

INTERNATIONAL DEALER NEWS

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**AUG/SEPT 2018
 ISSUE #144**

STATZONE 6-9

MAG sells British manufacturer Renthal back to company founder Henry Rosenthal

The Texas based Motorsport Aftermarket Group (MAG) has sold Stockport, UK off-road and street parts specialist Renthal back to founder Henry Rosenthal.

Renthal was formed in 1969 by motorcycle and engineering enthusiasts Andrew Renshaw and Henry Rosenthal, initially making handlebars for trials bikes.

In 1975 the company entered the motocross market and its lightweight, high-strength aluminium handlebars revolutionised motocross racing – attaining 198 World Championships and 205 US titles in the decades since. Renthal became the first aluminium handlebar to be fitted as original equipment on a Japanese off-road motorcycle in 2004, with Honda, Kawasaki and Suzuki (plus KTM) still using Renthal handlebars for their performance motocross models.

Most recently Renthal has successfully entered the MTB market. Noted for their manufacturing quality and innovation in engineering, these days Renthal offers a wide range of parts and

accessories for street and off-road applications such as grips, bar mounts, levers, handguards, chainwheels, chain and brake pads, in addition to the handlebars and sprockets for which it remains best known.

Renthal sold the company to MAG in 2006, where it joined a then growing stable of internationally respected aftermarket brands that includes the



likes of Vance & Hines, Kuryakyn, Performance Machine, Roland Sands Design and Progressive Suspension. In 2014 MAG merged with Tucker Powersports (formerly known as Tucker Rocky), one of the U.S. market's leading aftermarket parts and accessory distributors, with deep roots in the off-road industry as owners of brands such as MSR, Pro-Taper, DragonFire and Answer.

Henry has remained in an active leadership role at Renthal, and commenting on the deal to sell Renthal back to its founder, Andy Graves, MAG's

President and CEO said: "Renthal has performed very well under MAG ownership, and we are excited to continue our close relationship as their leading US distributor going forward. Henry's passion and experience in the off-road market gives us confidence in the brand's continued success built upon great products".

As part of the deal, Tucker Powersports has entered into a multi-year distribution agreement that will see it continue to represent the British manufacturer to its dealers in the United States. The sale of Renthal marks the completion on MAG's plan to withdraw from its European investments, having recently also sold its UK based subsidiary MAG Europe to Dutch distributor Motorcycle Storehouse.

In other corporate news, French helmet manufacturer SHARK also has new ownership.

Prior owner Naxicap Partners, a Paris based private equity investor, has sold a majority stake in French motorcycle

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HARLEY AND POLARIS STARTING TO FEEL THE TARIFF PAIN



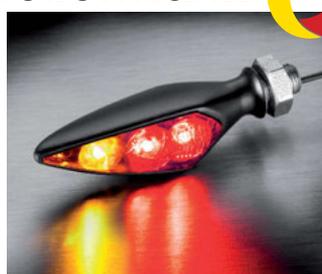
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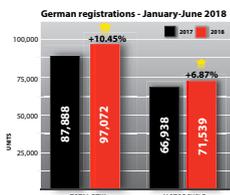
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NEWS **10-18,48**



Comment **4**

IDN publisher Robin Bradley estimates EU first half motorcycle registrations to likely be between 5.5 and 6.5% and welcomes Harley-Davidson's response to the tariffs



StatZone **6-9**

With half the year gone and the latest motorcycle statistics available for most of Europe's major markets, here is IDN's six month round-up



American Report **19-23**

Harley and Polaris/Indian Motorcycle are starting to feel the tariff pain with more to come as latest agreements exclude "auto" related products

PROGUIDE **24-44**



New motorcycle registrations estimated at +5.5% for January to June; au revoir free trade

Well, a few months ago I warned that there was no room for complacency where the health of the motorcycle market in Europe is concerned - that although sales were headed in the right direction still (despite the 2016/2017 Euro 4 bump in the road), that at any moment any one of a number of industry or wider economic issues could come along and change all that.

At the time I was mostly thinking in terms of global economic growth, inflation, employment levels, interest rates, the stock markets, exchange rates and currency stability, consumer confidence and enthusiasm for riding - those routine disclaimers that populate the disclaimers of fragility that characterise life in the international motorcycle industry.

Then, just as everything appeared to be going well, along comes a trade war - and now, working as we are in a market that is almost entirely predicated on the import and exports of metal components and finished goods (apparel and some accessories excepted of course), we find ourselves looking at the possibility for any number of largely unexpected and unprecedented, unintended consequences to stop the music.

The ACEM data for the first quarter of 2018 shows that while mopeds now have their turn to suffer the impact of their Euro 3 to Euro 4 churn, motorcycle registrations in the EU were +4.7 percent, and that while many of the smaller markets were still showing declines, the 'Big Five' that account for some 80 percent of sales between them were all up (France +9.1%, Italy +1.4%, Spain +16.7%, Germany +1.9% and the UK +7.4%).

The stats for the second quarter of the year (to 30 June 2018) were due for release the week after this edition of International Dealer News went to print and will have been published in the following edition of IDN's MotoWEEK newsletter.

However, the latest batch of national trade association data for the period to end of June this year from Italy, Spain, Germany, the UK and other markets such as Poland, Switzerland, Austria and Sweden (see pages 6-8; no data for France is available yet) suggest that growth overall is robust so far in 2018.

Spain (at +17.14%, 79,217 units) leads the way in 2018, with Italy picking up strength again at +9.76, having had a relatively soft first quarter (+1.4% Jan-March/ACEM); France is probably third, but no trade association data had been published for 2018 yet at the time of writing this piece (ACEM data showed the French market +9.1% for Jan-March); the German and UK markets have also both strengthened following uncertain starts to the year at +6.87% and +3.48% respectively.

Based on this, and taking into account the ACEM figure of +4.7% for Q1, a forecast for new motorcycle registration growth for April to June and for the YTD of between 4% and 7% would appear to be robust. My hunch would suggest that forecasts for Q2 of around +6.5%, with the YTD at around +5.5%, should be robust, indeed conservative.

Of course, by the time the print version of this edition "hits desks", the ACEM data

will have been published.

So, also in this edition (pages 22 and 23 respectively - American Report) are the first industry statistics that show some impact of the first stage of tariffs - the increase to 10% and 24% percent respectively of U.S. import tariffs on aluminium and steel. Two days before I wrote this piece, the White House meeting between President Trump and EU Commission President Jean-Claude Juncker had resulted in a declared shared aim of working towards zero tariffs on a wide range of goods (including some of America's massively subsidised agricultural produce), but NOT automotive whole goods or components.

The iconic status that Harley-Davidson has spent 115 years cultivating had seen it firmly placed up front and centre (along with Levi Jeans and Jack Daniels whiskey) in the crosshairs as culturally and geo-politically significant targets for EU response.

As a consumer of aluminium and steel, Harley in particular has become the global poster child for the spat between Trump and the EU. In June the company made two very significant announcements.

First, that it would absorb the average of US \$2,200 per bike impact that the tariffs would otherwise have on their retail price, rather than asking their dealers in Europe to pass it on to consumers (these issues also affect Polaris Industries' Indian Motorcycle subsidiary, but it is unknown whether they intend to do the same). Second, that with 50 percent of sales targeted to be "international" by 2027 (Polaris have also said the same about international sales for Indian), Harley would move production of its EU inventory outside the United States. It may be that more on this will have been unveiled in a Harley investor briefing slated for July 30th (again, after

this edition of IDN closed for press), but either way, speculation that it would involve extra production activity at the Thailand facility that is due to start producing later this year (or its Brazilian assembly plant) is likely to be short term at best.

In all probability Harley will seek to find a production solution within the EU (that would certainly be the smart play) as a hedge against future economic issues and production needs. Polaris is already in Poland manufacturing ATV and Side x Side units, and with a major German and Polish pedigree in Milwaukee, my hunch would either be Poland (maybe Hungary where Yuasa is producing Lithium ion batteries) or Germany, where Harley's originally UK based European head office is now located.

EU MOTORCYCLE REGISTRATIONS – THE "BIG FIVE" JAN-JUNE 2018

1. Spain	+17.14%
2. Italy	+9.76%
3. France	+9.1% *
4. Germany	+6.87%
5. UK	+3.48%

* Jan-March 2018

Robin Bradley
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Italian motorcycle registrations +9.76 percent for half year to June 2018

According to the latest data available from the motorcycle industry trade association in Italy (ANCMA) the Italian market continues to be among the strongest of Europe's major markets.

New motorcycle registrations were down fractionally in June (-0.70 percent at 10,752 units), having been +18.48 percent in May (13,271 units) and are running at +9.76 percent for the first six months of 2018 (58,258 units).

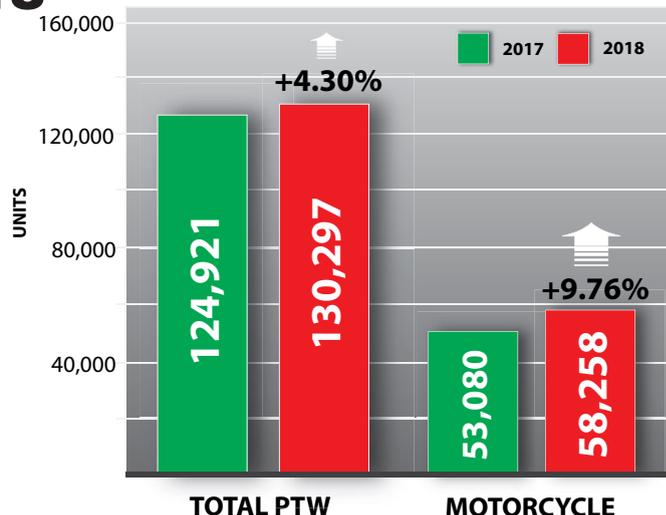
In total PTW terms, the Italian market is +4.30 percent at 130,297 units YTD, having been worth a total of 204,406 PTWs in 2017 (+5.41 percent). This is

the strongest first six months for total PTWs in Italy since 2011.

Scooter sales in Italy were essentially flat for the first six months at +0.28 percent, 72,039 units. The top sellers remain Honda's Italian produced SH 150/300/125 series, followed by the Piaggio Beverly 300 ABS and Yamaha X-Max.

The top selling larger displacement machines have been the BMW R 1200 GS (2,588), Honda X-ADV 750 (2,494), Honda Africa Twin (2,295), Yamaha T-Max 500 (2,194), BMW R 12 GS Adventure (1,654), Yamaha Tracer 900 (1,636) and the Honda NC 750 X (1,357).

Italian registrations - January-June 2018



Swiss motorcycle registrations -9.40 percent for first half of 2018

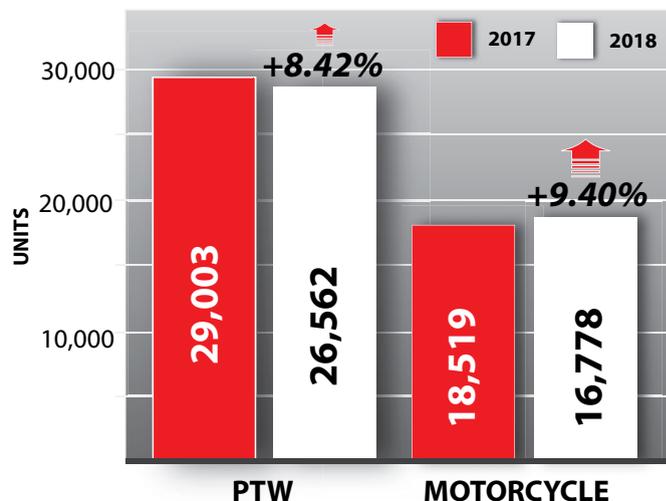
The latest new registrations data released by Swiss industry association MotoSuisse shows total new motorcycle registrations down by -11.10 percent in June (3,371 units), having been +9.58 percent in May (4,222 units) and running at -9.40 percent (16,778 units) for the first six months of the year.

In total PTW terms, registrations were -13.21 percent in June (5,505 units) after being +4.77 percent in May (6,409 units) and are tracking at -8.42 percent (26,562 percent) for the YTD. 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).

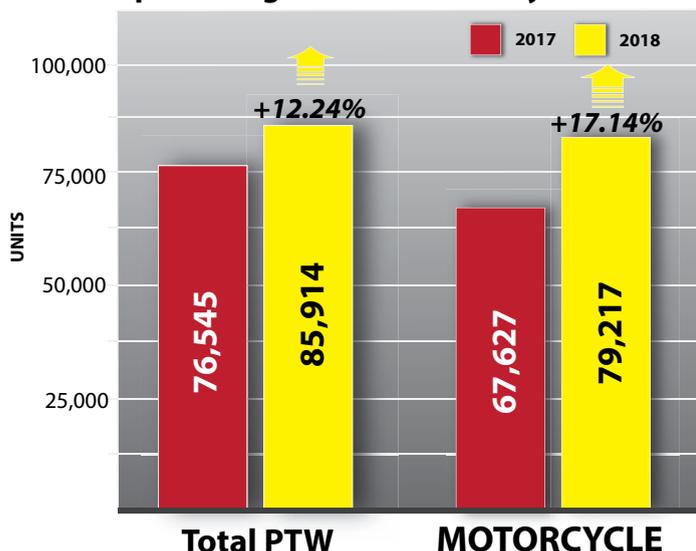
In motorcycle market share terms, Yamaha continues as market leader for the first six months of 2018, selling 3,119 motorcycles (3,415 in 2017), ahead of Honda (2,078 units), BMW (2,069 units), Kawasaki (1,899 units), and Harley-Davidson fifth (1,818 units). Yamaha's MT-07 was top seller

Swiss motorcycle registrations - January-June 2018



throughout June, followed by the BMW R 1200 GS, Kawasaki's Z900 and Z650, with Honda's CRF 1000 L Africa Twin fifth.

Spanish registrations - January-June 2018



Spain motorcycle registrations +17.14 percent for first six months of 2018

The latest data released by the motorcycle industry trade association in Spain (ANESDOR) shows motorcycle registrations up by +4.62 percent in June (17,557 units), +18.28 percent in May (17,070 units), and running at +17.14 percent for the first six months of 2018 (79,217 units) - the best first half year market performance in Spain since before 2009.

Moped registrations remain down though at -32.44 percent for June, -29.78 percent for May, and are

running at -24.90 percent (6,697 units) for the first six months of the year. This puts total PTW registrations at +12.24 percent YTD (85,914 units sold).

