

INTERNATIONAL DEALER NEWS

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STATZONE 6-8 

Industry concern that US-EU trade dispute could impact the motorcycle market

The European Association of Motorcycle Manufacturers (ACEM - the Brussels based international motorcycle industry trade association for Europe) has stated that it is “deeply concerned at the recent press statements delivered by the American and European authorities in relation to US imports of steel and aluminium”. ACEM goes on to say that it “appreciates the reasons behind potential retaliation action by the EU in response to the US increases of tariffs on imported steel and aluminium. However, the motorcycle industry would be severely damaged if brought into this trade dispute”.

In February one of ACEM’s member companies, Harley-Davidson, was mentioned by EU Commission President Jean-Claude Juncker as being amongst possible targets for retaliation by European authorities. Though largely interpreted at the time as a symbolic broadside in response to the Trump administration’s unilateral decision, and one clearly aimed at House of Representatives Speaker and theoretical Republican Party Trump

political ally Paul Ryan’s home state (Wisconsin, where Harley is headquartered), Juncker’s remarks nonetheless rattled cages in the European motorcycle industry. ACEM wrote to EU Trade Commissioner Cecilia Malmström



“We trust that American and European authorities will avoid triggering a global trade escalation. It could be extremely damaging for the motorcycle industry on both sides of the Atlantic”

stressing that while the industry understands the reasons behind the EU’s intention to retaliate firmly and swiftly, it believes that a potential increase of customs duties on American exports of motorcycles would clearly be damaging not only to

the American companies concerned, but also to European economies and jobs.

“It might also, in turn, result in the US administration imposing retaliatory tariffs on European exports. Overall, this could lead to considerable negative economic impacts and job losses for the motorcycle sector in both the US and Europe, particularly in areas such as the manufacturing and distribution of vehicles, parts and components”.

This, of course, is not the first time that motorcycles have been a pawn in the worldwide game of chess. Back in the early 1980s, the Reagan administration famously threatened and indeed imposed Japanese manufacturers with draconian import tariffs as part of its efforts to help save Harley-Davidson from bankruptcy and start manufacturing in the USA, providing domestic jobs.

As recently as last year the Federal Trade Commissioner revived a threat that had been made some years before to impose a ban on the import of sub 500 cc motorcycles and PTWs made in

Continues on page 6 >>>

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Comment 4

Promising start to the sales season as industry gears up for a joint INTERMOT and EICMA year



American Report 20-27

In a seven-page 'American Report' we feature business opportunities from U.S. vendors, Parts Unlimited and AIMExpo show news, and showcase the fast growing AFT race series



BMW GS Trophy 18

After the rainforests of south east Asia in 2016, this year sees BMW heading for Mongolia in Central Asia for an expanded biennial GS Trophy that will severely test riders and machines

PROGUIDE 29-60



Promising start to the sales season as industry gears up for a joint INTERMOT and EICMA year

The early season registration numbers emerging from Europe's major national trade associations are showing a (mostly) positive start to the year. It would appear that ACEM and others were right, and that the apparent decline in registrations seen in the statistical reports last year (after three years of growth on a Europe-wide basis) were wrong. It is now perfectly apparent that the anomalies caused by the Euro 3/Euro 4 transition at the end of 2016 and in early 2017 had indeed distorted the picture. In reality, while 2017 may not have seen as much growth as the prior three years, certainly not in percentage terms, it did still see some modest low single digit increases in motorcycle (if not also small cc unit) sales, and demonstrated the rise of the lightweights and middleweights that is being seen as new generations of consumers fill the void created by the years of post-Lehman darkness.

The figures released so far aren't fully reliable as an indicator for the year in full yet, as they are mostly based on generally and traditionally low January and February sales numbers, but it is a more positive start than the one we were looking at 12 months ago.

This year is that biennial delight of a year with both INTERMOT (Cologne, October 3-7) and EICMA (Milan, November 6-11) hanging over the market and impacting industry budgets and manufacturer new model launch cycles like a cloud. In the United States, AIMExpo is sandwiched in between the two European majors, this year in Las Vegas (October 11-14); see report in the 'American Report' elsewhere in this edition of IDN.

It is to be hoped, however, that this is a cloud with multiple silver linings, and that if the dealer attendance seen at January's excellent Motorcycle Trade Expo in the UK is anything to go by, there will be plenty of well-motivated and well-funded dealers, as well as enthusiastic and growing visitor numbers, to make both shows viable for the exhibitor community.

The characteristics of difference between the two shows persist – with EICMA having an impressively high theoretical visitors number but only half of them, at best, are of riding age or current riders; whereas at INTERMOT it is clear from their attire and demeanour that nearly all of the perfectly respectable 200,000 or more visitors clearly are high mileage current riders.

EICMA perfectly reflects the demographics of the Italian motorcycle market in terms of scooters, "urban mobility", northern Italian focus, race fans and so forth, whereas INTERMOT pulls visitors from further afield than simply the central Germany, greater Cologne area and features a higher displacement of a multi-bike owning and definitely more touring oriented and older, wealthier audience that befits a northern European show.

Therefore the shows don't need to be seen as duplicatory - not entirely so at least. Each has its own fans and its detractors, and each has something to bring to the industry table, though many still regret that ANCM, the Italian motorcycle trade association that organises EICMA, insists on persisting with its still controversial annual frequency.

The massive change in management culture of a few years ago has altered the international perception of EICMA, and not for the better. Communications continue to be an Achilles heel - so far this year it has been radio silence from Milan where show news is concerned, whereas Koelnmesse has been releasing a steady stream of news about new initiatives and plans for INTERMOT, and has been conspicuously higher profile in its general promotion of the event and its engagement with the industry that the show is a part of. The residual effect is one of leaving a feeling that whereas EICMA exploits the dealer and vendor community, INTERMOT does as much as it can to be seen to be trying to serve it.

That stream of news from INTERMOT has included the announcement that the show is to host the first European Stunt Championship Finale - the 50 best stunt riders from 15 nations are expected to fight for the European stunt riding crown over the three-day competition on Friday, Saturday and Sunday. Koelnmesse says that it has already had booth reservations from some 400 exhibitors (that's individual exhibiting companies, not vendors and brands combined) from more than 30 countries and say they anticipate filling some 100,000 square metres of exhibition space and offering around 60,000 square metres of outdoor area for test rides, races (including Sprint races) and demonstrations, including the chance to try out E-bikes.

Both shows boast impressive international trade visitor credentials, with an estimated 59,000 trade visitors from approximately 100 countries at INTERMOT in 2016.

IDN will again be hosting the INTERMOT trade visitor 'International Night' networking reception (Wednesday October 3), and Hall 10 is again the venue for the fast growing and now further expanded INTERMOT 'Customized' "Show-within-a-Show" concept.

Centrepiece of Hall 10 will again be the IDN sister magazine AMD (American Motorcycle Dealer) 13th World Championship of Custom Bike Building - the fourth time the 'AMD' has been staged in Europe after being in the USA since it started in 2004 and the third time at INTERMOT.

With six months to go, there are already some 50 plus world class customs registered to compete for the custom motorcycle's industry's ultimate accolade, with custom motorcycle engineers from some 14 countries, including from the United States, Russia, Indonesia, Taiwan, Mexico and the first ever competitors from the fast-evolving Indian market.



This year's INTERMOT Custom Special is this drag style Yamaha XV 950 R customised in Germany by Marcus Walz



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Europe in response to the ban that the EU has in place on genetically modified foodstuffs – specifically U.S. beef exports to Europe. Stefan Pierer, CEO of KTM AG and President of ACEM, said that “motorcycle companies are global players committed to free and balanced trade agreements. The US and the EU should be working together to facilitate international trade and regulatory convergence, not to restrict it by adopting unilateral and politically motivated measures”. Several of Europe’s major National Trade Associations have also voiced their concern. In advance of a March 22nd Heads of State and Government meeting in Brussels at which European trade policy was to be discussed, the Secretary General of ANESDOR in Spain, José María Riaño, indicated that “we urge the EU to think about the negative consequences that these measures could entail, several Spanish

manufacturers of two-wheeled vehicles, such as Torrot, Vertigo and Rieju among others, and our strong components and accessory manufacturing sector would be affected. This commercial conflict does not benefit any of the parties and the only way out is the dialogue between both administrations to find a solution”. The UK motorcycle industry warned that trade tariffs on motorcycles will result in job losses in the UK, where the industry employs an estimated 58,500 people across 5,700 businesses. Tony Campbell, CEO of the MCIA (Motorcycle Industry Associations) in the UK, said that “targeting high profile brands is headline grabbing, but won’t have any real value in resolving this situation and will seriously harm an industry which is already under pressure. I am hopeful that common sense will prevail.” Antonio Perlot, ACEM Secretary



Stefan Pierer, CEO of KTM AG and President of ACEM: “The US and the EU should be working together to facilitate international trade and regulatory convergence, not to restrict it by adopting unilateral and politically motivated measures”

General, said: “The EU is a key market for American motorcycle brands. But the US is also Europe’s first trading partner in the motorcycle segment. We trust that American and European authorities will avoid triggering a global trade escalation, which could be extremely damaging for the motorcycle industry on both sides of the Atlantic”. ACEM says that some 156,000 jobs in the EU depend on the motorcycle, moped, tricycle and quadricycle

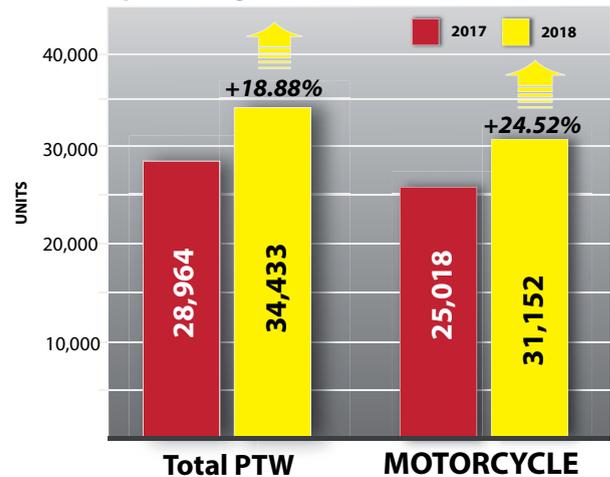
industry. According to EUROSTAT figures, in 2016 the EU exports of motorcycles to the US amounted to € 483.1 million, which represented 29.1% of all European motorcycle exports, with EU-based businesses exporting €139.6 million in motorcycle parts and components to America (30.8% of the total). In 2016 the US was the number one destination for European exports of motorcycles as well as parts and components.

Spain - motorcycle registrations +24.52 percent for first quarter

According to the latest data available from ANESDOR, the motorcycle industry trade association in Spain, new motorcycle registrations for the first quarter of 2018 are +24.52 percent YTD at 31,152 units; the strongest first quarter in Spain since before 2009. The market was -11.31 percent for the 2017 full year at 136,652 units, +2.5 percent in March 2018. Moped registrations are showing the side effects of the

December 31, 2017 transition to Euro 4 at -16.85 percent for the first quarter on low volumes. Total PTW registrations are +18.88 percent for the first quarter at 34,433 units in total. Honda was the year-to-date market share leader at 19.7 percent (6,129 units), with Yamaha second (16.5 percent, 5,148 units) and Kymco third (11.2 percent), followed by BMW, Piaggio, Sym, Kawasaki, Suzuki and KTM.

Spanish registrations - Year-to-date 2018



Germany - motorcycles at +22.15 percent for Jan/Feb 2018

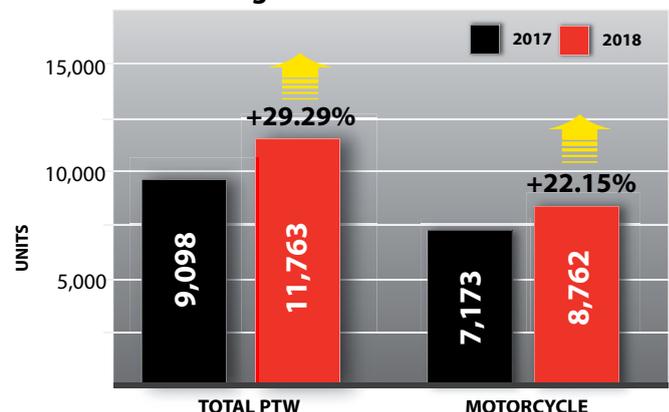
The latest statistics released by the German motorcycle industry trade association (IVM) for the period to the end of February 2018 show new motorcycle registrations up by +22.15 percent for the first two months of the year at 8,762 units; though up on the Euro 3 pre-registration affected figure for the same period last year, they are down from 9,339 for the first two months of 2016. For the full year 2017 new registrations in Germany are said to have been -14.21 percent at 100,877 units. 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. Total PTW registrations for the first two months of the year are +29.29 percent at 11,763 units, but that is also down on the 12,609 registered in the first two months of 2016. As is usual these days, BMW’s R 1200 GS remains the top selling model in Germany, with 805 units sold so far this year, with the Kawasaki Z900 in second place (233 units), the Honda CRF 1000 Africa Twin third (198 units), followed by the BMW S 1000 RR and the Yamaha MT-07 fifth. With nine models now in the Top 20 bestselling list, it is no surprise that BMW is motorcycle (and total PTW) market share leader YTD with 2,702

units sold for a whopping 30.84 percent market share. KTM is second with a 10.98 percent share (962 units), with Harley-

Davidson third with a 9.52 percent share (834 units), followed by Honda, Kawasaki, Yamaha, Ducati, Triumph, Husqvarna and Suzuki.

German registrations - Year-to-date 2018



UK motorcycle registrations +9.55 percent Jan/Feb 2018

The latest data released by the MCIA (Motorcycle Industry Association) in the UK shows new motorcycle registrations in February up by +5.3 percent (3,613 units) and running at +9.55 percent (8,616 units) for the first two months of 2018.

Although that is up on the same period of last year, it remains down from the 9,650 registrations seen in January and February of 2016, though actually the second best first two months UK market performance since before 2009.

The UK market was reported at -18.52 percent at 96,943 units for 2017. However, because of the Euro 3-4 carry-over effects, the UK trade association is on record as thinking that, in reality, the market was essentially flat in 2017 at between -2.5 and +2.5 percent.

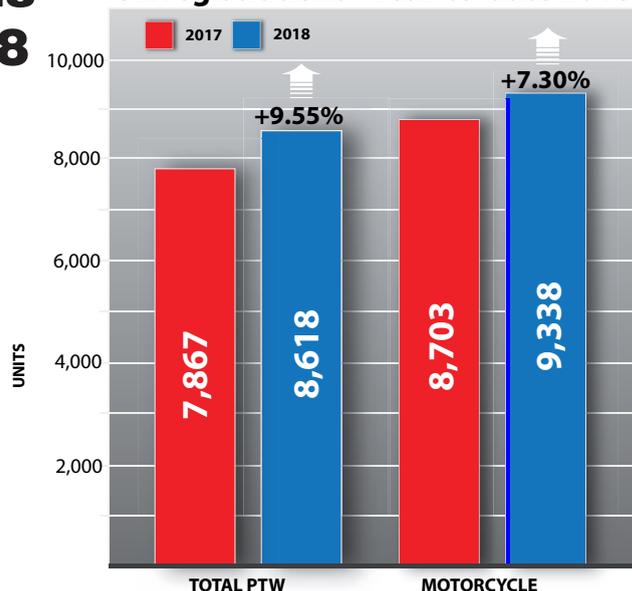
Moped registrations are -13.88

percent for the YTD on low volumes (moped Euro 4 emissions requirements became active from January 1st this year), with overall total PTW registrations +7.30 percent at 9,338 units.

'Naked' style bikes remain the most popular in the UK at 2,452 units for the year to date (out of 8,616 units in total); 2,032 Scooters have been sold far in 2018; 1,362 Adventure Sport models and 1,056 Trail/Enduro machines. The Sport/Tour and Supersport sectors continue to decline. Honda was the top selling brand in the UK in February, followed by Yamaha and BMW. The top-selling Adventure Sport model was the Honda CRF 1000 Africa Twin; the top-selling 'Naked' style bike was the Honda CB 125 F.

The MCIA reports that the total number of road registered motorcycles in use has continued to grow, with the

UK registrations - Year-to-date 2018



latest available figures (2016) putting the market at 1.27 m units, with 4.6 billion km/2.8 billion miles estimated to have been ridden in the UK in 2016. The number of motorcycle tests being

passed has continued to grow, with 2016/17 put at 40,600, up from 37,500 in 2014/16, 34,500 in 2014/15 and just 30,500 in 2013/14.

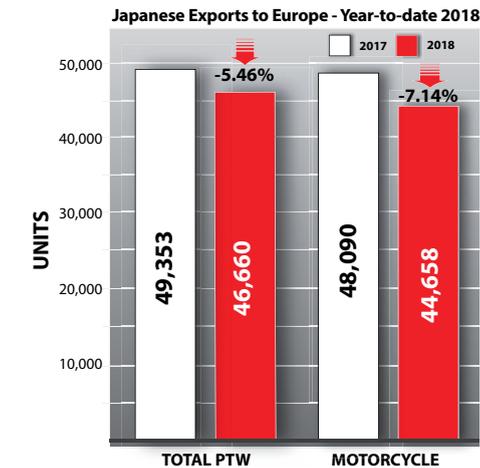
Japanese +250 cc exports to Europe -7.14 percent for January/February 2018

The latest data released by JAMA (the automotive trade association in Japan, which includes representation of motorcycle manufacturers among its membership) shows exports of Japanese made motorcycles to Europe running at -7.14 percent YTD (44,658 units).

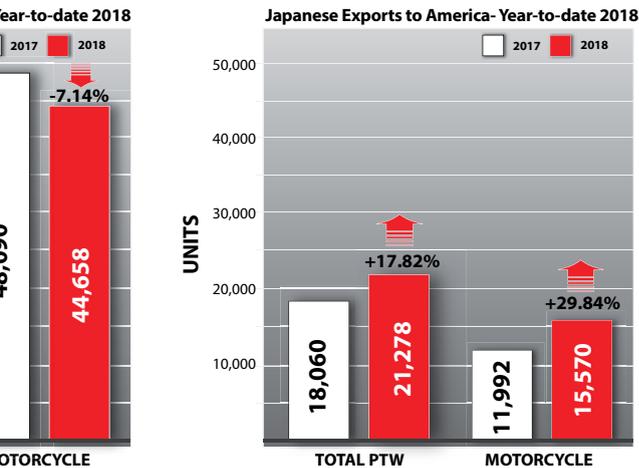
Although that is down on the Euro 3-4 affected early 2017 data, it is up on the 40,320 exports recorded for the first two months of 2016, and apart from last year, is the best start to the year for Japanese made motorcycle exports to Europe since 2009.

Exports to the USA for the first two months were +29.84 percent (15,570 units) and the worldwide total of 75,569 units is +3.05 on the start of 2017.

Total Japanese manufactured PTW exports to Europe were -5.46 percent for the first two months (46,660 units); +17.82



percent to USA (21,278 units) and were +2.17 percent worldwide (90,459 units). For the full year Japanese motorcycle exports to Europe were +15.83 percent at 208,823 units – the strongest since 2008; worldwide they were +12.39 percent at 362,558 units – their strongest since 2009.



The increasing number of units being made by the Japanese manufacturers elsewhere in Asia, the US and South/Central America goes some way to providing historical context for the data, though the majority of higher value larger displacement Japanese brand machines, especially those being sold in

Europe, are still made in Japan. Their overseas factories are primarily engaged in making and selling scooters and smaller capacity units in 'emerging' markets (where import tariffs are high) and in making ATV/UTV units - especially in the United States, where demand for such machines is strongest.

Swiss PTW registrations -2.79 percent January/February

The latest new registrations data released by Swiss industry association MotoSuisse shows total new PTW registrations down by -2.79 percent for the first two months of 2018 at 2,985 units, with motorcycles down by -16.94 percent on low volumes so far

(1,393 units). For the full year 2017, motorcycle registrations were up by +2.08 percent at 26,942 units (-3.4 percent/26,391 units in 2016 after being +17 percent in 2015), with total PTW registrations broadly flat (-0.89

percent) at 45,487 units in total (-6.21 percent/45,896 units in 2016). In motorcycle market share terms, Yamaha continued as market leader for the first two months of 2018, selling 204 PTWs in total for a 28.17 percent share; Honda was second

(25.00 percent share), with Harley-Davidson third. Kawasaki's Z 900 was top seller through February, followed by Honda's CRF1000L Africa Twin, the Yamaha MT-09, Kawasaki Z650 and Yamaha MT-07.

Italy - new motorcycle registrations +28 percent for Jan/Feb 2018

Given that the Italian motorcycle market was the "stand-out" in 2017 market performance terms last year, the latest data released by ANCMA, the Milan based motorcycle industry trade association for Italy, makes for excellent reading.

