

# INTERNATIONAL DEALER NEWS

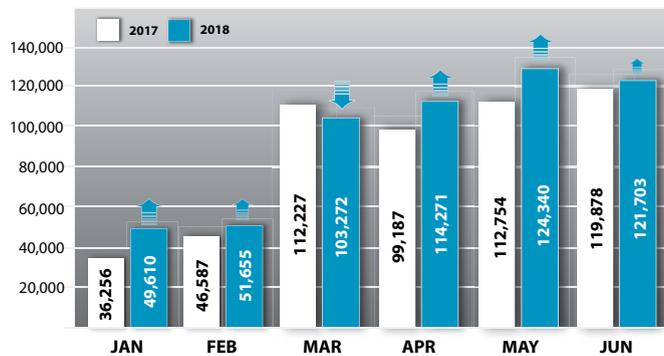
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OCT/NOV 2018  
**ISSUE #145**

**STATZONE 6-8** 

## EU motorcycle registrations +7.2% January - June

According to the most recent quarterly data released by ACEM, the Brussels based international motorcycle industry trade association for Europe, total PTW registrations, including electric 2 and 3 wheelers, grew by +7.2 percent for the first six months of 2018 (+37,962 units) to 564,841 units for the January to June period. Registrations for the all-important second quarter were up by +8.59 percent (+28,495 units) to 360,314 for the April to June period, having been +4.85% for the first quarter of 2018 (+9,467 units) at 204,537. With 130,540 units (a +4.4% increase on a year-on-year basis), Italy remains the largest European motorcycle market, followed by France (98,660 motorcycles, +7.8%), Germany (97,620 motorcycles, +10.5%), Spain (72,900 motorcycles, +8.2%) and the UK (55,350 motorcycles, +3.4%). Motorcycle registrations also increased in most other European countries, with the exception of some relatively smaller markets such as Ireland, Slovenia, Poland and Croatia. Moped registrations in the EU are



continuing to decline - the European moped market reached 121,740 units during the first six months of 2018. This represents a decrease of -32.1% compared to the registration levels for the first half of 2017 (179,260 units). The largest markets for mopeds in Europe were: France (27,640 units), Netherlands (26,730 units), Germany (12,790 units), Italy (10,000 units) and Belgium (9,050 units). Combined registrations of electric mopeds, motorcycles and quadricycles reached 21,100 units during the first six months of 2018. This represents a substantial increase of +49%

compared to the registration levels of the first half of 2017 (14,160 units). Most of the electric L-category vehicles registered in 2018 are mopeds (14,150 units), followed by motorcycles (5,370 units) and a much smaller number of quadricycles (about 1,580 units). The largest European markets in terms of volume were France, where combined registrations of mopeds, motorcycles and quadricycles totalled 5,430 units (+24.8% on a year-on-year basis), followed by the Netherlands (3,890 vehicles, 48.6%),

**Continues on page 10 >>>**

**64-PAGE EDITION**

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**NEWS** ..... **6-24,64**



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**IDN forecasts "+7.0 percent motorcycle growth" for 2018**  
Or do we? Robin Bradley has a theory about the market registration statistics, one that should send shivers through the industry



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Over 40 years of Off-Road and MX dedication - only the strong or the specialist thrive, and TMV is both



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The legendary German bicycle specialist's fast growing 'MOT' team is looking for international expansion

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# IDN forecasts “+7.0 percent motorcycle growth” for 2018

**T**his month sees IDN publishing the most recent ACEM EU new motorcycle registrations data (January to June 2018) and the latest national statistics from most of the market’s primary trade associations (January to August 2018).

Apart from registration anomalies such as the Euro 3 panic that gripped the industry at the end of 2016, generally, by August each year, some 80 percent of the annual sales of new motorcycles, mopeds and scooters have taken place, so the speculation about annual market performance starts to look a lot more reliable.

My ‘guesstimate’ in the last edition, made before the half year ACEM data had been released, that growth in registrations for the period January to June 2018 would be greater than +5.5 percent (IDN June/July) has proven to be correct. Indeed, I was on the low side, I was conservative in my forecasting.

As reported in this month’s front cover story, ACEM data shows that 564,851 motorcycles were sold in the EU in January to June 2018, growth of +7.2 percent compared to the 526,889 sold in the first six months of 2017.

Based on the available data to August (extrapolated ACEM/June data for France), it now looks like we can make a quite accurate forecast for 2018. IDN forecasts that 2018 will see a minimum +6.0 percent growth for the full 12 months of 2018, which equates to approximately 54,800 extra motorcycles sold in the (currently!) 28 member countries of the EU for a 968,500 annual total.

In fact, if some of the present trend data continues, growth could well be as high as 8.5 percent for the full year 2018 - an extra 77,500 motorcycles compared to 2017.

However, in all likelihood the eventual outcome will be somewhere between the low and the high forecasts - at around 6.5 to 7.5 percent. Based on what we are seeing in the detail of the data we have access to (which is by no means as current or as complete as would be needed for a super accurate forecast), I am prepared to go with 7.0 percent growth for the 2018 full year - an extra 63,900 motorcycles compared to ACEM’s 2017 figure, for a 2018 full year forecast of 977,600 new motorcycle registrations.

**T**o fully understand what this growth means though, we need to go back to where this most recent cycle started - in 2013, with ACEM data showing that after the years of decline the market bottomed out that year at 748,529 EU motorcycle registrations.

The following year (2014) saw a return to growth (+7.29 percent, 803,122 units), followed by a further +10.99 percent growth in 2015 (891,369 units). Then came the statistical anomalies. The Euro 3 pre-registrations fuelled a spike of +13.27 percent apparent “growth” to 1,009,678 units for 2016.

In fact, somewhere between 50,000 and 100,000 of those motorcycles never actually went anywhere, least of all into the hands of an enthusiastic buyer and onto the roads of Europe.

That theoretical 2016 figure subsequently saw an equally theoretical decline of -9.53 percent in 2017, with new registrations recorded at 913,445 units - up on the 2015 figure, but woefully short of the 2016 number.

**B**ased on the exclusive research we published earlier this year (IDN February/March), a “real” figure for 2016 was more likely to be in the region of 949,600 registrations for a +6.54 percent growth over 2015 - a result that confirmed that the rate of growth had started to slow down. That slowdown in growth rate continued through 2017 at +2.50 percent for registrations of around 973,500 units by the end of last year, when the figures are adjusted for the Euro 3 inventory that was sold in early 2017, but which fell outside the scope of that year’s registration data.

If we were close to being right in our calculations (a plus or minus two percent statistical error would still have resulted in a slowing of the rate of growth), then the +7.0 percent forecast (+63,900 units) we are making on the ACEM data would still be valid in the ACEM data context, but rather than growth to

977,600 units by the end of 2018, we could be looking at in the region of only 4,000 or so additional units over the real 2017 performance after all.

Rather than a recovery from a 2017 decline, instead we’d be looking at a fifth straight year of growth, but by such a small percentage compared to the “real world” 2.5 percent growth seen in 2017 that the market this year would, essentially, be flat - no growth at all worth celebrating.

Either way, it would take a massive leap forward in consumer demand for new motorcycles for us to see a genuine figure of over 1m sales for the year and a best EU market performance since before 2010. If we are right about the 2018 outcome, then such a moment could still be some time off and we may, in fact, be about to see a genuine (no statistical) decline in new motorcycle registrations in 2019 - and who knows, maybe beyond that too.

For now, though, we can at least hope that the prospects for the upcoming INTERMOT, EICMA and other shows, and for the year ahead, are better than at any time in the past decade - they should be, but it is clearly is misleading to try to put a number on the feelgood factor.

## ‘fifth year of growth?’

**Robin Bradley**  
Publisher

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**<<< Continued from cover**

Belgium (3,830 vehicles, 62%), Spain (2,930 vehicles, +125.5%) and Italy (1,280 vehicles, +20.9%).

Commenting on the latest figures, Antonio Perlot, Secretary General of ACEM, said: "Our latest registration

figures for the EU show, once again, the importance of two- and three-wheeled vehicles as a solution to the mobility needs of people, particularly in large urban areas that suffer from congestion problems.

"The latest increase in sales,

particularly in the motorcycle segment, is a very positive development. Newer and more environmentally friendly vehicles are being added to the European vehicle fleet, which, according to our estimations, is now close to 36 million units.

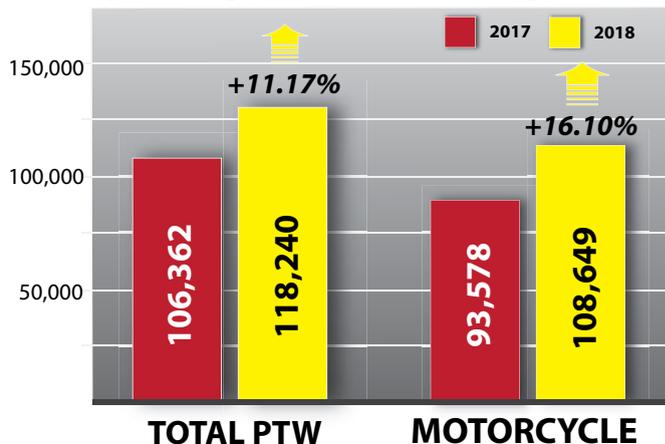
"At the same time, the motorcycle industry continues working intensively on the development of new vehicles that will comply with the upcoming Euro 5 environmental standard, currently being discussed by the EU institutions."

## Spain: motorcycles +16.10 percent YTD

The latest data from ANESDOR, the motorcycle industry trade association in Spain, shows motorcycle registrations +13.36 percent for August (12,013 units), having been +13.37 percent (17,408 units) for July. They are +16.10 percent for the eight months to August (108,649 units) - the best first eight-month market performance in Spain since before 2009.

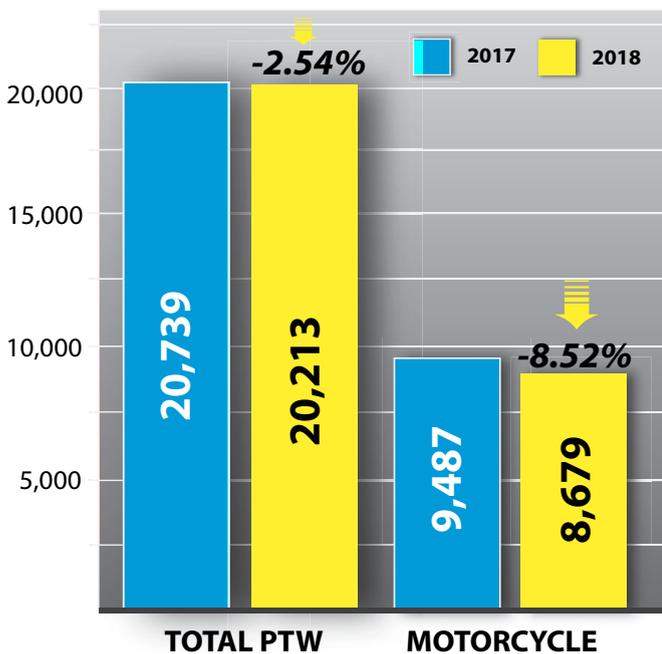
Moped registrations are still soft at -24.97 percent YTD (9,591 units), leaving YTD total PTW registrations at +11.17 percent (118,240 units). Honda is market share leader with 21,844 units sold for a 20.1% market share. Yamaha is second (17,710 units/16.3% share); Kymco third (10,928 units/10.1% share), followed by Piaggio, Sym, BMW, Kawasaki, Suzuki and KTM.

**Spanish registrations - January-August 2018**



## Sweden: motorcycle registrations -8.52 percent to August

**Swedish motorcycle registrations - January - August 2018**



The latest data available from the motorcycle industry trade association in Sweden (McRF) shows new motorcycle registrations being up by +4.91 percent in August and +4.33 percent in July, with the YTD running at -8.52 percent (8,679 units).

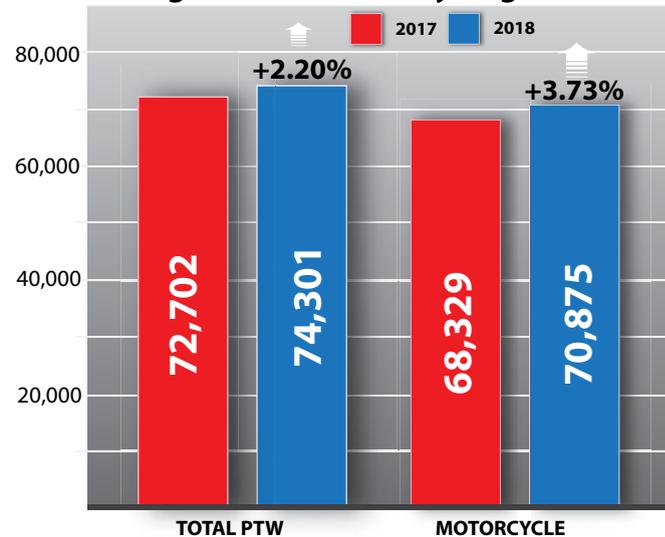
In total PTW terms the market was +19.87 percent in August, having

been +23.99 percent in July and +6.97 percent in June. The market is -2.54 percent YTD at 20,213 units.

For the McRF Niklas Kristoffersson said that the good summer weather had benefitted sales, but that the motorcycle inventory was still being affected by 2016/2017 Euro 3 to 4 pre-registration and carry-over issues.

## UK motorcycle registrations +3.73 percent YTD to August

**UK registrations - January-August 2018**



The latest data from the MCIA (the Motorcycle Industry Association) shows motorcycle registrations in the UK at +11.68 percent (6,924 units) for August, having been -0.28 percent (8,967 units) for July and running at +3.73 percent YTD (70,875 units). The UK moped market continues to be down at -21.66 percent YTD (3,426 units), with total PTW registrations running at +2.20 percent YTD (74,301 units).

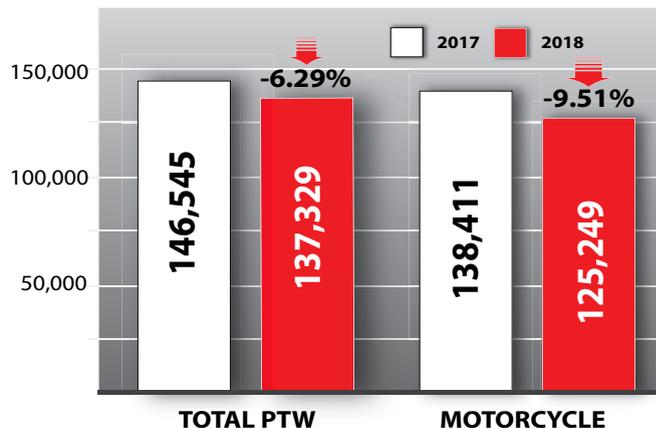
All sectors of the UK market are up except for the Adventure Sport market, which is flat YTD at -0.5% (12,668 units), and the traditionally strong Supersport market, which continues its decline in the UK, down by -6.2% YTD at 5,951 units. The largest sector is the traditionally styled (or 'Naked' style) market at 24,105 units YTD (+10%), with the scooter market up by 4.3% at 13,117 units.

# Japanese made motorcycle exports to Europe -9.51 percent through July

The latest data released by JAMA (the automotive trade association in Japan, which includes representation of motorcycle manufacturers among its membership) shows exports of Japanese made motorcycles to Europe down by -14.97 percent in July (9,854 units), having been +17.47 percent (14,231 units) in June and running at -9.51 percent for the first seven months of 2018 (125,249 units). Exports of Japanese made motorcycles to USA were +42.70 percent (5,675 units) in

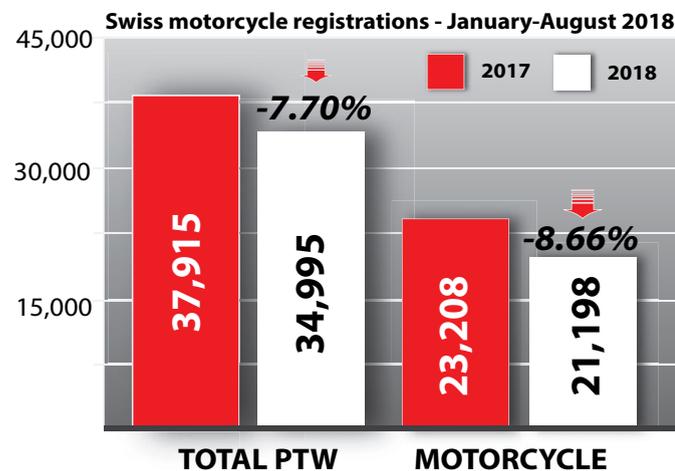
July and +29.52%/7,380 units in June, and tracking at +2.10 percent (243,104 units) for the first seven months, with worldwide exports -5.34 percent (216,344 units). Total Japanese manufactured PTW exports to Europe (motorcycles, scooters and mopeds combined) were -5.92 percent for July (12,742 units) and are -6.29 percent for the first seven months of 2018 (137,329 units); they are +1.29 percent YTD for USA (63,786 units) and were -3.30 percent worldwide (274,575 units).