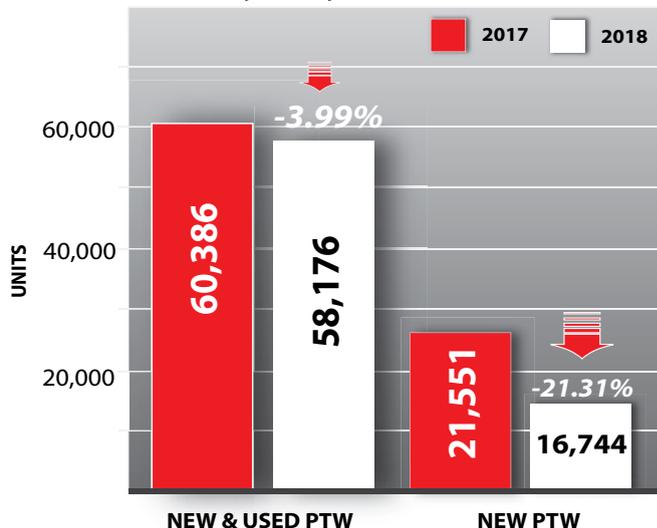
The top-selling larger displacement machines so far this year were the Yamaha MT 07 (1,267 units), Kawasaki Z900 (1,529 units), Yamaha T-Max 500 (1,145 units), Honda X-ADV (886) and BMW R 1200 GS (857). Market share leader is Honda, followed by Yamaha, Kymco, Piaggio and BMW.

Polish new motorcycle registrations + 1.59 percent for first six months

The latest data from the motorcycle industry trade association in Poland (PZPM) shows sales of new motorcycles recovering in the second quarter, with sales +1.59 percent (1,986 units) in June (+9.44 percent in April and -0.45 percent in May). For the first six months of 2018 new motorcycle sales have recovered from a poor start to the year to be -7.02 percent (8,332 units). New mopeds are -33.19 percent YTD (8,412 units), with total new PTW registrations for the six months to June 2018 at -22.31 percent (16,744 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-

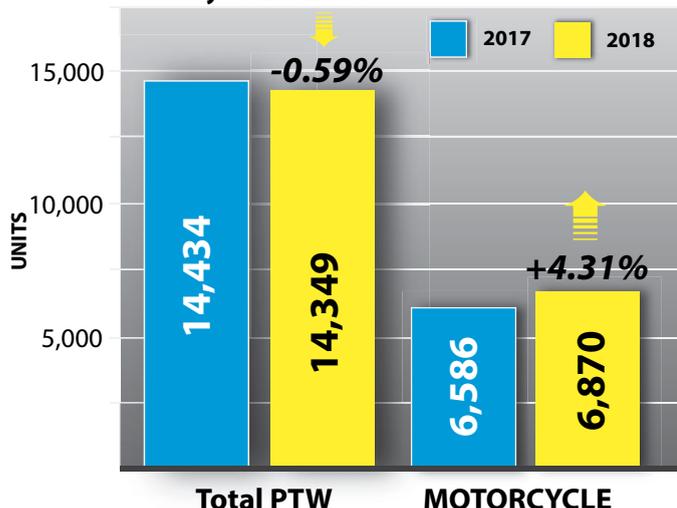
owned vehicles (from elsewhere in Europe) that are receiving their first domestic Polish registration; these machines provide valuable service, maintenance and PG&A income for Poland's franchised and independent motorcycle shops and the vendors they buy from. Used motorcycles receiving their first registration in Poland were +18.60 percent in May and +2.82 percent in June and are running at +8.01 percent (36,773 units) for the first six months. Used mopeds are -2.73 percent YTD (4,659 units), with total used PTWs +2.07 percent in June (8,599 units) and +6.69 percent for the YTD (41,432 units). The total of new and used motorcycles combined was

Polish motorcycle registrations - January-May 2018



+4.88 percent for the first half of 2018 (45,105 units), with registrations recovering after a soft spring at -3.66 percent (58,176 units) YTD.

Swedish motorcycle registrations - January - June 2018



Sweden: motorcycles +4.31 percent for first six months

Having been +30.76 percent for May (2,032 units), the latest data available from the motorcycle industry trade association in Sweden (McRF) shows new motorcycle registrations at +5.81 percent for June (1,329 units) and tracking at +4.31 percent (6,870 units) for the first six months of the year. Having been +18.66 percent (4,292 units) for May, new registrations of all PTWs in Sweden were tracking at -0.59 (14,349 units) for the first six months of the year.

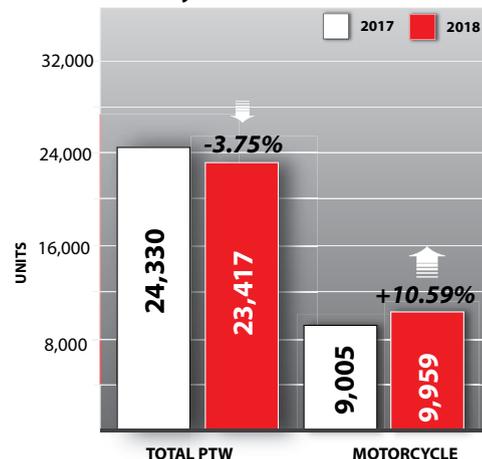
With moped registrations down by -20.51 percent in June and running at -4.70 percent YTD (7,479 units), the overall PTW market in Sweden for the first six months of 2018, the small cc Euro 4 to Euro 4 transition that kicked in with January 2018 continues to keep the overall PTW market suppressed, but a very good snowmobile market (+15 percent at 10,878 units) has kept the powersports industry in Sweden "in shape".

Austria: Q2 motorcycles +22.69 percent

The latest data released by the motorcycle trade association in Austria (Arge2Rad) shows registrations of new motorcycles up by +22.69 percent in the second quarter at 7,342 units sold, with the half year tracking at +10.59 percent (9,959 units). PTWs were up by +6.66 percent for Q2 (17,754 units) and are -3.75 percent for the YTD (23,417 units). In its home market, KTM is motorcycle market share leader, having sold 2,305 units for a 23.14 percent market share.

BMW is second (1,219 units sold, 12.24 percent share), Honda third (1,095 units/11.00 percent share), followed by Yamaha (1,051 units) and Harley-Davidson (809 units). Kawasaki, Husqvarna, Suzuki, Ducati and Triumph complete the top ten. In 2017, new motorcycle, scooter and moped registrations totalled 40,744 units, which was -6.60 percent down on 2016 (43,621 units), which saw the highest number of new registrations in Austria since 2012 (46,047 units);

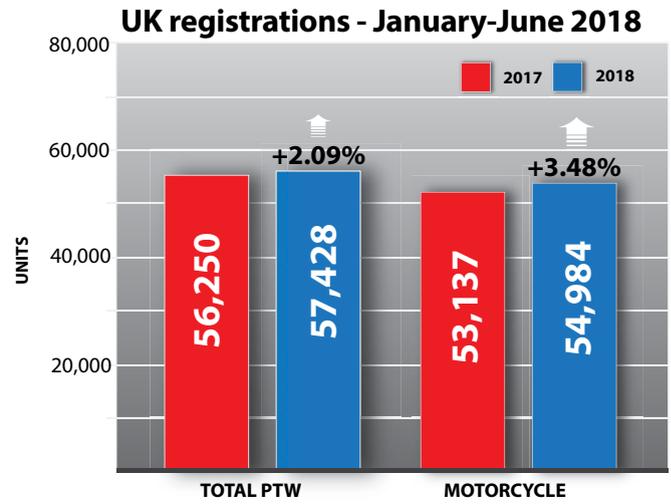
Austrian motorcycle registrations - January-June 2018



UK motorcycle registrations +3.48 percent to June

The latest information from the motorcycle industry association in the UK (MCIA) shows motorcycle sales +9.25 percent (12,509 units) in June 2018, following +1.29 percent (10,396 units) in May, leaving the UK motorcycle market at +3.48 percent (54,984 units) for the first six months of the year. Moped sales remain soft in the UK (-13.83 and -15.11 percent in May and June respectively; -21.49 percent YTD at 2,444 units), meaning that total PTW sales are tracking motorcycle sales closely at +2.09 percent for the YTD (57,428 units). Naked style bikes remain the

most popular in the UK, with 18,259 units sold, a +8.4 percent increase on the first six months of 2018. Adventure Sport models are +0.5 percent YTD at 10,330 units sold; followed by Scooters at +2.1 percent (9,683 units sold); custom style bikes (5,023 units/+12.2 percent) and Supersport models the fifth largest market sector at 4,719 units sold for the first six months of 2018, but continuing their decline popularity at -16.7 percent. The Trail/Enduro sector was worth 3,511 units YTD (+13.3 percent). The UK has 1.27m motorcycles in use as of 2016, the latest year for



which data is available. 2016/17 saw 40,600 motorcycle test passes, the best figure for some years, though there has been some softening in early 2018; the MCIA estimates that motorcyclists

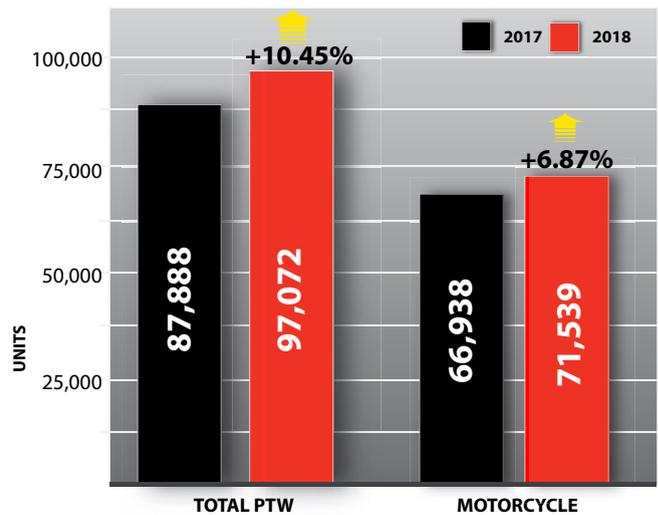
rode some 4.6 billion km (2.8 billion miles) in 2016. The UK saw 96,943 new motorcycles registered in 2017 (-18.52 percent), with 104,655 total PTWs sold (-18.05 percent).

German motorcycle registrations +6.87 percent to June

The latest data released by the motorcycle industry trade association in Germany (IVM) shows motorcycle registrations up by +5.79 percent for June (12,838 units), by +7.82 percent for May (13,851 units) and running at +6.87 percent for the first six months of the year (71,539 units). The moped market in Germany is performing better than in many other parts of Europe, resulting in total PTW registrations of 97,072 units in the year to June (+10.45 percent), having been up by +7.78 and +11.09 percent in June and May respectively (18,406 and 19,388 units). This is probably the best first half year seen in Germany

since before 2008. The top-selling motorcycle in Germany YTD is the R 1200 GS (5,168 units sold), followed by Kawasaki's Z 900 (2,118), the Yamaha MT-07 (2,056), Kawasaki Z 650 (1,892) and Honda Africa Twin (1,606). With five models among the top 20 sellers, it is no surprise that BMW remains market share leader in its home market with a 21.82 percent share (15,612 units YTD – actually down from 17,314 units in the first half of 2017), with Kawasaki second (8,927 units sold), Honda third (8,495 units), KTM fourth (7,392) and Harley-Davidson fifth (7,198 units).

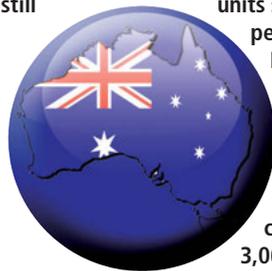
German registrations - January-June 2018



Australia: road bikes -5.3 percent for first six months

Scooters are undergoing a sales resurgence in Australia, up by +10.9 percent on low volumes, but the overall national motorcycle market there recorded a -5.9 percent decline for the first six months of 2018. From January to June, motorcycle industry sales totalled 47,942 compared with 50,939 for the same period in 2017. The segment most affected by the 2018 downturn was ATVs and SSVs with a -10.7 percent fall. Off-road bikes declined -4.8 percent, and road bikes fell by -5.3 percent. The overall market leader was Honda, selling 11,655 new bikes

(down -7.6%), but still commanding 24.3 percent of the overall market. Yamaha was the second largest seller (10,085 units), an increase of +2.6 percent, with a 21 percent overall market share. In third place overall was Kawasaki, selling 4,718 units (for a 9.8% share), increasing its share of the overall market by +3.3 percent; Suzuki came fourth with 3,724 units, or 7.8% of the market, and Harley-Davidson was fifth with 3,629



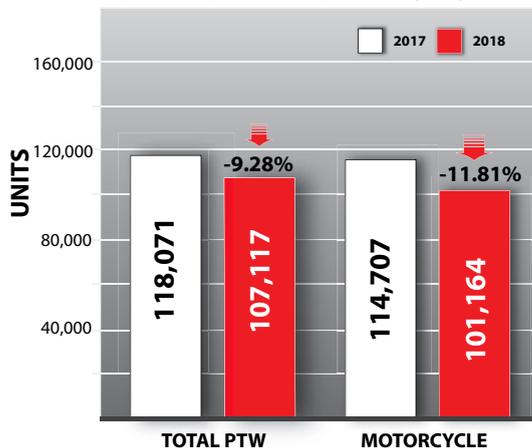
units sold – down -18.1 percent. In the ATV/SSV segment, Polaris grabbed the market lead with 3,098 units sold (27.7% share), followed very closely by Honda with 3,065 units (27.4%), and Yamaha in third with 2,095 units (18.7%). ATV/SSV sales accounted for 23.3% of total industry sales in the first half of the year. In the off-road segment, which accounted for 32.5% of total market sales, Yamaha again retained top spot, selling 4,740

motorcycles (30.4% segment share), followed by Honda with 4,180 units (26.8%), and KTM with 2,682 units or 17.2 percent overall off-road segment share. The largest segment of the market was again road bikes, accounting for 39.8% of all sales. Honda was the leader of the pack, selling 3,853 or 20.2 percent of all road motorcycles, followed by Harley-Davidson, selling 3,629 units (19% segment share). Yamaha was in third place selling 3,014 units (15.8%) of all road motorcycles, increasing its share by 5.2 percent over the first half of 2017.