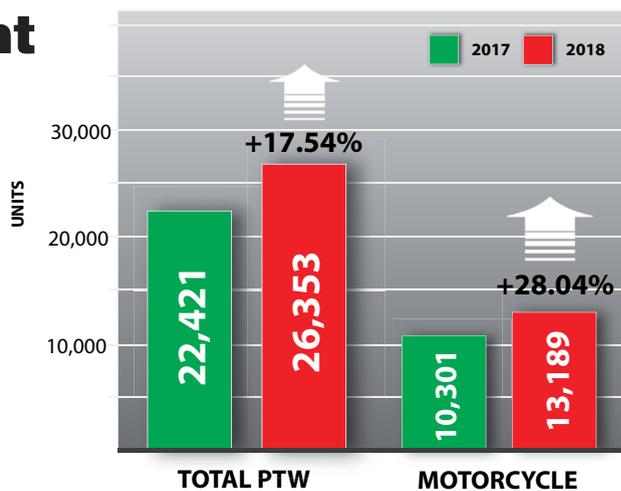
The Italian motorcycle market is bucking the trend seen in much of Europe, with new motorcycle registrations up by +28.04 percent for 2018 so far at 13,189 units - the best performance for the January/February period in Italy since before 2013 already pointing to a very healthy year ahead for the motorcycle market in Italy.

The full year 2017 saw motorcycle registrations close out at +8.53 percent (82,475 units), up from the 75,996 units registered in 2016, and 62,506 units registered in 2015.

Allowing for mopeds and scooters over 50 cc, overall PTW registrations in Italy were +17.54 percent for the first two months of this year (2017, 204,406 units; 193,913 units in 2016). Scooters were up YTD by +8.61 percent at 13,164 units (121,931 in 2017).

Honda's SH 150/300/125 variants are the top-sellers, followed by Yamaha's XMAX 300, Piaggio's Beverly 300 ABS, Liberty 125 ABS and the Kymco Agility 125 R16.

Italian registrations - Year-to-date 2018



The top-selling motorcycle was the BMW R 1200 GS, followed by the R 1200 GS Adventure, Honda's CRF 1000 Africa Twin and their NC 750 X.

In motorcycle terms, the largest sector in Italy, Enduro models have overtaken Naked style bikes as the top-selling sector, followed by Tourers.

Poland - new motorcycle registrations -21.16 for January/February 2018

After being down by -41.84 at 15,032 units for the full year 2017, the latest data released by the motorcycle industry trade association in Poland (PZPM) puts the Polish market at -21.16 percent for the first two months of 2018 (on very low volumes).

Until last year's reverse, new motorcycle registrations had grown consistently in Poland since 2013 and stood at record levels at the end of 2016 (25,844 units).

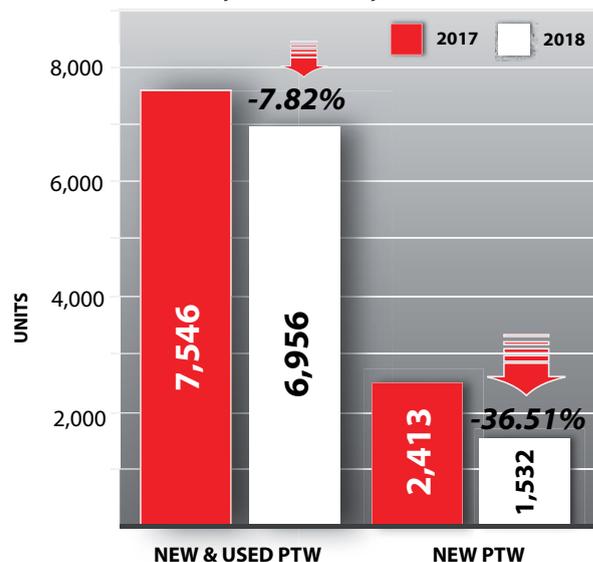
New moped registrations are down by -49.39 percent (Euro 4 effect), with total new PTW registrations -36.51 percent YTD (1,532 units); in 2017 they were -10.18 percent for the full year (44,669 units).

However, new model registrations are only ever part

of the story where the Polish market is concerned. Poland is an important market for pre-owned vehicles (from elsewhere in Europe) receiving their first domestic Polish registration and providing valuable service, maintenance and PG&A income for Poland's franchised and independent motorcycle shops and the vendors they buy from. Used motorcycle registrations were up by +4.67 percent YTD (4,706 units; -3.04 percent/55,708 units for the full year 2017); used mopeds are +12.72 percent on low volumes; total used PTWs are +5.67 percent YTD at 5,424 units (-4.22 percent/64,724 units for the full year 2017).

Total new and used motorcycle registrations are running broadly flat YTD at -0.41

Polish motorcycle registrations - January/February 2018



percent (5,574 units); new and used mopeds combined are -29.09 percent YTD on low volumes; total new and used

PTW registrations are -7.82 percent YTD at 6,956 units, having been -6.75 percent for 2017 at 109,393 units.

Australia -9.3 percent in 2017

According to the latest data released by the Federal Chamber of Automotive Industries (FCAI) in Australia, the motorcycle and ATV/UTV (SSV) market fell -9.3 percent in 2017 (104,111 units compared to 114,770 in 2016).

The 2017 market remained relatively steady in terms of its composition with road bikes remaining the most popular category and comprising 38.6 per cent of the market. Off-road bikes took a 35.9 per cent share, ATV/UTVs accounted for 21.8 per cent of total

sales, and scooters just 3.7 per cent. Among the individual brands, across the market Honda came in at number one with 24,166 sales overall (23.2% market share), Yamaha in second place with 21,387 sales (20.5% share), Kawasaki in third with 9,986 sales (9.6%), followed by Suzuki (9,012 sales and 8.7%) and Harley-Davidson (8,903 sales and 8.6%). Road bike sales reduced by -15.9 percent on the 2016 result. Harley-Davidson came in as leader of the pack, ahead of Honda, and with

Yamaha in third. Husqvarna, Victory, Indian and KTM all saw increased sales in 2017 compared with 2016. In the off-road bike segment, Yamaha again came in on top, followed by Honda and KTM. Overall the off-road bike segment suffered a -5.9 percent fall on its 2016 result, with Husqvarna and Honda as the only volume brands to record an increase in sales in 2017. The ATV/UTV segment grew its share of the total motorcycle market (from 19.9% in 2016 to 21.8% in 2017) and was less affected by the general

decline, with volumes falling across the segment by only -0.7 per cent on 2016. Polaris was the overall 2017 leader, with Honda in second place and Yamaha third. Both Polaris and Kawasaki posted increases in overall sales for the year.

In the shrinking scooter segment (which only accounts for 3.7% of total sales), Piaggio was the leader, followed by Honda, and Vespa in third. The only brand to see increased sales in this segment was Suzuki (+5.8%).

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NEWS BRIEFS

Innovative technology, action-packed racing and international championships: more and more people around the world are discovering a passion for drone racing. BMW is collaborating with the Drone Racing League (DRL), an international, premier drone racing circuit, to further develop high-performance racing drones in the BMW Group wind tunnel and bring a professional drone race to BMW Welt.

For the 12 months of its 2017 financial year (to January 31st, 2018) BRP Inc. (Canada) has recorded record revenue figures and says that just seven years after entering the UTV (Side x Side) market with its Can-Am brand, it is already in number three market share position in the highly competitive but growing sector. Gross profit increased by Can.\$58.6 million, or 5.8 percent, to Can.\$1,067.5 million for the 12-month period.

BMW Motorrad reported U.S. sales of 13,546 motorcycles for 2017, down just 1.3% from the 13,730 motorcycles sold in 2016 - outpacing the rest of the motorcycle industry (which was down -3.2%) and its relevant competition (which was down -6.3%). They posted +15% growth in sales from September through December 2017, with all-time record monthly sales in November 2017. BMW has 153 dealers in the U.S.

The KTM Group saw unit sales increase by +17% for 2017 at 238,334 (Husqvarnas and KTMs). The company aims to sell 400,000 motorcycles annually by the business year 2022.

Stephan Schaller has retired as head of BMW Motorrad, a position he had held since the summer of 2012. Under his management BMW has posted successive record sales numbers and successfully broadened the meaning of the brand, expanding and internationalising the BMW offer and introducing middleweight and custom platforms.

At the beginning of March, Ducati's announcement of over \$180,000 of AFT contingency prize purse took the total offered for the 2018 season to over \$2 million. Contingent on using the 821cc twin-cylinder engine that served as the powerplant for Ducati's 2015-2018 Monster and 2013-2015 Hypermotard models, their commit includes \$10,000 for a championship win and \$5,000 for an event win.

Six Days Enduro dates changed

**ISDE
CHILE
★ 2018 ★**

The 2018 FIM International Six Days Enduro (ISDE), originally scheduled for Oct. 22-27 in Viña del Mar, Chile, has been rescheduled to Nov. 12-17 at the same location.

The International Six Days Enduro is the world's largest annual off-road motorcycle competition. Since 1913, countries have sent their best off-road racers to exotic locations around the world to be tested on everything from sandy beaches to rocky crevices, to deep woods and motocross tracks for the event's top prize: the ISDE World Trophy.

Each year, countries from all over the world send teams to compete at the ISDE. The World Trophy Team features four riders that compete for the world title, along with the Junior Trophy Team, which features three riders, and the Women's Trophy Team that features three riders.

In addition, each country can send a number of three-rider club teams. Teams compete for team honors, while individual riders race for a gold, silver or bronze medals, which are based on a rider's finishing time relative to the leader.

Widely regarded as the "Olympics of Motorcycling", the ISDE is the most prestigious off-road motorcycle event in the world. First held in Carlisle, England, in 1913, the ISDE is one of the longest-running events on the calendar of the FIM calendar.

Originally known as the International Six Day Trial, the event was held primarily on roads in the beginning - although the "roads" of the era were often as difficult as today's trails - and were designed to test both machine reliability and rider skill. Today, the ISDE, a name it adopted in

1980, is primarily an off-road event that traverses some of the world's most extreme terrain.

Europe was the exclusive domain of the event until 1973, when it first made a trip to the United States. The event has since been held as far afield as Chile, New Zealand, Brazil and Australia.

The rules of the ISDE have evolved over the years, but it has always run under an enduro-type format, where riders have to follow a set route at a set pace over six days. In addition, there are strict controls on when a rider may work on his or her machine and the availability of tools and spare parts. The mileage of the event can vary, but is well over 1,000 total miles.

In August 2017 France won both the FIM World Trophy team championship and the Junior Trophy on home ground on the occasion of the World Trophy's 92nd year at Brive, France. The French team of Jeremy Tarroux (Sherco), Loic Larrieu (Yamaha), Christophe Nambotin (KTM) and Christophe Charlier (Husqvarna) won the World Trophy by a six-minute and fourteen-second margin of victory ahead of Australia, Finland, Portugal, Great Britain, Sweden, The Netherlands, Brazil, Norway and Switzerland.

Australia won the women's event for the fifth consecutive year.

www.fim-isde.com



Husqvarna Factory Enduro team

The 2018 Husqvarna Motorcycles Rockstar Energy Factory Racing team will compete in the World Enduro Super Series, featuring official team riders Graham Jarvis, Colton Haaker, Billy Bolt and Alfredo Gomez.

"Combining Hard Enduro, Classic Enduro, Cross-Country and Beach Racing", the newly established World Enduro Super Series will form "an exciting new challenge for all four Rockstar Energy Husqvarna Factory Racing riders. Spearheading the team's efforts in this multi-discipline

enduro championship will be Rockstar Energy Husqvarna Factory Racing's Graham Jarvis and Colton Haaker.

"A three-time Erzbergrodeo Hare Scramble winner and holder of a record six victories at Romaniacs, Jarvis will make use of his hard enduro prowess in the hope of becoming the Ultimate Enduro Champion. As for Haaker, the two-time FIM SuperEnduro World Champion is determined to demonstrate his acute speed and riding skills in the fast approaching series".

The team will be further strengthened by Billy Bolt and Alfredo Gomez (currently recovering from injury). "Up and coming 19-year-old Bolt is gearing up for what's expected to be a thrilling inaugural season of WESS competition. Still recovering from his recent knee surgery, Alfredo Gomez is working towards making his competitive return to racing during the coming season of WESS competition". The World Enduro Super Series kicks off with the Extreme XL Lagares in Portugal on May 11/13, 2018.



MAGURA in new aftermarket sales operation launch

In addition to its international distributor and subsidiary network, German manufacturer MAGURA has announced a new pathway for dealers to buy MAGURA aftermarket motorcycle products – through MAGURA Bike Parts GmbH & Co. KG. “As a result, motorcycle retailers will benefit from MAGURA’s long-standing aftermarket experience in the bike and service sector. In this way, motorcycle shops will in future have access to a Europe-wide distribution network with B2B Shop and a proven service infrastructure. “The aim of MAGURA Bike Parts is to use its proven sales expertise to give retailers straightforward access to motorcycle products throughout the whole of Europe. Broad-based sales, marketing, logistics and service teams guarantee a professional approach and on-schedule product distribution.

Retailers can order products quickly and easily online in any of the six languages offered by the B2B Shop or via the hotline. Technical consulting in ten languages and sites in the Netherlands, France, Italy and Great Britain ensure quick response times”. MAGURA go on to say that “for more than 90 years, MAGURA Powersports products have been setting standards as OEM solutions used by renowned motorcycle makes such as BMW and KTM. Thanks to products such as the first hydraulic clutch for KTM Motocross motorcycles or the first hydraulic fitting manufactured using specially developed composites technology for BMW, MAGURA has been a part of the success of these brands. “Brakes, handlebars and hydraulic clutches improve motorsport performances and make everyday



motorcycle riding more comfortable. The first tests with special and custom aftermarket products have been conducted successfully. With the official launch of aftermarket sales throughout Europe, MAGURA is taking the next important step in the development of the motorcycle sector”. Featuring patented Hard Core Technology (HCT), popular MAGURA

products include its HCT compact hydraulic master with enhanced response for improved performance and safety, and MAGURA HYMEC, the easy-to-mount hydraulic alternative to conventional mechanical clutch operation that is said to require up to 25 percent less strength needed for clutch action and a clearly defined, constant bite point. www.magura.com



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Textron, who acquired Arctic Cat in 2017, announced fourth quarter revenues \$4.0 Bn up and segment profit of \$360 million, down \$31 million. The company is forecasting 2018 revenues of approximately \$14.6 billion, up 3.0 percent from the prior year.

Indian conglomerate Mahindra signed an impressive 215 domestic U.S. dealers in just 4 months for the new ROXOR off-highway vehicle that they will be manufacturing at their new Auburn Hills, Michigan facility – headed up by Rick Haas as President and CEO, Mahindra Automotive North America – where, if all goes to plan, Mahindra will have revealed the ROXOR in early March.

In more Mahindra news, last year the company completed the acquisition of rights to the defunct JAWA and BSA motorcycle brands. The reports that new BSA models could be on sale in the United States as early as late 2018 are almost certainly overly optimistic, but stung by domestic Indian Rival Eicher Motors' remarkable progress with their remarkable Royal Enfield 650s, they and other Indian manufacturers have an extra motivation where making a play on the northern hemisphere's middleweight market is concerned (not least Triumph middleweight collaboration partner and 51 percent KTM/Husqvarna owner Bajaj Auto).

Italian apparel major Dainese (owner of AGV helmets and itself 80 percent owned by Bahrain's Investcorp) has completed the redesign and re-location downtown of its Chicago flagship store. It re-opened in early March and in the hands of architect Renato Montagner is a minimalist "room within a room" homage to everything gorgeously Italian and Dainese, from its racing heritage to the latest iteration of its integrated D-Air race suit air bag technology.

Yoshimura R&D of America has a new CEO/CFO – he is Yusaku Yoshimura, grandson of legendary founder and race guru Hideo "Pops" Yoshimura, who founded the company 64 years ago in Japan. After 38 years with the company current CEO Don Sakakura will move into an advisory role for the company. Yusaku Yoshimura had previously been heading up their internationally respected R&D department.

Yamaha reports all sectors up



Yamaha Motor Co., Ltd. has announced its results for its full year 2017 with Net sales of 1,670.1 billion yen (an increase of 167.3 billion yen or 11.1% compared with the previous fiscal year), "with each segment reaching the highest level to date". Operating income was 149.8 billion yen (an increase of 41.2 billion yen or 37.9% against the same period the previous fiscal year), ordinary income was 154.8 billion yen (an increase of 52.8 billion yen or 51.7% against the same period the previous fiscal year). "Net sales increased thanks to the effects of yen depreciation and strong sales of motorcycles in the ASEAN region, outboard motors in the US and surface mounters and industrial robots. Operating income has increased thanks to increases in net sales and sales of products in the

higher price range, along with improvements in profitability such as cost reductions through manufacturing methods of theoretical-value-based production, and development methods for platform and global models in the motorcycle business, which prevented rising expenses.

For its motorcycles segment, net sales were 1,045.2 billion yen (an increase of 115.1 billion yen or 12.4% compared with the previous fiscal year), and operating income was 68.8 billion yen (an increase of 32.9 billion yen or 91.4%).

"Unit sales increased in the Philippines, Thailand, Taiwan, and Vietnam, but decreased in developed

markets and Indonesia. Unit sales across the entire business were approx. 5.4 million units, the highest year on year increase achieved since 2011. As a result, net sales increased, and operating income increased substantially thanks to increased sales of products in the higher price range and the effects of cost reductions in emerging markets such as Brazil and the ASEAN region.

"In the ASEAN region, we are continuing our product launches in order to demonstrate a strong presence in each market while maintaining increased profitability through platform models. In developed markets, we will create new demand by launching products that demonstrate the brand's distinctiveness and implementing marketing in the unique style of Yamaha".

Stolen parts and apparel on the black market

Dutch distributor Techno Motor Veghel (TMV) has let IDN know about a shipment of Renthal handlebars that was stolen from a truck while en route from the UK.

TMV Managing Director Herman Zijerveld is asking that if anyone is offered Renthal handlebars at a bargain price, whether just a few or a whole consignment, to let him know,



so appropriate action can be taken.

This news follows another motorcycle parts theft from a truck in the UK in January. On that occasion Whitney, Oxfordshire based distributor Oxford Products saw a consignment of Hotgrips,



apparel and other accessories stolen from a truck in Tamworth, Warwickshire, UK.

**www.tmv.nl
www.oxprod.com**

Surflex kits - keeping the old bikes alive

To celebrate its sixty years and historic racing legacy, Surflex has introduced some rare model-specific clutch disc kits for many older bikes – classics for which it can be tough to find up-to-date direct replacement clutch components.

"Surflex clutches have an outstanding sporting legacy, due to the legendary victories of many Italian motorbike firms – bikes that have written the story of Speed World Championship classes.

"Surflex has a range of discs for these old bikes, few of which are produced anymore, but the surviving examples



can now live again. We wanted to pay attention to the riders who take part in the classic and vintage races and gatherings all over the world, speed competitions and other kinds of events. "These bikes need very specific friction

materials, and the experience and high technology that Surflex has, makes us uniquely placed to cater to the demands of famous old makes and models".

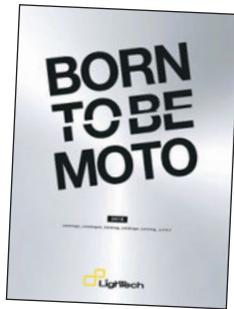
The picture seen here shows a clutch disc kit for the original Ducati Scrambler (left), and on the right a complete clutch unit for Aermacchi.

Surflex says that every single clutch and clutch disc are faithful to the originals, something the company is able to do as the original leading OE supplier for these bikes of yesteryear.

www.surflexclutches.com



Austrian TÜV for LighTech levers



Italian parts, accessory and design kit specialist LighTech announced restyled and upgraded brake and clutch levers for 2018. They are now certified to TÜV Austria (KBA 91595), and this KBA code will be engraved and visible on each lever.



This certification means that all LighTech levers passed the demanding quality and mechanical tests from TÜV Austria - the official document is available for all distributors, dealers, resellers and consumers to download via a link from the LighTech website. A new logo design featuring the Italian flag is being used on LighTech's levers to emphasise that theirs are 100 percent Made in Italy products, and new orange colour rubber inserts are available for their "Alien" levers.

www.lightech.it



KTM Adventure Rally returns



KTM has announced that its second European KTM Adventure Rally will be held in Sardinia at the end of June 2018.

"A KTM Adventure Rally is for those who want to fully embrace the KTM 'Ready to Race' spirit, sharing tarmac and dirt passes in incredible surroundings to form lasting friendships and unforgettable memories with likeminded riders – including KTM ambassadors and employees".

The event opportunity will be exclusive to the first 150 KTM Adventure-owning riders who sign up. Complementing existing established KTM Adventure events that have taken place annually in Australia, New Zealand, USA, Canada and South Africa, 2017 saw the first European staging in Bardonecchia.