Japanese Exports to Europe - January-July 2018



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.

# Switzerland: motorcycles -8.66 percent to August



The latest new registrations data released by Swiss industry association MotoSuisse shows total new PTW registrations up by +2.07 percent in August (3,996 units), having been -12.61 percent in July (4,367 units) and running at -7.70 percent (34,995 units) so far in 2018. In motorcycle terms, August was flat at +0.83 percent (1,934 units), having been -13.16 percent (2,434 units) in July and running at -8.66 percent for the YTD (21,198 units). In total PTW terms, Yamaha continues as market leader for the first eight months of 2018, selling 7,245 units, ahead of Honda (5,097

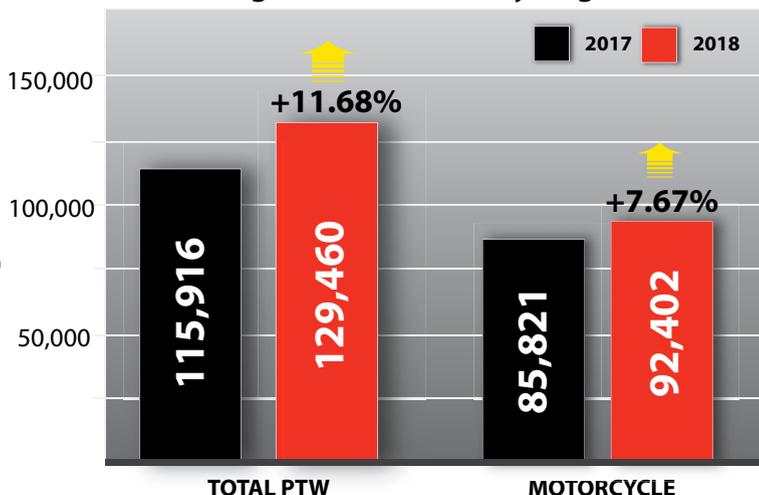
units), Vespa (2,929 units), BMW (2,979) and Kawasaki (2,378). Yamaha's MT-07 was top seller through August, followed by the BMW R1200 GS, the Kawasaki Z900 and then the Z650, with Honda's CRF 1000 fifth, followed by the Yamaha MT-09 Tracer. For the full year 2017 motorcycle registrations were up by +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).

# Germany: motorcycles +7.67% to August

The latest data from the IVM, the motorcycle trade association in Germany, shows motorcycle registrations in August at +20.87 percent (10,028 units), having been +2.28 percent (10,835 units) in July. Registrations for the year to August were +7.67 percent (92,402 percent). In total PTW terms, August was +24.61 percent (15,855 units), having been +8.03 percent (16,533 units) in July and +11.68 percent (129,460 units) for the first eight months, as the moped and scooter/small displacement markets continue to recover in Germany. The top selling model has been the BMW R 1200 GS (6,518 units YTD), followed by

the Yamaha MT-07 (2,795), Kawasaki Z900 (2,785), Z 650 (2,467) and Honda CRF 1000 (2056). With five models in the Top 20, BMW remains motorcycle market leader, though with a reduced share (-8.04%) of 21.19 percent/19,580 units. Kawasaki is second with a +25.9 percent increase in share to 12.38 percent/11,437 units YTD; Honda third (11.81%/10,917 units), KTM fourth (10.68%/9,868 units) and Yamaha fifth (10.43%/9,636 units). All sectors of the German

German registrations - January-August 2018



market are up except for the small Tourer and Luxury Tourer market; sportsbikes are top with 29.06% of the market (26,852 units YTD), followed by Naked style bikes with 28.12% of the market (25,986 units).

# STAT FACTS



## MOTORCYCLES JAN-JUNE 2018

COUNTRY	% CHANGE	UNITS
Italy	+4.4	130,545
France	+7.8	98,664
Germany	+10.5	97,626
Spain	+8.2	72,904
UK	+3.4	55,351
Austria	+6.4	17,066
Greece	+25.7	16,936
Belgium	+8.6	14,847
Portugal	+11.2	12,761
Netherlands	+1.7	8,678
Poland	-6.9	8,337
Czech Republic	+4.4	7,990
Sweden	+6.6	6,907
Slovakia	+4.7	3,181
Denmark	+18.6	2,289
Finland	+4.0	2,091
Hungary	+31.6	1,779
Croatia	+23.6	1,655
Slovenia	-6.8	1,468
Luxembourg	+1.5	1,187
Ireland	-3.3	744
Romania	+21.2	647
Latvia	+21.8	514
Estonia	+10.2	400
Lithuania	+2.9	284

# Poland: motorcycles -4.17 percent for first eight months

The latest data from the motorcycle industry trade association in Poland (PZPM) shows sales of new motorcycles recovering through the second quarter and the summer, with sales +7.80 percent for August (1,452 units) after being +1.69 percent for July (1,629 units); they had therefore 'recovered' to -4.17 percent (11,413 units) for the YTD.

New mopeds are -30.12 percent YTD (13,020 units), with total new PTW registrations for the eight months to August 2018 -20 percent (24,433 units).

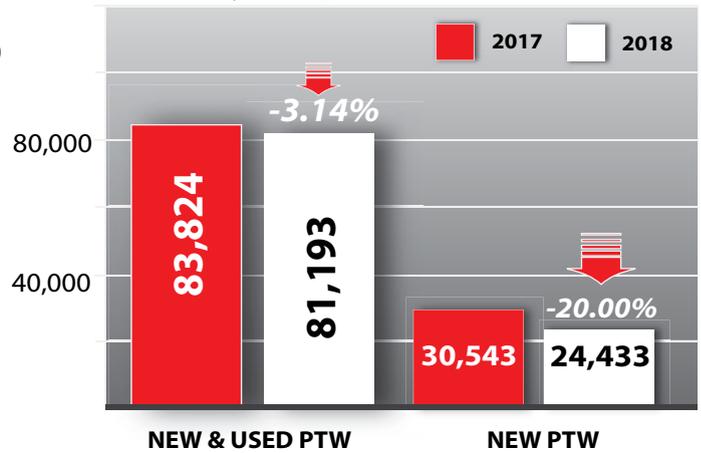
However, new model registrations are only ever part of the story where the Polish market is concerned. Poland is an important market for pre-owned vehicles (from elsewhere in Europe) that are receiving their first domestic Polish registration; these machines provide valuable service, maintenance and 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 +7.00 percent in August (7,617 units), having been +6.25 percent in July (8,363 units) and were running at +5.33 percent YTD (61,085 units). Used mopeds were -1.49 percent YTD (7,088 units), with total used PTWs

+6.53 percent (56,760 units) for the YTD.

The total of new and used motorcycles combined was +5.33 percent for the first eight months of 2018 (61,085 units), with total new and used PTW registrations recovering after a soft spring at -3.14 percent (81,193 units) YTD.

## Polish motorcycle registrations - January-August 2018



# Italy: Motorcycle registrations +9.83% January - August

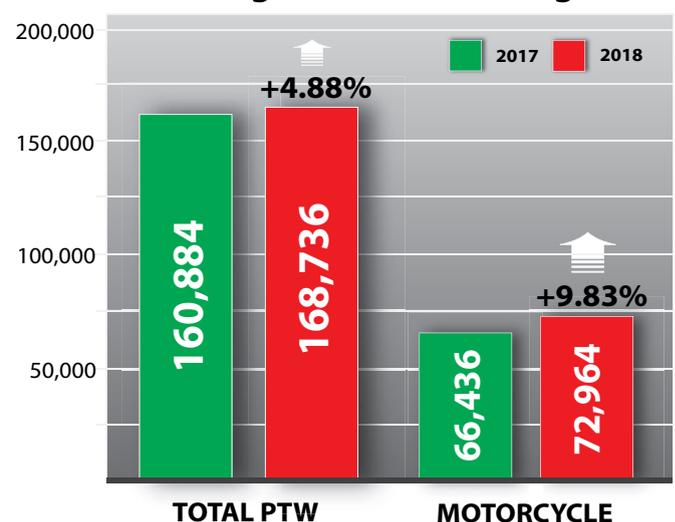
The latest data released by ANCM, the motorcycle industry trade association in Italy, shows the Italian market continuing to grow. Having been broadly 'flat' in June (-0.70 percent, 10,752 units), then up by +12.45 percent in July (10,196 units), August saw growth of +5.15 percent at 4,510 units (compared to 4,289 in August 2017). Registrations are up +9.83 percent for the year-to-date at 72,964 units.

In total PTW terms, the Italian market was +2.10 percent in August with 11,976 units registered (having been +8.87 percent/26,382 units in July and -5.89 percent/27,496 units in June), which was the best August since 2011. The total for the YTD is running at +4.88 percent (168,736 units in total, compared to 160,884 last year).

Scooter registrations were 95,772 units for the period (+1.40 percent, compared to 94,448 last year). The top selling scooters are Honda's SH 150/300/125, selling 22,063 units between them.

The top selling motorcycle YTD in

## Italian registrations - Jan-Aug 2018



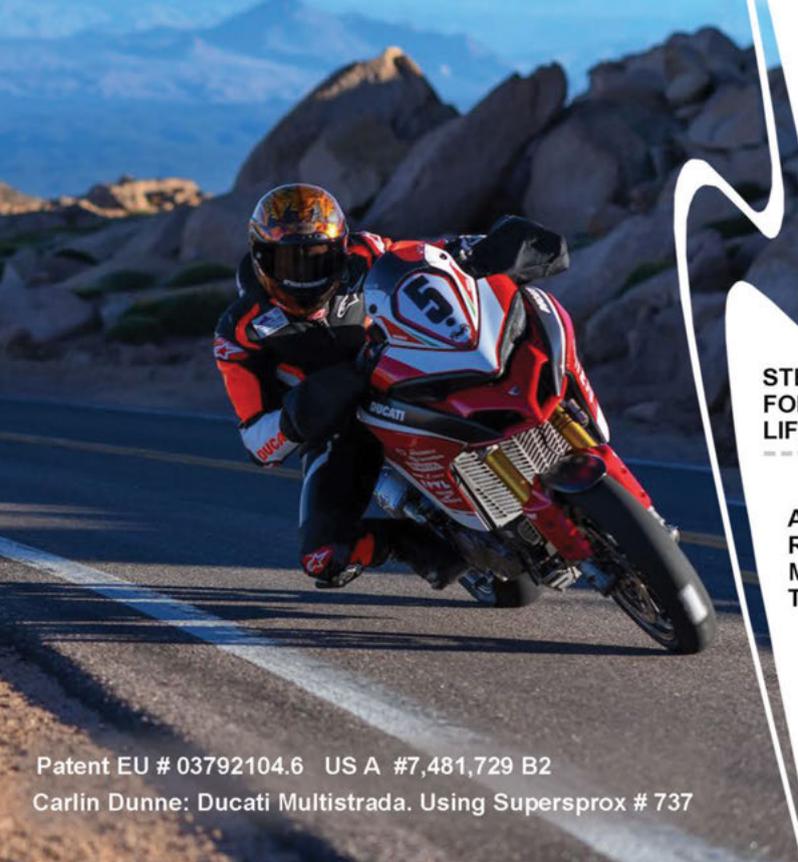
Italy was the BMW R 1200 GS (3,180 units sold), followed by Honda's 'Africa Twin' (2,859 units), the Yamaha 'Tracer' 900 (2,180 units), the R 1200 GS Adventure (1,941 units) and the Benelli TRK502 / 502X (1,671).

The 251-500 cc market remains the strongest overall with 45,568 units

sold (representing +12.70 percent growth). The biggest motorcycle growth sector by volume in Italy changed from 251-500 cc to the under 125 cc market for the year to date; sales increased by +13.82 percent to 42,901 units. Sales of motorcycles over 1000 cc are also up by +5.80 percent (19,277 units YTD).

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# SBS goes 100% NRS Safe

Danish specialist SBS Friction has announced that it has "secured a 100% safe brake pad programme" by embracing mechanical bonding for their ceramic and sintered brake pads.

Last year SBS succeeded in launching a sinter material for street brake pads using NUCAP Retention System (NRS) technology for their SP programme. Now a new range of world leading road racing brake pads with NRS technology has been tested for a year and will be launched with a new Dynamic Racing Concept at EICMA. SBS says it has committed to going towards being "100% NRS Safe" throughout its brake product line.

The NRS technology is said to be the most advanced mechanical pad to backing plate attachment technology in the industry with a zero-failure rate in over a billion units worldwide.

"There is no room for error in motorcycle braking. By going 100% NRS Safe, SBS is using the

very best in mechanical attachment of the brake pad compound, enabling riders to feel confident that they are using the safest performing brakes available," says SBS Friction CSO Christel Munk Pedersen.

"The braking environment demands components that are capable of standing up to violent vibrations, an incredible heating and cooling cycle, plus chemical, weather and road debris issues – brake pads are expected and needed to perform flawlessly in a severe and hostile environment. It is well known that traditional adhesives do not necessarily handle these extremes as well as the NRS method and can be prone to failure, leading to detachment of the pad from the backing plate.

NUCAP says it is the "global leader in brake system component innovation and

manufacturing". With locations in Canada, China, Spain and the United States, NUCAP co-develops and supplies "next generation brake safety technologies to the world's leading brake pad and shoe manufacturers and

distributors".

"NRS Safe attachment is a mechanism that simply does not fail," states NUCAP CEO Montu Khokhar. "NRS is a process that modifies the surface of disc brake backing plates, adding a consistent matrix of raised steel



hooks that facilitate a mechanical bond between the disc brake plate and the friction materials".

[www.sbs.dk](http://www.sbs.dk)

## The end of the dream?

Founders Lee Conn and Brian Case have announced that Motus, their Birmingham, Alabama based V4 sportsbike manufacturing operation has had to close down.

Only as recently as in July the company was announcing the latest additions to its growing domestic U.S. dealer network.

In a statement posted to their Facebook page the owners said that "after an amazing ten-year ride, Motus is forced to shut down operations, effective immediately.

"Motus' financial backers unexpectedly informed management that they will not provide sufficient capital to maintain operations and grow the business. We were surprised and disappointed, especially because we have been working so hard preparing an October 2018 product launch into a new and exciting segment, as well as new features on the MST series.

"This is very unfortunate timing and we will work to quickly find a new path forward for Motus Motorcycles and our American V4 powertrain division." In recognising the contribution that their employees and dealers have made to the project to date, they went

on to say "we are very grateful to Team Motus, truly the finest group of professionals and people, who have



The MST and MSTR were based on proven, low maintenance 1650 cc (100ci), liquid-cooled, all aluminium 90° liquid and oil cooled V4 small-block architecture. Producing a claimed 180 hp and 126 ft-lb of torque, the self-adjusting valvetrain, ride-by-wire, cam-in-the-block, 2 OHV 3.465 in. bore by 2.669 in. stroke engine is regarded as a highly accomplished powerplant for a sports tourer

each dedicated so much of their hearts and soul to Motus. We are also thankful to our dealers and the many customers and supporters who have cheered us on and put gas in our tanks along the way."

In closing they said "for Motus owners, hang on to those motorcycles. As you already know, they are heirlooms, unlike any other motorcycles ever built."

Founded by company President Lee Conn and business partner and designer Brian Case in 2008, Motus manufactured "sportsbikes with accommodations for touring that are designed to excel in performance, comfort and range".

All Motus motorcycles - the MST and premium MSTR - were powered by V4 Baby Block engines, combining high performance with "low maintenance and a unique character that expresses the evolving heritage of the American motoring experience", according to Lee Conn.

As the first and to date only modern American sportsbike manufacturer, Motus has always enjoyed a positive reputation with the respected test riders and magazine editors who have ridden them. We here at IDN certainly



Founded in 2008, Motus had been continuing to add to its domestic U.S. dealer network as recently as July this year and had a new segment launch announcement planned for October

wish Conn and Case well and that they can phoenix from this set-back.