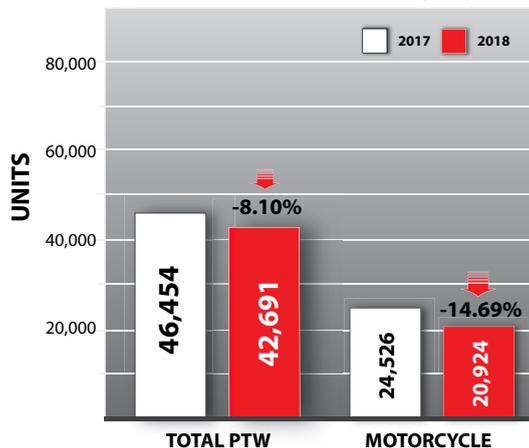
Japanese made motorcycle exports to Europe -11.8 percent for first five months of 2018

The latest data released by JAMA (the automotive trade association in Japan) shows exports of Japanese made motorcycles to Europe down by -12.33 percent in May (11.307 units) and running at -11.81 percent for the first five months of 2018 (101,164 units). Exports of Japanese made motorcycles to USA for May were -21.40 percent (4,312 units) and tracking at -7.66 percent (30,049 units) for the first five months, with worldwide exports -8.11 percent (166,870 units). Total Japanese manufactured PTW exports to Europe were -5.01 percent for May (13,305 units) and are -9.28 percent for the first five months of 2018 (107,117 units); -8.10 percent YTD for USA (42,691 units); and

Japanese Exports to Europe - January-May 2018



Japanese Exports to America - January-May 2018



were -6.38 percent worldwide (203,995 units). For the full year 2017, 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.

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NEWS BRIEFS

Deliveries of BMW Motorrad premium motorcycles and maxi scooters in the first half of the year were close to the extremely high level achieved last year. In the year-to-date, a total of 86,975 units were delivered to customers, a decrease of 1.6% year-on-year. BMW Motorrad is significantly refreshing its model line-up in 2018, with nine new models being introduced, and the related adjustments in production are affecting deliveries. BMW Motorrad continues to strive for sales growth across the full calendar year.

KTM Industries AG reported a record first half for 2018 with motorcycle sales of 126,808 units (+15%). At €821.8m, revenues were +8% with EBIT +19% at €78.4m – the KTM balance sheet position was boosted by the sale of the Pankl-Group to Pierer Industrie AG-Group for €103.5m. KTM EBITDA was up at €126.2m from €105.8m and says its market share in Europe was up by +36% (YoY) to a market share of 11.3%, stimulated by the successful launch of the two-cylinder 800 cc KTM 790 Duke and the 401 Svartpilen/Vitpilen and 701 Vitpilen Husqvarna road models.

Indian manufacturer and former Eric Buell collaborator Hero Motor Corp has splashed the cash on a new \$3m Global Design Center in Manchester, England.



With its 46,000 square feet manufacturing facility near Manchester, England, Renthal has been reacquired by founder Henry Rosenthal

<<< Continued from cover

aftermarket group 2R Holding (2RH), owner of Shark Helmets and the Bering, Bagster and Segura brands.

The new majority owner is another Paris based private equity group - Eurazeo PME. Associate Director Erwann Le Ligne is quoted as stating: "We were greatly impressed by the management team as well as by the quality of growth shown by a group with such solid fundamentals. Eurazeo PME would like to support the 2RH Group in its quest to double in size within five years, notably through boosting innovation, but also through accelerating its international development profile, with external growth strategies leading the way."

Eurazeo PME specialises in small and mid-cap corporates, but its parent is a multinational investment group with more than £5bn in assets under management and a significant US presence, so opportunities in the American market are obviously on his agenda.

Founded in 2008 out of the Shark brand, the 2RH group designs and manufactures protective motorcycle and winter sports equipment. In line

SPARTAN



VARIAL

Helmets added to Shark's 2018 collection include the SPARTAN from its Pulse Collection, the VARIAL sporting helmet and S-DRAK from the Metro Collection.

with the company's innovative strategy and spirit, the equipment meets the highest standards in terms of performance and safety.

Founded in 2008 as a holding company for Shark and its other motorcycle brands, 2RH has a workforce of over 600 and three production sites in France and abroad (Portugal, Thailand). The group currently generates over half of its sales outside France, principally in Europe. Present group sales are reported to be in the region of €90m a year; since 2016 the group has also included the Cairn brand of ski and cycling products.

S-DRAK



TRACKER
bar end rear mirrors

www.puig.tv

KTM scores points in battle to be collision avoidance ‘TechMeister’

KTM says it has “demonstrated its commitment to improving safety for motorcyclists and reducing accidents” as the first motorcycle manufacturer to demonstrate Adaptive Cruise Control and Blind Spot Detection systems. Still in the development process, both of these features use sensor-based technology to help detect and prevent a collision from the front or rear. The prototype systems were unveiled on a modified KTM 1290 Super Adventure S to a select group of media before being live demonstrated at the ÖAMTC driving technique centre in Marchtrenk, Austria, on May 2. Adaptive Cruise Control (ACC) is not designed as an emergency brake system but works when the machine is in cruise control above a designated speed. The system can detect a vehicle in front, ranging from the size of a motorcycle and above, and then locks on to maintain a distance of two seconds by automatic throttle control and – if needed – gentle application of the front brake. The finalised packaging of the system is still in development along with adding the ability for the rider to customise the operational distance and speed. When fully developed, it is expected that ACC will be able to respond faster than any rider



in such a given situation. The ‘blind spot’ on a bike is usually checked by a long, rearward look, which can be dangerous in heavy traffic situations. Blind Spot Detection (BSD) adds another set of eyes in such demanding riding conditions or during a particularly long ride. BSD uses a short distance radar to ACC to alert the rider to the potential of an undetected rear collision – such as when changing lanes – by way of a visual warning on the TFT display, as well as with illuminating superbright LEDs integrated within the rearview mirror glass, also boosted by an audible signal. These game-changing features will be part of new electronics packages offered on certain KTM models, beginning from Model Year 2021. This technology will also create provision for other sensor-based systems further in the future, already in development. After personally demonstrating the effectiveness of these systems to the journalists by riding the KTM 1290 Super Adventure S without his right arm and leg on the machine’s controls, Gerald Matschl, Vice



President for KTM Research & Development, said: “As a company, KTM is committed to improving rider safety and also to reduce accidents. We have a lot more development and many thousands of kilometres to test these systems in the real world before we can implement them on series production bikes, but they are coming in the near future, and we are sure they will make a difference.” KTM PR Manager (Street), Luke Brackenbury said: “When it comes to KTM applying electronic rider aids to its sportmotorcycles, it has always been the same approach to offer features that help riders control their bikes without losing the joy of riding. Improving safety for motorcyclists is part of our responsibility as a manufacturer, and KTM has demonstrated this in the past as the first company to offer two-channel ABS as standard on a 125 cc machine with the KTM 125 Duke in 2014

in the same year as introducing the pioneering cornering-ABS function. With ACC and BSD, we hope to make motorcycling safer still.” As a motorcycle technology leader, KTM currently offers a wide range of leading electronic rider aids across most of its 2018 Street range. The goal of such systems is to either help improve rider safety or add to the enjoyment of riding. Lean angle-sensitive systems can be found on the new KTM 790 Duke and all of the 1290-powered machines, which includes Motorcycle Stability Control (MSC) with the revolutionary cornering ABS function, along with Motor Slip Regulation (MSR) and multi-stage traction control. On some models, semi-active suspension is offered along with Hill Hold Control (HHC), Automatic Turn Indicator Reset (ATIR), Quickshifter+ and cornering LED headlights.

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NEWS BRIEFS

For students of vendor longevity, raise a glass for Central Wheel Components of Birmingham, England. Founded in 1897, the company has celebrated 120 years of continuous operation. The company stocks more than 15,000 motorcycle wheel rims and 500,000 spokes and nipples at any one time, most manufactured in-house. Its SM Pro Platinum rim is widely recognised as the world's strongest and lightest aftermarket MX/off-road rim. These days the company is based at Coleshill, England, near the UK's National Motorcycle Museum.

The Dakar Rally has been provisionally slated for Peru (only) in January 2019, with countries such as Argentina, Bolivia, Chile and others either increasingly less enthusiastic or being over-eager about hosting the event. The Rally found its way to south America in 2009 after cancellation of the 2008 race when it required rescuing from the difficulties it faced in Africa. Speculation is rife that it may well now return to something akin to its Paris-Dakar route origins in 2020.

CF Moto and KTM broke ground on the building of their new joint venture production facility in China in March. CF Moto GM Minjie Lai is quoted as saying the joint venture will bring CF Moto's R&D and manufacturing capability "to a whole new level. CF Moto will benefit from KTM's advanced technology and experience; KTM recognise how our manufacturing capacity, supply chain management and channel development could help them to implement their global strategy".

Record attendance at 10th edition Ducati World Week

Ducati is saying that it welcomed a record 91,596 three-day attendance to its 10th biennial World Ducati Week at the Misano World Circuit "Marco Simoncelli" on July 20-22 – at least 10,000 more 'Ducatisti' than ever before.

The participants travelled to Italy's Adriatic Riviera from five continents, representing 73 countries. While 60% of the riders were Italian, the remaining 40% are evidence of the power and appeal of the Ducati brand around the world – including two Chinese riders who rode their Multistrada 1200 Enduros 7,575 km through 10 countries from Xinjiang (China) to Bologna in just seven days. Features included an exclusive "preview room" for a first chance to see one of Ducati's new motorcycles for 2019, meetings and autograph sessions with Ducati riders, riding courses and test rides, taxi drives on the track with high-performance Audi Group Lamborghini, Audi and Seat cars, technical courses at Ducati University, performances by stuntmen, track laps, the colourful "Land of Joy" of the Ducati Scrambler world, the Monster Village (celebrating the iconic bike's 25th anniversary), an area dedicated to the Panigale and the Multistrada Experience, featuring Carlin Dunne's Multistrada 1260 'Pikes Peak', winner of this year's iconic 'Race To The Clouds' in Colorado four weeks earlier. Ducati took over a total of about 90,000 square metres



inside the Circuit, 75,000 in the paddock and more than 15,000 dedicated to the off-road area and Ducati Scrambler Flat Race & School and DRE Safety. The "Race of Champions" on July 21st was preceded by a spectacular flyover of the Freccce Tricolori aerobatic team. The race featured 12 Ducati MotoGP and SBK Champions competing on the Misano circuit, riding specially prepared with race configuration Panigale V4 Specials. The race was won by Michele Pirro, followed by Rabat, Forés, Miller, Melandri, Rinaldi, then Dovizioso, Siméon, Petrucci, Lorenzo, Abraham and Bayliss to complete the exceptional line-up of "Champions". Ducati also decided to give fans all over the world the chance to buy the 13 "Race Of Champions" Panigales through a public auction on eBay. All Ducati employees were actively involved in planning the event and the weekend saw more than 250 people from the company (managers, engineers,

technicians and employees) on duty as organisational staff. For the "Ducatisti Statisti" out there, more than 10,250 laps were completed on the track by cars and motorcycles; 43,000 photos were taken by staff photographers (900 GB of photos); 72 hours of video were shot; 147 Ducati Owners Clubs were represented from 33 countries, and over 1,200 test rides were taken on 40 available bikes. The 45 page dedicated event website generated a total of 612,000 page views since going online, 17 million Instagram impressions were recorded with a 13 million reach, the "Race of Champions" live stream reached 631,477 people, 1,124,053 people were reached by the Ducati Scrambler digital channels with 103,450 people interacting, the official followers count exceeded 800,000 with 22,898,694 Facebook impressions, a 14,949,151 reach, and 13,105 App downloads - oh, and Sky Television gave the event two hours of live broadcast too.

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Sidi hosts race stars



Picture - LorenzoFerraro/ATCommunication

At its annual motorcycle sector brand meeting at its Maser (Treviso), Italy headquarters in June, Sidi played host to its international distributors and a stellar line-up of its race stars, including, left to right, Ivan Cervantes, Bradley Smith, SIDI owners Rosella and Dino Signori, Alvaro Bautista and Xavier Simeon; www.sidisport.com

SIP Performance ignitions for Vespa and Lambretta models

German specialist SIP Scootershop welcomed over 2,000 visitors to their state-of-the-art 6,000 sq m facility at Landsberg, Germany, in early May. They welcomed enthusiasts from as far afield as Malta (six scooter riders who made the whole journey on their Vespas) as well as Switzerland, Austria, Italy and England.

Highlights included a Vespa Club information booth, rare scooter models from the 1950s and a used scooters and parts and accessories market, and the company plans to welcome visitors again in May 2019. Recent new products from SIP include these new SIP Performance ignitions for Vespa models (Lambretta ignitions coming soon). Manufactured with the assistance of VAPE, a major European producer, SIP's Ralf Jodl says that the electrical functions of these "high-end ignition systems are representative of state-of-the-art modern technology. Due to the eight coils included on the stator-plate, enough power (110 W) is created at tick-over revs to fully illuminate the Vespa's lighting.

"We have both AC and DC versions available, and we recommend the DC type if you wish to power digital components such as the SIP speedometer, or you require a high battery loading charge. The CDI module is available as a 'Road' version with a static ignition point, similar to the

original item, or as a 'Sport' version that includes a variable ignition point which advances at low revs.

"This increases the available torque - especially at the lower end - and the ignition point is then gradually retarded as the rpm rises into the power-band. This also helps reduce the combustion temperature while simultaneously providing an increased rev-range".

The pick-up on the stator-plate is split into two and arranged on top of one another instead of next to each other, as with the original design. This eliminates the possibility of false positioning during the initial set-up "due to the sloppy manufacturing tolerances included on many Vespa engine casings, crankshafts, stator-plates and flywheels. The exact ignition point is clearly marked with a precise line on both the flywheel and stator-plate, which allows exact positioning during assembly and makes a strobe-lamp set-up unnecessary".

Jodl says that one of the most important advances achieved is the production of the fly/fanwheel unit as a single component - avoiding a riveted inner mounting-cone and an uneven rotation. He says this greatly reduces engine vibration while also noticeably extending the working life of the flywheel side crankshaft bearing. The precisely balanced one-piece, twelve-finned fanwheel is CNC-machined from solid



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Performance ignitions
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aluminium and delivers an identical volume of cooling air to the cylinder as the original PX 125 and PK items from Piaggio throughout the whole rev-range. "The amount delivered by most aftermarket ignition systems is easily surpassed by our design, without preventing higher motor speeds.