"The exclusive group of riders got to experience incredible road and off-road riding in the mountainous area of Northern Italy. Following customer feedback, the beautiful island of Sardinia has been chosen for 2018 for KTM Adventure owners to conquer its incredible variety of endless sea view sandy trails, twisty mountain passes and extreme off-road routes with unexplored terrain".



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FUTURE BRIEFS

It is reported that MV Agusta is planning to bring back its Cagiva brand as an E-Bike, possibly as early as for the 2019 model year, with an announcement later this year at EICMA.

Japanese E-Bike manufacturer Mugen will race three Shinden Nana electric Superbikes at the Isle of Man TT Zero race as they go in search of a fifth straight and seventh overall win – with 2018 improvements said to include reduced mass and increased capacity as the performance of lithium-ion batteries gets ever better with less mass and greater capacity.

Less than 5 percent of the vehicles on Europe's roads are "commercial vehicles" (vans, trucks etc) but estimates suggest that nearly 20 percent of European greenhouse gas emissions from all vehicles are from "commercials".

British three-wheel sports tourer manufacturer Morgan Motor Company, which uses S&S X-Wedge engines in its core models, is thought to be close to production of an all-electric Roadster in partnership with Frazer-Nash Energy Systems, owner of the legendary British Bristol Cars marque.

It is reported that Bosch has invented a "carbon neutral" synthetic hydrocarbon based fuel. It is likely to be some time before the chemistry involved proves to be scalable or for production of sufficient quantities to be commercially viable, but should it prove to be so it could take the transport emissions debate in an additional new direction.

BRP is introducing a first Rotax electric powerpack for the Karting market – a high performance 2.5kwh lithium-ion battery with a top performance of 20 kW and 46 Nm for a top speed of 130 km/h and 0-100 km/h of 3.5 seconds.

The sectors of the Brammo electric vehicle business that were not bought by Polaris five years ago, which includes the 'Empulse RR' e-bike of IOM and Pikes Peak derring do fame, has been bought by Diesel engine manufacturer Cummins. Cummins CEO and Chairman Tom Lineberger is a non-executive Director on the board of Harley-Davidson.

Energica Ego Corsa – 'spec' bike for FIM MotoE World Cup

Italian E-Bike manufacturer Energica's Ego Corsa is to be spec motorcycle for the FIM Enel MotoE World Cup that is due to start in 2019.

Part of the CRP Group, the "Energica" project was born between 2008 and 2009 when the company created an all-electric racing bike called the "eCRP". The design of this race bike required technical expertise, and the experience and technologies inherited from the parent company allowed it to create a new concept of motorcycle racing.

The team raced for two years and then started working on the Energica project, the first high-performance electric motorcycle. Fast forward to 2018 and Energica's electric technology and premium street-legal electric motorcycles has placed it in pole position as the partner of choice for Dorna, Enel, FIM and Michelin in a new series that is expected to do much to propagate the remarkable performance opportunities that E-bikes bring to the road legal street bike market.

The Ego Corsa is a tuned version of the Energica Sportbike Ego. A testing and demo programme will be held during the 2018 MotoGP World Championship.

The green heart of the Ego Corsa race bike is a synchronous oil-cooled motor



with permanent magnets. It allows a maximum continuous power of 110 kW (147 hp/cv) and a torque of 200 Nm. Ego Corsa accelerates from 0 to 60 mph in 3 seconds to reach a top speed of up to 155 mph.

The Ego Corsa does not have a gearbox or a clutch - everything is regulated by the ride-by-wire system, allowing the rider to control the acceleration torque of the motor and deceleration based on the regenerative torque or engine braking.

Energica has invested heavily in its R&D and has achieved three important patents covering crucial components on the Ego Corsa.

The VCU (Vehicle Control Unit) constantly monitors and manages the battery, inverter, charger and ABS, implementing a multi-map adaptive energy, with a power management algorithm that manages the electrics - monitoring and adjusting the motor's power according to the throttle thrust

100 times per second while riding. The Supply Unit contains the rechargeable batteries, sealing them in-house. Usually the batteries, contained in this component warm-up. The battery case has been designed to avoid this overheating.

Finally, the latest generation eABS mounted on the Energica motorcycle is able to limit the maximum regenerative torque in case of slippery conditions. In particular, the system verifies the presence of friction conditions, and in the case of slippery conditions limits the maximum regeneration torque.

The Ego Corsa also integrates the same DC fast-charge technology seen on its street bikes. Based on the Combined Charging System - a quick charging method for battery electric vehicles that has been widely adopted by top end automotive manufacturers who are part of the CharIN consortium that Energica signed up to in 2016.

www.energicamotor.com



Marc Fenigstein, Alta Motors Chief Product Officer and co-founder

Harley-Davidson has announced that it has made an equity investment in San Francisco Bay area MX E-bike maker Alta Motors, "a leader and innovator in lightweight electric vehicles". The two companies will collaborate on electric motorcycle technology and new product development. "Earlier this year, as part of our 10-year

H-D invests in Alta Motors

strategy, we reiterated our commitment to build the next generation of Harley-Davidson riders, in part by aggressively investing in electric vehicle (EV) technology," said Harley-Davidson President and CEO Matt Levatich. "Alta has demonstrated innovation and expertise in EV, and their objectives align closely with ours. We each have strengths and capabilities that will be mutually beneficial as we work together to develop cutting-edge electric motorcycles." Harley-Davidson had already announced the planned launch of its first electric motorcycle, informed by their 2014 Project LiveWire. That, or an evolved platform informed at least in part by that experience is now, theoretically, on track for release in 2019. "Since its inception, Alta Motors

has designed and commercialised some of the world's most advanced electric motorcycles, enabling everyone from pro riders to new riders to experience the future of fast electric motorcycles. Riders are just beginning to understand the combined benefits of EV today, and our technology continues to progress," said Alta Motors Chief Product Officer and co-founder, Marc Fenigstein.

Alta's 2018 Redshift MXR



SIP Dealer Day 2018

German Scooter parts and accessory specialist SIP Scooter Shop hosted more than 50 scooter retailers at its annual 'Dealer Day' in February at the all-new 6,000 sq m "Palace of Scooter Loveliness" that hardcore self-confessed Vespa aficionados Alex Barth and Ralf Jodl opened two years ago to house the business they started in 1994. Initially created to answer their own frustration in finding the scooter parts they needed as enthusiasts, today the company carries more than 24,000 scooter parts and accessories,

nearly 2,000 of them under their own SIP brand. After the registration and welcome there was first a breakfast in the Italian themed SIPERIA bar that is integrated into the on-site showroom - the "most travelled" dealer having come some 800 km to attend the event. The German wholesaler hosted tours of the facility after some "welcome" words by sales manager Stephan Hufschmid; dealers were able to understand the logistics and management and quality control procedures that processes their orders, gain



insights into the philosophy of the business and the range of parts available for use in their workshops and for sale in their stores, and see testing facilities such as the in-house dyno. Brand new parts on show for the first time included SIP performance cable kits for Vespa and Lambretta that have never been available in volume before for the classic scooters, and new SIP performance ignitions for Vespa and Lambretta – ignitions with more than 110W and a flow and weight optimised engine fan wheel. In addition, there were several seminars from the product management of SIP, highlighting

the latest parts in inventory and top-sellers, with the theme being "POS - additional sales in the workshop". Pirelli was on site with their Sales Manager Klaus Thönig and their current scooter tyres range, and there was also plenty of time to network while enjoying Pizza in the SIPERIA or later at a dealer dinner. However, Jodl points to the occasion being far from a one-way exchange as it gives SIP the invaluable feedback any business needs in order to better serve their customers and help move their dealers' businesses forward in the next 12 months.

www.sip-scootershop.com





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KTM/Husqvarna to race World Enduro Super Series (WESS)

For 2018, Red Bull KTM Factory Racing and Rock Star Energy Husqvarna Factory Racing have announced that they will officially compete in the newly established World Enduro Super Series (WESS), starting with Portugal's Extreme XL Lagares on May 11-13.

Giving the series its full attention, KTM will have five riders competing in the entire eight-round championship with Taddy Blazusiak, Josep Garcia, Jonny Walker, Cody Webb and Nathan Watson; Husqvarna will field four riders - Graham Jarvis, Colton Haaker, Alfredo Gomez and Billy Bolt.

Effectively a new multi-discipline series, WESS will address the increasing diversification of enduro sport by bringing together selected Hard Enduro, Classic Enduro, Cross-Country and Beach Race style events into one championship.

KTM says that of particular interest to both brands "is the fact that amateur riders will compete alongside professionals in all events. Collectively, the series will bring together many thousands of competitors and spectators, ensuring high levels of engagement with fans at each stop of the series.

"Through extensive TV, print and new media coverage the



Husqvarna



championship and its eight unique and diverse races will enjoy extensive specialist and mainstream exposure.

"Requiring a wide range of skills and techniques, the WESS will challenge riders in ways no other series has in recent years. All competitors will need to adapt and rise to new challenges in order to be crowned the Ultimate Enduro Champion."

After the Extreme XL Lagares in Portugal, the 2018 WESS will take in the Erzberg Rodeo Red Bull Hare Scramble (Austria), Le Trefle Lozerien AMV (France), Red Bull Romaniacs (Romania), Red Bull 111 Megawatt (Poland), Gotland Grand National (Sweden) and the Red Bull Knock Out in the Netherlands.

One additional round is still to be confirmed.

Markus Schramm is new director at BMW Motorrad

Dr. Markus Schramm will take over as director of BMW Motorrad. He will succeed Stephan Schaller, who left the BMW Group at the end of February 2018 to head up the management team at Voith GmbH & Co. KGaA, in Heidenheim, Germany.

In the interim, BMW Motorrad was under the provisional management of Hubert Kühner, Head of Finance, who is due to retire in April 2018. Dr. Markus Schramm has been with the BMW Group since 1991 and is currently responsible for corporate and product strategy planning.

He has previously held several management roles in Sales, Aftersales, Strategy, Planning and Controlling and has been with the company since 1991. Schramm is a passionate motorcyclist and marathon runner.



BMW says that it delivered 164,153 motorcycles to customers worldwide last year - a seventh sales record in succession, currently selling through over 1,200 dealers and importers in 90 countries.

www.bmw-motorrad.com

Motorcycle Trade Expo 2018

This year's Motorcycle Trade Expo in the UK (January 14-16) was another success for organisers Mayo Media – the publishers of leading motorcycle industry trade journal British Dealer News.

Europe's biggest motorcycle trade only show, this was the 24th year for the show, and the Stoneleigh Park, Coventry venue, in the geographic centre of England, continues to serve the event well with a strong attendance drawn from all quarters of the country.

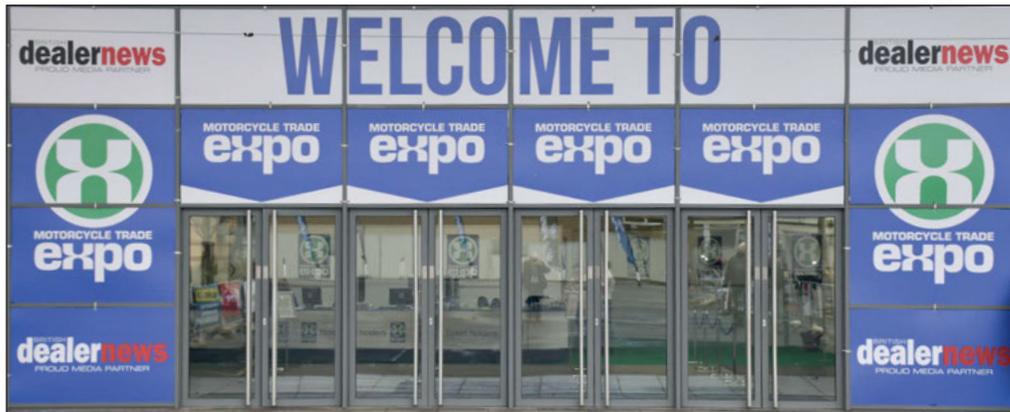
As usual, the strong turnout of exhibitors from the UK – most of the British market's major players were there – was added to by a burgeoning number of exhibitors and brands from elsewhere in Europe.

Backed up by a popular industry awards programme and dealer seminar sessions, the show beat expectations in a market where the growth in new registrations has stalled and done so to a greater extent than can be expected from factors such as the Euro 3/Euro 4 registration



effects alone. The nature of the once sports bike dominated UK market continues to morph, with naked style bikes and adventure tourers becoming ever

more dominant, alongside a healthy custom bike scene. Some fear that there is still oversupply in the UK market, as elsewhere, especially in the apparel and helmet markets where price-points appear to be being driven ever lower. But Motorcycle Trade Expo showed that the "hard miles" are still being ridden in the UK with a strong contingent of service items, workshop equipment and performance vendors alongside several new and emerging motorcycle brand franchise opportunities, especially in the light and middleweight sectors, demonstrating that the industry is continuing to adjust to the riding needs and price-points of new generations of riders.



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Michael Dunlop to ride for Factory Paton SC-Project Team

The Northern Irish rider will compete alongside Italian Stefano Bonetti on the Factory S1-R Lightweight Paton at the 2018 Isle of Man TT.

Factory S1-R Paton won the Lightweight TT Race in 2017, showing a competitiveness that promptly attracted the attention of several privateer teams.

Michael Dunlop was the first rider in the whole history of the Isle of Man TT to have achieved a lap of the course in less than 17 minutes, as well as being one of the most successful TT riders. He is extremely competitive in every class, from the Supersport to the Superstock and the Lightweights.

Speaking about the deal, SC-Project Team owners Stefano Lavazza and Marco De Rossi said: "We are extremely happy that a champion like Michael is joining our Paton SC-Project Reparto Corse Team. Our collaboration with him started last year just with the supply of a SC-Project exhaust for the MD Racing Yamaha R6 he won the Supersport TT with.

"Michael was very satisfied with the product and he wanted to carry on our collaboration this year as well, with the supply of SC-Project exhausts for the S1000RR BMW and the CBR 600RR Honda he will ride respectively in the Superstock and Supersport races.

"His skills are well known to everyone, and we are well aware that a rider like Michael has victory as his sole focus. It is an honour for us and for Paton to have one of the fastest TT riders ever riding for our team. We are ready for the challenge of confirming Paton as the bike to beat on the Isle of Man".

Paton S1-R Lightweight Project Managers Roberto Pattoni and Andrea Realini added: "To have Michael Dunlop onboard the purely Italian Paton is an honour. Some top riders got in touch with us, and this shows how well we have worked in these past few years, and now the acquisition by SC-Project is taking us to another level.



"The Bonetti and Dunlop duo will be a key element to improving our S1-R and to confirm Paton as the fastest Lightweight at the Isle of Man TT. We are sure that even Pep (founder of the Paton factory and Roberto's father) would have appreciated such a hot blooded and passionate rider as Michael Dunlop. We can't wait to start!"

BMW GS Trophy - Central Asia



The GS Trophy is heading to Mongolia in June 2018 for what BMW says "will be its biggest challenge yet. With three new teams joining the competition (Australia, India and a second International Female Team), and

now with eight days of competition to allow for the huge distances, the sixth BMW Motorrad International GS Trophy, held in Central Asia, is set to break all records.

"For 2018, Mongolia will offer much more in just the one experience as the riders will venture from mountains to the desert via the vast Mongolian Steppe (high-altitude grasslands). The scale for this edition is truly epic". Mongolia is both huge (at 1.5 million square kilometres it's about three times the size of Germany) and sparsely populated – with a population

of just 3 million, you'd have to travel to Antarctica to find a less densely populated region.

From Ulaanbaatar, Mongolia's capital, to Munich (home of BMW Motorrad) is about 8,250 km by road and track, a journey that typically takes around three weeks, or 13 hours by plane. "It shares its southern border with China, while Russia (essentially Siberia) lies to the north. The plateau sits at an altitude of around 1,000-1,500 m above sea level, and while this will keep the temperatures cooler, the participants should expect anything between 0°C nights through to about 25°C during

the day. Conditions can be extreme - high winds and dust storms are not uncommon. And while Mongolia is a surprisingly sunny country (averaging around 250 sunny days a year), summer is the rainy season". The Central Asia 2018 event is the sixth staging of the biennial GS Trophy, the previous races took place in South East Asia (Thailand) in 2016, North America (Canada) in 2014, South America (Chile, Argentina) in 2012, South Africa (SA, Swaziland, Mozambique) in 2010 and North Africa (Tunisia) in 2008. This edition will see 18 teams competing, comprising 54 riders. The event begins on June 1, 2018.

www.gstrophy.com

200 mph wheels?

Noted Johannesburg, South Africa based carbon fibre wheels specialist Blackstone Tek (BST) recently supplied a set of 'specials' for Canadian speed freak Cliff Randall's Muzzy Kawasaki ZX1270, one of two bikes that he'll be campaigning this summer to be used at 'The Loring Mile' in the United States (Maine, New England), and "both are now running on these beautiful (and light) BSTs," says Cliff. A centre for record setters and performance enthusiasts, the ECTA (East Coast Timing Association) Loring Mile is a demanding proving ground where only the best engineered and prepared race bikes survive, but where some spectacular times are possible. Randall's aim is to mount an assault on the 200-mph mark (322 kph) and described the wheels as "incredible,

absolutely incredible. We are so pleased and thankful to BST for coming up with these 'specials' for us. Not only do they look amazing, but their light weight, high strength and the low-profile Dunlop Q3s, they allow us to run [60 series on the front, 50s at rear] will definitely give us an edge".

The wheels are from BST's new 'Black Mamba' range of 7-spokers with interchangeable rear wheel and



custom gold tint with gold hubs.

Randall went on to say: "These are one-of-a-kind pieces of art and we really appreciate BST's help. We'd also like to thank our sponsor Vortex Sprockets for the selection of aluminium sprocket configurations they have provided to run with the BST wheels."

The ZX-12R has been boosted by the addition of a 1,270cc big bore kit from Muzzy Performance. Much time has been invested in dialling in the Power

Commander 3 to properly handle all the modifications, and Randall has shared his fuel maps with over a dozen other owners of ZX-12Rs, which also have had the 1,270cc kit installed. A high flow fuel pump ensures that fuel is always kept up to the injectors. A Muzzy steering damper helps keep the tracking straight and combines with an Ohlins shock and RaceTech modified forks, which have been treated to a gold nitriding to complete the look.

www.blackstonetek.com

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THE AMERICAN REPORT

By IDN founder Robin Bradley

robin@dealer-world.com

AIMExpo 2018, Las Vegas, November 11-14

This year sees the Motorcycle Industry Association's (MIC) AIMExpo move on from its 2017 Columbus, Ohio venue to drop anchor at the Mandalay Bay Casino, Resort and Convention Centre on the famed 'Strip' at Las Vegas, Nevada.

Though theoretically packing a powerful punch in terms of its reputation as a trade show host city, with more entertainment and 'curb appeal' to attract exhibitors and visitors than almost any other convention city in North America, it is those factors that have also given it a questionable reputation as a convention city in the motorcycle and wider powersports industries.

Those 'entertainments' are often seen as distractions. With an expo hinterland of Nevada desert and mountains, while a stunningly attractive part of the United States, many seasoned expo exhibitors in America doubt whether it will ever be suitable for the motorcycle industry - pointing to almost all other prior attempts to attract a viable audience there (trade or consumer) as having failed.



No doubt the organiser's rationale must at least in part have been to host the show in a region that features one of the few genuinely growing sectors of the industry - the ATV and UTV/Side-by-Side markets; though even Las Vegas isn't as well profiled a venue for that market as somewhere like, say Phoenix, Arizona (albeit another city with dubious motorcycle industry trade/consumer expo credentials).

The plan is to see the show return to Columbus in 2019 - the heartland of the Harley and custom V-twin industry and the centre of the greatest concentration of motorcycle dealers (on a 500-mile radius basis) of anywhere in America.

However, beyond that, the organisers are not yet confirming future plans, and even a move back to where it all



Staged in Columbus, Ohio, in September 2017, it remains to be seen if the one-year stop for the event at Las Vegas proves to have been a worthwhile experiment

began for them at Orlando, Florida, hasn't yet, as we understand it, been ruled out.

That said, the project continues to pick up momentum in exhibitor terms (mainstream exhibitors at least) with most of the OEs (even Harley-Davidson and Indian Motorcycle remain committed) and the U.S. market's two primary parts and accessory distributors also now signed up.

The news that Janesville, Wisconsin based major Parts Unlimited and its

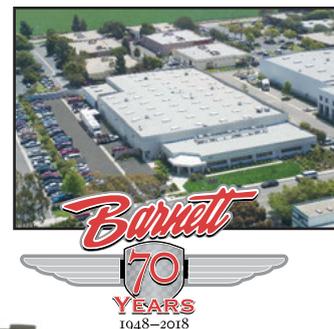
Drag Specialties custom operation were booked to exhibit emerged late last year. The latest news is that Tucker Rocky (their Texas based primary competitor) is also now on-board. Critical mass in distributor terms has always been important to attracting viable dealer attendances to trade shows in America, so it is to be hoped that these "breakthrough" sign-ups will herald the start of a convincing and positive trend in trade attendance, wherever the show settles or moves on to.

