote product development in Krefeld and to develop new techniques for the production and perfection of LSL products."

A former Harley-Davidson dealer, Jochen Schmitz-Linkweiler founded



**Jochen Schmitz-Linkweiler:** "With Paaschburg & Wunderlich, we have found a perfect partner to further expand the LSL brand"

in the early 1980s by Uwe Paaschburg and Norbert Wunderlich. With more than 28,000 articles and more than 4,500 customers worldwide, the company specialises in lighting, exhausts, accessories, spare parts, care products, workshop and service parts for motorcycles, ATVs and quads. Their highly regarded own brand programme includes brands such as HIGHSIDER, Shin Yo, Takkoni and Moto Professional.

[www.pwonline.com](http://www.pwonline.com)  
[www.lsl.eu](http://www.lsl.eu)

**Paaschburg und Wunderlich** GmbH



LSL over 30 years ago and has an enviable reputation for performance, styling and handling product quality and innovation that isn't only limited to parts - with the Clubman brand, LSL has also created an internationally recognised name in the fast-growing retro classic market.

Paaschburg & Wunderlich is an equally well-respected designer and distributor of own brand and third-party products, having been founded



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