"The flywheel intended for the small frame Vespas weighs 1,300 g, and for the large frame 1,600 g, making them both considerably lighter than their original counterparts. This primarily improves throttle response, but leaves the motor easily manageable in urban traffic and while carrying a pillion. Our SIP - VAPE flywheels are 100% compatible with the original flywheel remover type. The specifications mean this is no NOS or replica part, but a genuinely contemporary upgrade that can also power additional electrical components such as a fuel pump, lambda sensor heating, USB power port etc. Installation is genuine Plug & Play without the need of a strobe-lamp due to precise ignition point markings – the single woodruff key slot on the crankshaft mounting of the

flywheel avoids incorrect set-up; the "perfectly arranged" rotational mass is said to mean improved throttle response and it delivers optimum cooling performance - identical to the original straight-finned type. The SIP 'Sport' version has an rpm-linked variable ignition point and the complete kit includes CDI, fly/fanwheel, rectifier (DC) and regulator (AC). Also seen here, the SIP Scootershop "CLASSIC" bag and suitcase line fit old and new models of all makes "better than a plastic case". Available in different sizes and materials, in water-repellent and robust canvas look nylon, imitation leather and high-quality genuine leather.

The shapely bag/case mounts on the front or rear luggage rack using four mounting straps. Water repellent and dimensionally stable, it has a large main compartment, expanding side compartments and ships inclusive of rain cover.

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SBS supports "Girl Power"

As is well known, female riders are one of the fastest growing segments of the motorcycle industry as we head towards the middle of the 21st century, and the number of women taking part in motorcycle racing is also growing rapidly.

Danish disc brake pad manufacturer SBS Friction is "ahead of the curve" when it comes to championing the female champions and role models of today and tomorrow.

"We have been in racing for more than 25 years", says SBS Friction CSO, Christel Munk Pedersen. "When we started supporting motorcycle racing, this sport was purely for men, but this has changed.

"Today we see a growing number of women who have discovered the fun and excitement that racing brings, and who have also found out that it is one of the sports where there are no biological barriers. Women can compete on their own merits just as effectively as men and therefore are just as demanding of and knowledgeable about the machines that carry their hopes to the finish line".

SBS has been aware of this development in motorcycle racing for some years and has supported and helped promote it by targeting sponsoring of female riders, who have shown the talent and ambition needed for racing and winning trophies.

"We are Scandinavians, and in our part of the world we do not accept that being a woman should restrain your dreams and ambitions. Biking and racing is about freedom for women as well as for men, and this we are pleased to be a part of".

From a sales point of view, Christel sees obvious advantages in the growing female interest for riding motorcycles. "Women are 50% of the



SBS Friction CSO, Christel Munk Pedersen: "We will see more girls in motorsport in the years to come. At SBS we are happy with this, and we will support the development as much as possible."

world population. Imagine what it would mean to this industry, including us at SBS, if the share of women riding motorcycles was as high as it is for men. Now that's a significant potential".

This year, SBS' female sponsorships include some very significant icons: Spanish Ana Carrasco, Americans Anna Rigby, Melissa Paris, and at just 10 years old, Kayla Yaakov, generally recognised as a star of the future.

Ana Carrasco, 21, rides for the DS Junior Team in the World SSP 300 series. At the time of writing she had achieved two wins out of 5 races already this season and was (still is?) leading the World Championship.

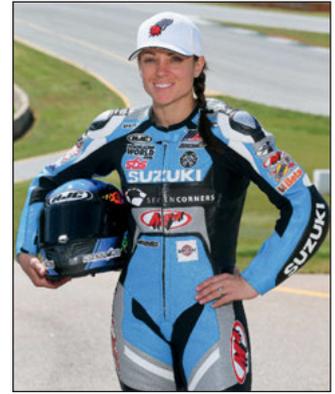
She uses one of SBS' most successful racing compounds, the SBS Dual Carbon - a high-tech carbon race compound that has been contributing to many race and title wins in the past

decade. Offering smooth initial bite and progressive in-stop performance, the SBS Dual Carbon is recognised for its excellent brake lever feel and modulation.

Anna Rigby has more than 200,000 Instagram followers, and apart from participating in track days and races, she is CEO and co-founder of the "Red Spade Racing" team. She also works as an SBS brand ambassador, supporting the promotion of the brake brand on American race tracks.

With around a decade as a motorcycle racer, Melissa Paris is the experienced rider among SBS' female partners in racing line-up. Her list of top results is long, including Endurance and Superstock 600 and 1000. This season she is racing the MotoAmerica Superstock 1000. For her this sport is genderless - what is important is winning.

Then there is the extraordinarily talented Kayla Yaakov. At just 10 years old, she is something quite special and is hotly tipped to mature into one of the stars of the next decade. She is extremely fast and determined, and



Melissa Paris is the experienced SBS female race partner with many years at the top in Superstock and Endurance. (Photo: Brian. J. Nelson)

her road racing win list is already astonishing - often competing with male riders 2 or 3 times her age. SBS supports her with Dual Carbon brake pads, which help her winning the extra hundredth of seconds.

Christel Munk Pedersen is convinced "that so far, we have only seen the beginning of a huge new wave. We will see more girls in motorsport in the years to come. At SBS we are happy with this, and we will support the development as much as possible."



Anna Rigby has more than 200,000 Instagram followers, and apart from participating in track days and races, she is CEO and co-founder of the "Red Spade Racing" team.



At just 10 years old, Kayla Yaakov has already won more trophies than most people could dream of in an entire racing career. Widely tipped for top honours in years to come, "SBS is very proud to support such a great talent in her efforts to achieve ever more wins."



Ana Carrasco is a rising star in road racing - her 2018 season has already seen her establish a lead in the World SSP300 championship with two wins in 5 races. (Photo: Kawasaki Motors Europe)

Dell'Orto is official Data Acquisition partner

Legendary Italian performance specialist Dell'Orto has been chosen as the Official Data Acquisition partner for the MotoE championship that gets underway in 2019.

The agreement will see the Italian company play a vital role in the Cup, supplying the data acquisition system from inception until the end of 2021 in an initial three-year deal. As the ECU supplier for the Moto3 World Championship, Dell'Orto are the "perfect partner with whom to take on the challenge of MotoE - sharing the same values and commitment to progress that make the FIM Enel MotoE World Cup such an exciting project and challenge".

Dell'Orto will provide a state-of-the-art package, including data logger, inertial measurement unit, suspension and brake sensors, along with a tyre monitoring system.



Andrea Dell'Orto, Executive Vice President, went on to say that "in the near future, sustainable mobility will be based on different solutions that combine electric propulsion with the combustion engine, and Dell'Orto wants to take part in this challenge. As we invest in new talents in Moto3, we will invest in new technologies in MotoE. We are always ready to embrace new challenges!"

"I'm delighted that we can once again deepen our relationship with an existing partner and build for the future together," added Pau Serracanta, Managing Director of Dorna Sports.



Dell'Orto is the selected Data Acquisition Partner for the performances that will be achieved by the series 'Spec' bike – the Energica Ego Corsa

"To have a company such as Dell'Orto on board with MotoE is an important step, sharing as we do our commitment to progress and new challenges." At the time of writing the Energica Ego Corsa MotoE machine was due to make its next public track appearance for a demo lap at the Circuit de Barcelona, Catalunya, in the hands of 1999 MotoGP World Champion Alex Crivillé.

www.dellorto.it

FUTURE BRIEFS

Modena, Italy based high-performance electric motorcycle manufacturer Energica reported record first half 2018 sales with turnover 500% increased over the first 6 months of 2017 and is already double their last full year income. Driven by the profile brought by it being selected as the 'Spec' bike for the 2019 FIM Enel MotoE World Cup, the Ego is their best seller. Sales have been growing "all over the world with particular success in Germany, the Netherlands and Sweden.

Sales of electric motorcycles and scooters in France more than doubled in 2017 to 5,451 units, thanks in large part to the introduction of a €1,000 government incentive scheme. The sector is dominated by moped scooters, with BMW's C-evolution E-scooter topping the "big boys" chart and Zero leading the electric motorcycle sector.

Autotalks, an Israel based developer of V2X (Vehicle to Everything) communication chipsets, has joined founding members BMW, Honda, Yamaha and other motorcycle manufacturers such as KTM, Ducati, Kawasaki and Suzuki in the Connected Motorcycle Consortium (CMC) – the consortium is working towards establishing a viable common platform to enhance Cooperative-Intelligent Transportation Systems (C-ITS) for motorcycles that integrate with other vehicles.

BMW is investing €200m in what it describes as a "battery cell competence centre" with the intention of exploring new battery architectures. The company is on record as saying that it plans to be using game-changing solid-state battery technology in at least some vehicles by 2026.

S03 high-load capacity three-wheeler

Silence, a 100 percent Barcelona based electric motorcycle manufacturer, has unveiled its S03 - a 3-wheeled e-scooter which provides "great stability for last mile delivery. These specifications are ideal for carrying out all day long clean and autonomous transfers, making deliveries more efficient".

Its rear trunk and the front hook support up to 120 kg of load (100 behind and 20 in front), with a total capacity of 395 kg of maximum authorised weight. This model has an "exclusive stabilisation system" developed by Silence, that offers greater adaptation in

irregular terrain. A combined braking and reverse system facilitates the manoeuvrability. The S03 is said to reach a speed of 100 km/h and consists of two 4 KW engines, in both rear wheels; it can be purchased



with a battery capacity of 4 KWh or 6 KWh, achieving an homologated range (EURO IV) of up to 215 km.

Incorporating a fleet management service, which allows companies to receive detailed information on the state of the motorcycles, the usability of the vehicle, the battery charge, the savings of CO2 and the geolocation of each scooter. "All this information is received immediately through a company back office, making fleet management much more optimal with immediate and real results".

www.silence.eco

www.rainers-sports.com



RAINERS



Newfren's 60-year brake shoe pedigree

Based near Turin, Italy, in addition to being one of the market's leading brake pad manufacturers, Newfren started as a brake shoe manufacturer and still offers "the most complete catalogue of motorcycle and scooter brake shoes in Europe".

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

The revolutionary glues that Alessandro developed "changed the production of the brake shoes forever". Replacing the rivets for fixing the friction material on the jaws ("bells") with glue established the first motorcycle and scooter brake shoe-bonding manufacturing process in Europe.

The process has since evolved,

of course, with production processes such as the introduction of grinding with the open tumbling shaft perfecting the stopping power, durability and reliability of brake shoes thanks to the parallel evolution of industrial machinery for specific purposes.

Today Newfren remains the largest manufacturer of brake shoes in Europe and has continued to innovate, with developments such as the new, patented, water-grooved friction material for brake shoes.

Using a German made friction material that has been tested and developed specifically for the demands of each application, Newfren's "archive" of hundreds of aluminium die-casting moulds means that tooling costs on existing models have already been absorbed with the production processes, making it quick and inexpensive to tool for new, late-model applications as they come to



market, backed by an ongoing R&D investment that keeps the company on the cutting edge of new generation material opportunities.

The result is a comprehensive brake shoe programme with products at an exceptional value for money price point to quality ratio.

The company is still in family ownership with Valter Barbero at the helm, and in recent years has invested heavily in new manufacturing technology at its 65,000 sq ft facility/100,000 sq ft site.

Ahead of industry requirements

where environmental manufacturing and compound formula requirements are concerned, Newfren has been granted UNI EN ISO 9001-2000 certification for its quality control systems and ABE certification from the German KBA for many of its products. As part of a continuing process, it is also on the way to obtaining environmental certification ISO 14000.



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THE AMERICAN REPORT

By IDN founder Robin Bradley

R.B. Bradley

robin@dealer-world.com

VStream windscreens for the 2018 GL1800



Maywood, Illinois based manufacturer National Cycle has unveiled a new VStream windscreen design for the redesigned 2018 Honda GL1800 Gold Wing.

Made in three different heights to fit riders of any size, 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 improved riding environment.

These windscreens are made from tough 4.5mm Quantum hardcoated polycarbonate. "This high-quality material, along with state-of-the-art manufacturing techniques, provides outstanding clarity, impact strength and scratch resistance unmatched by any windscreen maker worldwide. "Quantum hardcoated polycarbonate



is the material of choice for serious motorcycle riders. It is 10 times more abrasion resistant than FMR hardcoated polycarbonate, and 30 times more than windscreens made from commonly used acrylic or 'aircraft plastic'."

All polycarbonate windscreens from

National Cycle are protected by a 3-year warranty against breakage.

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Off-road billet clutch baskets

Legendary Californian specialist Barnett has new CNC precision-machined billet clutch baskets. Made from durable high-grade aluminium alloy, they feature patented, replaceable stainless steel inserts to prevent grooving of the basket where the clutch plate tabs make contact.

Oil passage windows are also machined into the basket to increase oil flow to the clutch plates, which results in cooler operating temperatures and a longer clutch life. Grade 8 quality fasteners are included, with a backing plate where applicable.

Select applications come with the centre kicker gear already installed. These baskets are available for popular 80 cc and up off-road motorcycles and sport ATVs.

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Vintage rectifier/regulator upgrade unit

Hampstead, New Hampshire based Rick's Motorsport Electrics is one of the recognised world leaders when it comes to replacement and upgrade electrical system components for the widest range of late model and older vintage motorcycles.

That's not to say there is anything outdated about the company's manufacturing processes and product

designs, and its new lithium-ion-friendly rectifier regulators are a case in point.

There has been a huge need in the vintage motorcycle market especially for a rectifier/regulator that works in conjunction with contemporary lithium-ion batteries, and Rick's Motorsport Electrics has stepped up to develop them.

The voltage set point on these units is 14.0 (+/- .2). "We worked closely with leading battery manufacturers redesigning and testing until we got it right," says company president Rick Shaw. The company is adding new applications all the time and they come with the same attention to detail, precision manufacturing and one-year replacement warranty that their existing product lines are known for.

Often an upgraded combination unit compared to the original equipment part that replaces the rectifier and regulator with a single part, a selection of present applications includes most older Honda models and selected best sellers from other manufacturers.

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POWERSPORTS INSIDERS

Polaris Industries Inc. has joined the Fortune 500 list of largest companies in the United States. Not a market cap., profits or revenues listing as such, the Fortune 500 lists businesses by total revenues for their fiscal years - Polaris is in its 64th year and achieved a ranking of #496. It lists publicly held companies along with privately held companies for which revenues are publicly available.