High performance sport bike clutch kit

Californian clutch specialist Barnett Tool & Engineering is celebrating its 70th anniversary under the same family ownership this year. The company's high-performance sport bike complete clutch kits feature Barnett's race proven Carbon or Kevlar friction plates, tempered steel drive plates, and a set of heavy duty, high temp springs. Barnett says it was the first manufacturer to introduce the Kevlar material back in 1991 and that their 'segmented' friction plate design increases oil flow through the clutch and provides a smoother, more

consistent performance and longer clutch life. The tempered steel plates are put through a de-burring process that removes all sharp edges - this results in a finish that the company says is "superior to any other on the market". Barnett heavy duty springs are made from chrome silicon, then shot-peened and heat-treated to prevent sag. All complete clutch kits are pre-measured for exact stack height prior to packaging for optimal performance. American made since 1948.

www.barnettcables.com



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Husqvarna continues AFT Singles support

Organisers AMA (The American Motorcyclist Association) managed to inject a new lease of life into the American Flat Track Racing series in the United States - America's oldest and many would say most authentic and iconic motorcycle race series.

Much of the excitement centered around the AFT Twins presented by Vance and Hines, in which traditional rivals Harley-Davidson and Indian Motorcycle went head-to-head on their respective new 750cc race bikes. For 2018 the Singles series, that runs alongside the Twins class, sees Husqvarna continue as the Official Motorcycle of AFT Singles with its race-proven FC 450 – and is again putting up an \$88,700 contingency winnings purse for this year's Singles competitors.

"We are delighted to continue to partner with Husqvarna Motorcycles for the 2018 season," said Michael Lock, CEO of American Flat Track. "The AFT Singles class is the perfect combination of fast-and-furious pro



Photo Credit: American Flat Track/Zach Prescott

flat track racing and young, talented athletes on production-based bikes. Husqvarna's commitment to the class in general, and specifically in bringing AFT Singles its first-ever factory-backed rider in Shayna Texter, is a real boost for the sport."

"Husqvarna Motorcycles is proud to be the 'Official Motorcycle of the AFT Singles Class' for the second year running," said Husqvarna Marketing Manager Jenna Parker. "We are excited by the developments in the

American Flat Track championship series and look forward to seeing the sport continue to cultivate enthusiasm for motorcycling."

Husqvarna Motorcycles will put \$4,650 up for grabs for Husqvarna FC 450-mounted riders in all 18 rounds of the 2018 AFT Singles season. Additionally, a \$5,000 bonus pool is available to riders who finish in the championship top three aboard Husqvarna equipment.

www.husqvarna-motorcycles.com

SBS - Official AFT brake pad

American Flat Track (AFT) has announced a new multi-year partnership with SBS Brakes to become the series' Official Brake Pad for the next three seasons.

Already a household name in international motorsport, SBS has increasingly turned its attention to dirt track motorcycle racing of late. In addition to its newly-announced status as Official Brake Pad of American Flat Track, SBS Brakes has joined forces with Kenny Coolbeth this season as the multi-time Grand National Champion attempts to re-establish himself atop the AFT Twins presented by Vance & Hines pecking order aboard an Indian Scout FTR750.

"SBS's achievements in braking technology and their list of partners in the road racing world are very impressive and we are delighted to welcome them as a partner," said Michael



Photo Credit: Scott Hunter/American Flat Track

Lock, CEO of American Flat Track. "American Flat Track is in an exciting era of growth, and now that we feature multiple TT races – where the bikes are equipped with front brakes – the need for a premium series partner like SBS is greater than ever."

Chris L. Jensen, Brand Manager for SBS North America, said:

"For years we have helped riders and teams in the paddock solve brake-related problems. But by becoming an AFT partner, we are taking the relationship to another level. Our brake pads are used by top road racers all over the world, and we found them to be superior in flat track as well."

www.sbs-friction.dk

Parts Unlimited is AFT series Official Wholesaler



American Flat Track (AFT) has announced that Parts Europe parent company Le Mans Corporation has signed a sponsorship deal to be the series' Official Wholesaler for the 2018 season.

Their Parts Unlimited division will sponsor the AFT Singles Championship, with Drag Specialties, their Harley aftermarket and custom V-twin parts and accessories brand, sponsoring the AFT Twins presented by Vance & Hines. Organiser AMA said that "as the world's largest distributor of aftermarket accessories, Parts Unlimited is an omnipresent force in the motorcycling world and a long established major player on the motorsports scene, reliably living up to its rally cry, "we support the sport."

"This new partnership is a natural teaming of all three entities, and in typical Parts Unlimited/ Drag Specialties fashion, the distributors are entering the AFT scene in a major way, with further announcements forthcoming.

"Parts Unlimited has been a generous supporter of motorcycle sport for many years," said Michael Lock, CEO of American Flat Track, "and we are delighted to partner with them as American Flat Track continues its tremendous growth. Our professional paddock and our army of fans are big users of all kinds of powersports products, and Parts Unlimited has them covered for everything from watercraft and ATVs to street and dirt bikes."

Based in Janesville, Wisconsin, Parts Unlimited and Drag Specialties have an extensive history of driving customers to the dealerships they sell to by actively promoting racing – just as Parts Europe is doing here. They will make their presence felt this American Flat Track season via signage and additional branding initiatives at each event on the 2018 schedule.

"We are excited and honoured to be a part of the rebirth of a truly American form of motorcycle racing," said Hylton Beattie, Global Motorsports Director for Parts Unlimited/ Drag Specialties. "We look forward to working with AFT in support of their efforts in bringing exciting racing to their growing legion of fans."



Business opportunity: Antigravity's all new RE-START Li-Ion battery

Gardena, California based Antigravity Batteries has released what it describes as an all-new "game-changing" RE-START series of lithium-ion starter batteries for motorcycles and powersports vehicles. The new RE-START battery, with "built-in jump starting", makes being stranded by a dead battery a thing of the past.

For example, if a rider left his/her lights on overnight, this would normally be a dead battery emergency requiring jump-starting, push-starting or assistance. But with the new RE-START batteries, you simply press the RE-START button located on the top of the battery to access the battery's reserve energy, then start the vehicle and drive away.

There will also be a remote key fob button available, which will allow the rider to trigger the RE-START feature without having to remove the seat or a fairing to access the battery.

"The new RE-START batteries are the most technologically advanced motorcycle/powersports batteries ever built," says CEO Scott Schafer.

"They are the first lithium-ion powersports batteries with a full Battery Management System (BMS) that actively balances the lithium cells while protecting the battery from overcharge, over-discharge and over-

temperature conditions.

"These built-in protections make for the longest service life possible, up to two times the life cycle of lead/acid and other lithium starter batteries on the market. We've all been left stranded by a dead battery. It's awful, frustrating, and in some situations, if you're in the middle of nowhere, it can be very dangerous.

"Our objective as a leader in lithium-ion technology for motorsports was to create a vehicle battery that the customer can rely on and not worry about getting stuck in the middle of nowhere with a dead battery, and I'm happy and proud to say we have done it with this new battery!"

All Antigravity RE-START batteries have a new 4-terminal-post design, which allows for easy connection for the user, and the ability for the dealer to carry less stock since one battery will work for right or left side connections on the vehicle.

They also come in direct-fit OEM sizes, so there is no foam needed for installation as required by other brands. All the new RE-START batteries come with a 3-year warranty. Sizes are available for most modern motorcycles and powersports vehicles, and also race cars.

Established in 2009 offering high power, lightweight and compact



lithium-ion batteries for racing motorsports vehicles, Antigravity has since grown into a leader in lithium-ion battery products for all channels of motorsports. Located in Los Angeles, California, Antigravity Batteries "is a company dedicated to building the best in lithium-ion products for the motorsports community," says Scott. "We offer the highest quality, most

innovative and diverse line of lithium-ion battery products to meet the demands of all motorsports and powersports enthusiasts and beyond - from our multi-award-winning MICRO-START mini jump starters to our wide range of lightweight, high-power lithium-ion starter batteries for motorcycles and more."

www.antigravitybatteries.com

Indian names Stenegard as Director of Design

In a major coup, Indian Motorcycle Company has hired Ola Stenegard away from BMW as the company's new Director of Product Design.

Stenegard brings Indian nearly two decades of product design experience, a lifelong passion for American V-twins and a proven record of success in designing motorcycles that resonate with a global audience. "Stenegard's unique combination of domestic and global expertise aligns perfectly with Indian's long-term strategy of driving global growth.

"Ola has been incredibly successful in helping brands expand into new product categories and appeal to a wider variety of riders, which is exactly what Indian will be focused on in the coming years," said Steve Menneto, President, Indian Motorcycle

Company.

Stenegard previously led product design for BMW Motorrad. There he played a critical role in designing several motorcycles, including most recently the BMW R nineT. While his professional focus has largely resided in European motorcycles, Stenegard's personal passion has been the design and customisation of American V-twins.

"I couldn't be more excited to be joining Indian Motorcycle at a time when the brand has successfully returned itself to prominence and is powered by an increasing level of momentum. There is no brand any more historic to American motorcycling than Indian." Stenegard took first prize at his first motorcycle show in Stockholm at age 15 with a moped he'd modified into an



Arlen Ness inspired chopper. He initially worked for SAAB, doing freelance work for Ohlins Suspension, Unique Custom Cycle and MCM Magazine. In 2001, Stenegard returned to the United States (having studied Design in California) to join the then Indian Motorcycle

in Gilroy, California (under a previous ownership group in the pre-Stephen Julius/Stellian days).

In 2003, he joined BMW Motorrad where he would become one of the brand's most influential designers over the next 15 years, ascending to Head of Vehicle Design and working on virtually every significant new model programme, ultimately helping the company successfully increase its relevance with a wider range of riders.

Over the years, his custom builds have been featured in hundreds of magazines across the world and earned numerous awards at some of the world's most renowned motorcycle shows, including the AMD European Championship of Custom Bike Building and Mooneyes, Yokohama.

PARTS UNLIMITED®

PARTS UNLIMITED 'INDY' DEALER EXPO SEES RECORD DEALER ATTENDANCE



Words by Robin Bradley
robin@dealer-world.com



Pictures by Sara Viney
sara@dealer-world.com

Parts Europe's Le Mans Corporation sister company in the United States, Parts Unlimited, staged its latest Dealer Expo at the Indianapolis home of the original Dealer Expo in February, and quite an event it proved to be.

The company reported that it was the "most successful NVP and Product Expo in 20 years" with a record dealer attendance and impressive turn-out of exhibiting vendors. Following two days of sales training from several of the leading vendors in the industry, the show opened to dealers and reps on Saturday, February 10th. "The entire event was fantastic," reported Jeff Derge, Vice President of Sales. "There was a tremendous amount of enthusiasm from vendors, reps and dealers from the minute

the show opened. It was a very positive way to kick-start the 2018 season!" Dealer attendance on both days at the Product Expo was the highest of all past NVP shows. The dealer seminars offered Saturday and Sunday morning were crowded with dealers interested in new products and in-depth training from new vendors. During the Expo hours, dealers were excited to meet and talk with the knowledgeable staff of the many companies represented. Many famous racers were also in attendance and mixed with the crowd. Mike Collins, President and CEO, summed up the success of the event saying: "This was a great event. The quality and number of vendors and dealers was impressive. Our reps were very excited about our new products and programmes. It's the first step to a successful year for us, our dealers and

hopefully for the entire industry." From an international perspective, the number of European brands represented there was more than we here at International Dealer News had ever seen at a Parts Unlimited Dealer Expo, with businesses in attendance such as Supersprox, Alpinestars, DP Brakes and Clutches, TecMate/OptiMate, Avon Tyres, Acerbis, Akrapovic, Sunstar/Braking, Continental Tire, D.I.D., EBC Brakes, GIVI, HiFloFiltro, Magura, Metzeler/Pirelli, Michelin, MotoMaster, Motul, Muc-Off, Neken, Pro Grip, Regina chain, S100, Twin Air, TMV and UFO Plast. Here we present a selection of company and product news from international vendors who sell to dealers in America through Parts Unlimited, some of which are available here in Europe through 'sister company' Parts Europe ...

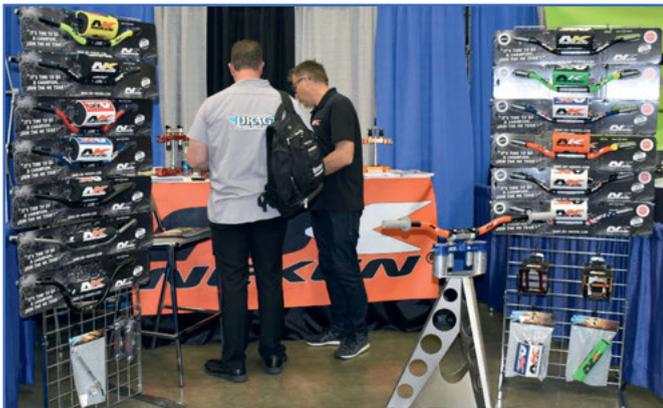


DP Brakes: The British manufacturer is the pioneer of sintered metal braking technology, and says that extensive dyno, off-road and on-road testing have proved that DP brake pads have shorter stopping distances and improved overall performance compared to most standard OE brake pads. "Today more than 95% of all new motorcycles and ATVs - from such manufacturers as Harley-Davidson, Yamaha, Honda, Kawasaki, Suzuki and BMW - roll off the assembly line with sintered metal brake pads as original equipment. As the only aftermarket manufacturer focusing exclusively on developing and producing sintered metal brake pads, DP Brakes is unique in the industry. Both as replacements and performance upgrades for OE sintered metal brake pads, DP Brakes' complete product line offers fits for every riding application, including racing, sport, touring, cruising, off-road and ATV markets. Superior to anything else available, DP Brakes ATV pads deliver the kind of high mileage and exceptional braking in mud, wet sand and worse that leaves other brake pads far behind"; www.dp-brakes.com

Twin Air: In 1972 the motocross world was given a "historic boost" by a revolutionary product - a laminated, dual-foam air filter that, when soaked in a special oil, allowed free airflow into the carburetor while keeping dirt, grime, sand and water out of it. It was effective, durable, washable and reusable. It took off, and the little Dutch start-up company that invented it, called Twin Air, has continued to grow ever since! Evolving continually with motorcycle design and technology, Twin Air says its filters and accessories "have stayed ahead of the competition for half a century. Today they are available for all motocross and ATV vehicles and are distributed worldwide. Twin Air filters are OEM-specified by 20+ motorcycle manufacturers and are the official air filter of American Honda and Suzuki, Kawasaki Racing Team, Suzuki Geboers, Honda Martin and Honda CAS, KTM Red Bull and many other teams. It remains the choice of more World and National Champions than all other filters combined"; www.twinair.com



TMV (Techno Motor Veghel): The Dutch specialist off-road and MX hard parts distributor celebrated its 40th anniversary last year. Founded in 1977, TMV is an international distribution company, specialised in products for the off-road motorcycle market only, selling exclusively through dedicated retail stores. Recent new products include distribution of the fast growing Canadian FXR specialist off-road apparel programme, European made Airsal replacement cylinders 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) and products from Californian off-road protection and riding gear specialist EVS including its breathable, short compression impact protection TUG underwear; www.tmv.nl



NK Neken: Founded in 1990 and distributed exclusively in Europe by Parts Europe, products from the fast-growing French manufacturer include the patented SFH (Soft Feeling) handlebars and Standard, SFS and top of the line SFS spring triple clamps for motocross, supercross and enduro. CNC-machined from aerospace quality 7075 T-6 aluminium alloy, Neken adjustable clamps offer 10 mm of travel, 22 mm offset and are said to deliver greater rigidity than stock. The torque settings are indicated on the easy to install, anodised finish clamps. A pre-pressed Pivot Works lower bearing is included; www.nk-neken.com



MAGURA: The German manufacturer has launched a new aftermarket sales operation for dealers in Europe - MAGURA Bike Parts GmbH & Co. KG (See report elsewhere in this edition of IDN.) "For more than 90 years, MAGURA Powersports products have been setting standards as OEM solutions used by renowned motorcycle makes such as BMW and KTM. Thanks to innovative products such as the first hydraulic clutch for KTM Motocross motorcycles or the first hydraulic fitting manufactured using specially developed composites technology for BMW, MAGURA has been a part of the success of these brands. Featuring the patented Hard Core Technology, popular MAGURA products include the HCT compact hydraulic master with enhanced response for improved performance and safety, and MAGURA Hymec - an easy-to-mount hydraulic alternative to conventional mechanical clutch operation that is said to require up to 25 % less strength needed for clutch action and a clearly defined, constant bite point; www.magura.com



Samco: With more than 25 years of experience, the UK based manufacturer offers over 500 replacement hose kits for motorcycles. "Samco Sport is the brand trusted by Formula 1, World Superbike and MX GP teams. Our hoses are designed, tested and handcrafted from the finest quality European silicone and reinforcing fabrics"; www.samco.co.uk



Thor: Originally founded in Sweden and now owned by Parts Unlimited and exclusively distributed to dealers in Europe by Parts Europe, Thor is one of the legendary and original names in MX apparel. Products for men, women and youth riders include pants, jerseys, gloves, helmets, goggles, guards, boots, socks and base layers; www.thormx.com



Avon Tyres: The origins of the legendary UK based tyre manufacturer can be traced right back to 1885. But did you know that the world record for longest motorcycle burnout was achieved on an Avon tyre in August 2017? The record was set in America by Joe Dryden at Orlando Speed World on board a 2017 Victory Octane at 3.58 km (2.23 mi); www.avonmotorcycle.com



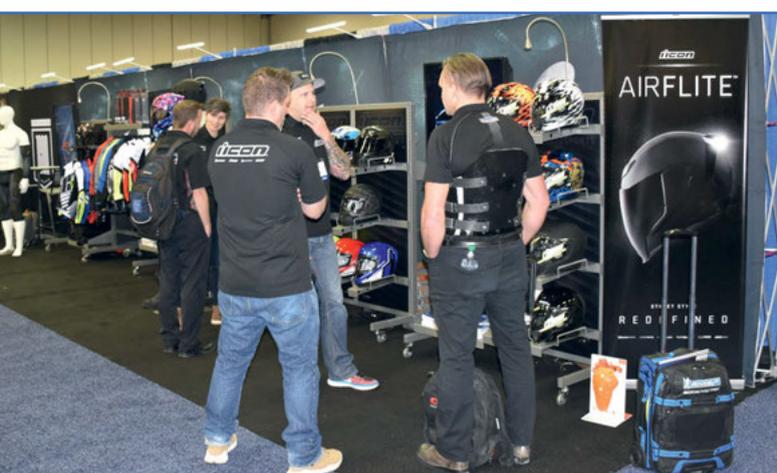
ProX Racing Parts: Founded in 1975 and now owned by Ohio based Race Winning Brands (RWB), the Dutch performance specialist offers OE replacement and performance components such as pistons, connecting rods, crankshafts, valves and air filters - over 9,000 different part numbers in total in more than 65 product groups, exporting to more than 70 countries worldwide; www.pro-x.com



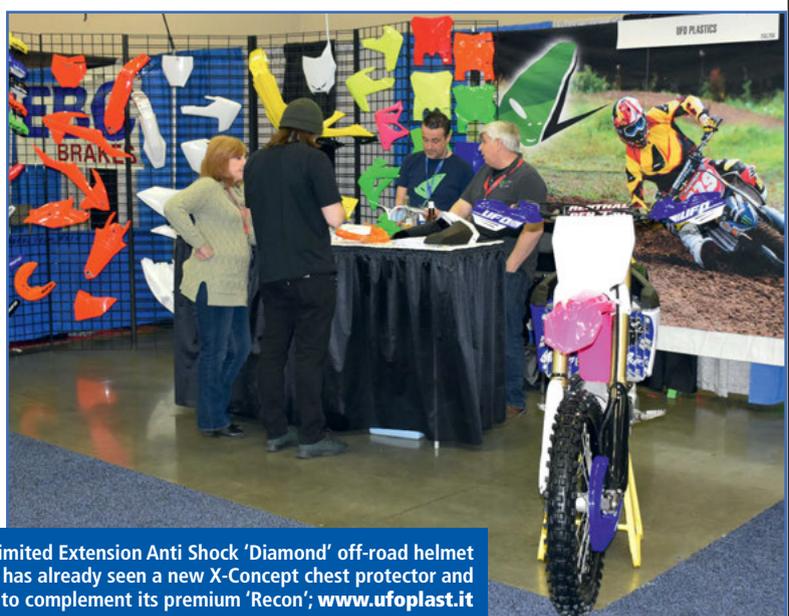
TecMate: Market-leading battery charging, maintenance and diagnostics specialist. The top selling OptiMate range offers solutions for even the busiest workshops with specialty Lithium-Ion chargers as well as a comprehensive programme of USB charging solutions; www.tecmate.com



Rick's Motorsport Electrics: The Hampstead, New Hampshire based company started out as a small motorcycle salvage business in the late 1970s and has grown to a well-recognised, highly reputed brand name in the motorsport world, offering a full parts line of motorsport charging and starting systems and electrical ignition components, with a deep inventory of hard-to-find replacement products for older machines as well as late-model and current production motorcycles; www.ricksmotorsportelectrics.com



ICON: Distributed exclusively in Europe by Parts Europe, the ICON apparel and motorcycle gear programme has been one of the stand-out success stories of the past twenty years. Products for men, women and youth riders include helmets, jackets, vests, protective apparel, gloves, pants, footwear and more; www.rideicon.com



UFO Plast: Last year saw the Italian specialist unveil its award-winning Limited Extension Anti Shock 'Diamond' off-road helmet with new shell and EPS technology and Sliding Visor System. This year has already seen a new X-Concept chest protector and Siachen body suit, and 'Avior' low price/high quality boot to complement its premium 'Recon'; www.ufoplast.it



GIVI: Recent new products from the Italian luggage and accessory specialist include additions to its "Gravel-T" range of soft bags, including the versatile Canyon large side bags that are designed for off-road riding and said to be particularly suitable for light vehicles such as Enduro (125, 250, 450cc) and Supermoto, and the patented GIVI patented 'Tanklock' system that enables a tank bag to be secured to a fuel filler cap, including new 'ED' upgrade version, equipped with a lock; www.givi.it



D.I.D. Chain: Upcoming new products from the Japanese specialist include next generation "Anti-Shock Performance" technology off-road and high-performance MX race chain that reduces the process of "Plastic Elongation" caused by the momentary excessive tension load on the part of the chain that causes the chain pin holes to deform over time - resistance to such deformation is said to be increased by up to 25 percent; www.dideu.it



Moose Racing: Distributed exclusively in Europe by Parts Europe, Moose is a broad-based parts and accessory programme for all kinds of off-road riding and racing, including apparel, hard parts, service items and accessories for off-road and Adventure/Dual Sport motorcycles and ATV/UTV models; www.mooseracing.com

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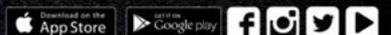
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Ninja 250/400 shock options

British suspension manufacturer Nitron has introduced shock absorber upgrades for Kawasaki's 250 and 400 Ninja that give "worthwhile and impressive performance" improvements.