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## NEWS BRIEFS

Parts Europe is celebrating the 50th anniversary of the legendary Thor MX apparel brand. Founded in Sweden by Torsten Hallman, a former professional motocross racer (four-time MX World Champion) and then Husqvarna dealer, Hallman is widely credited as being one of the pioneers who introduced MX into the United States in the late 1960s. He started what became THOR Motocross (Torsten Hallman Original Racewear) by selling pants and gloves from the trunk of his car at MX races.

AJP, the Portuguese enduro and off-road motorcycle manufacturer has appointed Torque Racing as its UK importer.

Millions of jobs are likely to be displaced by automation, but a report from the World Economic Forum (in Switzerland) has suggested that while robots will displace 75 million jobs globally by 2022, their impact on production and commerce will create 133 million new, alternate jobs - a "net positive". The think tank says that advances in computing would free up workers for new tasks.

The Tax Foundation, a non-partisan US policy group that supports simple tax regimes, says the latest round of tariffs imposed on China could lose more than 94,000 jobs in the USA. However, the organisation warns that the risk is higher if all of President Trump's existing and still threatened tariffs against China and other countries are enacted, and it could result in the loss of almost 460,000 jobs and cost the US about 0.6% in economic growth.

Omnia Racing (Naples) durable 'Magma' Cordura high-abrasion and tear resistant tyre warmers feature a large lateral extension for quick and efficient heating of the shoulder of the tyre and rim, with fire-retardant Nomex and Kevlar on the interior. The high-strength, precision made 2.5 mm thick chrome-nickel heating element is silicone coated for durability.

Australian off-road tyre specialist MOTOZ has the new Tractorator RALLZ, based on the popular Tractorator Adventure tyre. Offering 80/20 off-road dirt and street performance, it offers a more aggressive self-cleaning off-road tread pattern for excellent predictability, power delivery and performance in all weather conditions without the need to alter the tyre pressure.

## Honda and Panasonic in Indonesian battery sharing research joint venture

Honda and Panasonic are to conduct a research experiment in Indonesia on battery sharing, using the Honda Mobile Power Pack detachable mobile battery with electric mobility products, including electric motorcycles.

The two companies are planning to begin the research experiment in December 2018. As the third largest motorcycle market in the world, Indonesia is facing an issue with air pollution associated with the increase in traffic volume. To address this issue, the Indonesian government has announced a policy to facilitate the widespread use of electric mobility products.

Honda says that "while being environmentally responsible, electric mobility products still have some issues that need to be addressed,



including range and charging time. The Mobile Power Pack and mobility products powered by it are expected to solve such issues and provide a boost to the widespread use of electric mobility products".

The two companies will install charging stations at several dozen locations, which will charge multiple

units of the Mobile Power Pack simultaneously and supply fully charged Mobile Power Packs to users at any time. Users of electric mobility products who experience a low battery level can stop at the nearest charging station and exchange their Mobile Power Pack for a fully charged one and get back on the road.

## Bou HRC make it 12 consecutive Trials Championships



The Repsol Honda factory team and rider Toni Bou (32, Spain) have won the 2018 FIM Trial World Championship – the 12th consecutive time Bou has won the championship, clinching his first on HRC's Montesa COTA 4RT factory bike in 2007. Bou has also won his 12th consecutive X Trial World Championship, an indoor competition raced on artificially prepared trials tests. Overcoming injuries in the pre-

season X Trial World Championship, Bou started off the season by winning the Trial GP in Spain, then after finishing 4th and 2nd in Japan, he won the next four rounds. Round 4, Portugal, was his 100th Trial World Championship victory. The Montesa COTA 4RT is a liquid-cooled 4-stroke single-cylinder in an aluminium twin-tube frame with 21" front and 18" rear wheels.



## Honda global motorcycle sales +11.4% units for Q1

For the first quarter of its 2018 to 2019 financial year (the three months to June 30), Honda has announced consolidated motorcycle sales of 3,615,000 units; up by 11.4 percent (370,000 units) from the first quarter fiscal 2017/2018.

Their total corporate sales revenue (including automotive and Power Products) was up by over 311bn yen for the period (+8.38 percent) at 4,024.1bn yen; operating profit was

up by 30.1bn yen (+11.2%) and attributing profit for the period was up by 37bn yen after taxes (+17.85%) at 244.3bn yen.

Honda Group unit sales (motorcycles,

ATV and SxS) were +653,000 units for the first quarter (+13.9%) with 80,000 sold in Europe, 72,000 sold in north America and 49,000 in Japan (4,840,000 were sold in Asia, 311,000 in other regions).

Motorcycle sales revenue was 554.9bn yen (+9.1%); operating profit margin was 16.6% at 92.1bn yen. Overall corporate operating profit margin was up by +5.7% in Europe to 7bn yen.





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**POWERSPORTS INSIDERS**

Polaris is celebrating the 20th anniversary of the introduction of its popular Ranger SxS vehicle series. Since 1998 the company has produced more than 1m UTVs at its Huntsville, Alabama factory.

**BRP has inaugurated its new, modernised manufacturing facility at Valcourt, Quebec. The installation of a new ultramodern production equipment for Can-Am Spyder vehicle and Ski-Doo snowmobile assembly lines "increases the facility's efficiency, flexibility for innovation and engineering, and optimises its manufacturing infrastructure and logistics." BRP is owner of Austrian engine manufacturer Rotax.**

The UTV World Championship will return to Laughlin, Nevada, on April 4-7 2019 for a fifth annual event that is set to capitalise on the 150,000 worldwide live stream audience reached this year.

**Robert C. Fox, Jr. has retired from the board of directors of Fox Factory, the company he founded in 1974. In 1976, Kent Howerton won the 500 cc AMA Motocross National Championship on Bob's AirShox and Marty Smith followed with another 500 cc championship for FOX in 1977 - Fox Factory was born the following year.**

Garland, Texas based Sportsman Country has become the latest ATV/UTV distributor to announce that it is to enter the Electric Vehicle market, having signed a deal with Chinese EV innovator Kandi Technologies.

**BRP reported "strong momentum in North America powersports retail - up +16%, outpacing the industry" for Q2. August saw formal completion of the Triton Industries acquisition, the Lansing, Michigan based manufacturer of Manitou Pontoon Boats.**

The MTA/Motovan Dealer Expo at Scottsdale, Arizona in August saw 400 dealers attend an event that attracted over 100 vendors. MTA, founded in 1972 at Dearborn Michigan in 1972 as a specialist tyre distributor, was bought by Quebec based Motovan. Now headquartered at Corona, California and headed up by Greg Blackwell, MTA is a U.S. distributor for several well-known European brands including Five Gloves and Shot Race Gear (France), TCX Boots (Italy) and Liqui Moly (Germany).

**Hoco Parts owner buys DC AFAM**



Powersports Distribution Group (PDG), owner of Dutch distribution businesses Hoco Parts and Motoria, has acquired Nazareth, Belgium based sprockets, chains and batteries specialist DC AFAM from German owner KettenWulf.

With the acquisition of DC AFAM, PDG further positions itself as a leading European wholesaler of premium motorcycle parts and accessories, and as a preferred partner for its customers, suppliers and employees. PDG has the ambition to pursue DC AFAM's successful growth strategy and to further develop the long-term partnerships that DC AFAM has established with its suppliers and customers.

Well known sprocket manufacturer AFAM was established in France in 1978 and Dynachains a year later in Belgium as two entirely separate, independent businesses. German manufacturer KettenWulf acquired Dynachains in 1992 and AFAM in 2002, combining the two businesses as DC AFAM in 2003.

DC AFAM also sells oil filters under the ISON brand and entered the highly



**SHIDO Connect LiFePO4, described as the "first smart battery ever", a Bluetooth enabled battery that connects to an Android or Apple smartphone via Bluetooth so that the rider can stay informed on the health of the lithium battery in real time**



in real time via an Android or Apple smartphone.

Details of the sale to PDG have not been released, but it marks a third addition to a recently set up 'Buy and Build' strategy business division established by Dutch equity investor Torqx Capital Partners.

Headquartered near Amsterdam, the Torqx fund is a mid-market equity fund, €150 million in size. It has backing from Torqx management and international institutional investors. Torqx, headed up by Managing Partner Peter Kroeze, says that it "invests in medium-sized companies that have the potential to become leaders in their field - using our experience, our network and our resources to help them get there."

[www.afam.com](http://www.afam.com)  
[www.hocoparts.com](http://www.hocoparts.com)



competitive lithium ion battery market with SHIDO in 2011. Earlier this year they launched the SHIDO Connect LiFePO4 - describing it as the "first smart battery ever", a Bluetooth enabled battery that can be monitored



**Rieju to debut Cafe style 125**



**Spanish manufacturer Rieju, the small capacity specialist, is exhibiting at INTERMOT and EICMA this year with several new model updates for 2019. Among them will be custom versions of the Cafe Racer style Century 125, a new Marathon 125AC and the first glimpse of**

**the new Tango series that will be available in multiple engine capacity versions. In additional news, the company's new Bosch powered NUUK electric two-wheel moto range is now finalised and in mass production, offering a wide range of zero exhaust emission machines for low**

**emission conscious fleet and consumer buyers.**

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Sources: AMD, IDN, FT, Reuters, PSB, MPN, B&B, BDN, MCN, AP, Bloomberg, MNNW

# Motoz to serve wholesale and dealer partners from German warehouse



Fast growing, award-winning Australian designed Motoz off-road, enduro and MX tyres have been on the market for around 10 years, and the word about their quality has been spreading steadily among professional and amateur racers and their teams. The company has now announced that it is to start warehousing inventory here in Europe, in Germany, and is looking to add regional wholesale and dealer partners. Founded in 2006 by former Australian Hyosung importer and lifelong rider Rick Atkinson, Motoz already has established distribution relationships in Spain (Soloson Imports), the UK (Adventure Spec), Poland (Olek) and Iceland - the ultimate off-road tyre proving ground. With its new German held inventory, Rick is using INTERMOT to start

appointing partners elsewhere in Europe and sell either dealer direct or, in some areas, to dealers and race teams through regional wholesalers, all of whom will be able to draw down inventory within 24 or 48 hours to most of Europe from a third party warehouse and logistics specialists' inventory being held between Frankfurt and Hanover in central Germany via a dedicated B2B website.

Described as "the world's most technically advanced adventure tyres", Rick, an automotive engineer by training, developed Motoz in collaboration with Thai Sin Rubber out of frustration at the lack of choice of "really good, purpose designed tyres on the market".

Rick says his moment of realisation about the difference good tyres make came when he swapped out the worn out tyres on his TM 250 Suzuki (a pre RM 2-stroker) for a pair of Nitto tyres. "Being an inexperienced kid, I was just amazed at the difference that they made, and from that moment on I guess I was on a mission to find the best dirt bike tyres available.

"The problem was that there really wasn't that much choice back then. Those that were around were generally hard to get, or expensive, or while okay, could have been so much better. I first started trying out different tread patterns, compounds and carcasses in the late 1990s - around eight years before I finally started Motoz, and constant testing and refining ever since has resulted in a range that people have become desperate to get their hands on.

"I guess you could say it's a classic case of taking 20 years to become an overnight success"!

The Motoz range runs from 'Tractionator' Adventure tyres, to 'MounXain' off/on road hybrids, Enduro tyres, including applications specifically designed for European conditions, and the 'Terrapactor' MX tyres for soft and mid-track conditions.

At the heart of the Motoz tyre technology is a heavy duty construction with reinforced sidewalls for increased dependability in harsh conditions and to reduce punctures.

The tread is manufactured as blocks that 'self-protect' for longer wear in a unique tread configuration that maximises drive to utilise more of the available horsepower. As Rick says, "people spend huge sums on tuning

their engines, reducing weight and improving chassis and suspension performance, but unless all that power can get to the ground through a tyre that is designed for the purpose, much of the investment is wasted.

"Riders the world over report that the difference they feel with Motoz tyres is immediate and unprecedented".

The "progressive grooving" in the tread makes for predictable cornering and the increased tread depth that the construction technique delivers adds to the performance in loose gravel and technical terrain.

Motoz uses a hybrid natural/synthetic compound with Silica for wet and winter grip that is "self-sharpening" for maximum traction, even when the tyre is worn. "Our designers were pioneers in 3D tyre design, enabling optimum simulation and analysis. The 'Tractionator' Adventure, for example, has been fine-tuned to increase traction and on-road stability while increasing off-road traction at higher inflation pressures," Rick says.

"The MounXain Hybrid has been designed to climb like a trials tyre whilst handling corners, downhill braking, creek crossings, sand and rocks like a regular off-road tyre. The secret is in the Motoz 'Concave and Lock' system for trials-like grip with reinforced sidewalls for off-road use at lower inflation."

The Enduro range includes the new Euro Enduro 6, an FIM Enduro Soft for 10 percent road and 90 percent off-road use through to an off-road desert for hard terrain and Enduro Intermediate for 25 percent road and 75 percent off-road.

The 'Terrapactor' S/T and I/T offers a choice of options with race proven tread



Rick Atkinson, Motoz CEO, started experimenting with off-road tyre designs some 20 years ago



**Terrapactor S/T - lightweight MX competition series for sport terrain**



**Tractionator Enduro I/T - "offers proven grip, durability over long distances in a wide variety of terrain and punishing conditions"**



**Tractionator Adventure, "world class performance for the serious adventure rider, designed to handle the toughest terrain"**

design, tremendous start bite, lightweight construction and rigid flex zones in the carcass to keep the tread pattern planted.

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



**Xtreme Hybrid, the "most aggressive DOT tyre in the Hybrid range, suited to extreme conditions"**



# BIZ BRIEFS

B&B reports that data from the KBA in Germany shows the number of motorcycles registered in Germany as of 1 January 2018 reached 4,372,978 units, a record high number. Said to have increased by 1.4% in the prior 12 months, 79.9% are over 125 cc, with 13.3% owned by women. Bavaria records the most (926,882), followed by North Rhine-Westphalia (833,009), Baden-Württemberg (675,708), Lower Saxony (418,922) and Hesse (330,822).

B&B also reports the KBA data saying that as of 1 January 2018, there are 538,029 BMW motorcycles registered in Germany, followed by 519,215 Yamaha, 503,310 Suzuki, 427,352 Honda and 354,396 Kawasaki motorcycles.

**Global demand for motorcycles is projected to expand by +4.4% per year through 2022, according to researchandmarkets.com. The report concludes that advances at the global level will be supported by rising personal incomes in developing nations, the introduction of new top-of-the-line models in mature markets, and the growing use of motorcycles for business and recreation purposes. Rapidly increasing demand for e-bikes will provide the impetus for much of the growth in the US, Europe, and many Asia/Pacific markets.**

Texas based Simpson Performance Products is pleased to announce the acquisition of Merelli Compositi, a high-quality Italian manufacturer of carbon parts, by Simpson subsidiary Stilo Helmets. Merelli produces carbon shells for Stilo Helmets and many other carbon performance products, including ski components and ski boots. Merelli has recently moved into a new, larger facility in Onore, Italy, to meet increasing production demands. The Simpson group claims it sells more carbon helmets than any other business.

**Salvatore Coniglio (50) is the new head of export sales at German oil specialist Liqui Moly. He succeeds CEO Ernst Prost, having previously been deputy export sales manager.**

# Hartje looking for international wholesale and dealer partners



One of the oldest businesses still active in the motorcycle industry, German wholesaler Hermann Hartje KG is very well known to dealers in Germany. Headquartered at Hoya in Lower Saxony (between Hannover and Bremen), the company has depots throughout Germany and in the Netherlands, Denmark, Austria and Italy - its own fleet of Hartje branded vans are a familiar sight in Germany and its fast, personal delivery service is a hallmark of Hartje's reputation with dealers. The company is probably best known in the bicycle industry, where it is known for its complete bikes and wheel/rims programmes, sports and outdoor activity markets and, of course, the motorcycle industry. It is also known in the automotive industry, where it is a car parts, tools, service item and component and workshop equipment vendor. Its traditional core offer revolves around the motorcycle and scooter workshop and service item sectors, and at INTERMOT will debut a new line of brake and other spare parts



Martin Trost, head of Hartje's 'MOT' team



The 4,000 sq m warehouse at Hoya houses nearly 40,000 items of stock



Hartje is offering wholesalers and dealers throughout Europe access to an enlarged range of Japanese designed and manufactured products from Daytona International, including these brake pins, master cylinder repair kits and caliper repair kits - all produced in Japan on original equipment manufacturer production lines

designed and manufactured in Japan by Daytona. Well known as a manufacturer and supplier of high-grade motorcycle accessories, Daytona has enlarged its range, starting with brake pins, master cylinder repair kits and caliper repair kits, which are all produced in Japan on original equipment manufacturer production lines. The assortments comprise parts for the big four Japanese motorcycle manufacturers - Kawasaki, Honda, Yamaha and Suzuki - with specialist coverage right back to most popular 1970s models. These days its dedicated 'MOT' motorcycle and scooter department has broadened from its historic workshop equipment and service component and item speciality, offering wholesalers and dealers access to all kinds of spare parts and accessories, helmets and apparel, care and cleaning products, oils, lubricants and tyres as well as workshop equipment and tools. Headed up by Martin Trost, the Hartje 'MOT' team is now looking to further expand its international footprint throughout Europe with new wholesale and dealer partnerships in all European markets.