Garland, Texas based UTV/SxS vehicle assembler Sportsman Country is being acquired by Jinhua, China based electric and off-road vehicle and component manufacturer Kandi Technologies. Sportsman assembles and distributes under the Massimo, Benneche and Linhai brands.

Polaris has announced it is to open a new distribution center in Fernley, Nevada, 165 miles NE of Sacramento, California. The 475,000 sq ft facility will be a multi-brand operation on a 37-acre site, supporting Polaris' growing aftermarket, parts, garments and accessories businesses. Its PG&A division achieved nearly \$2 billion in sales in 2017. Proximity to west coast consumers and Pacific Rim facing ports are cited as factors in the choice of location.

Following news that it had moved its U.S. headquarters to Plano, Texas, Canadian BRP, maker of Sea-Doo watercraft and Ski-Doo snowmobiles, is reported to be poised to spend some \$385 million on acquisitions to expand its product line-up. Group sales in 2017 are reported at \$3.4 bn, and CEO Jose Boisjoli is targeting growth to \$4.6 bn by 2020.

The U.S. Consumer Product Safety Commission's (CPSC) 2016 annual report of "ATV-Related Deaths and Injuries" (issued January 2018) once again affirms the decade-long downward trend in fatalities and injuries related to ATVs - down -29% for the period 2007 to 2013.

BRP has garnered six prestigious Red Dot product design awards for its Sea-Doo Spark Trixx PWC, Can-Am Maverick X3 and Trail SxS vehicles, Evinrude E-TEC 150-200 hp G2 outboard engine, Ski-Doo snowmobile REV Gen4 platform and LinQ snowboard/ski rack for Ski-Doo snowmobiles.

Hello Curtiss, goodbye hydrocarbons!

Confederate Motorcycles has completed its transition to Curtiss Motorcycle with what CEO Matt Chambers says is "the first new Curtiss motorcycle in over 100 years." In all likelihood, it will also be the last too - at least the last internal combustion engine motorcycle under the Curtiss name as Chambers embarks on his plan to abandon hydrocarbons and re-invent as an E-bike manufacturer.

Sharing a name with its famous World War II fighter plane ancestor, the new Warhawk pays homage to the man who invented the first American V-twin motorcycle - Glenn Curtiss, a legendary figure in the history of the American aviation as well as motorcycle industries.

Curtiss is credited with effectively being the founder of the U.S. aircraft industry. He began his career as a bicycle racer and builder before moving on to motorcycles. As early as 1904, he began to manufacture engines for airships. In 1908, Curtiss joined the Aerial Experiment Association, a pioneering research group, founded by Alexander Graham Bell in Nova Scotia, to build flying machines.

Curtiss made the first officially witnessed flight in North America, won a race at the world's first international air meet in France, and made the first long-distance flight in the United States. His contributions in designing and building aircraft led to the formation of the Curtiss Aeroplane and Motor Company, now part of Curtiss-Wright Corporation. Curtiss' company built aircraft for the U.S. Army and Navy, and, during the years leading up to World War I, his experiments with seaplanes led to advances in naval aviation. Curtiss civil and military

aircraft were predominant in the interwar and World War II eras.

Curtiss began manufacturing motorcycles with his own single-cylinder engines in 1902. His first motorcycle's carburetor was adapted from a tomato soup can containing a gauze screen to pull the gasoline up by capillary action. In 1903, he set a motorcycle land speed record at 64 miles per hour (103 km/h) for one mile (1.6 km).

When E.H. Corson of the Hendee Mfg Co (manufacturers of Indian motorcycles) visited Curtiss at his Hammondsport, New York 'Facility' in July 1904, he was amazed that the entire Curtiss motorcycle enterprise was located in the back room of the modest "shop". Corson's motorcycles had just been trounced the week before by "Hell Rider" Curtiss in an endurance race from New York to Cambridge, Maryland.

On January 21, 1906, Curtiss set an unofficial world record of 136.36 miles per hour (219.45 km/h), on a 40 horsepower (30 kW) 269 cu in (4,410 cc) V-8-powered motorcycle of his own design and construction in Ormond Beach, Florida. The air-cooled F-head engine was intended for use in aircraft. He remained "the fastest man in the world", the title the newspapers gave him, until 1911, and his motorcycle record was not broken until 1930. This motorcycle is now in the Smithsonian Institution. Curtiss' success at racing strengthened his reputation as a leading maker of high-performance motorcycles and engines.

The announcement of the 'Warhawk' marks the first product release since Confederate Motors rebranded to Curtiss Motorcycle earlier this year.

"We've spent the past 27 years

Curtiss
MOTORCYCLE CO.

working to optimise and perfect Mr. Curtiss' V-twin invention," explained Curtiss CEO Matt Chambers. "Everything we know is built into this machine. Because the 'Warhawk' is based on our acclaimed P51 Fighter, the engine, powertrain and chassis are as solid as a bank vault. But now, we've cranked it to 11. There are no more rabbits we can pull out of the proverbial hat. There's simply no way to make a more explosive hot-rod American V-twin than the Curtiss Warhawk.

"The American V-twin is undoubtedly the most iconic and revered powertrain in motorcycle history. As we prepare to lead an all-new golden age of electrified motorcycles, this Curtiss Warhawk represents the best and final chapter in American V-twin power and refinement. We're building a handful of these Warhawks in honour of Mr. Curtiss and as a bequest from the brand of yesterday to the brand of tomorrow."

Only 35 Curtiss Warhawks are scheduled to be crafted, with an MSRP of 105,000 USD. Based in Birmingham, Alabama, Curtiss Motorcycle Company is on a mission to "lead an all-new golden age of sustainable motorcycles by designing and crafting the world's best and finest electric motorcycles."

A first new volume production model, to be called the 'Hercules' and powered by a Zero Motorcycles powertrain, is slated for a May 2018 unveil.

www.curtissmotorcycles.com





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Harley to absorb tariffs pending European production decision

Harley-Davidson's Q2 financial results (released July 24) showed reduced profit for the period to June 30 with domestic U.S. unit sales down by -6.4 percent for the quarter (46,490 units) in a domestic U.S. heavyweight motorcycle market that was down by -6.3 percent for the quarter.

The decline in profits reflect the decline in sales, the strength of the U.S. Dollar and the first effects of tariffs on imported aluminium and steel and on European import tariffs that are expected to cost Harley around \$50m this year, and anywhere between \$90m and \$120m in the full year (tariffs on Harleys will increase from a WTO standard of 6 percent per bike to an average of 31 percent or \$2,200 a bike).

In response to the EU retaliation against President Trump's decision, Harley had earlier moved to defend its dealers and customers from the price increase by saying it would absorb the increased tariffs and move production of EU destined models overseas to an as yet unconfirmed facility.

The speculation is that Harley will make its European inventory at a factory in Thailand that is already expected to come on line later this year, however, that would likely only be a short-term fix. The company is targeting for 50 percent of sales by unit volume to be outside the U.S. by 2017 (as are Indian Motorcycle) with the largest slice of that being in Europe. Further announcements of growth initiatives are planned for July 30.

Asked about the reaction in Europe to Harley's decision to "eat" the tariff damage, CEO Matt Levatich said the reaction among dealers had been universally positive and that the fact that the company would back their commitment to Harley in this way "made them very proud" to be associated with Harley. Conversely, he said that the general reaction among U.S. dealers to seeing some production transitioning overseas had been phlegmatic – he said that for the most part domestic dealers appeared to understand that the company "had to do what's best" to keep itself healthy. Despite the profit drop, Harley's Q2 Fiscals were not as bad as analysts had feared and their lacklustre share price actually bounced on the news by around 10 percent. Although domestic U.S. unit sales were down, again, the decline is broadly tracking

Harley-Davidson sales revenue and production data... 2nd quarter 2018

Income statements in \$1,000s (except share)	THREE MONTHS ENDED		SIX MONTHS ENDED	
	2018 Q2	2017 Q2	2018 Q2	2017 Q2
Net sales revenue	\$1,525,121	\$1,577,135	\$2,889,068	\$2,905,846
Gross profit	\$532,085	\$572,962	\$1,005,858	\$1,047,785
Total operating income	\$323,947	\$399,287	\$560,364	\$688,469
Net income	\$242,338	\$258,867	\$417,101	\$445,236
Diluted earnings per common share	\$ 1.45	\$ 1.48	\$2.48	\$2.53
NET SALES REVENUE				
Figures are shown in \$1,000s	THREE MONTHS ENDED		SIX MONTHS ENDED	
	2018 Q2	2017 Q2	2018 Q2	2017 Q2
H-D Motorcycles	\$1,201,453	\$1,252,162	\$2,323,126	\$2,335,801
Parts & Accessories	\$231,014	\$236,516	\$400,089	\$404,539
General Merchandise	\$68,653	\$63,017	\$125,254	\$118,853
Other	\$13,594	\$15,382	\$21,834	\$27,320
MOTORCYCLE SHIPMENT DATA NOTE: H-D MOTORCYCLE SHIPMENT DATA IS NOT THE SAME AS RETAIL REGISTRATIONS				
United States	43,047	52,966	81,844	98,750
Exports	29,546	28,841	54,693	53,888
Total H-D	72,593	81,807	136,537	152,638
PRODUCT MIX				
	2018 Q2	2017 Q2	2018 Q2	2017 Q2
Touring	31,064	36,650	61,921	65,718
Custom	24,348	25,247	45,902	50,401
Sportster	17,181	19,910	28,714	36,519
Total	72,593	81,807	136,537	152,638
RETAIL SALES OF H-D MOTORCYCLES:				
	2018 Q2	2017 Q2	2018 Q2	2017 Q2
United States	46,490	49,668	75,799	82,984
Canada	3,807	3,827	5,887	6,188
EMEA Region	17,844	17,230	28,706	27,397
Asia Pacific Region	7,718	8,308	14,047	15,171
Latin America Region	2,569	2,355	5,075	4,697
Total	78,428	81,388	129,514	136,437

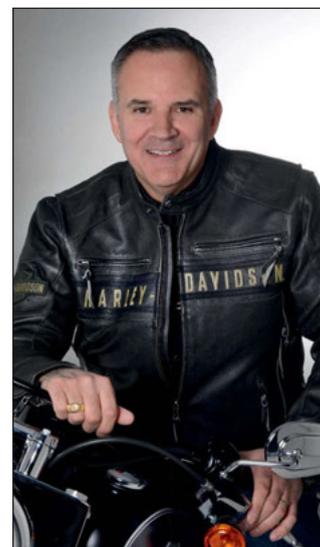
wider market atrophy rather than being ahead of it, as had been the case most of last year. Sales are -8.7 percent (75,800 units) YTD for a 49.2 percent share so far this year (-0.4 percent). Motorcycle shipments for Q2 were 72,593 units and 136,537 for the calendar YTD.

While domestic demand meant that overall global retail sales were down by -3.6 percent for the quarter, their international results were much better. Asia Pacific and Canada remain challenged (Japan and Australia have been notably soft for Harley in the second quarter), but the welcome news is that Latin American sales are up (thanks largely to growth in Brazil and Mexico), and that in Europe (EMEA) sales were +3.6 percent for the quarter and are tracking at +4.8 percent YTD, giving Harley an improved in-class market share of 10.4 percent.

Harley says its European performance is being driven by "strong Softail sales," and the addition of another 12 international dealers can't have hurt as the company continues its plan to have added some 150 – 200 new dealers internationally in the four years to 2020.

The effects of inventory management can be seen in the fact that total revenue (at \$1,525.1 billion) was "only" down by -3.3 percent despite -11.3 percent lower shipments. YTD revenue was \$2,889.1 billion; the average motorcycle revenue has increased.

The 2018 motorcycles segment gross margin is down somewhat on 2017 at \$532.1 million (34.9 percent of revenue) for the second quarter and \$1,005.9 billion (34.8 percent of revenue) YTD due to the higher steel and aluminium costs, among other factors.



Matt Levatich, President and Chief Executive Officer, told investors that Harley needed "new types of products and channels"

Polaris reports 2018 second quarter results

Minneapolis based Polaris Industries, owner of Indian Motorcycle and the market-leading ATV, SxS and snowmobile manufacturer, reported Q2 sales of +10% to \$1,503 million; net income +47% at \$1.43 per diluted share; north American retail sales of +6% for the quarter; and north American ORV (ATV and SxS) retail up mid-single digits % with market share gains for both.

Taking into account improved volume expectations and the acquisition of Boat Holdings, LLC (its first venture into the marine sector), Polaris increased full year 2018 sales guidance to be up between 11 and 12% and adjusted its full year earnings per share expectations downwards to allow for the absorption of an estimated additional \$40 million of tariff and related commodity cost increases for 2018. Motorcycle segment sales, including PG&A, totalled \$171 million, down by -13 percent compared to \$198 million reported in the second quarter of 2017 due to a weak domestic U.S. motorcycle industry and timing of



shipments for Indian motorcycles year-over-year; Slingshot sales were also down. Segment gross profit was up at \$25 million, but down when adjusted for Victory wind-down costs. North American Indian Motorcycle retail sales increased mid-single digit percent; Slingshot's retail sales were down mid-single digit. Domestic U.S.

motorcycle industry retail sales of 900 cc and above were down mid-single digit percent in the 2018 second quarter, meaning Indian gained share in a declining market.

International sales, including PG&A, were +7% at \$204 million due to foreign exchange movements and "strong sales in the company's EMEA business for ORV and motorcycles". Scott Wine, Chairman and Chief Executive Officer of Polaris Industries



Scott Wine, Chairman and Chief Executive Officer of Polaris, stated that "consumer sentiment and dealer traffic improved throughout the Quarter, building momentum, which will help offset the rising risk of tariffs in the second half"

CONSOLIDATED STATEMENTS OF INCOME (LOSS) (in thousands US \$)				
	Three months ended June 30		Six months ended June 30	
	2018	2017	2018	2017
Sales	1,502,532	1,364,920	2,800,005	2,518,702
Cost of sales	1,117,356	1,014,534	2,091,348	1,925,825
Gross profit	385,176	350,386	708,657	592,877
Operating expenses:				
Selling and marketing	122,859	118,531	240,566	232,844
Research and development	68,330	60,753	133,560	112,758
General and administrative	92,874	91,063	171,567	166,577
Total operating expenses	284,063	270,347	545,693	512,179
Income from financial services	21,344	19,143	42,769	39,573
Operating income	122,457	99,182	205,733	120,271
Net income	92,540	62,041	148,254	59,130
Diluted Net income per share:	\$1.43	\$0.97	\$2.28	\$0.92

Inc, stated: "I am very pleased with the Polaris team and the strong execution they delivered across the business during the second Quarter. With solid retail growth and market share gains in both our Off-Road Vehicle business and Indian Motorcycle, we are clearly reaping the benefits of our safety and quality investments, new product innovations and improved delivery performance. Consumer sentiment and dealer traffic improved throughout the Quarter, building momentum, which will help offset the rising risk of tariffs in the second half".