The company says that "extensive road and track testing and development has resulted in some very impressive improvements". Their entry level NTR R1 offers a revised spring rate with preload adjustment, combined with a one-way adjustable mono tube gas shock.

Their higher specification NTR R3 is a 3-way adjustable shock, which will give "a wide range of independent adjustments for rebound as well as high and low speed compression settings". The company says that each Nitron shock is built to order, and that they are also able to offer the further option to request road or track bias settings - "ensuring that the Ninja becomes a far more capable bike tailored to suit the riders' own requirements".

An intermediate price-point NTR R2 is also available, and the company also offers a hydraulic preload adjuster, which they recommend for intermittent passenger use.

NITRON RACING SYSTEMS

Eynsham, Oxon, UK

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sales@nitron.co.uk

www.nitron.co.uk



'Mystic' goggles

Leading Italian off-road apparel and accessories specialist UFO Plast's 'Mystic' goggle is a "cutting-edge new generation goggle with exceptional visual field" at an "excellent price and performance point".

Added to a range that includes their popular Sirius and Bullet goggles, the company says that the 'Mystic' is a "perfect combination of function and style that is defined by some important features - extreme lightness, wide vision, removable nose protection and ergonomic design.

"This guarantees an excellent fitting to the radius of different curvature helmet models. The security of the 'Mystic' is enhanced by the soft sponge cloth on the rim that prevents leaks of perspiration".

Available in six colour combinations including fluo, with several replacement lenses.



UFO PLAST S.R.L.

Bientina (PI), ITALY

Tel: +39 0587 488012

info@ufoplast.it

www.ufoplast.it



Exan X-Black/Evo and X-GP

Now available for the Hypermotard 939 from Italian exhaust specialist EXAN are the X-Black, X-Black Evo and X-GP.

The X-Black has an "aggressive line" with a carbon end cap and a "racing character" in conical and oval and clear or black satin Inox steel, carbon and titanium. Both shapes and materials are said to produce an "extremely light" exhaust, with the X-Black guaranteeing a weight saving compared to the original exhaust.

The X-Black Evo comes in steel and black steel, with a "beautiful trapezoidal" end piece in carbon. The conical shape is said to "guarantee rigidity and weight saving" compared to the OE exhaust, with "extraordinary power delivery in all power bands and at any speed".

The X-GP is round with a classic end piece in choice of clear



or black Inox steel, titanium and carbon. The company says that it is "strong but light, has a "vintage" feel and augments the agility of the Hypermotard - especially in a bend - with enhanced engine performance at medium and high revs".

EXAN

Lissone (MI), ITALY

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GIVI luggage and more



Four-element organiser set

This practical travel set from GIVI fits easily inside bags, cases and panniers and creates order on long journeys.

It consists of four separate elements, being a cube pack (two soft containers for clothes) in two sizes, medium and large. Made from breathable mesh fabric, each container has a two-way zip and a carrying handle for easy transportation; a laundry bag for dirty clothes, made from breathable mesh fabric with drawstring closure; and a toiletry bag container to store and carry toiletries with an external hook for hanging in the bathroom, internal mesh pocket, transparent PVC compartment with zip and pocket and a removable mesh bottle holder. All items come with GIVI branding.

'Deco' and 'Ninphea' ladies helmets

Tridion Deco Lady and the Ninphea White full-face helmets have been designed specifically for women. The full-face Tridion range includes three graphic versions of the Magnus helmet, all with a strong visual and modern look. The Deco version, with its



Tridion Deco Lady

not too "girly" style, "really stands out with its floral pink pattern on a black background, giving a rather gritty look". The thermoplastic helmet is designed with flowing lines and equipped with a visor that is Pinlock-ready. It also has a breath deflector, a sun visor as standard, hypo-allergenic inner lining, both removable and washable, and a high-performance ventilation system. A Bluetooth I303S intercom is

available as an optional accessory, and the weight is 1,490 g.

The full-face Sniper range of helmets includes three male versions; GIVI now offers the "delicate and gentle" graphics of the 50.4 Ninphea White thermoplastic helmet, weighing 1,450 g. The helmet has "modern and sporty lines, offering interesting technical touches", such as the release mechanism of the visor, which can be enhanced with a Pinlock lens. It is equipped with a breath deflector and wind protector, sun visor and a removable lining.

The 50.4 helmet has been tested at the SHARP Institute where it was awarded 4 stars out of 5. Both helmets have ventilation at the front and chin, and closure is by strap with micro-ratchet closing system.

GIVI for Street Triple 765

First launched about 10 years ago, consisting of three different versions, the S, the R and the RS models, with varying levels of equipment and performance, GIVI's parts and accessories can be used on all versions, improving comfort and offering increased load capacity.

For comfort there is a support to mount the GIVI rear mudguard, which is an embellishment as well as a practical spray guard. The specific handguard, in ABS, with two-point attachment; plus a screw kit for mounting the universal Smart Bar S900A accessory or the S901A version. This can also be used in conjunction with the GIVI GPS/smartphone holders. Luggage options include a rear rack specific for either a Monokey or Monolock top case, and a side frame specific to mount a pair of ST601 Multilock semi-rigid side bags from the Sport-T range. The bags integrate into the lines of the Street Triple and are compact, streamlined and pre-formed. Each bag expands to offer a capacity of 22 litres and they fasten and detach quickly from the frame using the Multilock system incorporated as standard.

A flange specific for the use of GIVI tank bags equipped with the quick coupling/quick release Tanklock/Tanklocked system is also available.

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Ninphea



SP5 vacuum pump



Italian suspension specialist Andreani's new SP5 vacuum pump "is the newest, lightest and the most innovative vacuum pump that we have developed". The company says that "we developed it to make the

filling and vacuuming of shock absorbers of any kind and brand easier, more precise and more efficient". A fully electronic vacuum pump with new generation software that allows technicians to make "all the procedures with an easy-to-use and extremely efficient 7" touch screen display", the process is totally automated, but can be followed step by step "thanks to the intuitive graphics we developed".

"All the standards are managed by the advanced electronic system, including the oil level in the two inner tanks that are big enough to work also with car shock absorbers".

The SP5 can also be used in many different languages - English, French, Spanish, German and Italian. On the top of the SP5 there is a tool compartment with practical carry handles on the sides.



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'Terminator' Open Vision

Airoh's new for 2018 'Terminator' Open Vision off-road helmet is made from High-Performance Composite fibre (HPC) and available in two different shell sizes - "the perfect option for riders who do not want to go unnoticed", says the Italian specialist.

"An attractive look, light weight and a functional ventilation system are only some of the features making this a high performance and comfortable helmet". The increased visual field is able to support the latest generation goggles. The removable and washable, breathable and hypoallergenic inner lining includes Airoh's emergency cheek pad release system



(A.E.F.R.). There is a removable dust filter and front, top, chin bar and rear vents, and it weighs from 1,070 g (+/- 50 g) and comes with DD retention.

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Galfer adds 'Disc Wave', brake pad and brake line applications



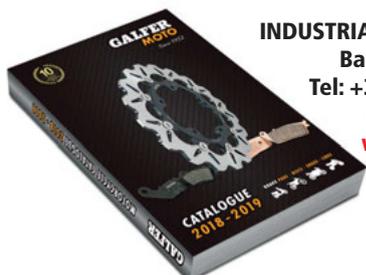
Spanish brake component manufacturer Galfer has added to its available range of 'Disc Wave' applications, including for the Kawasaki Ninja 400 (as seen here) and a range of applications including for the Yamaha XV/XVS 950 (2015 and up), and selected MBK, Piaggio Vespa/LML and Kymco applications.

New brake pad applications include the Yamaha R3, MT 03, X-MAX 300 and 125/150 cc N-MAX variants, the 2017 and up Honda CBR 1000 RR Yamaha and a range of new front and rear brake line kits for models such as the 2017 and up Yamaha R3 and R6. Their new print catalogue details all their applications and is available from your distributor of choice and online.

The company has also announced that it has extended its sponsorship involvement with the Monlau Repsol Technical School through to 2019.

The brand and the school started a partnership in 1997 and the deal sees Galfer contributing to student training and providing material for the competition teams of the Barcelona based school. Monlau Repsol helps Galfer to develop and improve its braking products through race use in national and international championships.

The collaboration started when Emilio Alzamora entered the 250 cc World Championship. It was the school's first project, and since then the partnership has won many important titles, such as the Márquez brothers Moto3 and Moto2 titles in 2012 and 2014.



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Champion adds filters for 2018



Champion has added more than 20 new air and oil filter applications, covering selected 2018 models from manufacturers such as Honda, Kawasaki, Suzuki, Yamaha, Kymco and Sym.

Champion says its motorcycle filters are precision-engineered to match or exceed OE standards. They are made from the highest quality materials - the oil filters incorporate a unique resin impregnated filter paper that is said to remove even the most damaging contaminants from the oil.

The company says that its manufacturing techniques - pleating, curing and mechanically joining - guarantees 100 percent filtration. A sophisticated fibre mix is integrated into the oil filter paper medium, a mix that is designed to ensure rigidity,

good tensile and burst strength.

The layers of fibres are integrated across each other to give the paper depth and structure, the filter paper traps particles on the surface and also locks them inside the media, allowing far fewer particles through to the engine.

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Falco CE approved retro look 'Aviator' classic

Italian boot specialist Falco says "Vintage is the New Modern" where its new handmade CE certified 'Aviator' boot is concerned - with the appearance of a vintage all-rounder but loaded with contemporary safety features such as toe and heel reinforcements and "D30" cushioned ankle cups.

Falco says that the distressed leather upper and High-Tex inner liner membrane will "support the foot and maximise water-

repellence and breathability in all conditions". It has a double zip and laces closure, along with heavy-duty, grip-friendly, oil-proof rubber soles.

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VStream and more



Leading manufacturer National Cycle has a number of windscreen upgrades available for the Kawasaki Z900RS.

The company's dark tint F-Series F-18 complements the bike's dual instrument pods, while the classic Flyscreen (light or dark tint, chrome or black) and new-look Mohawk in dark tint and chrome or black add a lot of stylish retro flair.

For practical wind protection National Cycle recommends its timeless Deflector Screen or the larger Street Shield - both available in clear or tint with U-Clamp mounts or easy on-and-off QuickSet mounts; or the Street Shield EX, available clear with included QuickSet mounting hardware.

For serious wind protection or long-distance touring, the company says riders will appreciate the clear Plexistar with built-in lowers and hand deflectors with included QuickSet mount hardware.

The company also has a range of new applications available for its popular VStream windscreens – the KTM 1290 SuperDuke GT, KTM 1290 Super Adventure/T, 2017-18 Kawasaki KLE650/1000 and the 2017-18 Suzuki DL650 V-Stream.

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.

These VStream windscreens are made 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 windscreen maker worldwide. Optically, the VStream windscreen is clear with virtually no distortion.

Hardcoated VStream windscreens are more scratch resistant and more crack/impact resistant than other aftermarket windscreens on the market made from commonly used acrylic or "aircraft plastic". These are tough windscreens for riders doing the tough miles. Depending on the model, they are available in a selection of Sport, Sport Tour and Touring configurations and choice of clear, light or dark tint. All polycarbonate windscreens from National Cycle are protected by a 3-year warranty against breakage.

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VStream for KTM 1290 Super Adventure/T



VStream for Kawasaki KLE650/1000



VStream for Suzuki DL650 V-Stream



F-Series F-18 fairing and Mohawk Windshield on the new Kawasaki Z900RS



National Cycle's classic Flyscreen and Plexistar on the Z900RS



VStream for KTM 1290 Super Duke GT. National Cycle's VStream windscreens are made from tough hardcoated polycarbonate. This high-quality material provides outstanding clarity and strength characteristics unmatched by any windscreen maker worldwide. Optically, the VStream Windscreen is clear with virtually no distortion

ICON 'Airflite'



Founded in 2002, ICON apparel, helmets and motorcycle gear are designed and developed in Portland, USA, with the brand known for its designs and one-of-a-kind solutions.

The new ICON 'Airflite' is said to draw its inspiration from the bubble shields and MX helmets of the past, but with its "retro cues" taken in a new direction with "future tech" contemporary standards of materials and comfort.

The 'FliteShield' that covers the chin bar gives an "aggressive look" - especially if a tinted shield is installed - and is equipped with a drop-down sun shield which is easy to operate and change. A large chin vent, dual intake forehead vents and dual rear exhaust vents add to the helmet's comfort.

The sculpted neckroll reduces drag and fatigue. Described as also being perfect for touring, there's space for a Bluetooth device underneath the cheek pads and earplug stash pockets at the bottom of the cheek pads.

The shell is constructed of polycarbonate and comes in three shell sizes with the large weighing 1,690 g. The 'Airflite' meets DOT FMSVSS 218 (US) and ECE 22-05 (Europe) helmet safety standards and it is available in size XS-3XL.



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Full WTJ and WTP 'Brainy Position' Carbon Underwear



The "Full WTJ" wind stopper intermediate layer and "WTP" trousers are additions to SIXS' Moto Touring collection. Intended for warmth and comfort without compromising breathability, either for the front or the back, these are the first items from SIXS that use their patented Carbon Underwear fabric in combination with other feature-specific selected materials. This offers the much sought-after combination of "great protection from cold air together with complete breathability of the skin".

The 'Full WTJ' uses a new solution in the fight against the cold - thanks to a technology called 'Brainy Position', with three different materials mixed to create the fabric.

At the front is the 'Winter Barrier', an anti-vent, water repellent fabric. On the parts more subject to sweating, like the back, Carbon Underwear guarantees transpiration and thermal regulation, while in the lower areas of the abdomen and back a layer of ThermoPile warms and maintains the correct body temperature.

The 'Full WTJ' is recommended as an intermediate layer to wear above SIXS



underwear (such as the TS3W) and with other outer technical wear.

The technology also includes Areo fit, following the posture of the rider - longer at the back, shorter at the front. The material is said to be perfect for all seasons and comes in all black.

The wind stopper pants also have the 'Brainy Position' technology and the same features as the jacket and are also all black in various sizes.

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Euro 3 and 4 LV-10 for Z1000



Italian exhaust specialist LeoVince has added another new line of ECE-approved exhausts for 2018 - the LV-10 is a new programme for the Kawasaki Z1000 (Euro 3 and Euro 4).

The LV-10 is the slip-on they developed in collaboration with several leading Moto2 and Moto3 teams and is based directly on their MotoGP and SBK racing experience.

"We designed an exhaust system with extremely compact dimensions to grant maximum lightness, the best performance and the unmistakable LeoVince racing sound," says Commercial Director Stefano Patelli.

Manufactured entirely from AISI 304 stainless steel, the LV-10 is said to be 4.88 kg lighter than the OEM system it replaces. The body has a matt 'Titanium Look' finish with laser-etched LeoVince logo. For those who are looking for something darker, the 'LV-10 Black Edition' has a stylish matt black finish. The sandblasted end cap features a stainless steel exhaust outlet mesh for a racing style look.

Patelli went on to say that "the LV-10 mounts with a laser-cut bracket, and inside high thermal resistance (900 °C) fibreglass wool 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 integrity, greatly increasing the durability."



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R nineT 'Racer' accessories

The last of the BMW R nineT family to enter production (so far!), the "more aggressive nature" with "sleek lines and a geometric predisposition that recalls race bikes of the past" got the attention of Italian parts specialist Rizoma straight away.

Their R nineT accessory line is said to "highlight the bold R nineT character" and is "inspired by the racing world of the Bavarian factory, but with unique Rizoma personality".

The model-specific billet aluminium range includes head and engine covers; intake tips; airbox covers and rear hub cover; adjustable "3D" brake/clutch

levers and grips with a specially designed adapter; front fender with fork stabiliser; brake and clutch fluid reservoir caps; fuel tank cap; frame hole caps and four licence plate eliminator configurations. A wide range of universal fit parts and accessories are also available, including indicator lights, mirrors and handlebar caps.

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Shark 2018 collection

Photo credit 'Dingo' (www.dingophoto.net)

French helmet manufacturer Shark has added Off-Road helmets to the four market sectors the brand is already known for - Racing, Pulse, Discovery and Metro.

Shark says that "the new Off-Road collection has been conceived to protect and satisfy requirements specific to outdoor activities such as quads and off-road motorcycles and sporting pursuits such as Motocross. The new collection combines all of our expertise and experience in safety and comfort".

VARIAL



The offerings include the 'VARIAL', "a sporting helmet with a purist design". There are three composite fibre shell sizes, and it is equipped with an "optimised ventilation system".

The 'ATV-DRAK' is said to be the "first helmet in the world designed to protect while meeting the specific requirements of ATV users. Safe, robust, fully ventilated, incredibly simple to maintain, the 'ATV-DRAK' has four feature-pack options to

ATV-DRAK



accommodate all conditions - sunshield, mask and internal visor, noise protection, insect protection kit". The Off-Road collection also now includes Shark's existing 'EXPLORE-R' helmet.

Shark's 'Discovery Collection' is said to offer "optimal comfort and safety in a practical and changeable line". The EVO-ONE-2 is a revised version of the company's popular EVO-ONE, a leading modular helmet design - features include a new chin guard locking/unlocking system for greater ergonomics and flexibility when in use, a stronger closing system and updated finishes.

Following the 2016 arrival of Spain's three-time world Champion Jorge Lorenzo on the SHARK Racing

EVO-ONE-2



Team, this year SHARK Helmets has once again broken new ground with a total of four riders who lined up for the start of the 2018 Moto GP series: Jorge Lorenzo, Sam Lowes, Scott Redding and Johann Zarco, all wearing Shark's popular RACE-R PRO.

Shark's 'Pulse Collection' includes best-sellers such



SPARTAN



SKWAL-2

as 'SPARTAN', 'SKWAL' and the smaller 'D-SKWAL', and for 2018 the 'SKWAL 2', an injected shell, completely reconfigured and restyled with a new exclusive and "aggressive" design, a new LED

system with even more powerful lighting and optimised aerodynamics. For 2018 Shark is promoting 'SKWAL 2' in association with the French 'Switch Riders' stunt team.

Finally, as the name suggests, Shark's 'Metro Collection' is aimed at an urban and youth market - "a universe of elegance closely in sync with the times, where helmets associate next-gen technology with novel material compositions", with inspiration taken from the "neo-retro culture".