[www.hartje.de](http://www.hartje.de)

Sources: AMD, IDN, FT, Reuters, PSB, B&B, BDN, MCN, AP, Bloomberg, MNN

# Autonomous motorcycle tech will benefit V2V

BMW has presented its first autonomous motorcycle technology demonstrator at its Miramas testing ground 2018 Techday in southern France.

Developed by a team led by graduate engineer Stefan Hans, a R 1200 GS was shown to be able to independently drive off, accelerate, circle a winding test track and independently slow down safely to a stop.

The company says that "the underlying technology should serve as a platform for development of future systems and functions to make motorcycling even safer, more comfortable and increase the riding pleasure.

"The aim of the prototype is to gather additional knowledge with regard to driving dynamics in order to detect dangerous situations early on and thus support the driver with appropriate safety systems while turning at intersections or when braking



suddenly".

Other technology projects demonstrated included cornering lights, laser headlights and a motorcycle frame manufactured completely using a 3D printing process - including the rear swinging arm. BMW Motorrad is able to leverage synergies from R&D work done by the

automotive division where 3D printed parts production has already made its way into series production for various vehicles. BMW says "the advantage of 3D printing lies in the complete freedom to design components that could not be produced in other ways. "The innovative processes used in the production of motorcycle chassis components, such as frame, swinging arm and wheels, use lightweight, high-strength carbon - already industrially manufactured in the BMW HP4 RACE".

BMW believes that the rapid pace of digitisation will change the future of motorcycling. "BMW Motorrad is taking two-wheeler needs into consideration for tomorrow's world of transport and preparing for it technically. Above all, V2V communication between vehicles is in the foreground, further enhancing safety and comfort for the motorcyclist through digital networking".



## FUTURE BRIEFS

Alternet Systems of Dallas, Tx., has announced the formation of a new subsidiary to be called ReVolt Electric Motorbikes, to produce Li-ion battery powered motorcycles for US and international markets. The first model will be based on the 1930s BMW R71 motorcycle with sidecar utilised by the German Army in WWII, powered by an electric motor utilising an Alternet Systems designed lithium battery solution.

Piaggio has finally confirmed that the 'Vespa Elettrica' finally entered production in September 2018. The group's first product to adopt "innovative machine-man interconnectivity solutions", it will initially be available online only. Production will be at the historic Pontedera plant near Pisa in Italy, where the first Vespa rolled off the line in the spring of 1946.

**The American Motorcyclist Association has adopted an official position statement on automated vehicles that calls on government agencies and elected officials to include motorcyclists in the ongoing discussion, planning and implementation of the policies and regulations governing the rollout of automated vehicles.**

At the start of 2017 some 2.3 million German households owned at least one electric bicycle (Pedelec) - over 6% of all households and an almost 100% increase in three years.

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## “The bearable lightness of LeoVince”

**LeoVince**



Developed in collaboration with its Racing Department, the new LV-10 Titanium by Italian exhaust specialist LeoVince has a muffler and collector made using very pure, very light and very strong grade 1 titanium.

Hand TIG welded in a control chamber, the ‘Titanium’ achieves a 29 percent weight reduction compared to stainless steel and delivers “high ductility, strength and corrosion resistance”.

Applying experience gained in the Moto 2 and Moto 3 championships, the company says the LV-10 Titanium “expresses the maximum in racing technology applied to a tailpipe designed for standard bikes” and is available as an approved fitment for street bike applications.

The LV-10 Titanium exhaust has a sanded finish with a laser-etched LeoVince logo and is being unveiled for select models at EICMA.

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

## Suzuki global unit demand +11.9 percent Q1



**Suzuki has announced that net sales revenue in motorcycle business for the first quarter of its 2018/2019 financial year (the period to June 30, 2018) increased by 2.7bn yen (+4.4%) to 64.3bn yen for the quarter. Worldwide sales were +11.9 percent at 423,000 units, thanks in large part to increases in India, the Philippines and elsewhere in Asia.**

**Sales volumes in Europe were up by approx. 1,000 units at around 16,000 units for the first quarter, and also up by 1,000 units to 12,000 units for the first quarter in north America.**

**Consolidated net motorcycle sales revenue was -1.4 percent in Europe at 12.1bn yen for Q1, but up by +2.7 percent to 64.3bn yen worldwide.**

## 60 years of Marolo



With its origins going back to 1958, French workshop specialist Marolo Test is celebrating its 60th anniversary this year and welcomed its worldwide distributors, partners and press to its Cholet headquarters near Nantes in July.

Started by Paul Marrolaud, the company was established to design, produce and sell what is believed to have been one of the first dynamometers specifically for the PTW market - a test bench for mopeds - with one of the first motorcycle-specific test benches in the industry introduced in 1973. In 1987 the company developed the first in what would go on to become one of the best selling and technically advanced

workshop lift programmes and a complementary range of equipment for workshops and franchise dealers with turn-key service shop installations, in manufacturer colours if required.

In 2008 the company launched its MaroloBio environmentally friendly workshop parts washers, and after a 2009 factory extension went back into

**MAROLO**



the dynamometer market in 2010 in collaboration with Fuchs.

Fast forward to 2018, and the company employs around 20 people at its 2,500 sq m facility, with annual sales in excess of 5m euro, more than 25 percent of which is exported. Marolo Test sells to 10,500 customer accounts in more than 60 countries.

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



## Durability testing



The durability tests required by contemporary emissions regulations have proved to be a difficult, time-consuming and expensive undertaking for exhaust manufacturers the world over.

Akrapovic has added to its equipment list with a Durability Dyno that is specifically designed for the kind of mileage accumulation required by compliance standards and for advanced exhaust system development.

“This advanced and innovative machine is an ideal addition to the Akrapovic family, and it represents an important upgrade for the world’s leading high-performance exhaust manufacturer in durability testing of

exhaust systems for motorcycles.

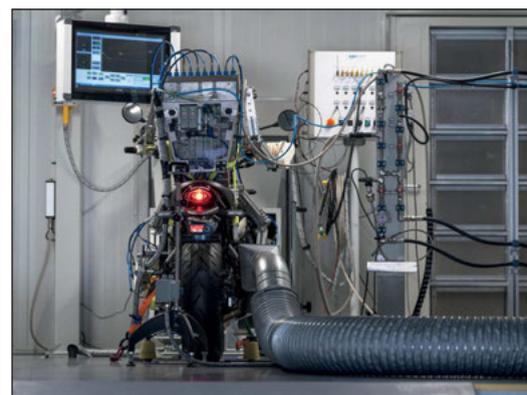
“Until now, all in-depth tests for motorcycle exhausts have involved durability analysis on the road and at race tracks, but the addition of this machine means that more tests can be performed on the Durability Dyno under controlled conditions. Parameters monitored include power, back pressure and temperature cycles”.

The company says that it will still test on-road and at the track, but the fully autonomous 200 kW durability motorcycle chassis dyno has its own automated fuelling system, so there is no need to stop the bike and refuel it, allowing for extended runs to fully assess the durability of every exhaust. The bike is “ridden” by a fully

automated robot with a throttle actuator developed in-house, meaning there is no need for a human rider on the bike. The dyno can run defined speed and load cycles to provide complete mileage accumulation. A full spectrum of cameras and sensors make a broad range of tests and analysis available, and it can be set to perform with wind speeds up to 200 km/h. It also has an impressive ventilation system, and in cold weather conditions it uses excess heat from the bike’s engine to heat up the incoming air.

Akrapovic says that this is a brand-new service that it is able to supply to its partners, including its OEM customers.

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



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Hall 7 boot 10 and 15

or at

EICMA  
6-11 November 2018  
Hall 22 boot S06



GO AHEAD

## NEWS BRIEFS

Parts Europe is now distributing the Milan based Italian OJ luggage and accessory brand. Founded in 2001, OJ started with leg covers and other weather protection products for scooter riders; the range now includes bike covers, tank bags and saddlebags for most popular makes and models of scooters.

**Ferodo has a new range of Goetze cylinder and piston kits for 125 and 150 cc applications for Honda, Yamaha, Piaggio and other models.**

Some 100 plus custom bikes from more than 65 'builders' from over 30 countries are slated to have taken part at the AMD World Championship of Custom Bike Building at INTERMOT Customized in Hall 10, Koelnmesse, October 3 - 7. The average value of the custom bikes on show is said to be more than 100,000 euro, with some valued at between 250,000 and 500,000 euro, most of them making their global public debut at INTERMOT.

**Updates in noted South African neck brace manufacturer Leatt's 2019 product line-up include a comprehensive 'Junior Collection' and updated carbon and composite helmet designs that have a redesigned mouthpiece and visor and incorporate their 360 degree 'Turbine Technology' - a concept that is said to reduce the rotational acceleration to the head and brain during impact by up to 40 percent.**

Sources: AMD, IDN, FT, Reuters, PSB, MPN, B&B, BDN, MCN, AP, Bloomberg, MNN

# Piaggio PTW sales +0.09% for first six months of 2018

In the first half of 2018 the Piaggio Group reported an improvement in all its main earnings indicators and a reduction in debt. The group sold 304,000 vehicles of all the kinds it makes worldwide in total, an increase of +8.3%, and reported consolidated net sales of 729.6 million euro.

Sales volumes increased in India and in the Asia Pacific region, while volumes in the EMEA and Americas regions were affected by the fall in demand for 50cc vehicles.

In terms of two-wheelers, the group sold 203,900 PTWs worldwide (202,100 in H1 2017), generating net sales of 520.5 million euro (538 million euro in the year-earlier period). The figure includes spares and accessories, on which turnover totalled 64.3 million euro, up from the first half of 2017.

Group two-wheeler sales volumes in the first six months of 2018 increased by +0.9%, with a downturn in net sales (-3.3%) largely caused by the exchange rate effect and a different geographical sales mix. In the first half, the Piaggio Group reported a sharp increase of +36.8% in two-wheeler sales volumes on the Indian market, assisted in particular by sales of Vespa scooters, the Aprilia SR, and the growth of the network, with the opening of more than 60 Motoplex stores in India in the first six months of 2018. There was also an increase of +9.8% in two-wheeler sales volumes in Asia Pacific compared with the year-earlier period. In Europe, the Piaggio Group confirmed its leadership of the scooter segment with a share of 25.6%. In the



scooter segment, the Vespa brand boosted sales volumes by approximately +10% from 30 June 2017, with a particularly positive contribution from the Indian market and the ASEAN area, and the Medley high-wheel scooter, which achieved growth of +12% in sales volumes. In the Group motorcycle business, important results were achieved by the Aprilia brand, with a +17% increase in sales. Sales of the V7 family were a significant driver in Moto Guzzi net sales.

In commercial vehicles, the Piaggio Group reported strong progress with sales of 100,100 vehicles, up +27.3% from 78,700 in the first half of 2017, and net sales of 209.1 million euro, up +14.4% from 182.8 million euro in the year-earlier period (+21.3% at constant exchange rates). The figure includes spares and accessories, where sales totalled 23.7 million euro, up 8.6% from the first half of 2017.

Demand on the Indian market for

three-wheel commercial vehicles showed strong signs of recovery, and the PVPL subsidiary had an overall three-wheeler market share of 22.8%. In the first half of 2018 the PVPL production hub exported 14,800 commercial vehicles.

Piaggio reported consolidated net sales up 729.6 million euro, up 1.2% (+6.2% at constant exchange rates); Ebitda of 116.6 million euro, up 2.3% (+3.1% at constant exchange rates); Ebitda margin up at 16%; industrial gross margin of 228.3 million euro, up +1.4% (+3.3% at constant exchange rates) and 31.3% return on net sales with Ebit of 61.9 million euro, up +16.8%, and profit before tax of 48.5 million euro, up +33.1%, with net profit of 26.7 million euro, up +26.2%. Their net financial position (debt) is -431.4 million euro, an improvement of 15.3 €mln. The industrial gross margin was 228.3 million euro, up by +1.4%; the return on net sales was 31.3% (31.2% in the first half of 2017).



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# CEO says VW is open to Ducati alliance or merger



The 10th Ducati World Week welcomed a record 91,596 attendees at the Misano World Circuit "Marco Simoncelli"

Reuters Frankfurt has reported that "motorbike brand Ducati could be merged with a rival or enter an alliance given a lack of synergy potential with the passenger car businesses at VW", according to parent company Volkswagen's Chief Executive Herbert Diess in an interview with German daily newspaper Handelsblatt. Commenting on Diess' remarks, Reuters went on to say that "Volkswagen has struggled to find a long-term solution for the motorbike brand amid internal power struggles, with a 1.5 billion euro (\$1.8 billion) auction that stalled last year amid resistance from German trade unions".

"I can imagine a combination or a partnership with other brands," continued Diess. "Ducati as a motorbike icon business [on its own] within the Volkswagen Group is not sufficient." Diess took over as chief executive at Volkswagen in April 2018. Volkswagen parent company VAG bought Ducati in 2012 for around 800m euro, plus taking on some 165m euro of liabilities. At the time it was thought that

the acquisition was a "vanity project" by then VAG chairman Ferdinand Piech, who had regretted not buying Ducati when the Italian government had put it up for sale in 1984. Piech, 78, was forced to resign from the business he effectively led for 20 years in 2015 in the wake of the diesel emissions software tampering scandal. A self-proclaimed 'Ducatista', he is the grandson of Ferdinand Porsche, the designer of the original Nazi era Volkswagen Beetle.

The attempt to divest itself of Ducati in 2017 ended in frustration despite advisor Evercore having successfully garnered bids that met VAG's 1.5bn euro valuation. While reports that Harley-Davidson was bidding turned out to be inaccurate, motorcycle industry and investor led bids were received. At various stages interested parties had included the Italian Benetton family and India's giant Bajaj Auto (a major stake holder in KTM/Husqvarna who is currently engaged in a non-equity project to bring middleweight Triumph models to market, Bajaj were known to be sat on a \$1 bn cash reserve at the time).

The powerful German unions account for half of the seats on VAG's advisory board and were united in opposition to a sale process that is reputed to have even seen Royal Enfield owner Eicher Motors increasing their initial par bid of 1.5bn euro to some 2bn.



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# 'Resurgence' riding jeans and customisable 'Qwart' helmets



Dot4 Distribution is a fast growing UK based European-wide distributor of contemporary motorcycle apparel that offers a range of exclusive brands of contemporary designs for emerging new generations of consumers.

"Our objective is to introduce European bikers to new and exciting lines of motorcycle clothing which offer the highest levels of protection and comfort on and off the bike," says CEO Stefan Barnes. "The clothing we distribute is technically innovative and offers the latest styling and technology".

Stefan's programme includes Resurgence Gear, with the New Wave single layer protective jeans described as "the world's first motorcycle jeans to use the revolutionary new PEKEV Ultra single layer denim fabric".

"It has taken a lot of development and is a product completely unique within the motorcycle jeans sector," said Stefan. At its core is the industry's strongest abrasion resistant thread, PEKEV, developed by Resurgence Gear in 2013 and the holder of the highest rated CE EN13595 Level II abrasion resistant jeans accreditation.

The thread is sheathed in high-quality indigo-dyed cotton and then woven into denim fabric, with a little elastane for comfort and stretch. Tested to the CE EN13595 Level 1 certification, Stefan says "it recorded a staggering Level II rated abrasion resistance of 11 seconds".

The design includes hip and knee armour pockets with height

adjustment, which will take the included D30 T5 Evo X CE knee and hip pads and is "classic taper-cut - wide enough for all thigh sizes and to fit over motorcycle boots, but narrow enough to look cool and ride safe".