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Off-road levers

Accessories specialist Puig has launched its Motocross range, a new line of specific products for off-road models, with these off-road levers.

The success of Puig's levers 2.0 has led to the development of a specific off-road lever for motocross motorcycles, which feature an exclusive design and have been developed to adapt to all riding situations, with a longer left lever to operate the clutch with four fingers and a shorter right lever to use with three fingers. Made of aluminium and available in black, they have a pivot design to swing forward, preventing the possibility of deformation or breakage in the event of a crash. The levers are also adjustable.

Puig supplies the off-road levers with the necessary hardware for installation.



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PBR 'Mecdraulic' assembly kit

The 'Mecdraulic' is an exclusive assembly kit developed by Italian specialist PBR Sprockets, designed to turn the classic clutch with wire into a system with a hydraulic control.



In addition to its low cost and ease of assembly, this kit is said to deliver a smoother clutch lever action, with less resistance and pressure, meaning reduced lever effort, excellent modulation, total reliability and zero maintenance due to its self-registering design.

The use of two specific pumps means it is perfectly adaptable to road and off-road motorcycles and is also available in a radial version combined with a hydraulic brake pump.

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Top-End Piston Kit

Developed by VP Italy to make the repairing process of 2 and 4 stroke off-road bikes easier, more practical and economical, its Top-End Piston Kit range has been further expanded to adapt to even more motorcycles, including all 2018 models. Kits for 2 stroke bikes include piston (replica or race), top-end gasket kit and wrist pin bearing. The 4 stroke kits include piston (replica or high compression), top-end gasket kit and free cam chain.

VP says these kits have the advantage of including all the required parts to update and renew the thermal section of the

engine at a very convenient cost. In particular, by purchasing the Top-End Piston Kit for 2 stroke bikes, you spend more than 10% less than what you would spend purchasing every single product.

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practicality, the Andreani Group has collected the tools into three different tool box kits: the Universal Tool Box (with universal keys), the Street Package (with keys dedicated to road bike suspension) and the Off-Road Package (with keys dedicated to off-road bike suspensions).

Exclusively for IDN readers, Andreani is offering a 10 percent discount from August 1st to September 30th, 2018. To take advantage of the promo, just make an order via email at

info@andreanigroup.com with the subject "PROMO IDN" by September 30th. The regular net full price of the Universal Tool Box is 3,200 euro, 745 euro for the Street Tool Box, and 780 euro for the Off-Road Tool Box.

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OFF THE SHELF PERFORMANCE UPGRADE

'Spark' Outlast gloves

New from German gloves specialist Orina are the 'Spark' Outlast short, well ventilated mesh gloves. Especially soft leather on the inner palm and elasticated Lycra between the fingers guarantee excellent grip and freedom of movement.

In addition to breathable mesh and air vents at the knuckle protectors, the inside features Outlast, a climate-regulating lining with stretch inserts at thumb and fingers and a silicon layer on the inner hand for a secure grip.

Other features include mesh on the back of the hand and Velcro at the wrist and cuff, plastic protectors on the knuckles, padding on the fingers and abrasion resistant Carbolex protector on the inner hand.

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'Delta' modular flip-up

A new entry into the 2018 Premier collection is the high performance and quality 'Delta' modular flip-up helmet, "offering a perfect compromise between a full-face and a jet". It is designed to eliminate aerodynamic rustling and ensure optimum soundproofing, "making it ideal for long-range trips and sports use". The glove-friendly mechanism to open the chin piece is by a single button on the lower part of the chin piece.

There are three adjustable air vents, the first positioned on the chin piece, the other two are on the upper part of the shell, and an adjustable rear extractor.

The external shell is moulded in thermoplastic material that is highly impact resistant and able to disperse the



energy resulting from an impact, while the inner shell is in differentiated density EPS, moulded in two sizes.

'Delta' also includes a dark, scratchproof internal sun visor, retractable and activated via a lever on the lower left edge of the external shell. The visor can easily be adjusted and replaced without tools. Injection-moulded in transparent polycarbonate, it is 2.2 mm thick and suitable for use with the Pinlock anti-fogging system. A Pinlock lens is included as standard.

The interior, fully removable and washable, is in sanitised-treated, anti-allergenic fabric, while the strap features a rapid-release fastener for micrometric adjustment. A removable wind-stop and nose guard are included as standard, and an external housing allows for easy positioning of the wires to install Bluetooth technology.

'Delta' is available in classic matt black and



six linear and geometric graphics in black, titanium grey, fluo and red. It is homologated to ECE 22-05/P. All Premier helmets come with a 5-year warranty, subject to registration on the Premier website.

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Desierto5 - a true adventure look for the GS

With the Desierto5, Touratech says it has developed a front fairing for the latest generation of the BMW R 1200 GS and the R 1200 GS Adventure - a "high-class conversion kit that features an individual look and enhanced weather protection".

Touratech has a 20-year pedigree with the Desierto concept. In 1999, Touratech gave the BMW R 1100 GS the pioneering adventure look with a frame-fixed fairing, twin headlights and a high rally screen.

Initially designed for a demo bike, the touring Enduro bike scene welcomed this conversion so enthusiastically that a small series was produced. Since then, Touratech developed this fairing further and offered a Desierto fairing kit for each GS generation, and the new Desierto5 fairing means the latest GS Boxer bikes also benefit from this unique individualisation concept.

The conversion kit consists of two main component parts - a black lacquered lower made of fibre-reinforced polyurethane and a slightly tinted windscreen made in acrylic, with the original BMW

adjustment mechanism retained.

The fairing has carefully designed aerodynamics, being refined in a complex process starting from 3D

simulation shaping and concluding with an intense test ride programme - the result is improved aerodynamics for reduced buffeting and "considerably enhanced weather protection. The upper body not only creates less wind pressure, with turbulence-free air current reducing neck muscle fatigue, but the ambient noise is also highly reduced".

Quickly and easily mounted, Touratech says this conversion doesn't have to be shown to the TÜV (German Association for Technical Inspection) since it comes with a general operating permit (ABE).

Available for the BMW R 1200 GS as of 2013, R 1200 GS Adventure as of 2014 and the R 1200 GS "Rallye" and "Exclusive" special editions.



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Updated OptiMate O-SAE connection system

First launched a decade ago, TecMate's versatile OptiMate O-SAE connection system was modelled on, and is still able to connect with, the standard SAE 2-pin connection system used by many manufacturers.

The O-SAE's interchangeable in-line and end cap seals allows the creation of a custom cable system from the various cables available in the range, with the important benefit of reliable and consistent protection against penetration by water, dust or grime.

The most important and most popular cable in the range, the O-01 weatherproof battery lead, sports an end cap sealing system that protects the

connector when not in use, providing good sealing against any incoming O-SAE connector from an OptiMate battery charger or an OptiMate USB charger. The principle is simple - when the opposite O-SAE connector is plugged in, the connection is rendered weatherproof.

TecMate CEO Martin Human says that "it's a great connection system, but as a motorcycle rider it has always bothered me that even our battery lead can flap about in the wind when riding, and at worst, maybe even catch in a moving part of the motorcycle. Fortunately, we figured out a solution." Enter Version 2 of the O-SAE connector, with built in mounting slots that allow for quick and easy securement to a strut or other cable or tube on the motorcycle, using a Velcro strap or zip-tie.

The OptiMate Cable O-01 weatherproof battery cable is made with -40°C/°F rated 0.82 mm² (18AWG) cable able to carry 7 amps of current and is protected by a 15 A fuse. The moulded M6 / 1/4" ringlets are perfectly sized for powersports batteries. This battery cable is available in consumer packaging as a single unit (O-01) or as a 4-pack (O-01x4). Trade / dealer options are available - a jar of O-01x20 and a box of O-01x100. Both trade / dealer options come with a 'OptiMate READY' hang tag that is clearly visible in a showroom, creating a



visual value opportunity for the salesperson to equip the rider with an OptiMate battery charger that will guarantee that battery will work when it should.

The OptiMate Cable O-11 is the 'bigger brother', made with 1.32 mm² (16AWG) cable had has M8 / 5/16" ringlets that fit the batteries of the latest craze in power sport, the Side x Side 4-wheeler.



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Accessories

'Sierra' Enduro/Adventure boot

Following on from its success with Sierra adventure helmets and Rider MX boots, O'Neal has now introduced a Sierra boot for the Enduro/Adventure market.

The boot is fully waterproof and the upper is made from full-grain cow leather, reinforced with thermoplastic and non-woven material, "making it super comfortable both on and off the bike for prolonged periods".

Features include a full rubber outsole with special anti-slip design, shock-absorbing 9 mm EVA insole with anti-perspiration fabric,

Kevlar microfibre laminated with 6 mm EVA, Lycra collar, reinforced toe, heel and shin areas, rubber shifter patch for better abrasion resistance and durability and dual closure system with laces and Velcro straps. The boot meets the EN 13634:2015 safety standard.

O'NEAL EUROPE
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'ProOctane' certified utility can

Portuguese "performance plastics" specialist Polisport's new 'ProOctane' is "much more than a regular utility can. This high-quality heavy-duty can is certified to comply with ADR standards (valid for Europe), which makes it safe and legal to transport fuel on roads and not only for off-road use".

The can is produced with highly durable and resistant walls and includes a leak-proof cap for transport. The cap also has an oil/fuel mix gauge, so you can identify the fuel mix; an oil mixer is also included.

The two-handle design was developed to make the filling process easy and effortless if you're using the hose filling system or the quick fill spout.

The 'ProOctane' utility can will be available in two different versions, the Fill Hose system and the Quick Fill system, for 20 litre and 10 litre cans.

Also seen here is a new and special edition of the KTM SX and SX-F plastic kit, the Washougal MX edition. A limited number of these kits will be available - front fender (orange); rear fender (orange); radiator scoops (blue); side panels (blue); airbox cover (blue) and number plate (orange).

The Six Days Kit, France Edition, for the EXC and EXC-F models "is also available again in stock and will be the best way to celebrate the best of Enduro". The



Six Days kit is also a limited edition for the Enduro models.

POLISPORT
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MudSling neatens R nineT rear end

The rear end underseat area of the BMW R nineT can be protected from dirt and debris thrown up by the rear wheel with the MachineArt MudSling available through UK based Nippy Normans, the exclusive European distributor for the U.S. made Machine Art range of parts and accessories.

MachineArt's MudSling protects the R nineT's rear suspension, underseat electronics modules and Paralever unit from water spray, mud, stones and other debris thrown up by the rear tyre. Injection moulded in tough polypropylene, to match the R nineT's other plastic surfaces, the MudSling measures 215 mm wide and 406 mm long - significantly larger than the R nineT's standard guard, providing an impressively improved 877 sq cm of coverage.



The design also helps prevent crud being thrown onto the rider's legs and keeps the whole underseat area cleaner. Precision-cut to fit the R nineT's frame perfectly, it requires no drilling, cutting or modification to mount. It can also be fitted to bikes with lowered suspension. It also fits the Scrambler, Racer, Pure and Urban GS models.

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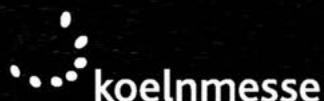
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Swedish made vintage MX discs

Well known as a manufacturer of the "strongest stainless steel motocross, street, off-road and vintage spokes available", in addition to model-specific rims, hubs and complete wheels, Swedish MX wheel specialist Cross-Center International also makes one of the world's widest available ranges of vintage MX wheels, with a claimed 99 percent coverage of all vintage models as well as comprehensive recent and late model MX brake discs.

"We are a true one-stop-shop for MX wheels and components for most models for nearly all years," says owner Torbjoern Bergh. "We manufacture our discs in-house from genuine high-grade Swedish steel, and customers who have tried to source MX brake discs elsewhere, especially for the older bikes, tell us ours is the largest available range in the world". In fact, there are those who think that the high level of interest in vintage motocross at this time is doing much to sustain and fuel the late model market, and as a complete front wheel and component specialist, 'Tobbe' says he has seen the strong growth in the vintage market in recent years.

"Vintage MX is over 50 percent of the sales



here in Sweden, and our export orders suggest the same is happening around the world. The enthusiasm for vintage is massive – I put a picture of my KX 500 vintage wheels on Facebook in April and over 30,000 people had seen it in less than three months."

Tobbe is a bit of a purist when it comes to brake discs, believing that a lot of the current design tweaks on the market "sell well because they may look good, but are often a step backwards when it comes to braking power, reliability and disc and pad wear.

"There are many claims out there, especially when it comes to heat management, that just aren't justifiable. Which is why we mostly make OEM style discs, and they sell and perform best in our experience. Sometimes we are able to add certain improvements and refinements, but we think that a round brake disc with a lot of material and large, straight arms, an inner ring and no floating rivets is by far the best performing, most reliable, durable and economic brake disc.

"Modern brake pad compounds and manufacturing techniques are so good now that many of the old issues and



preconceptions about how to get the best out of a pad are no longer relevant – especially where the effects of gasses is concerned. The result is that some of the designs that are currently fashionable can actually reduce the life and performance of the pad, as well as the disc".

The Cross-Center range is indeed comprehensive, with new discs being tooled each time the manufacturer design changes. This means that for Honda models, for example, the company offers four different designs with M6 bolts for fronts from 1997 and up (and two M8 bolt fitments) that all have the same measurements all the way up to 2018 (2008 being a one-off exception). "The same applies to many other brands and models, though other manufacturers have been more consistent with their designs in the last 20 years, generally with one design for '97-'01 and one for '02-'19".

CROSS-CENTER INTERNATIONAL
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Venhill cables for KTM 2-strokes

British motorcycle controls specialist Venhill Engineering has developed replacement Featherlight throttle cables for KTM's latest generation two-stroke off-road bikes.

Available for the 2017 and on 125 cc, 150 cc, 250 cc and 300 cc models, these OEM replacement Featherlight throttle cables are developed from OEM items and designed to give improved performance and feel, as well as adding durability and a smoother action.