The existing 'DRAK' becomes the 'X-DRAK' and is joined for 2018 by the 'S-DRAK' with a carbon skin

X-DRAK



shell, an internal visor, an "edgy mask, a streamlined look, an unconventional style and highest quality finishes, all of which will win over the hardest to please", according to the company.

The 'X-DRAK' is a composite fibre shell, positioned as a crossover model and built to be multi-functional - aimed especially at scrambler and trail riders. Promotion for both in 2018 is in association with

S-DRAK



Benoît and Sylvain Moussilmani, professional wind surfers (of SOSH Freestyle Cup fame).

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C-Racer SV650 custom kit

Greek custom parts specialist C-Racer has developed a special custom kit with a range of options to update the SV650.

The update options include stylish custom seats with ABS base plates and leather-look cover in brown or black wrapping 40 mm - 60 mm foam. Altogether C-Racer can offer up to 150 seat combinations in six cover colours with choice of five stitch patterns and five different thread colours.

The front fender, side number plates, headlight mask and fork guards are in gloss black ABS plastic with UV protection; the headlight guard grill is in black electrostatic coated metal with three different colour options of plexiglass screen.

The radiator grill is available in four different colours; the engine guard is in brushed or black electrostatic coated aluminium; the luggage rack is in black aluminium with black coated metal bracket.

The license plate holder is in black coated metal and the chain guard is in brushed or black electrostatic coated aluminium.

C-Racer products are available through Parts Europe.



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WRP tapered design "Pro-Bars"



Wind Trading's WRP "Pro-Bar" is a MXGP World Champion handlebar that is claimed to be "one of the strongest and lightest handlebars available on the market and used by top motocross teams such as Team Yamaha Factory Racing and Team Honda Assomotor".

Made in Italy from 7075-T6 alloy, the Pro-Bar handlebars feature 28.6 mm oversized

tubing in the clamping area. The tapered design ensures these handlebars will withstand the hardest crashes while "still offering a perfect flex ratio".

They are shot-peened and anodised finished for increased surface hardness; the left grip area is knurled to prevent slipping. The handlebars come complete with an injected polyurethane pad covered by a shiny sub-

surface printed vinyl clear sheet and are available in five different bends, including a "Romain Febvre Replica".

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Featherlite throttle cables for ZZR1400

Motorcycle control specialist Venhill Engineering now produces replacement pattern Featherlight throttle cables for Kawasaki's muscular sports touring ZZR1400.

Available for the 2006-2015 'standard' and ABS models, the new cables are almost identical to the factory-fitted items in appearance, but "are made in the UK to a higher standard, for a smoother throttle action and improved durability – they simply work better and for longer".

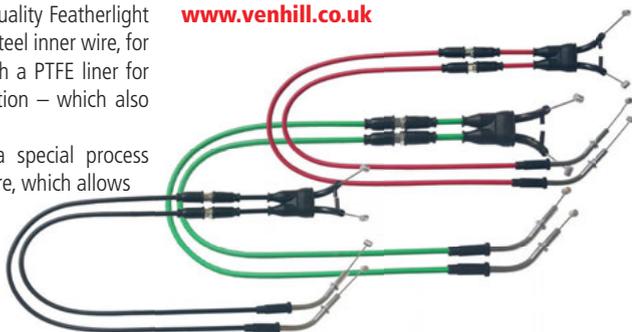
Each set features Venhill's high-quality Featherlight cabling, which includes stainless steel inner wire, for minimum stretch, running through a PTFE liner for reduced friction and a lighter action – which also removes the need for lubrication.

The cables are 'Bird-caged' – a special process applied to the end of the inner wire, which allows solder to penetrate the weave of the cable, making the bond with the nipple much stronger.

This process adds extra strength and durability, helping to reduce

cable breakage when put under repeated stress and pressure – adding real peace of mind when riding longer distances. They are available in a choice of coloured outers for riders who want to personalise their machine.

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Stealth EVO racing boot **Stylmartin**

The Stealth EVO is Italian specialist Stylmartin's top-of-the-range racing boot – now available in brand-new black and neon yellow tones for riders of all ages on the track and the street.

It blends technical features aimed at optimal foot protection with a level of comfort that makes the Stealth EVO wearable on as well as off the bike.

Designed in Italy, manufactured in Europe and CE certified, the Stealth EVO that is offered to Stylmartin's dealers are the exact same boots as the ones worn by the professional racers sponsored by the company.

Core characteristics include "analytical and anatomical protection" for the ankle bones and joints, shinbones and heels; air ventilation is guaranteed using a breathable air-mesh lining



together with air circulation controlled by two adjustable air intakes: one on the front plate and the other on the heel.

The boot fastens using the traditional enclosed zipper, and on the bootleg using the micrometric lever to adjust the toothed bands. The inner sole with its shock-absorbing function is also anti-bacterial with silver thread.

The upper is made of microfibre, there is a changeable slider (titanium on toe, PU on heel), and the sole is anti-slip and hard-wearing rubber.

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SWAP'S Industry 'S818' helmet

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

The SWAP'S Industry S818 helmet is made in a polycarbonate outer shell with upper

and lower front air vents and a removable and washable inner liner in "ventilated and ergonomic double density foam." Fitted with the Double D buckle system, the S818 weighs around 1,300 grams.

Available in flat black, white/red graphic, white/orange graphic, blue/yellow graphic, black/white graphic, orange/blue graphic, green/black graphic, the S818 is a "price point" product that is currently available to dealers "at a very attractive price".

Sifam is particularly looking for new dealers in England, Germany and Benelux - enquiries can be sent to Sales Manager Joao Ramos (email below).

Sifam **DEALERS WANTED**

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New Hevik jackets, trousers and gloves



'Titanium' jacket



Designed for long-distance riding, Hevik's 'Titanium' jacket is a 3-layer multifunction jacket for all seasons. Said to be "capable of facing any weather conditions with guaranteed safety features, as well as protection and resistance" features include reflective inserts, trouser attach zip, shoulder and elbow overlays in DMAX 1000D fabric, level 2 SW CE protector in the shoulders and elbows (EN 1621-1:2012) and optional Hevik H-Full Back armour back pocket.

The outer fabric is in Ripstop 600D and Polycordura 600D, with a waterproof membrane that can be worn independently and a fully removable thermal inner layer. Hevik say that the leather finishes, attention to detail and wide range of adjustment options make this a "top-of-the-range" garment. The 'Titanium' incorporates the Fidlock system, which ensures comfortable opening of the 7 ventilation zippers and is fastened via a central zipper with a weatherproof overlap plus a secondary overlap with hook and loop fastening.

'Merak' jacket

Hevik's 'Merak' is a summer riding nylon jacket available in men's and women's tailoring. Made in high-strength nylon, features include vents on the chest, back and sleeves, 'Smooth Ways' protectors as

standard on shoulders and elbows and in the back (CE level 1, approved to EN1621.1.201) and back protector pocket.

Other features include "hook and loop adjustable straps on both sides, adjustable button straps on the sleeves, zippers and buttons on the cuffs, three pockets of which the inner (one of which is waterproof), high visibility inserts and a dedicated pants connection".

'Mann' gloves

The company's short, urban style 'Mann' gloves are said to be 'off-road' inspired for street riding. Described as "easy to wear and guaranteeing perfect breathability even during warmer weather", the exterior is constructed from a combination of three different fabrics - Clarino, a synthetic, leather-like material often used to make gloves worn by Enduro or Motocross riders; Softshell, a high-tech fabric that is said to be particularly suitable for garments that require increased freedom of movement, and leather



as reinforcement on the palms.

'Terrain' 3-layer trousers

These black three-layer technical trousers by Hevik are "ideal for those who love adventure touring". Waterproof, warm in winter and ventilated for summer, 'Terrain' are perfect for tourers and enduros, and the 'Titan' jacket is the perfect match".

The two garments are joined by a zip, the trousers having been designed to a high specification with a special waterproof and breathable W-STRIDER membrane and a thermal lining, both of which are removable. Two wide rear vents ensure good ventilation. Made of polyester and nylon, CE-compliant protectors have been added at knee height (EN 1621-1:2012) and foam reinforcements in the hip areas. Pleats at the knees and elasticated fabric on the inside leg ensure a perfect fit, along with a totally adjustable triple strap closure system.



'Rock Dark R' gloves

Hevik's "Rock Dark R" long gloves are 100% waterproof with an inner membrane. They have a thermo liner and a practical closure that utilises two anti-slip hook and loop straps, the main strap is placed at the bottom, is elasticated and designed to adapt to the shape and size of a sleeve, while the secondary strap wraps around the wrist. There is a combination of leather and fabric overlays on top of the palm, with hard polycarbonate protection at the knuckles and multiple soft reinforcements around the finger joints.

They are recommended for "motorcyclists who ride in winter, both inside and outside the city, with a taste for sport touring". They are level 1 CE EN 13594:2015 certified.



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HP Corse 4TRACK, Hydroform and EvoXtreme

Italian exhaust specialist HP Corse unveiled a new exhaust aimed at the Maxi Enduro/Scooter Sport Touring/Adventure markets – their new 4TRACK.

Said to have been subjected to extensive bench and street testing for over a year, HP Corse says it is able to guarantee the 4TRACK's reliability and performance gains compared to the OEM exhausts it replaces, especially in the all-important low and medium rev range where "real world riding needs the improvements most".

The 4TRACK is light, has an octagonal shaped, hydroformed, weld-free end silencer body with laser engraved logo in titanium, satin steel and black steel. The 4TRACK is Euro 4 approved and has a maximum length of 380 mm.

For Honda's X-ADV HP Corse has the Euro 4 compliant EvoXtreme exhaust available in silver and black satin steel with a carbon fibre back. The standard OEM replacement version is 360 mm long, but also available in a 310 mm racing version in light or black satin, with fitting for the original manifolds

and optional 40 mm db Killer.

For the 2017 Kawasaki Z900 HP Corse has its Hydroform and EvoXtreme. The Hydroform exhaust has a "compact line and proportionate volume", silencer body in stainless steel moulded by hydroforming with "extraordinary shape outlet with different internal diameters and reduced thickness, but mechanically very rigid, weighing just over 1 kg".

The inner perforated barrel is conical and tapered so as to maintain the same shape of the silencer and "optimise the outflow of the exhaust gases". It is equipped with removable db Killer and available in light satin and black waxed versions.

The EvoXtreme is "designed to challenge the extreme, with exceptional performance, enhancing the power and character". The silencer body is available in steel (black or silver) with a carbon fibre end cap with a cut profile where it meets the metallic body of the exhaust. "One of the aesthetic



4TRACK, seen here in titanium



EvoXtreme for Honda's X-ADV



Hydroform for the Kawasaki Z900

features that makes the EvoXtreme exhaust exciting is its irregular shape that reduces its profile towards the fitting without resorting to welds.

Equipped with a removable db Killer and marked with a laser-engraved logo, the EvoXtreme exhaust (260 and 310 mm) for the Kawasaki Z900 is available in either light satin steel or black satin steel.

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Polisport “has you covered”



Portuguese replica and performance plastic parts specialist Polisport has a number of additions to its 2018 range.

The company says it was a “pioneer of the market for replacement and protective plastic parts for off-road motorcycles” and that “by offering these accessories we provided ways for riders to protect their bikes, keeping them safe from scratches and impacts, preserving the resale value of the motorcycle.

“All our performance parts are developed, perfected and produced in a hard and flexible plastic compound that will withstand the toughest conditions. All our parts are carefully designed for easy installation and can be disassembled to make it easy to remove when you need to clean the bike.

“All Polisport parts include all the hardware needed for installation, and their design will enhance the look of the motorcycle, making it look even sharper – our message to dealers and distributors is a simple one – that whether at the track or on the trails, we’ve got you covered”.

Those new for 2018 parts include replica plastics and kits for the 2018 Suzuki RMZ450. Available in the standard OEM colours, white, black and in Polisport’s exclusive flo yellow, Polisport says all its parts are produced to match the quality, durability and glossiness of the OEM parts.

The new performance racing seat is now available to order - a full line of complete seats “that will be the perfect aftermarket option to replace your OEM seat”. The seat comes with the plastic base, in a stylish grey high resistance plastic, with high-performance foam that will “enhance the comfort

Performance racing seats



Replica plastics for the 2018 Suzuki RMZ450

when riding. The race-tested pyramid seat cover features extraordinary grip and wear resistance”.

Spare parts will also be available – dealers can purchase the standard height seat foam and the pyramid seat cover as spare parts; Zebra style seat cover also available.

Polisport says its new disc and bottom fork protector seen here can be installed in just four minutes, without the need to disassemble the wheel (unlike with conventional disc guards). The part offers extended protection of the brake disc and the bottom of the fork, using two different pieces, a bottom fork and separate disc protector.

The bottom fork guard is model-specific and can be used individually. If you only want to protect the brake disc, just add the universal plastic part. The parts are available for selected models of Yamaha, Kawasaki, Honda, Husqvarna, KTM and Husaberg and are available in white, black and brand colour.

The bottom fork protector is sold separately. Replica plastics and kits are also available for the 2018 Yamaha YZ450F in standard OEM colours, white, black and exclusive flo yellow.

Finally, ‘Bike Stand Basic’ is the newest addition to Polisport’s bike stand line. It has a “set of features that will fulfil ever rider’s needs, a slick and minimal design to match every bike”. Its resistant plastic body shell will support up to 250 kg, making it the “right option for those looking for an affordable stand”. As standard, it has a black plastic shell with a grey

rubber top, but colour-matched rubber tops are also be available as replacements.

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‘Bike Stand Basic’

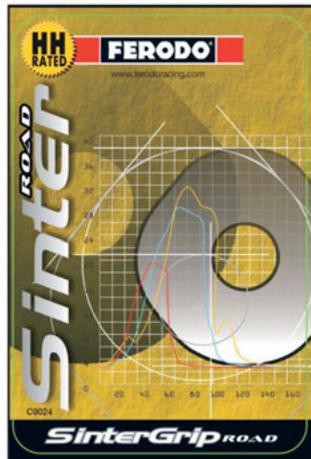
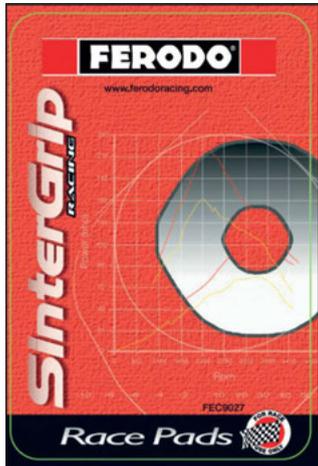


Disc and bottom fork protector

Replica plastics for the 2018 Yamaha YZ450F



Ferodo adds over 100 2018 applications



Ferodo's new front pad applications for 2018 include the Honda CBR 1000 in road and race compounds

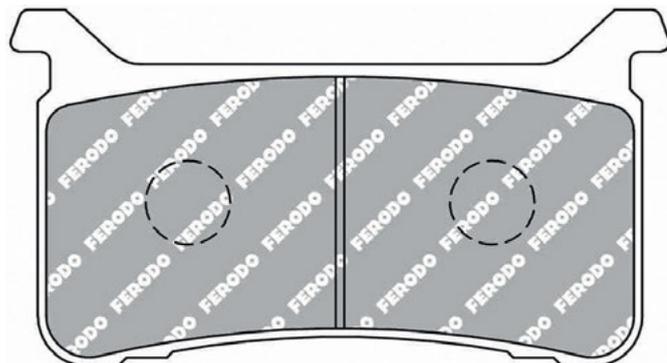
Italian brake pad manufacturer Ferodo added more than 100 new applications to its 2018 new model brake pad programme at EICMA last November, with more introduced since.

The latest additions include front pads for the Tokiko calipers on 2018 Honda models, including VFR F, CB 1000 R/plus, and the 2017 1100 RS and 1000 RR.

Other recent additions include pads for Aprilia RX/SX; BMW, including the F750/850 GS; Derbi Senda; Ducati models; Husqvarna TC 50/65; Kawasaki Ninjas and Z900s; KTM models; Kymco; MV Agusta; Piaggio MP3s; Sym Cruisym, Jet, Joymax and Mio; Suzuki models, including GSX R/S, 125/250 ABS 2016-17, the Triumph Tiger and Yamaha models, including Tenere, TMax, Tracer and X-Max. Ferodo also has a new brake

grease available - a copper-free mounting paste based on high viscosity silicon oil containing pure, natural graphite. It has high lubricity and delivers long durability, and high damping properties reduce vibration, squeal and noise; and is rubber compatible, so it won't cause issues with tyre compounds. It has been extensively tested, successfully reporting less than 10 percent loss through evaporation when exposed to 200 degrees centigrade for 500 hours - low evaporation loss is a main characteristic of a high-performance grease.

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Busy winter for CNC Racing



Italian parts specialist CNC Racing has been busy this winter with a range of new product designs for selected popular sport bike models, including the new Ducati and universal application items seen here.

For the Ducati XDiavel, CNC has these anodised triple clamps. The top plate is equipped with a cushion pair to allow an easy replacement of the OEM plate and is available with matched bottom plate and steering tube.

Also shown here, the lower handlebar bracket is machined from solid, lightened stainless steel alloy.



Swingarm spools

Multistrada side stand extensions

machined from solid and then anodised. The slide adjustment allows the customisation of the peg position (range -7/+10 mm compared to the OEM lever).

Available in gold, black or red, the pegs are sold separately, so the combination of choice can be created, with sport and street style folding gear lever pegs, sport style folding rear brake lever pegs,

Brake and gear lever kits for Monster 1200/Supersport



and fixed gear or rear brake lever pegs offered for 2017 Monster 1200; 2017 1200 S; Monster 1200 R and 2017 Supersport/S models.

These light alloy dual colour rear wheel nuts are machined from solid and then anodised – left and right hand are sold separately; available for five and six-hole flange models in gold, red or black.

Lightweight alloy or titanium hardware sets also available. They have German ABE certification (WS251CL) and are available in clear or light smoke for selected Superbike and Panigale models.

CNC Racing's Ducati front and rear axle sliders are available for a wide selection of Hypermotard, Superbike, Monster and Streetfighter models.

Built from solid in a plastic suitable to slide on the road surface for assured wheel protection, the aluminium rod allows a safe fixing without



Ducati 'Double Bubble' windscreens



Ducati rear wheel nuts

increasing the weight of the product. Apart from protecting the wheel and axle, they have been designed to safeguard the whole of the front end - brake calipers, fork legs and other components.

The plastic the slider is made from (Delrin) is a special formulation of Polyoxymethylene (aka POM), an engineering thermoplastic used in precision parts requiring high stiffness, low friction and excellent dimensional stability. POM is characterised by its high strength, hardness and rigidity.

Available in black, gold or red, the kits consist of two Delrin buffers, aluminium rod, two aluminium buffer hole plugs and stainless steel screws.



XDiavel anodised triple clamps



Lower handlebar bracket for XDiavel



Top plate for Multistrada

and is available in black or silver finish.

For the Ducati Multistrada (950/1200), this anodised, lightened top plate is a simple modification-free replacement for the OEM plate for Multistrada 1200 '15-'17; 1200 Enduro '16-'17; 1200 S '15-'17; 200 S Pikes Peak '16-'17 and the 2017 950.

CNC's M8 swingarm spools are available in black, red or gold for Multistrada 1200; Enduro '16-'17 and the 2017 950.

For the Ducati Monster 1200/Supersport these gear and rear brake lever kits are made in light alloy,

Ducati side stand extensions are available in black or red for the Multistrada, machined from light alloy billet, then given an anodised surface finish for durability. They provide the original kickstand with a secure, larger surface area for parking.

CNC Racing describe its 'Double Bubble' Ducati windscreens as "more protective than OEM due to the raised central bubble". They are made from 3 mm cast and thermoformed acrylic (PMMA) and replace the original without any modifications.



'Task' indicator kits

Ducati front and rear axle sliders

Finally, two new universal 'Task' (front and rear) indicator kits are available for Sports, Naked, Enduro or Cafe Racer style applications.

Made in ABS and approved for road use, they replace OEM indicators with a "streamlined style that complements the contours of any bike, ensuring maximum visibility in all conditions thanks to the use of the best quality LEDs available on the market.

Both are multifunctional – at the front the indicator function is combined with an additional white

parking light to complement that provided by the headlight, with the rear indicator function synchronised with red parking and stop light functions.