Five years in design and development, the new Qwart is said to be the world's first customisable helmet. "Adaptable and stylish, the Qwart Lab is based in south-west France, one of Europe's most vibrant custom bike and cafe racer communities. Its founder and chief designer, Xavier Marigo, wanted to create a helmet that reflected the motorcycle lifestyle."

Built to deliver "optimum protection,



**Stefan Barnes, CEO, Dot4 Distribution: "Our objective is to introduce European bikers to new and exciting lines of motorcycle clothing which offer the highest levels of protection and comfort"**



the Qwart 'Phoenix' is a 1,190 g full-face, certified to ECE2205. It is made in a 100 percent carbon fibre shell with suede or leather lining options and a variety of colour choices".

It is available matt or gloss painted and in two versions – 'Slick' without visor and 'Std' with visor. The interior has a

dual-density EPS lining and the chin guard is built with three-layer protection construction - carbon fibre, a shock absorbing void and soft PU material.

Qwart's modular design makes it easy to customise the helmet as the seasons change, or to reflect the rider's changing tastes and requirements, and just like an art print, Qwart helmets are individually shipped with a certificate of authenticity dated and signed by the designer.

Additional product lines available to dealers from DOT4 Distribution include "Crave for the Ride" denim Kevlar riding shirts, "Oily Rag" retro style casual wear and legendary "Garibaldi" leather and wax cotton jackets.

[www.dot4distribution.com](http://www.dot4distribution.com)

## Torrot/GasGas Madrid store

Torrot and GasGas have opened a 250 sq m dual brand flagship store in Madrid, located in the heart of the city's financial district, showcasing all of the urban mobility specialist's interconnected electric devices, from the most sold electric scooter in Spain, the MUVI, to their electric bicycle offerings, children's range and the new

Velocipede - their enclosed three-wheeler. From sister company GasGas, the store will promote off-road riding and MX for those just starting out, whether young or old, and the more experienced off-roaders and MX and Trials riders and racers – the GasGas trial and enduro models such as the TXT, the double world champion TXE and the EC.



# Touratech - the one-stop shop for a fully "loaded" GS

Initially only being sold in Germany and Switzerland, German Adventure Touring specialist Touratech is offering a complete motorcycle for the very first time - the Touratech World Travel Edition, a fully touring-equipped BMW R 1200 GS.

The bike has the Touratech Desierto V

**"The Touratech World Travel Edition is built on a brand-new BMW R 1200 GS (LC) with "full technical equipment" and full BMW warranty**



fairing trim kit (a decal set developed by Rubber Dust) with yellow powder-coated components and powerful side-mounted auxiliary. The original fork legs are replaced by expedition-compatible components from Touratech Suspension. All functions of the electronic suspension are fully

retained, but the suspension package is said to greatly improve off-road and long distance on-road handling.

"With its comprehensive protector equipment, the World Travel Edition is prepared for even toughest use," says Touratech. "Starting with the robust crash bar and the extended rally engine guard to the cylinder protection, headlamp grid and numerous other protectors, all components are fully protected against off-road challenges.

"Due to their foldable design, which prevents breaking, the ergonomic foot levers are individually adjustable (and hand controls are fully adjustable)"; the one-piece comfort seat with the heat-reflecting 'Fresh Touch' technology provides the "best riding comfort", and the Desierto V fairing, with its adjustable windshield, is said to ensure best weather protection and riding comfort.

The luggage can be stored in the two anodised Zega Pro2 aluminium panniers that are mounted to the "tried and tested" stainless steel Touratech racks. A Remus 'Black



Hawk' exhaust silencer is said to combine a low weight with a "sporty sound".

The selection of vehicle-specific components is "designed to guarantee maximum functionality and practicality with an attention to detail that comes from our years of experience - such as shifting the gimbal vent to increase the wading depth or the little protectors at the throttle valves, all proving our long-distance travel expertise". The purchase price includes two days of extensive training.

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

## New brake shoes and discs for 2019



Based near Turin, Italy, Newfren is one of the market's leading brake pad, disc and clutch plate manufacturers, which started as a brake shoe specialist. The company says it still offers "the most complete catalogue of motorcycle and scooter brake shoes in Europe".

Founded in the 1950s by Alessandro Barbero, Newfren were innovators and early adopters 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 Barbero developed are said to have "changed the production of 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 techniques such as the

introduction of grinding with the open tumbling shaft perfecting the stopping power, and 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 their



new, patented water-grooved friction material for brake shoes.

The company says that EICMA this year will see it introduce a new 2019 range of brake shoes and additions to its discs and pads programmes. In brake disc terms, Newfren has enjoyed considerable success with its factory direct replacement and upgrade disc options for Triumphs and other brands, and its classic floating discs for street bike and off-road applications are top-sellers. 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 their 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 their quality control systems and ABE certification from the German KBA for many of their products. As part of a continuing process, they are on the way to obtaining environmental certification ISO 14000.

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

# Ferodo adds more pad applications

With more than 100 of the 2018 models already covered, the latest new brake pad applications from Ferodo include Kymco, Malaguti, Aeon, Benelli and Generic scooter front pad applications, Suzuki, Polaris, Piaggio, Kymco and Arctic Cat ATVs, Suzuki GSX-R&S 125/150 ABS front, and Tokiko caliper front pads for Honda VFR/CB models, including the CB 1000 R/plus.

The Ferodo MXR disc range has also been extended to cover some of the latest off-road applications such as Honda CRF250/400, Kawasaki KXF250/450 and Yamaha YZ125/YZ-F 450. The MXR line incorporates an innovative dirt expulsion system that helps to maintain braking efficiency even in the muddiest conditions.

Additional new products in the Ferodo family on show at INTERMOT (Hall 8, Stand A020) and EICMA (Hall 11, Stand E23) will include new Champion spark plugs and Goeze cylinder and piston kits.



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## Yamaha Q1 motorcycle net sales revenue +1.2 percent

For the first half of its 2018 financial year, the period to June 30, 2018, Yamaha Motor Co., Ltd. announced total corporate net sales of 851.3bn yen, an increase of +23.3bn yen (+2.8%) compared with the same period of the previous fiscal year. Operating income was 82.2bn yen, an increase of +0.1bn yen (+0.1%), ordinary income was 79.3bn yen, a decrease of -4.2bn yen (-5.0%), and net income for the period attributable to parent company shareholders was 57.0bn yen, a decrease of -3.8bn yen (-6.3%). Net sales increased thanks to healthy sales in the emerging markets motorcycle business, the marine business and the industrial machinery and robots business. In addition to higher net sales, operating income increased thanks to product mix improvements in the emerging



**YAMAHA**

markets motorcycle business and other the industrial machinery and robots business absorbing decreased income in the developed markets motorcycle business.

In its motorcycle division, net sales were 515.4bn yen (an increase of +6.2bn yen or +1.2% compared with the same period of the previous fiscal year), and operating income was 31.2bn yen (a decrease of -2.5bn yen or -7.5%).

In emerging markets such as Indonesia, India and the Philippines, increased unit sales and product mix improvements led to increased sales and income. In developed markets, the decrease in unit sales in Europe and elsewhere led to decreased sales and income.

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## Lightweight, high-power ELECTHIUM



Based near Nice in southern France, the Sifam Group (founded in 1994 by Pierre Manuel) has a lithium battery range available for dealers.

The innovative technical properties of the battery are said to make it a "very high quality product with an exceptional weight/power ratio". SIFAM says that ELECTHIUM "delivers some 30 percent more power compared to traditional batteries".

The ELECTHIUM lithium can replace any starter battery and fits all motorcycles, without modifying the wiring. The light weight – approximately one-third the weight of an equivalent conventional lead-acid battery – makes it ideal for sportsbike (race and street) use.

SIFAM is one of the largest France based distributors with a wide range of famous name and own brand hard parts available from its 3,900 sq m headquarters warehouse.



**SIFAM**  
**Saint Laurent du Var, FRANCE**  
**Tel: +33 (0)4 97 00 07 78**  
**jramos@sifam.fr**  
**www.sifam.fr**

## Portland EVO jacket updated



Providing improved weather protection while retaining its vintage look, the new EVO version of the Portland jacket from Hevik will be launched in October and is certified to the prEN17092 draft standard. It has a new outer fabric, now made of 450D polyamide, paired/bonded with a softshell and new Humax internal membrane, waterproof and breathable, tested to a water column rating of 10,000 mm.

A detachable thermal liner is included with fit adjustments on the sides and cuffs, it has four large front pockets and a waterproof zipper, together with metal snap buttons and is available in black/grey or black/blue. The Portland EVO model provides a series of viscoelastic protectors certified to CE Level 1 for the shoulders and elbows, while the back pocket means it is ready to accommodate the Level 2 HFB back protector.



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## M3 Black Titanium replica

Italian manufacturer GPR Exhaust Systems, which celebrates its 50th anniversary this year, has announced updates to its popular product lines with this new M3 Black Titanium Limited Edition slip-on - a Moto 3 replica developed in conjunction with the World Champion Joan Mir during the 2017 season and with Jorge Martin and Fabio Di Giannantonio this year. Available for all main sports use and naked style street bikes, the M3 is totally hand made in Milan, Italy, in black titanium with a high temperature resistant ceramic coating. The brackets are in carbon for high strength and light weight with a 304 stainless steel link pipe.

Fully TIG welded, the compact and lightweight design is available in a homologated version with removable db killer and either as a slip-on or as part of a complete 3-2-1 or 4-2-1 full system.

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# Winning with Galfer Racing CW1 brake discs

Endorsed by HRC in 2016 and winners of the Moto3 World Championship in 2017, Spanish manufacturer Galfer says its Racing CW1 brake discs have become "benchmarks for the sector".

"From the smallest Moto4 class to Pre-Moto3, Moto3, SSP300, Moto2, SSP600, and even the Superbikes World Championship, the Galfer Racing CW1 brake discs are being used in many national and world championships", the company says.



Indeed in 2017 it won the Moto3 World Cup with Joan Mir, the Supersport 300 World Cup with Marc García and the Junior Moto3 World Cup with Dennis Foggia, achieving 25 victories and 44 podia. The brake discs also won the Supersport World Championship with Randy Krummenacher, and the Superbikes European Championship with Carmelo Morales. Many teams, including Estrella Galicia 0.0, Reale-Avintia, Gresini Racing, Leopard Racing, GoEleven or VR46 Junior, as well as Moto2 chassis manufacturers Suter and NTS, "trust their competition motorcycles to brake with the Galfer Racing CW1 brake discs". Since 2017 the discs are also being used in the Red Bull Rookies Cup, along with Galfer sintered brake pads.

Laser-cut and made of high-carbon stainless steel, they undergo thermal stabilisation treatments before machining and grinding processes. They have steel centres and have been fully CNC-machined and finished with normal or hard anodised surfaces. Each



CW1 disc is unique and identified with a serial number to offer 100% traceability - said to be the only discs in the world with an individual registration number.

They deliver a 15% weight reduction compared to round brake discs, "better heat dissipation thanks to Galfer's Disc Wave design, improved braking power and better aesthetics".

**INDUSTRIAS GALFER S.A.**  
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# RS-Taichi new collection

Japanese motorcycle clothing manufacturer RS-Taichi's 2018/19 autumn/winter collection includes all-season jackets and parkas, gloves and warm riding shirts and pants to be worn under the motorcycle clothing.

The new RSJ718 all-season jacket has a heavy duty nylon outer construction with Teflon HT coating and a T-DRY mesh lining (outer shell). Other features include stainless outer protection at the shoulders, air vents at the chest and back, flex action panel at the elbows, back and shoulders, a removable insulated inner jacket, removable and adjustable CE hard protectors on elbows and shoulders and hard



chest protector and CE level 2 back protector, reflector for increased night visibility, upper arm and a waist adjuster for a better fit. It is available in black, black/blue, black/red and black/white.

The RST629 winter gloves have a waterproof and breathable DRYMASTER construction, carbon protection on knuckles, palms and wrist plus foam padding and are smartphone compatible.

Colourways are red, black, black/red, black/blue or black/white.

Warm underwear riding gear includes this zip shirt (RSU608), which has a full zip and comes in various colour variations. Features include a raised back thermal fabric construction, an anatomical



pattern for riding and stretch material for better movement.

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# UFO Plast 'Quiver'

Italian off-road and MX specialist UFO Plast is introducing new entry level helmets - 'Quiver', the latest neck brace-ready and ECE 22.05 homologated design from the UFO R&D team.

Made from high-strength polycarbonate (high resistance thermoplastic resin), the removable and washable internal pads are said to offer excellent fit, and features such as the air vents and rear air extractors, adjustable visor height and double D straps make this a well featured product with an excellent price/quality ratio.

Available in five new graphics "with simple



lines to create a trendy and classic, elegant helmet with cutting-edge technical and aesthetic characteristics", UFO Plast says 'Quiver' is designed, specified and targeted to sit at the top of the entry-level market. UFO will be exhibiting at INTERMOT (Hall 9, Stand A021) and EICMA (Hall 22, Stand O-37).

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# Colour-matched Stealth sprockets for Ducati models

Sprocket specialist Supersprox can claim to have been the first manufacturer to make dual material sprockets, inventing the concept 18 years ago and patenting the connection method in 2001.

It has been quietly developing the range ever since, for off-road and street machines, and now has more than 3,500 different items in the range. In recent years Ducati sprockets have become important to Supersprox, and the significant weight savings offered by their Stealth sprocket for Ducati applications have made it a top-seller.

An example is the difference between the 1.1 kg OEM Multistrada steel sprocket and the 780 g Supersprox-

Stealth - a 30 percent weight saving. But its popularity isn't only because of the weight reduction, the Stealth sprocket life is considerably extended compared to the OEM item.

Its steel teeth construction offers reduced sprocket wear, and in turn this helps to also increase the wear life of the chain. The central part of the sprocket is made from 7075-T651 black anodised aluminium, giving a significant reduction in rotational mass. This is a big advantage over aftermarket aluminium sprockets - and Supersprox says that its Stealth can last three times longer than one with all aluminium parts.

However, aluminium 7075-T651 is very difficult to anodise, especially when the thickness of the part is greater than 10 mm - some parts of the Supersprox sprocket core are up to 25 mm. The Supersprox solution to maintain a high-quality optical presentation, without compromising on the technical characteristics, has been to remove 1 mm of the



aluminium core and make a separate 1 mm disc. That 1 mm disc can be anodised to a high quality standard, and the dealer has a modular stocking opportunity where each single (all black) sprocket can be model/manufacture colour-matched from a choice of four anodised coloured discs.

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# “TMV is a business that is a genuine part of the market it serves”

Herman Zijerveld, Managing Director



Words by Robin Bradley  
robin@dealer-world.com

Robin Bradley visits one of Europe's longest established specialty distribution businesses – Techno Moto Veghel (TMV) in The Netherlands – and finds an off-road and MX specialist with a commitment to brick and mortar dealerships that online sales can never replicate in an enthusiast market



Managing Director Herman Zijerveld is strident in his support for the market's dealer network

Last year saw Dutch specialist off-road and MX hard parts distributor Techno Motor Veghel (TMV) celebrate its 40th anniversary, and with former Ledrie Sales General Manager Herman Zijerveld as Managing Director since 2013, the company has been flexing its muscles in recent years with several significant additions to its portfolio.

Selling exclusively through dedicated retail stores: “Our aim is to supply retail outlets throughout Europe with a vast array of top products from service items and technical components through to hard parts to apparel,” says Herman.

At a time when dealerships are coming under more retail pressure than ever before, especially via the internet, Herman is strident in his support for the market's dealer network.