Each cable features Venhill's high-quality Featherlight cabling – a marine-grade stainless steel inner wire for minimum stretch, and a PTFE (polytetrafluoroethylene) liner to reduce friction and give a lighter action. The liner also removes the need for lubrication - a real advantage when riding off-road.

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. The process adds extra strength and durability, so cables can withstand being put under repeated stress and pressure – another major plus when riding off-road. Available in black, orange, blue, green, grey, red, white and yellow for 250/300 SX/EXC (2017); 25/150/250 SX (2017/18); 150/250/300 XC-W (2017/18) and for the 2017 Husqvarna 125 TC.

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www.venhill.co.uk



BS15 fully automatic charger



Leading battery expert Benjamin Sebban, of Paris based BS Battery International fame, says the new BS15 that his company has developed is "the most practical battery charger for motorcycle batteries". Described as a smart, high performance, safe and ergonomic design (complete with a handy folding hook), it has "all the features that dealers need from a contemporary smart charger - it cannot be used incorrectly. This charger will always deliver a good charge and even recondition old batteries". It is a fully automatic 8-stage smart charger delivering 1.5 amp that is able to recover tired, deeply discharged or

sulphated batteries.

The multi-axis, ergonomically designed integrated hook allows the BS15 to be hung anywhere (including the bike itself) as it can be rotated 360 degrees on its horizontal axis and 180 degrees vertically. Compatible with all kinds of lead acid batteries - GEL, AGM, DRY or Calcium batteries, it is delivered with an isolated BS clamp and fused ring connection set.

The BS15 is available in seven different colourways, so there is a match for most primary manufacturer signature colours.

BS BATTERY SAS
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sales@bs-battery.com
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Dirt bike Flex series footpegs

New from MIZU in Germany, these 8-way adjustable dirt bike Flex series footpegs for the current Crosser and Enduro bikes from KTM and Suzuki are made in high quality steel. Anodised, with two types of stainless steel inserts, they have a 33 mm step joint; available in silver and black, with the step joint kit in silver.

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Rhombus S - edgy and compact with EXtranz technology

German lighting and advanced electrics specialist Kellermann has miniaturised its popular micro Rhombus LED indicator - it is now smaller, brighter and still with the characteristic design edge that has made it so popular with customisers and builders. The Aachen based manufacturer is internationally recognised for its innovation and quality and is offering its super compact Rhombus S as a 3-in-1 option 'Rhombus S DF Dark' - indicator, rear and



break light - and as indicator only 'Rhombus S Dark', both with tinted glass.

Furthermore, the Rhombus S Extreme indicator is available ECE-R6 approved with clear glass for installation on all vehicles. Kellermann says that the edgy design Rhombus family is already one of their most successful products, popular with riders of sport, touring and many other bikes, as well as cruisers and custom bikes.

The new Rhombus S is half the size (35 x 11.5 x 11.5 mm/12 g) of its big brother (79 x 23 x 21 mm/52 g) and can be used to achieve an even cleaner installation without compromising safety. "We are internationally recognised for the high quality of our compact lights, and the new Rhombus S exceeds the standards required for its illumination power and brilliance," says owner and designer Guido Kellermann.

The complete electronics of the Rhombus S are in the casing itself, and it can be plugged into the 12 volt net directly. The design features Kellermann's proprietary EXtranz (Extreme Optical Transparency) technology and its standard-exceeding HighPower LED technology.

It comes with a high-quality metal housing, M5 x 0.5 x 6.5 fastening screw, long-life protection guard, a 3-year warranty and is IC operated at 330 kHz.

Kellermann 

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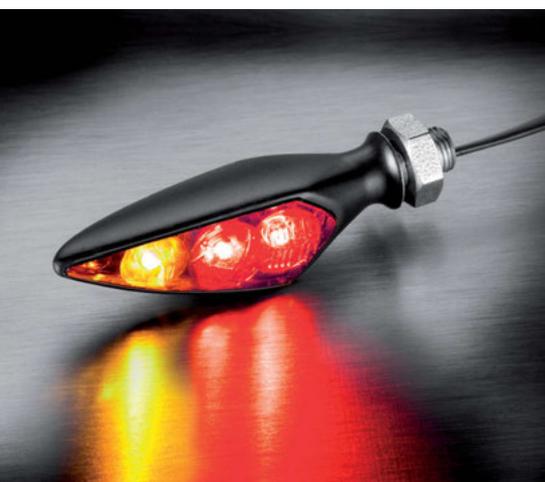
Africa Twin accessories



German specialist SW-MOTECH has bike-specific "premium accessories" available for Honda's popular CRF Africa Twin Adventure Sports such as the EVO tank ring, gear lever, handguards, extension for side stand foot, chain guard extension and brake reservoir guard.

A large selection of universal application products are also available, including tank bags, tail bags and system bags, as well as ergonomic and navigation accessories. Their removable PRO side carriers fit their TRAX ADV aluminium cases, with ADVENTURE-RACK and centre stands in development.

SW-MOTECH
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'LeverSafe' guards with integrated handlebar ends

These lever guards protect from accidental operation of the brake lever when in contact with other riders or obstacles, in urban and racing environments.

The high-quality parts are highly stable and consist of the lever guard, with the arms integrated into CNC-machined aluminium handlebar ends so that additional handlebar weights are not necessary. Depending on grip widths, the protecting arms can be extended to a length of up to 165 mm. Mounting at the handlebar end is easy with

aluminium sleeves in 12 and 18 mm diameter. The lever guards can be used on almost all motorcycle handlebars for the brake or clutch side and are available in black-black or black-silver. Supplied with mounting instructions.

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Galfer "redefines the solid Disc Wave WLL" for Enduro rear brakes



Spanish brake pad and disc manufacturer Galfer says it has "redefined the solid disc wave concept for Enduro" with its WLL brake discs line for Enduro rear wheels.

New manufacturing and finishing treatments, greater thicknesses of the disc and a larger braking surface are said to "enhance heat dissipation, ensure longer brake life and higher performance - in short, everything the most demanding Enduro riders need from their rear brakes, especially when riding under the most extreme water and mud conditions".

The new Galfer Disc Wave WLL has been tested for a year by several teams competing in the World Enduro Championship and are currently used under the most extreme conditions by many world champions, including Steve Holcombe (Beta Factory) and Eero Remes (TM Racing), in combination with Galfer's G1396 sintered brake pads. The new WLL line is available for all Enduro brands and models of KTM, Honda, Yamaha, Kawasaki, Beta, Husqvarna, Sherco, Suzuki, TM and Gas Gas.

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Tiger 800 XR and XC 2018 accessories



Kappa has utilised over 60 years of design expertise in creating accessories for the Tiger 800 XR and XC, models with an impressive heritage that first appeared in the International Six Days Trial in 1936. For both models, Kappa has created a multitude of accessories including bike-specific mounting kits for a three-piece set of cases (side panniers and top case), a tank bag, enlarged windscreens, engine guards, kits to attach additional headlights and a mudguard for the rear wheel.

KR6401 is a rear attachment kit, which includes a Monokey case supporting plate (max. load 6 kg) and could house the square aluminium K-Venture or models from the Garda range. Alternately, KRA6401 is made of anodised aluminium and specifically designed for the Monokey case. KLR6413 is a quick release side pannier holder for the Monokey range and Retro Fit (for attaching side panniers including K-Venture).

BF02K is a bike-specific flange to mount on the tank cap that allows use of the tank bags equipped with the Tanklock quick attachment/release mechanism, which could hold Kappa's 16-litre RA311R.

KD6413S is a bike-specific windscreen in smoked finish, offering an increased height of 2 cm (47 x 41 cm, H x L). KD6413ST has a transparent finish and an increased height of 14.5 cm

(58.5 x 43.5 cm).

KN6409 is a bike-specific tubular engine guard in black with 25 mm diameter tubes. LS6413K is an attachment kit (from 21 mm to 25 mm) for the Kappa KS310 (halogen) or KS322 (LED) supplementary lights on the tubular engine guard.

KMG6401 is a bike-specific rear mudguard in black ABS, covering the upper and internal part of the wheel. Finally, O1SKITK is a specific screw kit for installation of the KS900A Smart Bar, a support for electronic devices.

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Ermax MT-07 / FZ-07 accessories



French styling parts and windscreen manufacturer Ermax has a range of designs available for the 2018 Yamaha MT-07/FZ7. A choice of 27 cm and 39 cm Sport style nose screens are available that are said to radically change the look of the MT-07, with improved rider protection and comfort (and therefore safety) and a selection of colourways and silk screens for customers to choose from. Available clear, smoked or grey, as with all Ermax accessories for the MT-07, they are delivered as ready-to-fit complete kits. Available in the original Yamaha colours, unpainted black or in carbon look, the 3-part belly pan is said to add to the racing look and protect the lower parts of the engine. Made in thermoformed ABS, with grills and ready to fit, with varnish paint, fitting kit and instructions are included. A racing style rear hugger (also available in Yamaha colours, unpainted black or carbon look) has an integrated chain guard and protects the rider and rear cycle parts against water, mud, gravel and grease. Made in thermoformed ABS, ready to fit, with varnish paint, fitting kit and instructions included. Thermoformed ABS, ready to install seat covers and air scoops (sold as a pair) are

available in raw black or painted in single or dual colours; supplied with varnish paint, fitting kit and instructions. Air scoops (sold as a pair) are also in thermoformed ABS and come ready to fit, with instructions, varnish and hardware, in raw/rough (black) or choice of mono or dual painted finish. The undertray is available painted in Yamaha original colours or in black unpainted. The number plate, plate lighting and blinkers fit on the provided metallic support. It does not need to be cut and is a fully reversible install that is delivered with fitting kit, remote license plate support, anodised plate holder, black aluminium retro-reflector support, LED plate lighting, blinker supports and CAT01 retro-reflector; optional blinkers available. The license plate support kit is separately available.

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'Siachen' cooling vest

With the aim of not giving up security and preserving the highest level of comfort, the UFO Plast developed 'Siachen' evaporative cooling vest reduces thermal stress and fatigue without using chemicals or preventive refrigeration, ensuring a pleasant feeling of coolness and better performance. Featuring INUTEQ-DRY technology, the gilet does not moisten or get wet, is comfortable, lightweight, fully fashioned and can be worn under other clothes.

Very simple to use by simply inserting 0.5 litre of fresh water into the opening on the back, closing it again, draining the water so that it is channelled in all the internal parts and expels any excess before wearing it. In this way it provides up to 15C/59F cooling relief below ambient temperature.



The INUTEQ-DRY cooling products are designed to be worn in an environment with an ambient temperature that is not extreme and perform best in low to medium humidity. The level of airflow on the body determines the cooling effect and a cooling duration that can last up to three days. Once the cooling effect is finished, just insert new fresh water into the vest. The UFO Plast 'Siachen' vest is very easy to use and re-use and, for proper cleaning, has antibacterial properties and is machine washable.

UFO PLAST S.R.L.
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Pinasco shock absorbers and crankshaft assembly



Our thanks to Venice area scooter parts specialist Bettella for information about two of its new Pinasco programme stock replacement upgrades for late model Lambretta and Vespa applications.

The LI-TV3/DL/Special rear shock absorber series are a double action design that "represents the technological developments in the field of adjustable suspension that European standards require".

Made with the highest quality materials, Pinasco shock absorbers feature adjustable CNC machined rings and chrome plated, double action steel springs. With an adjusting millimetric ring, the suspension is able to preload the spring and to create a calibration compression which changes according to the needs of the rider. The company says that "these shock absorbers are the perfect combination of sportiness and riding pleasure and give amazing feeling, comfort, performance and maximum safety."

Also seen here, this replacement crankshaft for T5 Vespa models is an "upgraded and powerful new design" with a 52 mm stroke, new displacement and

durable, high-performance PTFE inserts that are said to increase the pressure at the low rpms demanded of urban and heavy traffic riding.

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- Smoked sun visor



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New SWAP's U.S. MX style helmet

French distributor Sifam wants to welcome you to the world of Motocross in the USA with more new colourways of the SWAP'S Industry California S818 cross helmet: "It will not leave anyone indifferent, its design, its shape and its colours come directly from the highest championships in the world: the US Motocross and Supercross".

In addition to being an authentic U.S. design, Sifam says it is also a hi-tech, feature-rich combination of contemporary materials, ergonomics and safety.

Those features include colour matching interiors, a wide opening for improved vision and all types of goggles (including their own colour matching "Gogglecross" goggles), multiple ventilation channels with five front entries and three rear extraction ports for optimal airflow, double D closure



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and a removable, antibacterial and washable interior.

Made in ABS (polycarbonate) with height-adjustable visor, it is available in seven different colourways, weighing in at 1,420 gr (+/- 50 g), 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.

SIFAM
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Tel: +33 (0)4 97 00 07 78
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www.sifam.fr



LeoVince LV-10 for Euro 4 Vitpilen 701



Italian exhaust specialist LeoVince has developed a new line of exhaust systems for the Husqvarna Vitpilen 701 (2018, Euro 4).

This is the latest version of its popular LV-10 slip-on, "originally developed in collaboration with the best Moto2 and Moto3 teams and that comes directly from our experience in MotoGP and SBK racing.

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

Manufactured entirely from AISI 304 stainless steel, the LV-10 body has a titanium look matt finish and stylish laser-etched LeoVince logo. "For those who love the dark tones, we also developed the 'LV-10 Black Edition' with a matt black finish. The rear stainless steel mesh and sandblasted end cap "give an extreme racing look".

Inside, high thermal resistance (900°C) fibreglass

wool is applied through the use of a single proprietary and volume-optimised yarn to allow the sound-absorbing material to expand freely, without the fibres losing integrity - this is said to greatly increase durability. The LV-10 ships with a laser-cut stainless steel bracket.



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Race suspension upgrades for Ninja 400

British manufacturer K-Tech is now offering a DDS "Lite" shock absorber option in addition to existing upgrade packages for the Ninja 400 race bike such as its 20IDS cartridge kit for the OE front forks. The DDS "Lite" shock absorber uses the latest suspension technology to offer unrivalled performance on the track and enhanced technology over the Razor-R product that is currently available. The DDS "Lite" shock has been priced to comply with the FIM Junior World Supersport price cap, allowing riders to experience the performance of a type of shock technology that is only usually available for 600 and 1000 cc machines.