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New battery activation is important to guarantee new batteries will deliver their rated power and cranking amps for longer than the warranty offered by the manufacturer - but doing so is never a dealer's favourite way to spend time! One thing dealers don't have in abundance is time. New battery activation can take a long time, and when under pressure to have a new vehicle ready for a customer within



hours, it is an often overlooked but important aspect of pre-delivery preparation. Since the 1990s TecMate has made battery activation easier for dealers and OEMs alike. Many motorcycle OEMs recommend TecMate's OptiMate PRO-S battery charger and tester and the OptiMate PRO-4 4-bank version – both have automated battery activation and reduce the task to the level of 'quick and easy'. After the acid pack has completely drained

into the battery and a sealing strip has been fitted, they activate a new battery within an hour - and do so easily - all the technician has to do is select NEW and connect the battery. Done! Yes, it really is that easy! During NEW activation OptiMate PRO's unique Ampmatic charge method and pulsing absorption mode fully activates all six cells and brings the battery from 70% to full charge within an hour or less. The green TEST light confirms the new battery is charged and ready for fitment. For new factory activated batteries that may have been in storage for up to a year or more, there is a 2A and 4A selection that allows more time if needed. The best practice for factory activated batteries is to recharge every three months, in order to prevent 'killer' sulphation build-up weakening the battery. If a battery did sulphate to the point that it does not hold charge any longer, OptiMate PRO's two-step



recovery mode can bring it back from as low as 2 volts. Smart dealers will, of course, know that fitting an OptiMate cable O-01 weatherproof battery lead allows them to upsell the customer on an OptiMate battery saving maintainer, so they don't ever have to experience that battery being returned 'under warranty'. OptiMate O-01 cables are available in four packs, a jar of 20 and even a box of 100. There's nothing worse than watching a new customer struggle with weak starting – giving them access to that immediate surge of full power straight away brings the grin that brings them back.

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Bonamici rear sets

Italian billet aluminium racing parts specialist Bonamici has added more model applications to its wide-ranging list of rear set applications – adding the Yamaha MT-10/FZ-10 and Kawasaki Ninja 400, Z650 and Z900.

Made from Ergal billet with CNC technology, Bonamici Racing rear sets are "robust and effective" and adjustable up to 9 positions in the case of the Ninja 400 application, 10 for the Z650 and up to 12 positions for the Z900.

Bonamici use bearings in their rear set designs to completely eliminate friction on the levers and a return assist spring for the rear brake lever. With kits are for all gears, including reverse shifting, and personalisation is easy from the wide range of accessories the company offers.

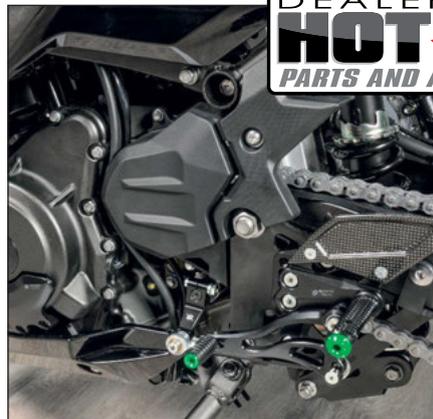
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Z650



Z900



Ninja 400



Yamaha MT-10 and FZ-10





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Dirt bred, feature rich, street wise



Founded by two riders in 1985 as MX knee brace specialists, Rancho Dominguez, California based EVS is one of the most recognised and respected off-road apparel brands in the world.

But there is more to the EVS offer than market leading off-road gear. The company's new 'Compton' street collection is a classic 'cross-over' line that combines contemporary fashion cues with genuine protection.

EVS says its 'Compton' leather jacket is designed to "keep you safe and stylish, on the bike and off. This jacket features premium high-abrasion resistant grain leather with strategically placed perforated



leather panels for airflow".

Made from 1.0-1.2 mm premium grain leather with high-abrasion resistance, features include articulated rider position fit, strategically placed perforated leather panels for additional airflow, removable CE shoulder and elbow protection, back protector pocket for CE spine protection (sold separately), reinforced elbow and shoulder panels and integrated black reflective piping for high visibility.

In addition to being "ride fit", ergonomic practicalities include zipper pockets and gusset sleeve closures, rear belt loop attachment system, adjustable side waist tabs and quilted liner with two internal chest pockets; the 'Compton' is available in black or brown.

For those who prefer the look and feel of an old-style waxed cotton textile riding jacket, the 'Compton' textile jacket is made of high-grade 11 oz black waxed cotton with premium grain leather panel details. There is black reflective piping detailing for high visibility and it has removable CE shoulder and elbow protection.

Details include a similar articulated rider position fit, back protector pocket for optional (separately sold) CE spine protector, zipper pockets and gusset sleeve closures, right sleeve stash pocket (nice!), rear belt loop attachment system, adjustable side waist tabs and two internal chest pockets.

To complement the 'Compton' jackets, wearable on its own or with the jackets, the 'Compton' vest features a drop tail and over the jacket rider fit. It is made of high-abrasion resistant manufactured PU leather (leather made from the inner splits of the hide and finished with a polyurethane coating – highly resistant to water penetration with a high fade

resistance) and has accordion stitched side panels for extra comfort.

Details include heavy duty center front Vislon zipper with internal storm flap, two zipper front pockets for easy access during riding, back protector pocket for CE spine protection (sold separately) and interior

"NRA" pocket (Necessary Riding Accessories to those of us not in the garment industry!)

The 'Compton' Collection also includes feature-rich short cuff design street gloves made in full premium grade leather for high abrasion resistance, with Velcro TPR (Thermo Plastic Rubber) closure, integrated knuckle armour to defend against impact and abrasion, impact dampening palm, pre-curved for comfort fit in riding position, stretch accordion leather panels for increased flexibility and comfort and touch screen compatible thumb and index finger. Available in black and brown.

The helmet seen here is the new 'Stratus' full-face in matt black, a communications ready street helmet made with an injection moulded high impact ABS shell.

It features a quick release shield and interior drop-down sun visor with an adjustable hi-flow ventilation system for increased breathability with lock-out vent switches that adjust to any climate or riding condition.

EVS says that the "sleek, aerodynamic design is optimised for seamless navigation at high speeds,



EVS has appointed Magnus Jureen as its International Brand Manager. Jureen was Direct Business Manager for FOX Racing in the Nordic countries and will provide sales and marketing support to EVS dealers in Europe, Asia and the Middle East. He says that "we are increasingly finding that our designs, production and protection values are finding favour with all parts of the riding community - from touring to street, and especially with the safety and style conscious new generations of riders that are entering the market"



and the drop-down sun visor is designed for easy on-the-fly use. An ultra-plush, moisture wicking, removable, washable anti-microbial liner, dual density EPS (Expanded Polystyrene) impact liner for the highest level of protection, wind block chin curtain and high efficiency anti-fog shield coating make the 'Stratus' a premium helmet in terms both of safety and comfort". EVS also offers increasingly popular modular/flip-up helmet options made in the same shell material.

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Yoshimura for new Ninjas, G310R, R3 and KLX250



Performance exhaust manufacturer and race legend Yoshimura has several new applications for 2018, not least for the already popular 2018 Kawasaki Ninja 400. Using its race-proven Alpha T muffler to "shape the power characteristics of the new green machine, our engineers found great

torque and hp that pulls throughout the range. Power is up with the Alpha T full system by +4.8% at maximum hp and +4.2% maximum torque. "Our exclusive Works Finish gives this race system a golden titanium look after a heat cycle, and the sound is purely Yoshimura. Also available is our black powder-coated aluminium muffler bracket - a necessity if the rider wants to remove the rear footpegs to go racing".



Alpha T full system for Ninja 400

The system features the race-bred and available separately Alpha T slip-on – "perfect for the new Kawasaki 399 cc twin engine, providing an impressive +3.3% at maximum hp and +2.2% maximum torque". The Alpha T slip-on saves 3.3 pounds "and looks amazing with our exclusive Works Finish".

Also available for the Ninja 300 with the full system delivering an impressive +17 percent increase in peak hp while reducing weight by 6 lbs. (2.7 kg), with the slip-on saving "over half the weight and adding +3.3% more hp".

For BMW's entry level G310R, Yoshimura's

Race Series System for G310R



RS-2 slip-on for KLX250



Alpha T slip-on for Ninja 400

race-bred R-77 Race Series System profile tuned for the BMW's 310 cc creates +4.9% maximum hp and +5.6% maximum torque "while dropping over half the weight of the stock system - all with our durable Works Finish that maintains beauty for years to come".

For the 320 cc parallel twin Yamaha R3, the Alpha T Race Series full system with Works Finish provides a +9% maximum hp gain and a +4% torque gain, saving over half the weight of the OEM full system.

Finally, for the return of the popular Kawasaki KLX250 (coverage for 2008-2018 models), the Yoshimura RS-2 slip-on has been updated to incorporate an O2 sensor that accommodates the new fuel technology on the KLX. The RS-2 has a weight saving of almost 3 lbs. (1.3 kg) over the stock unit – "with added power, torque and that distinct Yoshimura exhaust note", according to the company. A fender eliminator kit is also available.

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INTERNATIONAL DEALER NEWS - APRIL/MAY 2018 **49**

ECE approved additions from TCX

Italian boot specialist TCX has added several new products for 2018, updating some top-sellers and pushing the boundaries of the brand's reputation for feature-rich protection and comfort further than ever. The **RT-Race Pro Air** is the brand's race-bred flagship race boot. The upper construction features layers of several materials, starting with highly wear-resistant microfibre with over-injected PU areas at the front of the boot to give it "a dynamic style and a very attractive look. The precision fit and greater sensitivity when riding is ensured by the presence of the Fasten Fit Control internal lacing system.



"To ensure the perfect fastening of the boot over the shinbone, the boot is fitted with a micro-adjustable quick-release aluminium buckle designed to adapt perfectly to various calf shapes".

The internal lining is in breathable AIR TECH with variable density padding placed in the ankle area. The Double Flex Control system is an independent PU ankle frame designed to improve front and rear flexibility of the leg and offers freedom of movement while riding. The system is attached to the boot with two hidden side screws at malleolus level.

This special construction is said to allow a front flexibility of up to 14 degrees and, thanks to two lugs that slide inside dedicated pockets, it allows a rear flexibility of up to 13 degrees, thus avoiding back overextension of the ankle joint and protecting the riders' foot from injuries.

The brand-new sole is made by TCX in partnership with the Michelin research centre. Inspired by the Michelin "Power Supersport Evo" tyre, the "Burnout" sole features a tread with differentiated grip zones, designed to guarantee superior grip onto the peg and greater resistance to wear and tear.

There are PU reinforcements in the most vulnerable areas of the foot, such as the shinbone, ankle, toe and heel. The toe and rear sliders are interchangeable and

in magnesium - highly resistant to wear - to allow natural sliding across the tarmac in the event of a fall. The boot is CE certified according to EN 13634:2015 regulations.



The **Baja Gore-Tex** is the principal new product in its Touring Adventure line. "Thanks to its construction characteristics, this reliable, comfortable and lightweight model proves to be versatile and ideal not just for road use, but also for off-road and light enduro and for excursions on ATVs".

In the version with the Gore-Tex Performance Comfort Footwear membrane, the boot constitutes the top of their adventure touring range. The upper is made of full grain leather with padded suede front and rear folds. The model has a fastening mechanism comprising three anodised and silk screen printed aluminium buckles with an ergonomic grip.

The shift pad and malleolus pad are ton-sur-ton, while the PU shin plate is completely new. The boot also features a suede heat guard for increased grip on the bike frame. The double-component sole boasts a brand-new design, with different grip areas and micro-perforations for a better grip, smoother rolling and enhanced stability. The boot is CE certified according to EN 13634:2015 regulations.

The sporty looking **Vibe Waterproof** combines different materials to make the upper, in suede with



reflex inserts, textile fabric and matt microfibre; it has external side malleolus protection, additional reinforcements in the ankle and toe area, and a bycast leather shift pad. The rubber sole, designed exclusively by TCX, guarantees outstanding grip, stability and performance even on wet surfaces. The safety of this footwear model is CE certified according to EN 13634:2015 regulations.

"A vintage soul and superior technical qualities" are said to be the key features of the new **Hero Gore-Tex**. Designed to appeal to riders looking for some



retro styling in their riding boot, it features fine full grain leather construction, a lining with a Gore-Tex Performance Comfort Footwear membrane, shaped gaiter, a padded joint over the heel, reinforcements in the toe, ankle and heel, shift pad, and knobbed tread that guarantees outstanding grip on all terrains. The boot is CE certified according to EN 13634:2015 regulations.

The **Metropolitan** is a boot for city use with a fine full grain leather upper, classic style sole and



protection at the malleolus, heel and toe areas; CE certified according to EN 13634:2015 regulations.

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Downforce spoilers for Kawasaki ZX-10R/RR/SE

Spanish plastic protectors and accessories specialist Puig has introduced a new programme of accessories for the Kawasaki ZX-10R/RR/SE range - a line of aerodynamic lateral downforce spoilers. These new aerodynamic components have been designed to be "perfectly integrated into the



motorcycle fairing, in an optimal position and inclination to provide more downforce to the front section of the bike".

As well as providing a more aggressive and racing style look for the Ninjas, Puig says they improve stability under braking and when accelerating quickly.

"As a result of our experience in developing accessories for the fairing and the constant research we are doing to find ways of further improving ride quality, these new items follow the current trends of the aerodynamic designs that are seen applied on MotoGP bikes".

The new spoilers are made of 4 mm high-impact acrylic,

with a rounded finished edge to ensure safety. Puig supplies the spoilers in black, with two pairs of deflectors, in green and black, so the rider can personalise it to their taste, and say that "the mounting process is easy and secure, using common tools with no mechanical knowledge necessary".

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Entry-level MX gloves

The inventors of the Leatt-Brace have launched a comprehensive line of motorcycle gloves as part of their 2018 line. Their 'Barely There' GPX 1.5 glove is "engineered to provide an effective barrier of palm protection without compromising feel", according to the Capetown, South Africa based company. Purpose-built with an all-new Micron Grip palm, Leatt says that "the 1.5 sets a new standard for gloves in its class. It offers super strength and enhanced comfort

without the high price tag". The upper hand stretch material is lightweight and "offers superior airflow, whilst the pre-curved, seamless palm makes this a truly stealth glove - understated and slick, yet fully capable of providing protection against scrapes, the 1.5 glove is streamlined and structurally so light, it is easy to forget that it is being worn".



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Caberg Drift Evo in full carbon



Caberg's Drift Evo Carbon is an ECE 22.05 communications-ready 1,250 g (+/-50 g) full-face helmet in two shell sizes with a "completely redesigned removable and washable inner lining (including the padding on the chinstrap) with size-change custom-fit cheek pads for optimum custom fit; the lining is made in hypoallergenic and transpiring fabrics," also with removable lower wind stop.

The rear spoiler is designed to enhance the aerodynamics at higher speed, reducing the turbulences and giving a "sporty and aggressive look to the helmet".

The Drift Evo quick release visor mechanism allows visor self-adjustment to guarantee a close contact of visor and window beading. The transparent anti-scratch visor mechanism has a sprung double

movement, meaning it does not have to be manually adjusted to avoid incoming water or air; a left side visor mechanism lever stops the positioning of the visor at 0.5 cm from the window beading to avoid or eliminate fogging - further reduced by the adjustable Pinlock lens Max Vision; the integrated DVT (Double Visor Tech) anti-scratch sunshade visor adjusts with a lateral lever.

The lower vent on the chin guard drives air directly to the inner side of the visor to avoid misting, the vent on top channels fresh air inside the helmet through numerous air grooves with a rear vent to discharge hot and stale air.

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The MIVV formula for the revamped KTM 390 Duke

Italian exhaust manufacturer MIVV has four Euro 4 options for the KTM 390 Duke – three versions of their compact, curved and sporty race-bred GP (carbon, titanium and black stainless steel), two versions of the brushed stainless steel, high-temperature resistant Suono (stainless steel and black stainless steel) with carbon end caps and mounting brackets, and the recently introduced Moto2 derived, weight saving stainless steel M2



KTM 390 Duke

with optional No-Kat-tube. In their standard configuration all MIVV's KTM 390 options are said to be noise and emissions compliant and to improve performance.

Also seen here are MIVV options for Honda's 745cc, 8-valve, parallel twin-cylinder X-ADV automatic DCT gearbox Maxi Scooter.

In its stock configuration the X-ADV is said to produce 55 hp at 6,250 rpm and 68 Nm of torque at 4,750 rpm. MIVV says their model-specific GP increases power by +0.7 Hp and +1.0 Nm with weight savings of -1.9 kg; available for the X-ADV in carbon, titanium and stainless steel (with a brushed "Black Satin" effect version also available).

The company's 'Speed Edge' has a unique hexagonal design, "excellent performance" with a performance increase of +1.20 Hp and +1.10 Nm, and weight savings of -1.2 kg; two versions are offered - the main body in brushed or black stainless steel, both

MIVV options for Honda's Maxi Scooter



fitted with carbon end caps and stainless steel mounting brackets. Two versions of the MIVV Suono are available - stainless steel version with a main body in natural stainless steel and brushed satin black. The performance of the Honda X-ADV gains +0.8 Hp and +0.7 Nm, with weight savings of 1.2 kg. All MIVV options have removable dB-Killer and No-Kat tube options.

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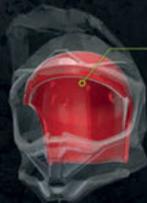
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Kellermann Atto - new versions for the season

Kellermann GmbH, the well known "experts for premium motorcycle accessories from Aachen in Germany", presents new versions of their highly successful Atto LED mini lights family for the 2018 season: Atto WL, Atto RB Dark and Atto chrome. The Atto WL is the first pure position light from Kellermann; the Atto RB is a rear and break light, available in a tinted glass version; and the complete Atto range is also available with clear lens and stylish chrome casing options. Atto WL and WL Dark white position lights are European style position lights that beam parallel to the main light and substitute the original park/marker lights. They can be installed together or separately from the indicators, giving unique new styling choices. The optimised light channelling is managed through a smart system of lenses and reflectors using EXtranz - Extreme Optical Transparency - and Kellermann's

well known HighPower LED technology. The complete electronics of the Atto WL are in the casing and it can be plugged into the 12 volt net directly. The Atto RB Dark, known as the "Red Dot", is now also available with tinted glass. Possibly the smallest street legal motorcycle rear and break light in the world, the dark glass and the compact size let the high-brightness LED rear and break light disappear from view even more (until needed/activated) when installed on the bike. "The Atto RB Dark offers endless options to individually style and consequently 'minimise' the motorcycle. "The brake light of the Atto RB Dark warns with an intensity that is second to none in the market. It keeps the following traffic at a distance...it may be small in size, but the TÜV certified illuminating power enhances on the road. Features also include Long Life Protection Guard, IC operated, 330 kHz, high quality metal housing; suitable for 12 volt DC applications; with M5x0, 5x6, 5 mm fastening screw.



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Ducati Carbon for racetrack and road

Ilmberger Carbonparts has a selection of parts for the Ducati Supersport 939 that have been created to "complement its curved shape" and a fairing that "highlights just the right parts", according to Germany's Carbon Guru Julius Ilmberger. The idea was to come up with parts for a motorcycle that is fit for daily riding and touring with a racing look. "We especially liked the bike's versatility, which really inspired us," said Julius. "For example, we created a rear bellypan, which flawlessly tops off the Supersport's appearance. The exhaust end cap and the number plate holder show a sportive design, and people like it!"

The following carbon parts will be available for the Ducati Supersport 939 starting spring 2018: front fender, rear fender, swingarm cover, exhaust end cap, lower exhaust end cap, rear bellypan, seat cover, number plate holder, airtube cover, cam belt cover, front sprocket cover and ignition switch cover. The parts are offered in gloss and matt.

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'Arizona' modular helmet

The KV31 Arizona Phantom modular helmet by Kappa offers a brand-new variety of colour options and is said to be "extremely appealing with its technically effective flip-front", made in four bi-colour options as well as four single colour helmets. The helmet has an aerodynamic shell and, as standard, is equipped with a nose guard and wind deflector, hypoallergenic removable and washable inner lining, an effective ventilation system including adjustable front and chin guard ventilation. It includes a Pinlock-ready visor, and an incorporated



sun visor is equipped with an "easy-to-find and easy-to-use" control. The opening of the chin guard is activated via a central button, which can be clicked with just one gloved hand. The shell is in thermoplastic material and the weight is 1,650 g. Options include a J303SK Bluetooth intercom/KH10 helmet holder and Pinlock anti-fog lens.

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Matris Scrambler suspension options



Italian suspension specialist Matris has released a series of products for the popular Ducati Scrambler series, "a wide and complete line of model-specific products that improve performance and driving



comfort", according to the company. For the Scrambler 400 Sixty2 and 800, the company's M46KD is a rebound, length and spring pre-load multi-adjustable shock absorber, which is also available with Matris' latest IK knob hydraulic spring pre-load, specifically designed for these models. The "Dark Series" black spring is also available as an option to enhance the aesthetics of the installation. For the front suspension a complete multi-adjustable hydraulic cartridge kit is offered, using the company's

newest "quad valve" fully adjustable F20K for the 800 model, and the best-selling F15K for the 400 model. As an entry level option Matris also offers their standard spring and hydraulic kits.