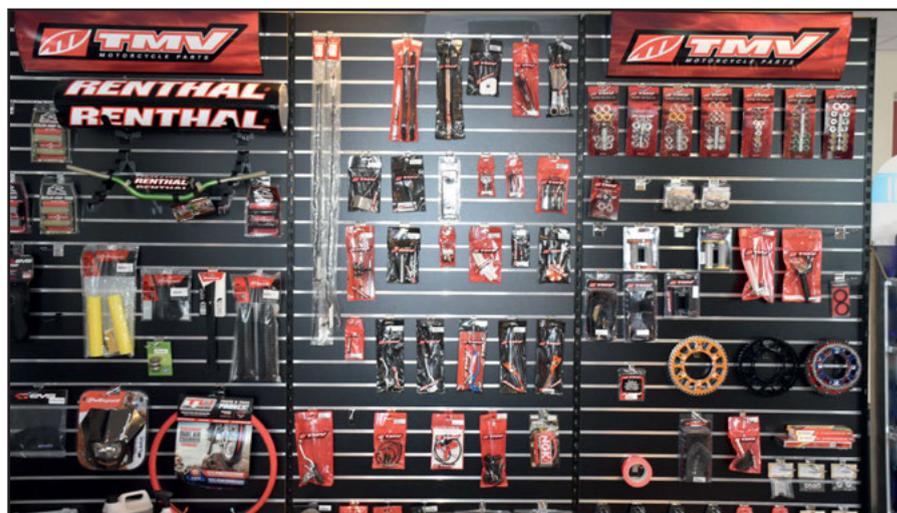
“TMV is 100 percent about supporting bona fide motorcycle shops. We offer top-selling brands available from inventory and we support those brands with a strong, personal relationship with

our dealers, the kind of added value support that internet resellers simply cannot replicate.

“Although consumer buying habits have been changing and new generations of riders have not seen a retail landscape in which online sales have not been a part, we firmly believe that there is no substitute for allowing the customer to see, feel

and make personal judgements about products. There never will be a substitute for the personal retail experience that only a local dealer can provide to their riding public.

“We in turn back that up with the kind of support and supply relationship that only a specialist distributor with an international network of



selected vendors and curated product lines can provide.

"My background is as a dealer, I had my own motorcycle shop for many years, and so I understand the importance of vendor support, good supplier relationships are invaluable. I also understand the position dealers find themselves in now, which is why you won't find us selling our product lines direct to their local customers online. That simply is not the TMV way.

"While it is wrong to suggest that the internet will go away any time soon, that it doesn't have its

## 'TMV is 100 percent about supporting bona fide motorcycle shops'

place, it is equally wrong to think that the traditional, personal, relationship-based channels that characterise the heart and soul of enthusiast markets such as motorcycling will go away any time soon".

TMV is a distributor for many top-selling, internationally well-known brands - like Tw in Air foam filters, made by TMV's sister company, and independent brands such as Renthall handlebars, levers, sprockets and chain from the UK; Athena pistons and components; Spanish made Airtal motocross cylinders and performance kits; EVS neck braces, knee protectors, roosters, under garments and ballistic jerseys; Portuguese made Polisport factory replacement colour match



plastics kits, protective custom fenders and covers; the innovative 6D helmets programme from the United States; Motomaster MX brake rotors, calipers and pads; All Balls Racing bearing and service kits; the fast growing Canadian designed FXR off-road apparel programme; the BC Battery Controller batteries and battery chargers line made in Italy by Forelettronica; Maxim a Racing Oils; high performance clutches by SIM, Italy, the recently added Putoline oils range, and more.

Plus, a range of TMV own brand products, including many hard to source items for off-roaders such as model-specific hardware kits, forged aluminium OEM replacement shift levers with colour matched pegs and folding brake and clutch levers.

"We've got 40 very valuable years of experience backing the services and products we offer to our dealers," Herman went on to say. "All our people are motorcycle enthusiasts and most weekends we can be found at one or more motocross races or club events.

"We put a lot of backing into the sport, both at elite level, but especially at clubman and grass roots level. Through sponsorship of events, teams and individual riders, to technical and product support, TMV is a business that is a genuine part of the market it serves, a market we love being a part of.

## 'we are all enthusiasts'

"We see our relationship with our dealers, and the vendors we buy from, as a genuine partnership – one with shared values and shared aims."

We are not a distributor that competes for their dealers' customers, we are here to help them compete for their customers' business – to find and create happy customers who will return to their stores again and again."

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

## 'there never will be a substitute for the personal retail experience'

"We put a lot of backing into the sport, both at elite level but especially at clubman and grass roots level."



Founded in 1996 in Canada by MX racer turned powersports dealer Milt Reimer; the fast growing FXR apparel range is imported into Europe by TMV. FXR's 2018 MX gear range features jerseys, pants, gloves, helmets, boots and goggles. Three ranges are offered: the 'MISSION' collection, the 'CLUTCH Prime' collection, FXR's entry level programme, and the 'REVO' line, the top-of-the-range premium gear programme, described as "putting the rider first, with a focus on ergonomic fit and ultra-light weight performance".



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



This IP44 weatherproof BC 5000 EVO+ smart battery charger and tester was recently introduced by BC Battery Controller, and is described as having "a latest generation microprocessor to execute a cutting edge eight-step charging algorithm", and features an embedded temperature sensor to adapt the charge according to ambient temperature, three programmes, LCD display with digital voltmeter and on-board guided battery and charging system test

Airsal's new off-road cylinders (including for KTM 250cc engines as seen here) feature their proprietary Scanimet internal coating - a high performance, durable and heat resistant nickel-silicon carbide (carborundum) technology



Founded by two riders in 1985 as MX knee brace specialists, Rancho Dominguez, California based EVS is one of the most recognized and respected off-road protector and apparel brands in the world. Seen here, the web pro knee brace was to be smaller, lighter and stronger than the original Web Knee Brace. Patented True-Motion hinges anatomically mimic the natural motion of the human knee for increased comfort and connectivity to the bike.



Recent new products from Polisport, the Portuguese manufacturer of 'Performance Plastics', include this CR resting kit that includes airbox covers, front and rear fenders, number plate, side panels and radiator scoops to completely update the look of Honda CR models from 2002 onward

*'a genuine partnership'*



6D's revolutionary patented Omni-Directional Suspension (ODS) embodies a fully active, in-helmet suspension and kinetic energy management system.



# Forcefield FreeLite back protector and Tech 2 base layer

British specialist Forcefield has added a number of new products to its 2018 range, including the all new FreeLite back protector which is said to "take comfort to the next level".

While still offering CE Level 2 performance and Repeat Performance Technology (RPT), "the new 'free fitting' back protector offers even more breathability, flexibility and at minimal weight. "Using the very latest cutting techniques and intelligent design the 'free fitting' armour shapes the body perfectly, offering huge flexibility and no restriction when moving around on the motorcycle.

Features include DRI-M technology (Dynamic, Reactive, Intelligent Material), lightweight, EN1621-2 CE2 test pass, 'Free fitting' CE2 armour layering system, non-restrictive and breathable construction, height adjustable 3-point fastening waistband and heat activated 3D body moulding.

Also seen here, the Tech 2 base layer shirt and pants are a new and improved addition to the Forcefield Climate Control range that uses "the very latest production techniques to ensure the highest performing materials, combined with the most up-to-date and cutting-edge technology to produce the very best in base layer design and function.

"These garments have three functionalities: breathability, compression and the design, fundamental for a rich and technical garment. The design features aid the compression in key areas, allowing the surface knits to massage and stimulate the skin, improving overall comfort.

Features include three technical structures, produced on a seamless loom, the thermoregulation properties



of BeCool, the lightness and fast drying properties of Dryarn and enhanced anti-bacterial properties and superior wicking properties.

**FORCEFIELD BODY ARMOUR**  
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# 'Commander' ON/OFF road



The latest evolution of Italian specialist Airoh's ON/OFF helmets, the 'Commander', features "an innovative design" with a changeable configuration that turns it from a 'peak and visor' off-roader to a 'naked' on-roader with the peak and visor removed. The company says that all of its "latest helmet design and technology comes together in the 'Commander' to redefine standards and achieve performance levels that others cannot match". Features include a high performance composite fibre (HPC) shell, extra wide visor with retractable sun visor, Pinlock lens, aerodynamic peak, three-zone ventilation, Bluetooth housing, two outer shell sizes and a wide range of "striking" graphics.



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# Matris 2018 suspension options - 790 Duke



Italian specialist Matris has a comprehensive selection of suspension upgrades available for the KTM 790 Duke - the naked twin that is selling well in all of Europe's primary markets.

At the front, a choice of 20 or 25 mm fork kits featuring Matris' latest 'Quad Valve' technology, they both allow full compression, rebound and preload adjustment and are both complete and ready to install without any modifications to the factory front end.

For sport riders, fully adjustable Matris "speed sensitive system" steering damper options reduce vibrations and front wheel shake and provide greater safety at higher speeds.

At the rear, Matris has a choice of three M46KD OE replacement multi-adjustable shock absorber

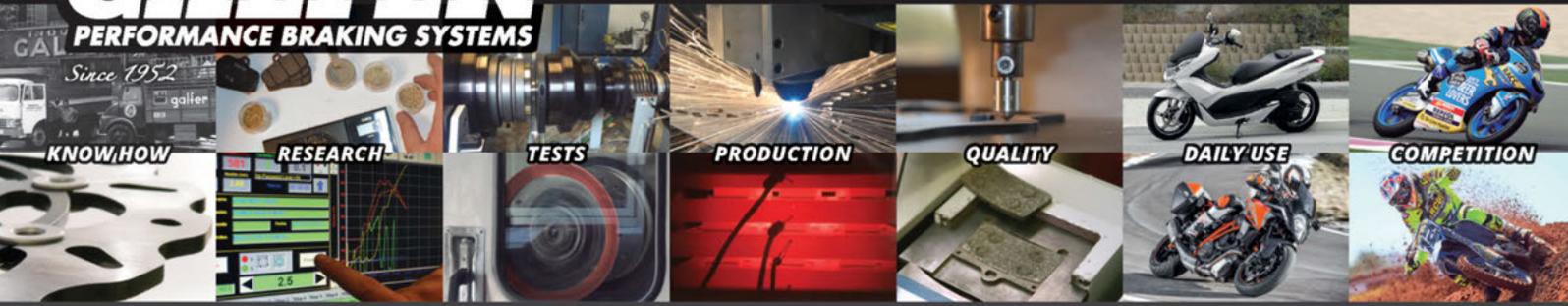
options - all three have rebound and length adjustment; the std has a standard spring compression preload adjustment; the ID has hydraulic spring preload adjustment, and on the IKD it is via a glove-friendly top knob for fast and easy setting change.

Matris front forks for the KTM 790 Duke are sold with Motorex fork oil and feature KTM colour match springs. Matris 'Dark Series' black springs are available on request.

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# OEM style replacement MX brake discs



There is more to Swedish off-road wheels specialist Cross-Center International than having "the strongest stainless steel motocross, street, off-road and vintage spokes", such as model-specific rims, hubs, complete wheels and, as seen here, 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 Torbjørn Bergh. "We also manufacture our brake discs in-house from genuine high-grade



Swedish steel. 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.

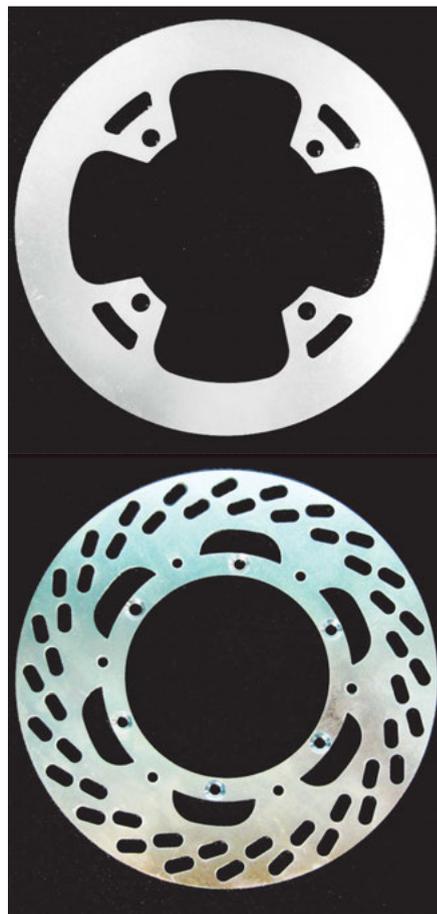
"Vintage MX is over 50 percent of the sales here in Sweden, and our export orders suggest the same is happening around the world. The enthusiasm for vintage is massive".

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 are 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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# DNA FCd1 tech high-flow cotton filters



Greek high-performance cotton air filter manufacturer DNA recently added three new applications to its fast growing late-model (2018) applications for the Husqvarna Viltpilen/Svartpilen 401, Viltpilen 701 and Kymco AK550 (2017/18). Their advanced DNA FCd1 (Full Contour design) technology is an innovative

technique developed by DNA that is said to allow the filtering material to follow the contour of the airbox precisely, using the complete surface as "active filtering area", which is said to eliminate any "dead spots" that can cause turbulence, increasing air flow and filtering efficiency. The filtering efficiency of DNA's filtering media is described as being extremely high at 98-99% capture of dirt as small as 5 microns (ISO 5011), using four layers of DNA cotton. A specially made laser-cut supporting frame is embedded into the DNA filter.



2018 Husqvarna Viltpilen/Svartpilen 401 - for race use. Flow is said to be +40.94% more than the factory filter at 129.60 CFM (cubic feet per minute) at 1.5" H2O corrected at 25 degrees C

2017/18 Kymco AK550 - for road use. Flow is said to be +10.50% more than the factory filter at 132.50 CFM at 1.5" H2O corrected at 25 degrees C



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# Polisport new products for 2019

New from Portuguese off-road and MX plastics specialist Polisport, the Armadillo pipe guard is a dual compound, high-temperature resistant steel and elastomer design that combines improved protection levels with reduced vibrations and noise.

Quick and easy to install, it is also easy to remove and clean after riding; it has a variable width through the protection areas for a better fit to the pipe – the exhaust does not have to be removed for guard installation.

Also seen here as universal fit for two-stroke machines, Polisport frame protectors provide protection of the frame from rust, rocks and the rider's boots. Abrasion and impact resistant, its texturised surface means enhanced grip. The slim, robust and durable design means long life and doesn't interfere with the rider's boots.

The 'Fortress' skid plate is a highly durable and resistant injection-moulded design for full coverage of the engine and frame rails. A specific mounting kit has been developed for a simple and quick installation. It delivers extended side protection, is available with and without linkage protection and, unlike metal protectors, is noise-free.

Polisport's MX style (single point mount) 'Hammer' hand and master cylinder protector uses a new universal mounting system for quick and easy



Frame protectors

mounting and precision fit.

The large yet slim and low profile plastic guard is said to ensure optimal protection with horizontally orientated airflow vents for improved cooling.

These are among the new products Polisport will present at INTERMOT, and they will be available by the beginning of 2019.

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'Hammer' hand and master cylinder protector



'Armadillo' pipe guard



'Fortress' skid plate

## 'Verona' and 'Zafiro'



Founded in 1988 and celebrating its 30th anniversary this year, Spanish apparel specialist Rainers Sports continues to develop its programme, offering dealers the opportunity to offer their customers a growing range of high-performance, high-specification riding gear options.

New products include the new 'Zafiro' ladies' jeans, made from a strong fabric effect leather they also include hip protectors; they also feature adjustable and removable knee protectors and flexion panels at the knees.

These short, urban 'Verona' boots, said to be ideal for scooters and naked bikes. The boot is made from strong vintage cowhide leather and features include panel gear and ankle protectors, as well as soft, padded leather at the top.



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# CeraCarbon high strength USD fork tubes

Based at Stein in the Netherlands, CeraCarbon Racing is introducing what Sales Manager Hans-Dieter Fischer describes as a patented and "truly innovative first" in motorcycle front fork design - combination ceramic and carbon fibre upside down front fork tubes. "The advantages of USD front suspensions have been well known for years, but while they are typically lighter than conventional forks, race bikes especially would always have liked to see them lighter still. We are now able to use all the advantages of the USD system and eliminate even more of the weight, liberating the performance and handling advantages of the USD design.

"Our CeraCarbon front fork inner and outer tubes combine light weight with reliable strength and low friction into an ultimate solution".

A front fork applying CeraCarbon inner and outer tubes is more than 2 kg lighter than a conventional front fork with steel and Aluminum inner and outer tubes. The weight saving is mainly "unsprung weight

which results in much better handling and rideability, resulting in faster track times". The CeraCarbon inner tube is an all-purpose application suitable for most front forks that can be installed with most aftermarket cartridge systems.

Inverted forks are exponentially more rigid because they mount the larger diameter "slider" to the triple tree. Conventional forks mount to the triple tree via the smaller and heavier steel fork tube. The much more rigid (compared to a steel fork tube) slider makes up a higher percentage of the overall length in an inverted front end.

This design benefit reduces flex and improves handling and feel when compared to a conventional

design. Inverted forks are stronger because they have more overlap than conventional forks – the distance the fork tube protrudes into the slider. The more overlap, the more rigid the front fork assembly.