Features include 4-way adjustability, including 32 clicks of compression adjustment, manual spring preload and length adjustment, and K-Tech's "unique ByPass valve adjuster, which controls both compression and rebound damping adjustment to assist with chassis control at low velocity shock movement – enhancing 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. K-Tech 20IDS (20 mm Independent Damping System) front fork cartridges have a hard chrome piston rod and hard anodised, super finished aircraft grade precision CNC-machined components.

A complete replacement damping system designed to fit into original equipment front forks that do not allow for external compression adjustment, they have 30 clicks of independent compression and rebound damping adjustment and 18 mm of spring preload adjustment. Range of spring rates separately available.



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www.ktechsuspension.com

KTM 790 Duke tail tidy



British protectors and accessory manufacturer R&G has this new OEM replacement tail tidy/licence plate holder for the KTM 790 Duke. The stainless steel units move the licence plate tighter underneath the rear seat cowling, giving a much sportier and more stylish look. A bespoke licence plate bracket is provided in the kit, as well as a replacement E-marked stop/taillight with licence plate illuminator. The simple-to-install units are compatible with either OE or aftermarket indicators as standard and include plug and play connectors.

R&G, UK, www.rg-racing.com

New Drystar range jacket, boots and gloves

Italian apparel expert Alpinestars has expanded its Drystar technical motorcycle collection with the



'Volcano' jacket, the 'Fastback-2' boot and the 'C-30' glove. The 'Volcano' is an all-weather sport riding jacket, constructed from a durable PU-reinforced poly-textile and incorporates Alpinestars' exclusive Drystar waterproof and breathable membrane. It is "perfectly suitable for various climates, and its protective capabilities and comfort features



mean this versatile jacket provides excellent all-round performance". The 'Fastback-2' Drystar sport/touring riding boot where "velocity meets versatility" also incorporates Alpinestars' membrane, as well as internal protection and a breathable mesh liner and padding for "superb levels of comfort and performance". The 'C-30' Drystar gloves feature "class-leading hard knuckle protection and material reinforcements for optimised levels of protection, performance and comfort in poor weather conditions".



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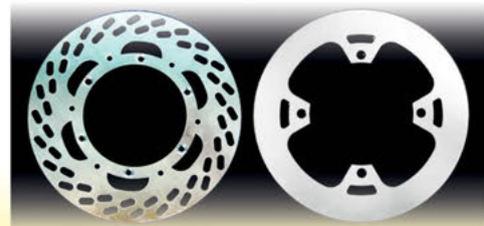


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PRO GUIDE

GPX 3.5 moto neck brace from Leatt

INTERNATIONAL
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Cape Town, South Africa based Leatt - inventors of the Leatt Brace - first announced its new Leatt GPX 3.5 neck brace at the end of last year. The company now says that the award-winning design, including the Junior version, is now available worldwide.

The lightest neck brace in the Leatt range, the 3.5 is over 30% lighter than the existing 5.5 model, and features a unique combination of in-moulded EPS construction with a polyamide core, similar to that found in high-performance helmets.

The 5.5 and 6.5 Leatt neck brace models offer a more custom fit than the 3.5. However, the semi-rigid chassis is still adjustable to fit most riders' body shapes. Like all previous Leatt neck brace models, the GPX 3.5 is CE certified as Personal Protective Equipment and has been lab-tested and proven to reduce neck forces, thereby said to lower the chances of a serious neck injury by up to 47%.



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V37 hard side case

Celebrating its 40th anniversary, GIVI's new Monokey side case has many new features, including a modern, sleek design, a striking central insert and a storage capacity able to accommodate the majority of modular helmets currently on the market.

The V37 evolved from the V35, GIVI's most popular hard side case. The V37's design features a central insert reminiscent of an arrow, painted in opaque silver or with a carbon look finish. These finishes match the stripes or inserts of most of GIVI's top cases. Features include a 37 litre internal storage capacity, a Monokey side four-point fixing system compatible with the GIVI PLX and PLXR frames, strengthened and passing the most stringent resistance tests. The upper part of the case has two rotating hooks that clip onto the tubular frame and the central nose; the lower part has two slides that accommodate the mushroom-shaped dome screws on the tubular frame. The ergonomic



design allows pillion passengers to better position their legs. The V37 is sold in pairs, can store loads of up to 10 kg and is supplied with a security lock as standard. Size is 325 x 385 x 570 mm (L x H x D) and comes with red or smoked retro reflectors.

GIVI S.R.L.
Flero (BS), ITALY
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www.givi.it



Bobber sidecar mounting kit

Triumph's Bonneville has been a firm favourite with sidecar enthusiasts since its launch in 2001, and British sidecar specialist Watsonian Squire has a new kit available allowing any of their sidecar designs to be mounted on the popular Triumph Bobber.

Designed and made in Watsonian's UK factory, the Bobber kit consists of four attachment arms, tailored to ensure optimum load paths and triangulation for the sidecar - essential for a stable and secure outfit. The kit is suitable for all models in the current Watsonian range, from the lightweight Meteor on a platform chassis to the wide-body GP700, sitting in a perimeter frame. The Bobber is pictured fitted to a Watsonian Grand Prix, which has been in production since the 1960s and can trace its design back to the Watsonian Sports sidecar of 1930.

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Moto One 'Jackson 360' – all seasons versatility

Italian specialist Moto One's 'Jackson 360' for men and women is a versatile, all-seasons "Smart All In One" 520D Du Pont Cordura nylon jacket.

The abrasion resistant outer shell protects in critical use and can be worn directly over the base layer, the insulating mid-layer, or the WP breathable AKL membrane. Used in conjunction with the shell, the WP breathable membrane keeps the rider dry and warm, but can also be used as a single layer as a raincoat.

The 3M Thermolite quilt thermal liner, combined with the WP membrane layer, provides additional insulation. Additional features include Hi-Viz pocket on

the left arm for a "Safe ID"; NFC-QR Code card that contains safety information; removable CE approved armour in shoulders and elbows; pocket for CE approved back protector; large ventilation system openings on chest, arms and back; cargo pocket on back with WP zip; double adjustment button on arm with double settings and "Ergoneck" with micrometric adjustment settings.



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Tour glove ST-Plus

These new goatskin leather and textile mix (64% Polyester, 29% Polyurethane, 7% Elastane) gloves from iXS are said to be wind- and watertight, but also extremely breathable.

The gloves are constructed using the newly developed solto-TEX PLUS membrane, with bonding of the individual layers preventing the waterproof membrane and inner lining from moving around. The index finger is fitted with a touchscreen-compatible material and the inner leather glove is reinforced with false Clarino edges. The fingers are made from reinforced leather; adjustable finger stretch and cuffs ensure a good fit.

Further features include antiseptic inner liner, finger paddings, rubber lip on the left index finger, reflective print on the fingers and back of the hand, wrist padding and water barrier on the cuff end. The lining is made from 98% Polyester and 2% silver. They are certified to EN13594:2015 standard.



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Elas and Elastina elastic stretch fabric suits

Stretch Cordura fabric is said to combine a high level of wearing comfort and body-hugging fit with exceptional abrasion resistance - used here by Rukka as a 500D outer shell material, it is said to be more than five times more abrasion-resistant than conventional polyesters. It is also reinforced at the shoulders, elbows, knees and shins.

The Gore-Tex membrane is wind and weatherproof, and the removable thermal liner and zippered openings on each side of the jacket and the thighs

ensure there is always ample ventilation and provide a cooling effect when needed. Features include a soft Neoprene collar, and a press stud at the back of the neck reveals an integrated high-protective ATS (Anti-Thief-System) Gore-Tex fluo stretch collar.

The seating area of the trousers is covered with Keprotec Antiglide fabric on the outside, while the Rukka AirCushion system inside acts as a climate buffer to reduce condensation. Elas has Rukka D30 Air protectors for the joints and an all-back protector; Elastina features D30 Evo Range protectors that are specially adapted to the female anatomy with an optimal fit. All protectors are CE-certified.

The jackets of both suits are available in light grey, black and black with grey details, with the trousers available in black only.

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Forcefield Pro Vest



British specialist Forcefield has added a number of new products to its 2018 range, including its Pro Vest, featuring built-in super lightweight full CE2 back protection.

"Technological advances in armour manufacture in terms of thinner, lighter and more protective construction, combined with engineered fabric and production techniques, make this range truly the pinnacle of armour technology and sports protection.

"New production techniques have resulted in a super strong open mesh (X Vents) that is even more breathable, yet super soft and strong. This runs through the high heat areas and also provides 'Armour Windows', not only looking good, but also providing extra breathability and lightness.

The CE2 back armour parts have been redesigned and now provide unrivalled 'free fitting' flexibility. This is achieved by a unique cutting pattern throughout the layers of Forcefield's own DRI-M technology (Dynamic Reactive Intelligent Materials). The Pro Vest X-V 2 comes complete with chest pads and a height adjustable waistband plus newly designed X Vents and 'armour windows' for increased airflow, features lighter weight removable armour and Forcefield's Repeat Performance Technology (RPT).



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INTERNATIONAL DEALER NEWS

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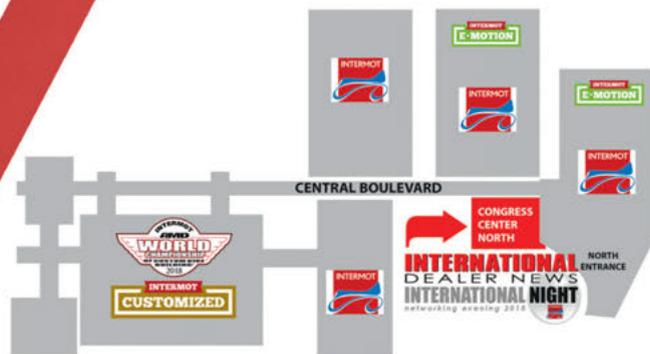
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networking evening 2018



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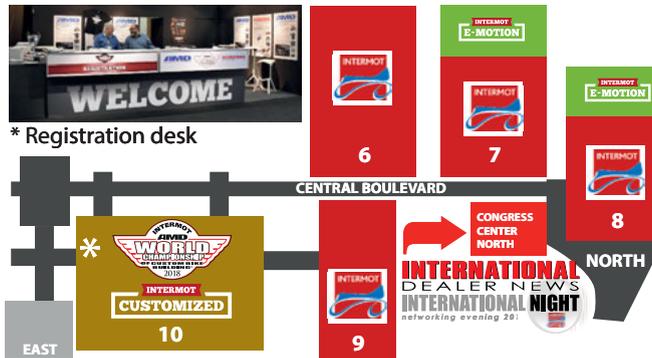
Ingo Riedeberger, Director of INTERMOT: “Record numbers of industry visitors expected from markets worldwide”

Organiser Koelnmesse says that this year’s INTERMOT (Cologne, Germany, 3 to 7 October) already has around 1,000 exhibitors booked and is set “again to reinforce its status as one of the most important trade fairs worldwide for motorcycles, scooters and e-bikes”.

Ingo Riedeberger, Director of INTERMOT for organiser Koelnmesse, says that “this year, reorganisation of the available footprint within the Koelnmesse expo site has meant we have been able to further improve the use of the available space and optimise visitor flow. The result will be an even more visitor-friendly experience, with extensive outdoor event space that is structurally integrated into the visitor flow and experience of the indoor features, especially of the exhibitor areas”.

INTERMOT Cologne will fill halls 6-10 of the Cologne Exhibition complex, with a total gross floor area of 100,000 square metres. The successful concept of distributing the market leaders through all the halls will be continued – “this ensures a steady visitor flow to all areas and segments”.

Among others, BMW Motorrad, Harley-Davidson, Honda, Ducati, Kawasaki, KTM, Kymco, the Piaggio Group (with the Aprilia, Moto Guzzi and Vespa brands), Triumph, Suzuki and Yamaha will exhibit in addition to brands such as Indian, which has once again expanded its presence considerably, Royal Enfield, Horex and Benelli. The number of exhibitors and demonstration opportunities from the e-bike and scooter and Urban Mobility sectors has grown substantially from 2016 with brands such as Energica, Zero, emco electroroller, Kumpan, NITO, NIU, Vmoto, CityCoco, Walberg and



‘test tracks and event areas integrated more centrally’

many others.

Koelnmesse says that in apparel terms, a highlight is the return of Dainese and its AGV helmet brand, which “signals that the German market is strong, growing and very important to the sales of most of the market’s traditional leaders and ‘majors’”. The influence that INTERMOT has spreads way beyond the German, Austrian and Swiss markets though, with record numbers of industry visitors expected from markets worldwide,” says Riedeberger.

“The optimisation we have been able to implement means we have been able to redesign the various test tracks, and in some cases position them on new open areas directly linked with the exhibition halls. The close integration of manufacturer and exhibitor

presentations with the action areas and special features such as e-Motion and INTERMOT Customized will create a greater degree of visit quality for motorcycle fans”.

The 60,000 sq m of event areas (which is additional to the indoor 100,000 sq m gross exhibit space) with the stunt shows and test tracks will be directly linked on the open spaces around the INTERMOT halls. For example, the big test track on the open area in front of hall 10 (the INTERMOT Customized hall) can be reached directly from the central indoor trade show avenue that connects all the halls.

The INTERMOT e-Motion concept with its electric motorcycles, electric scooters and bicycles and accessories for the urban mobility market are now

elements of halls 7 and 8 – “again bringing improved visitor focus to the exhibitor booths, with the e-scooter test track now starting in the big event space behind hall 8, where the stunt and freestyle show area and the “Riding Without a License” test track are also to be found. The sizeable and well-known E-Bike Test Track is therefore adjacent to indoor exhibitor space and an integrated “E-Bike City” concept will now see action, live demo and static exhibits together, adding to the hall traffic for all exhibitors to benefit from”.

The Business District with the Dealer Lounge will also be centrally incorporated into INTERMOT – it has a new location in the Konrad Adenauer Hall in Congress Centre North, directly linked to the North Entrance and halls 7 and 8. IDN’s International Night industry networking reception will also be hosted there at 6:30 pm on Wednesday October 3rd.

From 3 to 7 October 2018, the latest motorcycles, scooters, e-bikes, as well as the most important developments in electric mobility, accessories, clothing, parts, customising, tourism and workshop equipment will be showcased on the Koelnmesse exhibition grounds. INTERMOT Cologne extends over approximately 100,000 sq m of exhibition space, as well as around 60,000 sq m of outdoor space.



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