For the Scrambler Cafe Racer the multi-adjustable hydraulic rear shock M46KD and M46K-F series are equipped with the Matris "Flex-Knob" hydraulic spring preload unit for easy and fast settings changes; "Dark Series" springs also available.

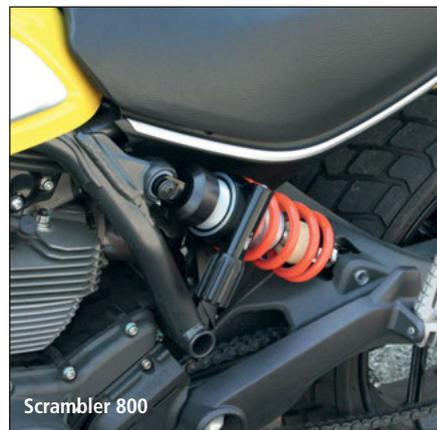
For the front, their newest "quad valve" F20K, fully adjustable hydraulic cartridge kit is a fully adjustable replacement for all the OEM front suspension internals. Entry level FKS spring kit and FRK hydraulic kit also available.

Finally, for the off-road version of the Scrambler Desert Sled, choices include a top of the range model-specific M46R multi-adjustable hydraulic rear shock, mid-point M46K and entry level M46KD - equipped with standard or hydraulic spring preload, with 'Shadow' and 'Dark Version' special edition spring options.

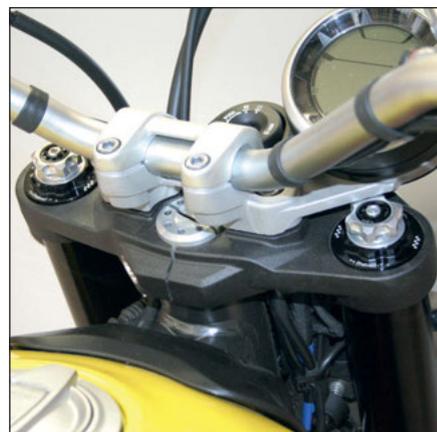
For the front fork, options include the fully compression-rebound-preload F20K adjustable hydraulic cartridge and the entry level FRK hydraulic valve and spring kit.

All Matris fork kits are ready to fit without any

Scrambler Desert Sled



Scrambler 800



modification to the original fork and are 100% reversible installs. Dedicated setting and spring rates are available on front fork kits and rear shocks, based on the driver weight.

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'Plug & Play' SLA batteries

French specialist BS Battery has launched the 'SLA' battery range - a "comprehensive line of sealed, activated and ready to start batteries that are the right solution for dealers and their customers," says General Manager Benjamin Sebban.

"With no more acid to handle during the initial battery activation procedure, the 'SLA' concept is the ultimate user-friendly motorcycle battery solution - true 'Plug & Play'".

Featuring AGM technology (Absorbed Glass Material), Benjamin says that the 'SLA' range is "designed for higher performance and extended life, providing premium quality and improved safety."

They are available in standard and heavy-duty versions - for larger capacity machines that need higher cranking amps, such as BMW and Harley-Davidson models.

BS has a full line of 50 'SLA' battery types, covering more than 85% of the motorcycles currently on the roads in Europe. They are 100% sealed for easier and safer transportation, handling and installation.

Proud 2018 sponsor of French MotoGP rider Johann Zarco, BS Battery also sells a wide range of lead acid batteries for powersport applications - motorcycle, scooter, ATV, snowmobile, and jet ski. The company



operates in 54 countries worldwide and is an OEM as well as aftermarket vendor, supplying batteries for various major motorcycle, scooter and ATV manufacturers.

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Macna 'Vosges' 3-layer modular jacket with 'Night Eye'



Dutch apparel specialist Splash Design has introduced the 'Vosges' jacket to its top-selling Macna line.

Described as a "true all-road jacket, ready to hit the road and probably some dirt, too", it is said to be "packed with lots of

smart innovations and offers a great deal of comfort and functionality to the adventurous touring rider".

It features a 3-layer system, with removable Raintex membrane and the warm thermo liner, and ventilation panels on the chest and zips on the arms for extra airflow that exits on the back of the jacket. For cold weather riding the 'Vosges' is prepared for Macna's optional battery operated 'Hot Vest' - the battery will provide up to three hours of heat (subject to setting).

Additional features include an adjustable 'Comfix' collar, and 'Vosges' is wind collar prepared, has trouser connection zips, attachable LED light for night-time visibility, reflection panels and Macna's exclusive and award-winning 'Night Eye' fabric - a coating of tiny, reflective beads that makes the rider clearly seen in traffic headlights even on the darkest nights.

There are 'Safe Tech' CE protectors at the shoulders and elbows and a back pocket for



the optional CE back protector; arm adjustment straps; 'Easy Cuff' makes sure there's no loop/snap tangle at the end of the sleeve - just a small zip to attach the membrane to the outer shell.

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K-Tech ORSS front fork Air2Spring conversion kits, Razor-R shocks and DDS kits

Designed to replace the OE air system, British suspension specialist K-Tech has made its popular ORSS Air2Spring system available for the 2018 KTM 85SX and Husqvarna TC85.



Air2Spring conversion kit

K-Tech says that its simple design allows dealers to remove the original air spring system and replace it with a more conventional direct replacement spring system that requires no machining to install and features external spring preload adjustment.

Available with a wide range of spring rates, the system also comes with a hydraulic bottoming device which protects the rider on hard landings.

For the Kawasaki Ninja 400, a new



Razor-R shocks for Ninja 400

suspension package featuring K-Tech's proven top-selling Razor-R shocks has been "designed with quality and performance in mind, featuring compression and rebound damping, spring preload and length adjustment to allow owners of middleweight motorcycles to improve their ride with sporty aesthetics and improved performance".

Said to deliver increased performance and control, features include compression and rebound damping adjustment, spring preload and length. The nitrogen filled design "simply bolts on to replace original equipment". Also available for 2017 Suzuki SV650 and other popular current models. For the Honda CB1100 EX/RS, K-Tech offers its nitrogen filled 'Razor Lite' upgrade bolt on OE replacement shock for "refined handling and enhanced looks over the



'Razor Lite' for Honda CB1100 EX/RS

standard equipment". Features include rebound damping and spring preload and length adjustment "to allow owners of classic style motorcycles to customise their ride with understated looks and improved performance". Available with black anodised finish and choice of spring rate options.

Other available suspension products and service parts for Honda CB1100 EX/RS models include oil and dust seals, guide and slide bushes.

Also seen here, K-Tech's popular, championship-winning DDS Pro shock absorber and DDS front fork cartridge kit is available for a range of models, including the Honda CBR1000RR Fireblade – including SP, SP1 and SP2 models.

The DDS (Direct Damping System) "Pro" rear shock has been designed for use "at the highest level of racing and developed in major championships around the world. As you would expect from a high-quality racing product, the DDS "Pro" features compression and rebound damping adjustment, length adjustment and hydraulic spring preload adjustment.

"It also features our unique ByPass valve adjuster, which controls both compression and rebound damping adjustment to assist with chassis control at low velocity shock movement to enhance tyre feel and grip. The DDS system uses a smaller piston rod, which keeps the system more stable over a wider temperature range due to its small displacement. Damping is controlled by a 32 mm piston, which allows the use of larger shims for improved feel".

DDS front fork cartridges are a complete replacement pressurised damping system using 20 mm displacing pistons to create a high flow of oil through the 31 mm control



DDS 'Pro' rear shock

valves "to give precise damping control. The patented design eliminates cavitation, making the system very stable under extreme conditions. The damping circuits are designed to work independently to improve the dynamics and response time. The system is pressurised by a spring force, keeping it stable under all working temperatures".

K-Tech says that all its products have been manufactured to ISO 9001 accreditation standards with a comprehensive service parts and product support programme available.

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DDS front fork cartridge kit

Baas battery switch

South Germany based motorcycle electronics component manufacturer Baas Bike Parts was founded in 2001 to specialise in "the development and distribution of innovative and universal motorcycle accessories".

All its products are manufactured to "our own high-quality standards, and we target to produce as much as possible here in Germany - our 'Made in Germany' content is currently around 50 percent.

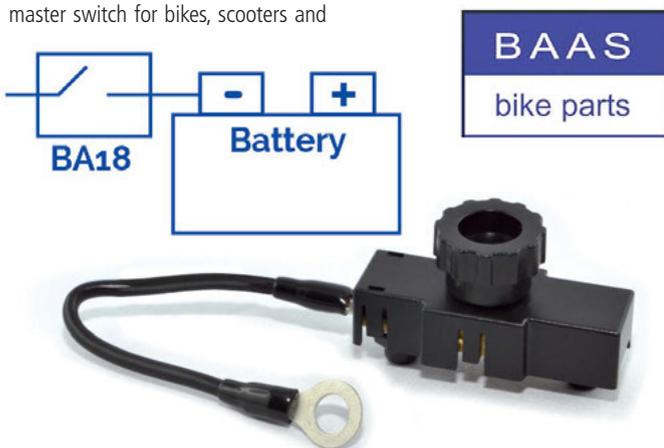
"Our mission is to develop specialty components and kits for all aspects of the electrics on a motorcycle – replacement parts and accessories that are difficult to source or simply not available elsewhere as individual items".

A classic example of the Baas Bike Parts programme is this BA18 battery switch - a fully insulated battery master switch for bikes, scooters and

quads max. 160A – 12V for 10 sec. It allows dealers, their workshop technicians and motorcycle owners to disconnect the onboard electronics of the battery during long periods in order to reduce battery drain by onboard systems such as the ECU computer, clock, USB sockets etc.

The battery separation can also be an additional theft protection measure - the enclosed bridge cable (200 mm) means it has versatile mounting options anywhere between the battery negative (-) terminal and the vehicle electrics.

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Cambridge-3 jacket

This is the third evolution of a jacket that Italian specialist Clover launched 14 years ago. At the time, the Cambridge was a major step forward in riding jacket design and technology, introducing innovative technical and styling features aimed specifically at the demands of urban riding.

This 2018 version uses the "2-in-1" concept – an inner thermal jacket, which can be worn separately, waterproof outer and "cotton feel" effect of the fabric used.

The Cambridge-3 is part of their medium length jacket range, making it perfect on big scooters or bikes. The garment is fully waterproof with the main component a soft yet sturdy Duratek 7 synthetic "cotton feel" fabric – soft enough to pass for cotton.

Further features include a soft touch, double face internal thermal quilted layer - when removed from the outer shell and reversed it becomes a stand-alone soft and warm quilted jacket with a deep blue colour and two large pockets.

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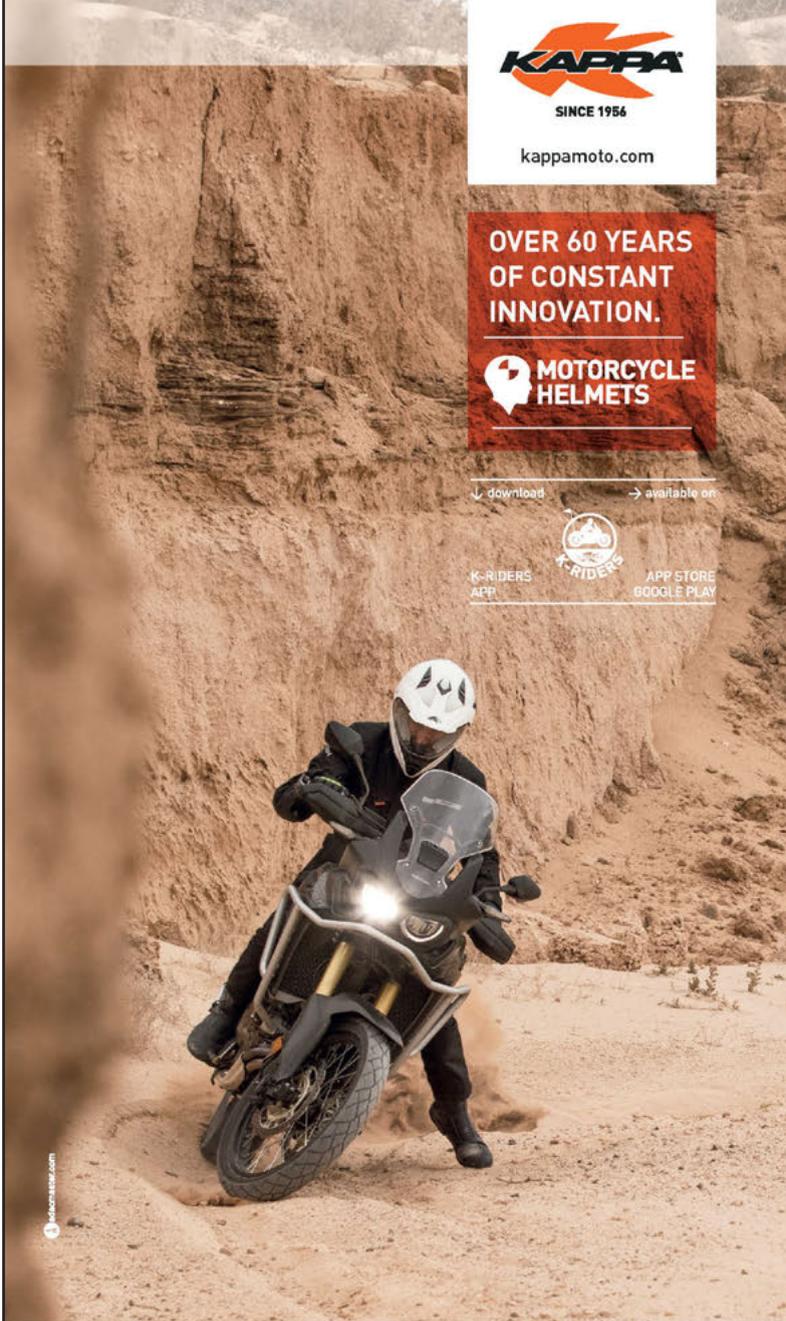
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DT-1 cage and air filters for Yamaha YZF 450

Belgian manufacturer DT1 Racing Europe has developed a factory airpower kit for the 2018 Yamaha 450 YZF. Distributor Parts Europe says that "it offers the best protection for the engine, giving the maximum airflow and a better throttle response in the toughest conditions".

"Tested and approved in the deep sand of the Lommel off-road race track in Belgium", the DT-1 aluminium cage is a high-quality replacement for the stock plastic design, eliminating the need to have a backfire screen when used with DT-1 flame retardant pre-oiled air filters.

DT-1 has been manufacturing foam filters for over 30 years and are "used by factory teams worldwide. The screenless cage with our pre-oiled air filters is sure to give the bike a healthy increase in horsepower". All DT-1 filters are handmade; the super-seal base is said to create the cleanest and best seal on the market, providing critical engine protection; a special airbox cover guarantees a perfect seal when cleaning the bike; standard and pre-oiled filters available – the oil used is said to be bio-degradable.



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Hugger extension and more 'Extenda Fenda' options

Having originally developed the 'Extenda Fenda' back in the late '80s, British specialist Pyramid Plastics has continued to innovate and expand on the idea of mudguard extension, most recently launching a comprehensive range of 'Hugger Extensions' which are designed specifically to extend the short OEM rear mudguards of today.

With the introduction of their Hugger Extension range, Pyramid says it now has "the best combination of front and rear mudguard extension kits anywhere in the world, providing bikes and their riders with greatly improved protection at both ends". Pyramid designs its extensions to replicate the OEM guard to which they are to be

Newfren brake discs

In addition to its regularly updated list of brake pad applications, Italian specialist Newfren also offers a wide selection of brake disc options for all sectors of the market – racing, street, off-road, vintage, scooter, mopeds and ATV.

Not just an OEM replacement, but an upgrade that provides quality and performance that is at least equal to and usually better than the original part, Newfren brake discs are made with an AISI 4140 heat-treated steel core, anti-rust protective paint treatment and steel or Ergal hubs machined from CNC. Available as fixed, semi or fully floating, Newfren laser cuts or uses moulds for its discs, depending on the needs of the application – the company says that their laser cutting technology also offers the opportunity to produce special application discs for one-off custom and small quantity



conversion or niche applications. Newfren's engineering team manages every stage of design and production to ensure quality control, using advanced manufacturing and testing techniques such as finite element analysis (F.E.M.), precision production and measurement and several stages of materials and production sampling.

Founded in the 1950s by Alessandro Barbero, the company is still in family ownership with Valter Barbero at the helm and manufactures all its own products at its 6,000 sqm facility/10,000 sqm site at Cirié near Turin. Products made there include brake shoes, backing plates, clutch plates and parts, brake discs and assemblies, in addition to brake pads in a range of compounds.

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fitted, ensuring that they are functional and stylish, whilst remaining subtle; they are available in matt black and carbon fibre, with plastic rivet or stick fit options. Fitments for recent models released include the CMX500 Rebel, Versys-X 300, ZX-10R/RR, Duke 125/390, Street Triple 765, Multistrada 950, Street Rod, Africa Twin XRV 750, CB1100 RS, YZF-R6, Z 300 and Ninja 300.

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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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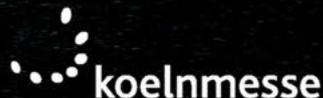
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NEWS BRIEFS

Yamaha announced that its MT-10 SP motorcycle, TMAX530 DX sports commuter and XMAX 300 scooter have all received the internationally prestigious IF Design Award 2018 in the product category – a fifth consecutive year Yamaha has featured in the awards.

Ivano Beggio, who helped Aprilia become a major player in the motorcycle industry, a motorcycle inventor creating the RSV Mille and founding the Scarabeo scooter brand, has died at the age of 73.

Dealers looking to access Parts Europe inventory at the weekend can take advantage of PE's new "Happy Monday" delivery service. Monday delivery is available on orders placed by 16:00 hours on a Saturday afternoon (UPS Express); an English language payment and processing phone service is available between 14.00-16.00 to support PE dealers looking to use this service. The existing freight policy standards for each country will be retained.

Disc break and brake pad producer Brembo SpA announced that it has broken ground on a new manufacturing plant in Curno, Italy. The new building will host Brembo's new Carbon Factory, a flagship facility for the processing of carbon fibre materials for competition use.

In the UK, motorcycle enthusiast Prince William was given the VIP treatment by Triumph Motorcycles on the occasion of a recent visit to their Hinckley, UK factory, taking the factory and Visitor Center tour and test riding one of their new Adventure Tourers.

SBS in WSBK deal



Danish brake component manufacturer SBS Friction has made a sponsorship agreement with the organisation behind the WSBK series for 2018. The agreement covers eight European races this season, starting with Aragon, Spain, mid-April and ending up with the French race at Magny-Cours on 28-30 September. In these races the SBS logo will be on the cover of the special bag that is used for the popular WSBK race catalogue. "Racing has always been a part of our DNA. For more than two decades we have supported top riders and winners in WSBK and other road racing race series," says Christel Munk Pedersen, CSO at SBS Friction. "The WSBK events are very popular and a good place to meet enthusiastic bikers. We expect that more than 30,000 will get an SBS bag in their hands during these eight races". The sponsorship is also to be seen as part of the introduction of a new SBS brand profile. "Last year we launched our new brand profile at the EICMA trade show in Milan, and now it is really time 'to walk



The SBS WSBK sponsorship agreement is aligned with the introduction of the brake specialist's new brand profile and based on its long tradition and dedication for race.

the talk'. We have made significant changes in our offer to the market. Formerly we were known as the brake pad manufacturer. "But now we have added brake discs and brake pins to a range that already included brake shoes. This means that it is now possible to buy the most frequently used brake components in the SBS brand and with the same high-quality standards as our brake pads". As part of the new brand platform, SBS has also introduced new artworks and changed to a more daring and modern colour scheme. But it is not only in the

stands that SBS will be visible. On the tracks some of the competitors for the podium positions will be using SBS as their preferred brake pad. "Also for 2018 we have made contracts with ambitious teams such as Ten Kate Honda Racing, Althea BMW Racing, Puccetti Kawasaki Racing, MV Agusta Reparto Corse, Triple-M Honda Racing and many others. So we look forward to a lot of exciting SBS action at the races this season," Christel Munk Pedersen promises. www.sbs.dk

Husqvarna - 2017 record sales

Husqvarna Motorcycles achieved global sales of 36,883 motorcycles during their 2017 business year, a + 20% increase over 2016, with their annual turnover up by +25% to a brand record of 250 million euro. The company says: "Underlining our positive momentum of growth, these notable results surpass the historic gains in bike sales and turnover achieved during each one of the previous three business years". Adding another benchmark to their timeline, during 2017

heavily updated range of enduro and motocross machines, have set innovative standards for the future of off-road motorcycling". Husqvarna have also recently taken "vital steps towards fulfilling their progressive vision of street motorcycling with the unveiling of the production version of the VITPILEN 401, SVARTPILEN 401 and VITPILEN 701 'Real Street' models", with all three motorcycles reaching dealer floors during the first months of business year 2018.



Husqvarna

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