Conventional inverted front forks have one disadvantage - because the steel tubes are on the downside the unsprung weight is higher. This problem is now solved by CeraCarbon by replacing the heavy steel tubes with CeraCarbon Carbon- Ceramic tubes.

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# K-Tech Off Road Valve System and Panigale upgrades



Direct Damping System "Pro" rear shock absorber

Off Road Valve System performance upgrade for WP XPLOR

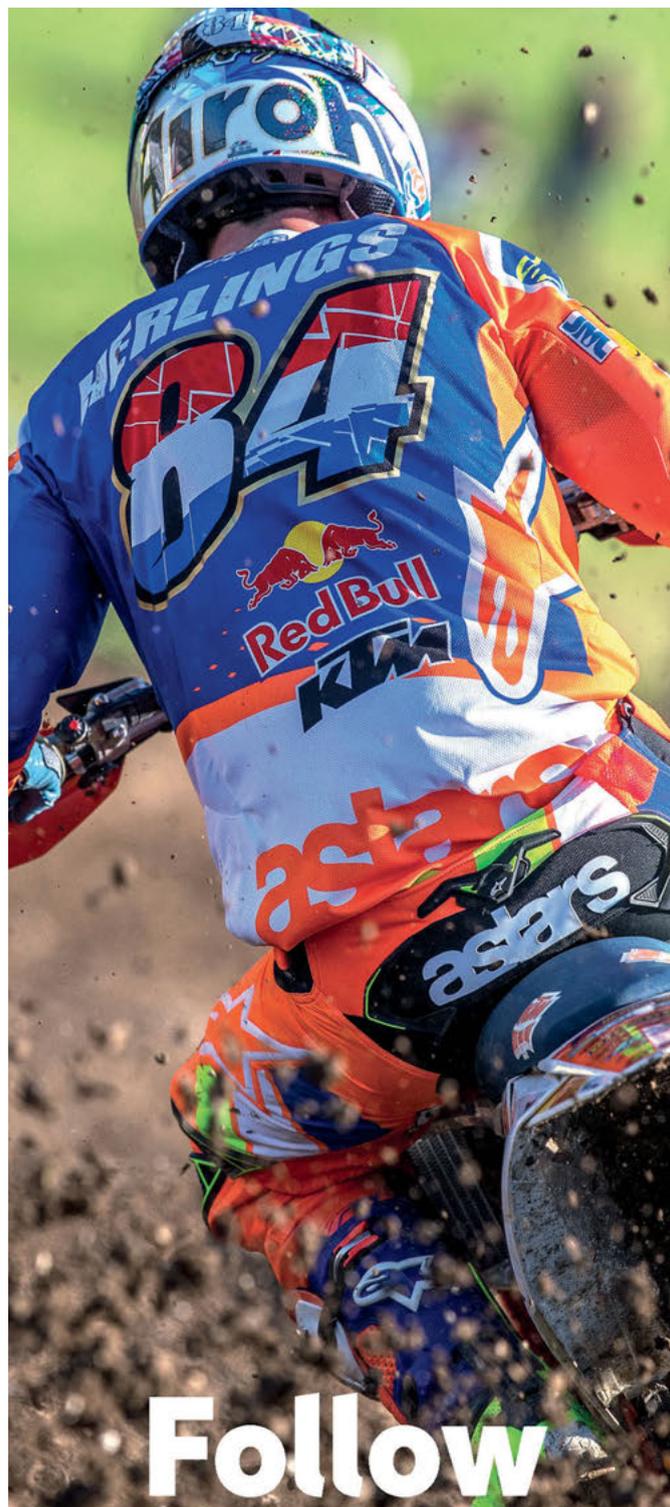
British suspension specialist K-Tech's Off Road Valve System (ORVS) has been designed as a performance upgrade for WP XPLOR, enabling riders to enhance the performance of their original equipment front forks. The system is a replacement internal damping system "giving better response times and extended adjustment range for enhanced performance on all terrains including sand, hard pack and rocks, increasing grip, cornering performance and jumping while maximising the stability and ride quality for more positive and safer control. The new damping system includes complete compression and rebound assemblies with new pistons, finer adjustment control needles and a new hydraulic bottoming cup, which seals the cartridge tube to improve damping response time and bottoming control. Also seen here are upgrades for the Ducati Panigale V4S, including a DDS (Direct Damping System) "Pro" rear shock absorber, which "has been designed for use at the highest level of racing and developed in major

championships around the world". Five-way adjustability features include 32-click compression and rebound damping adjustment, 16- click BPV adjustment, length adjustment, hydraulic spring preload 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 to enhance tyre feel and grip. Components are CNC-machined, it has potentiometer mounting points and a wide range of available spring rates available. The company's DDS front fork Cartridge Kit is a complete replacement damping system designed and manufactured in the UK for high-end racing applications. Features include 30-click compression and rebound adjustment, 18 mm spring preload adjustment, 8 mm piston rod for reduced system displacement, 20 mm displacing piston for large oil flow and increased damping control, 31 mm control piston for increased feel and response time and a patented design that is said to eliminate cavitation. Supplied with three pairs of springs and the tools needed to change them, a wide range of spring rates are available.



DDS front fork Cartridge Kit

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# Accessories for Benelli TRK 502

Italian parts and accessories brand Kappa has introduced a series of travel accessories for the Benelli TRK two-cylinder adventure bike, including bike-specific and universal accessories which enable riders to create a configuration based on their travel needs and personal preferences.



Parts include a rack for side cases (KL8703), specific for the Monokey, retro fit cases, which hold the K-Venture KVE37, a square shaped model made of aluminium with a 37 litre capacity, available in "natural" aluminium or painted black. These cases feature specifically designed waterproof internal bags which can be removed without taking the cases from the bike. They can also be fixed to the saddle or other places on the bike using the elastic straps provided as standard.

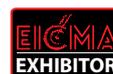
Further accessories include a Monokey universal plate for a top case and a high, transparent windscreen, specifically designed for the TRK 502, offering increased protection against the wind (52 x 38 cm H x L), substituting the original screen. If more aerodynamic protection is required, there is also an adjustable and compact spoiler/deflector available in transparent or smoked versions.

Other options are a lower engine guard as well as an upper guard, plus supplementary fog lamps installed on the engine guard with an aluminium body, using LED technology and a waterproof switch to be installed on the handlebars. Rounding off these accessories are a toolbox attachment kit, a Smart Bar



screw kit for electronic devices and a tankbag/rucksack, which can be attached with magnets or straps or can be worn as a rucksack.

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## Venhill update 'Powerhose-Plus' Dealer Kits

British motorcycle control specialists Venhill has expanded its popular 'Powerhose-Plus' Dealer Kits to offer more choices of applications and colours.

There are now three kits available: with black fittings, chrome fittings and a stainless steel kit - each comes with a choice of clear, carbon and black hose options.

Ideal for professional and enthusiast workshops alike, each kit is housed in a handy and durable toolbox and comes complete with 30 assorted hoses, ranging from 150 mm to 725 mm in length, plus a selection of needed fittings to cover a wide range of motorcycles, quads, scooters and



softening, expansion and loss of shape, and delivers a consistent internal diameter and smooth bore for efficient fluid flow.

Venhill use marine-grade stainless steel braid to wrap around the core, to prevent further pressure expansion, and this is covered with a PVC jacket to protect against damage. Threaded swivel fittings allow the hose to be positioned with zero twist for an easy and reliable fit.

All Venhill braided brake lines are built to exceed DOT and TÜV requirements, and every hose that leaves the Venhill factory is pressure tested to 1500 psi.



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## ABM Vitpilen 401/701 conversion



Prolific German parts and accessory designer and manufacturer ABM has developed a Superbike kit, replacing the original handlebar with a higher and slightly wider aluminium Superbike handlebar. The kit contains a black anodised triple tree and all necessary small parts and installation instructions, and includes a parts certificate. The matching "butted" Booster handlebar is available separately in three different colours. In total the Superbike conversion gives a higher handlebar position of about 70 mm and is said to improve handling on both models.

ABM's sister company WUNDERKIND-Custom offer accessories including handlebar mirrors with EG operating certificate and a tachometer cover, which can be used with a special tape. A side licence plate holder allows the licence plate to be moved to the left side. Specially developed LED indicator units can be mounted on existing mounting points below the rear of the frame, so they can be integrated into the total picture of the motorcycle without disturbing.

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special applications custom installs. Additional fittings, hoses and banjos can be purchased separately as required. Venhill manufacture their 'Powerhose-Plus' lines in their UK factory, and each one features a DuPont Teflon core, which offers much higher resistance to heat than cheaper alternatives. This prevents

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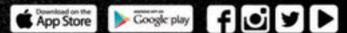
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# Micro S DF Dark, Bullet 1000 RB and Atto DF

Prolific German lights designer Kellermann has updated its popular micro 1000 DF Bullet Light as an even smaller 3-in-1 light with tinted glass.

The micro S DF Dark is an "extremely compact" combination rear light that means "all three functions almost disappear at the rear of the motorcycle", for the company's cleanest custom install yet.

The micro 1000 family of LEDs is one of the really traditional ranges of indicators from Kellermann and have been installed on different kinds of motorcycle models for more than 15 years. The new micro S DF Dark "represents the trend to even more compact motorcycle lights".

"The new micro S DF Dark is really super small, it would even fit six times into the larger micro 1000. This allows an extreme compact and individual design of the tail of the bike with the complete electronics housed in the high-quality casing."

Also seen here, the stronger new Bullet 1000 RB combination rear and brake light with a 3-year

warranty "presents a distinctive rear and brake light in classic bullet design".

To date the Kellermann Bullet range already has included options with indicators (Extreme), indicators and position lights (PL) and 3-in-1 combinations with indicator, rear and brake light (DF), but not a rear and brake combination before.

The range of new options it gives bike designers for redesigning the tail of the motorcycle now include being able to combine the distinctive new Bullet 1000 RB with the Bullet 1000 or their super compact Atto indicators.

Finally, the Atto DF three-way combination light is as small and powerful as they come. Indeed, the company says that it is the smallest street legal motorcycle combination indicator-rear-brake light in the world, combining indicator function with rear/brake light.

Kellermann CEO Dr. Stefan Wöste says: "The Atto DF offers unbelievable illuminating power - typical for all Kellermann products. But behind it, is a real hidden masterpiece. The sought after 3-in-1 function in such a minimalistic casing allows for an ultra-clean custom solution."

"But, of course, street safety always comes first for Kellermann - the DF visually almost disappears on the bike, but once it kicks into action, it has relentless illuminating power in indicator, rear or brake light function."

All three can be plugged directly into the 12 volt net and feature Kellermann's proprietary EXtranz (Extreme Optical Transparency) technology. They come with Kellermann's high power LED technology, long life protection guard and are IC operated at 330 kHz. The result is "sensational illuminating power and minimal size at the same time".



The Atto DF three-way combination light is as small and powerful as they come



Bullet 1000 RB combination rear and brake light



Micro S DF Dark "extremely compact" combination rear light



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# AERO-GP lever protector from Barkbusters



Barkbusters, a leading motorcycle handguard specialist, has announced the release of its new state-of-the-art, aerodynamically designed AERO-GP lever guards - "conceived with safety in mind, but created to be beautiful when fitted to your machine," says Robert Veljanoski, Barkbusters' General Manager. "The innovative design will complement the look of today's street bike aesthetics while providing the essential protection needed to prevent accidental activation of the brake or clutch lever during close quarters racing on the track.

"For street riders the same safety elements are evident for those riding in large groups, tight spaces and during lane filtering on congested urban roads".

The AERO-GP is compatible with most makes and models, including fully-faired sports bikes, tourers and scooters. Each pack contains the aerodynamic GP styled lever protector, which features innovative design with hi-tech nylon composite construction for rigidity and strength.

They mount to a single point on the handlebar end. The included

fitment will suit 6 mm or 8 mm internal thread handlebars and they feature a unique locking system for hollow handlebars. The adjustable reach means a perfect fit and they are sold with an additional aerofoil included - "the sleek functional Aerofoil can be fitted for increased wind protection or removed in seconds for compact sporty style.

"Since we launched our STORM handguard ranges for street bikes back in 2008, we've seen demand explode. With so many riders now enjoying the thrill of racing and track days, we have found a unique way to offer a stylish and functional solution to their safety requirements for lever protection.

"With the added design features and adaption for further aerofoil protection, we have now brought this solution to the style-conscious street rider in our latest release, AERO-GP!"



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# LighTech adjustable rear sets

As show seasons go, this will be a big year for leading Italian parts and accessory manufacturer LighTech (based near Venice).

The company is to exhibit at both INTERMOT (Hall 8, stand C045) and EICMA as it seeks to capitalise on the growth in demand it has been seeing in recent years for its stylish, high quality replacement and upgrade parts for the most popular current models. Seen here, their adjustable rear sets are machined from billet aluminium 7075-T6, described by export sales manager Michele Balboni as "the most suitable for this type of application – many competitors use cheaper aluminium such as like 6082 or lower, but we believe that the strength of our superior materials is as important as its light weight."

"The main support of our rear sets is a one-piece engineered from 7075 billet aluminium to guarantee exceptional rigidity and ensure safety and performance for all riding conditions. Machining from a monoblock piece produces a part that is more resistant, stronger, looks better, and has a better feeling for all riders."



**Export sales manager Michele Balboni: "Materials are central to the precision and quality we achieve with our product designs"**

unique to LighTech, it is possible to adjust the position of the footrest quickly and accurately. The adjustment is made by sliding the footrest support on two tracks on different levels to a maximum of eight positions.

"Unscrew only one bolt, and you can quickly and easily adjust the position or change the footpeg after a crash during a high-speed race, an endurance race or during a track day. It is also possible to adjust the toepeg's position of the shift and brake lever with an easy sliding design".

LighTech offers three versions for each Track System rear set - standard, folding and R-version. Depending on the bike they can be ordered with standard or reverse shifting, or with a specific additional kit to convert from standard to reverse shifting.

LighTech was founded by Fabrizio Furlan in 1997 as an extension of his family's specialist metalwork business, which means it can draw on three decades of precision manufacturing experience and an ISO 9001 accreditation backed by a reputation for quality and innovation that has its origins on the race track, having worked closely with elite teams in the WSB, 125GP and 250GP championships.

The company's 2,500 dealers can choose from over 7,000 Ergal products, available in six different colourways, over 400 titanium products and a host of other accessories.

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Recent product introductions from LighTech include ...



**Fold-up footpeg for Honda X-Adv**



**Chain adjusters, featuring positive-lock adjustment and stamped scale**



**Vibration reducing handlebar caps, seen here for the Yamaha R6**



**Levers, now certified by TÜV Austria with stamped KBA number**



**Fluid tank cover for BMW R nineT**



"It is more complicated to manufacture and therefore more expensive, but we believe it is essential to make the best possible components – that is why all plates, levers and supports are machined by us in-house at our state-of-the-art CNC facility. We do not 'buy in' and assemble with inferior 'third party' components".

The levers work on high quality bearings that guarantee "perfect and excellent resistance mechanisms" even during the most extreme demands on the track and road.

"All this to get the best feeling for the rider with accuracy when making rapid gear changes while moving in the saddle".

LighTech rear sets are manufactured with footrest supports anodised in different colours, with lightweight but strong magnesium heel guards incorporating the LighTech logo.

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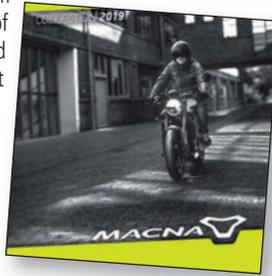
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# First heated glove with laminated Outdry

New from Macna, the Neutron glove is "not your average winter glove", says the Netherlands based company, "but a heated winter glove with an Outdry membrane". Instead of being a "loose" layer, the waterproof



Outdry membrane is laminated to the outer layer of the glove, meaning that "the glove can't suck itself full of water. It is a common problem with a lot of so-called waterproof gloves, that the waterproofing is used in such a way that it cannot prevent accumulation.

"Our technique eliminates that problem - there is no space for water to accumulate in. Simple. Problem solved. It also means that, in the wet, the glove can keep more of the warmth generated by the electric heating system in the hands, which in turn allows the electric heating system to work more efficiently". The 7.6V battery is tucked into the cuff, and the controller can be set to 3 different settings and can last 4 hours before it needs a recharge.

The glove has hard external knuckle and finger protection, a 30 degree buckle (on the ergonomic cuff strap), 'Ergothumb' (the finger and thumb part consist of one piece of leather, so no pressing seams), Side Eye (reflective elements), screencleaner

(integrated mini rain wiper for the visor) and 'Touchtip', a conductive fingertip for smartphone/navigation control.



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## TDR International at INTERMOT



Founded in 2000 and headed up in Europe by former Hyperpro executive Jan Belder, TDR Industries is a leading Asian motorcycle and component business, with facilities spread across multiple Asian countries such as Indonesia, Thailand, Vietnam, China and Taiwan.

The company will be exhibiting at INTERMOT this year and is seeking new distribution and dealer partners, initially for a range of components for the Yamaha NMAX, XMAX and Honda PCX models.

The TDR product line is focussed on R&D, manufacturing and distribution of tuning, handling, style and maintenance products such as various sizes of ceramic cylinders, twin iridium spark plugs, camshafts, continuously variable transmissions (CVT), springs and clutch sets, roller weights, pulley sets, stainless steel air filters, gear ratios, brake pads, discs and hoses, handgrips and more.

"TDR has a proven record and exceptional reputation," says Belder. "We deliver high quality and high performance motorcycle components in the



South East Asian market, and we are pleased to announce that we are now starting to take our journey further into the European market this year.

"We believe that we are able to provide the best solutions for the motorcycles that dealers are working on. We are starting with a large range of products for a specific range of bikes, rather than a small range for a high number of models.

"That way we can become a model-specific service and tuning partner in depth for dealers and roll the programme out for other models in the coming months and years."

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## Hot Shot rotors for older Honda models

New from Hampstead, New Hampshire based electrical system components specialist Rick's Motorsport Electrics, these new rotors for older Honda models work with Rick's Hot Shot stator kit and the stock stator when the rectifier/regulator is upgraded to a Rick's stock upgrade design. This new rotor will put out 70% more power than the OE design, allowing for upgraded electronics and improved performance. It includes the stock timing marks and accepts the stock clutch for easy installation, allowing restorers to bring 21st century electrics to vintage Honda CB350/360 and CL350/360 models.

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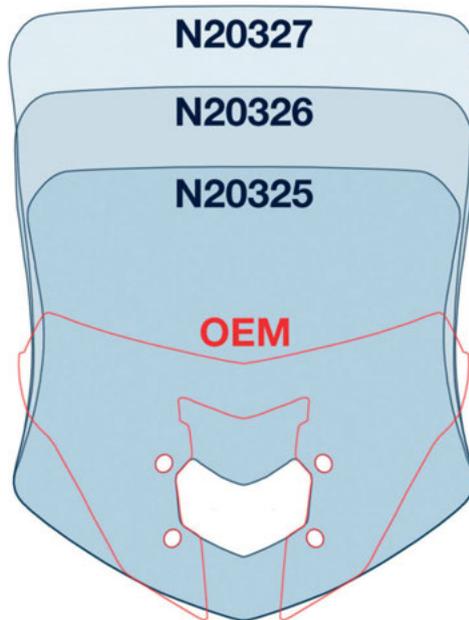


# VStream for FZ-10/MT-10

Maywood, Illinois-based manufacturer National Cycle now has VStream Windscreens in tough 4.5 mm Quantum hardcoated polycarbonate for the updated 2017 to current Yamaha FZ-10/MT-10.

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".

These new windscreens are available in three heights - Sport in dark tint, Sport-Touring in light tint, and Touring in clear. "This means there is a perfectly sized



windscreen for almost every rider. All will offer improved wind protection and riding comfort compared to OEM or other aftermarket windscreens".

VStream's patented, advanced "V" profile helps push wind out and away from the rider's helmet, "resulting in a calmer, quieter riding environment". All polycarbonate windscreens from National Cycle are protected by a three-year warranty against breakage.

Also seen here in 4.5 mm Quantum hardcoated polycarbonate are VStream+ designs in three different sizes and tints for the '17-'18 Yamaha MT-07. The "+" indicates the addition of a highly engineered mounting bracket made specifically for this model.

Other recent additions to the VStream line include model-specific designs in a choice of heights and tints for the '17-'18 BMW G310GS, 2018 Honda Gold Wing, '17-'18 Kawasaki Z1000SX Ninja, 2018 Kawasaki H2 SX, and the '17-'18 Yamaha FZ-09. All are said to offer improved excellent protection and riding comfort compared to other aftermarket windscreens - "they're the perfect match for this combination of urban commuter/streetfighter".



National Cycle is an international supplier with a long-established distribution network, making National Cycle/ZTechnik products easy to source. National Cycle/ZTechnik will be exhibiting at INTERMOT, Hall 6.1/Stand A008, and at EICMA, Hall 13/Stand M88.



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# High-tech heated apparel by Keis

Keis Apparel, a leading UK heated clothing brand, has been advancing the creation of heated motorcycle clothing for over 10 years, using the very latest micro carbon fibre heat generation technology.

Now it is starting to make its class-leading range of advanced product designs available to distributors and their dealers in continental Europe.

Last year saw a test introduction to France, Italy, Czech Republic and Denmark, where the Keis brand's leading combination of technology and materials was well received by winter riders. Designed in the UK, specifically for European riding conditions, the Keis Apparel programme includes a range of heated



jackets, vests, ladies' bodywarmers, gloves (armoured and inner gloves), heated trousers and boot insoles.

Keis uses "micro carbon fibre technology" and the very latest heat generating technology to deliver Far Infra-Red Radiation - the kind that bright sunlight transmits, even on cold days. This provides reliable, even and strategically positioned heating in a garment that is so reliable it can even be washed. Heating is provided by micro carbon fibre panels, which deliver an even spread of heat around the chest, kidneys, arms and collar. Carbon panels are not only thinner and more flexible than traditional wired elements, they are also more reliable, so they are covered by a lifetime warranty, for complete peace of mind.

The majority of garments can be powered either from the motorcycle's electrical system via the

supplied wiring loom that connects to the motorcycle's battery, or from either of the Keis 2600mAh and 5200mAh portable batteries - both feature a USB power output that can be used to power any Keis garment or any USB device (cell/Handy, camera etc.).

Keis will be at INTERMOT (Hall 6, A/070) with several new garments, including all-new, PPE directive EN 13594:2015 certified, G501 premium heated gloves and their B501W premium ladies' heated bodywarmer, designed for maximum comfort and ergonomic styling.



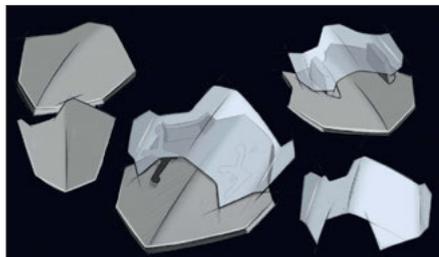
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## Sports Plus line

Performance plastics specialist Puig has channelled its long experience in the design of aerodynamic accessories into creating a new range of Sports Plus products, intended to enhance the appearance of racing motorcycles like the radical Yamaha MT-09 (FZ-09) 2017.

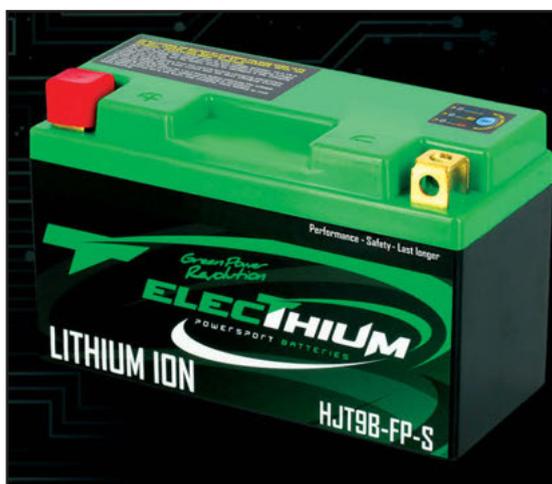
The company says that "these parts are distinguished by their small size and versatility, which allows them to be



mounted alone, as a cover for the front, or together with the visor, which channels the air and significantly reduces turbulence for the rider". Many combinations are possible, so that the rider can set up the level of aerodynamic protection according to personal preferences. Sport or Touring fairings can be mounted easily in a very simple way, which increases protection on specific occasions or in cold season. The components are made from ABS.



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# OptiMate SOLAR, getting the Drag Specialties motorcycles 'ready to ride' at Sturgis!

TecMate's advanced OptiMate brand Solar battery charging tools have been gaining traction in the market place rapidly since their introduction. At this year's Sturgis Motorcycle Rally in the United States the company was set up with Drag Specialties / Parts Unlimited - the company's exclusive North American distributor.

Though there primarily to help the sales team promote the OptiMate range, with some sales of the Solar chargers being made - especially to people who had transported their bikes in closed trailers - one classic opportunity to showcase their Solar products came with the show bikes that TecMate's distributor uses at events within the USA. These bikes don't get ridden very often and subsequently their batteries are not always charged well enough to fire the engine up or demonstrate the installed accessories, especially the electronics and lights. TecMate CEO/CTO Martin Human takes up the story: "We mounted an OptiMate Solar 20W (TM522-2) and OptiMate Solar 40W (TM523-4) kit to portable A frame displays and put them to work saving, charging and then maintaining those show bike batteries that had become "needy" - making sure the bikes provided continuous service throughout the duration of the Rally. "The OptiMate Solar line features a smart



charger-monitor that provides battery status information around the clock - when it is charging the battery during the day and when the battery is at rest overnight. You can even switch the charger-controller from battery to battery to check battery condition, see which battery needs charging most, before you hook up the solar panel. "Once hooked up and the panel receives sun, the Solar Charge light blinks confirming solar power is being delivered, and one of the three battery status lights indicate charge progress. When night falls, or if the smart charger-monitor senses no solar power is being delivered, it changes into a battery monitor with one of the three charge status blinks, indicating battery status."

Martin says the 10W TM522-1 kit (12V 0.8A max.) and 20W TM522-2 kit (12V 1.6A max.) are "ideal for all powersports vehicles" but that if you need to rescue a battery faster, the 40W TM523-4 (12V 3.3A) is the charger of choice.

"No one cares about their battery until it's dead. But that might be more frequent than necessary if the vehicle is stored far from AC power, as was the case at Sturgis. With OptiMate Solar you don't have to change your mindset though.

"Here in Europe we know that can be a big problem when touring, when vacationing, especially off-roading and adventure touring, and at the races - which are often in remote areas where power supply access isn't guaranteed. Provided there is sunshine, with Optimate Solar you are never without power - just connect and forget, no more battery problems"!

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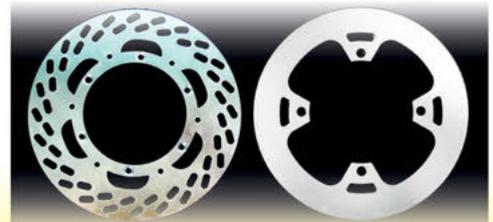


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# Merlin - heritage, safety and style

Founded in 2011, Merlin is a relatively young motorcycle apparel business, but one that has already had an impact. The company already sells its contemporary styled range of leather and wax cotton jackets and riding jeans and shirts direct through some 300 dealers in 18 countries worldwide.

The team behind it came together with many decades of motorcycle industry experience, and Merlin has quickly established itself as a 'go to' brand for dealers looking for a convincing range of genuine riding gear with styling trends that speak to emerging consumer group demographics.

The company is now seeking to expand its dealer direct partnerships and has attended a number of shows this year as it steps up its worldwide presence and availability. Merlin designs are built to "impeccable standards", and Brand and Product Director James Franklin told IDN "with all products securing the appropriate level of CE accreditation and selling to the consumer with a 2-year warranty." In explaining how the company has managed to grow so strongly in a challenging worldwide market, Franklin says that "we have kept it simple. We have focussed on relevant categories with up-to-date designs made from the best proprietary materials and components. The result has been a programme that dealers can stock with confidence that often sells out - and quickly."



G24 Drax boot – in 2.4 mm cowhide leather with a 'Crazy Horse' distressed finish and casual, urban style. The boot has successfully passed CE certification, achieving the highest level of performance possible in the CE test, 2, 2, 2, as well as the optional WP (waterproofing pass).



**Yoxall waxed cotton jacket** - a versatile, motorcycle-specific crafted jacket made from Halley Stevensons Scottish waxed cotton, exclusive to Merlin in the motorcycle market and finished in Marton Mills British Tartan.

This design is built on the success of its predecessor - the Armitage - but with improvements to the fit and cut, lining, accessories and functionality (such as ventilation front and rear, fold back collar, cuff fasteners and improved internal draw cord system). The Yoxall is Merlin's mid-length garment, with the Atlow a belted long-length option; Barton, a shorter option, and Anson, a city styled, lightweight option.

Features include Reissa waterproof and breathable membrane, 100g removable thermal full body liner, Italian Safetech CE shoulder and elbow armour, rear armour pocket and mesh drop liner for improved breathability and comfort



The Merlin programme features three collections - the Heritage line (including Lichfield, Drax, Yoxall), Leisure Moto and Tech Wear (including airbag systems).

### THE MERLIN PARTNERSHIP

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Lichfield leather jacket - a leather summer jacket with a cowhide outer and classic styling cues, a British tartan weave lining, removable thermal gilet, YKK antique zippers and Italian 'Safetech' CE certified armour pre-fitted to shoulder and elbow

## RS-1000 concept

The innovative RS-1000 concept from iXS with its colourful, removable hard shell components, was introduced at the end of 2017 and has already been incorporated into several products. This concept gives riders the opportunity to add a personal touch to their motorcycle fashion by "setting colour accents in a very individual and distinctive way".

The newly developed slider parts, consisting of shoulder caps, elbow and knee sliders, are "easy to replace and available in various colours, meaning it is simple, fast and personal to configure the perfect motorbike suit". The RS-1000 slider components are made using innovative, lightweight design and were originally developed for racing and have

been tested under the harshest racing conditions. iXS has also been using this concept for products in the touring and adventure sector, which means that there are also now two one-piece suits as well as a jacket and trouser combination made of leather, two textile sports jackets and a full touring suit available in the RS-1000 concept.

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# Yoshimura Alpha slip-ons

Yoshimura R&D of Chino, California, has this USA made Alpha slip-on muffler for the 1043cc inline-4 ADV inspired Kawasaki Versys 1000 Sport Tourer. "At Yoshimura we always make it better", the company says, "so we took the big Versys 1000 and went to work on creating an exhaust that can enhance all of its attributes. Massive weight savings are achieved, with over half the weight of the stock muffler being shed - yes, that's a greater than 50 percent weight saving, 9 lbs pounds to be exact (over 4 kg)".

Dyno tests have yielded proven power gains, with the Alpha delivering 3 percent to the maximum horsepower and a massive 10 percent to the peak torque, on a consistent power and torque curve.

The Alpha is also seen here for the Ninja H2 SX and available in both carbon and stainless configurations with a weight saving of up to 8 lbs (3.6 kg). An optional fender eliminator kit incorporates the company's new shrink solder connectors and improved weather-tight, light housing with a brighter (DOT compliant) LED.

Recently added as available options for the retro-styled Kawasaki Z900RS and classic Honda Rebel 500, Yoshimura's R-34 megaphone style muffler profile combines the styling cues of yester year with the technology of today.

Features include a handformed works finish stainless steel sleeve housing, custom-tuned baffling and premium packing finished off with beautifully sculpted CNC-machined aluminium hard

anodised end caps. They come with a Yoshimura custom aluminium/stainless steel perforated heat shield and weigh less than the originals they replace, with added peak hp of up to 2.6% and peak torque of 4.6% in the case of the Rebel 500.

**YOSHIMURA R&D**  
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**www.yoshimura-rd.com**



R-34 megaphone style muffler for Z900RS



Alpha slip-on muffler for Ninja H2 SX



Alpha slip-on muffler for Versys 1000 Sport Tourers

## Italian made Vespa and Lambretta crankshaft options

From German specialist SIP Scootershop, these all-new premium performance crankshafts for Vespa and Lambretta models, exclusively made in Italy for SIP, are of "the highest quality combined with tried and tested technological features", according to owner Ralf Jodl.

Each crankshaft is balanced specifically to suit the stroke, con rod length and model of scooter for which it is intended. The crankshafts available in this range can be split into two main types.

The 'Premium' is equipped with a 'standard' high-end con rod type, meaning that its surface finish remains unmodified. It is provided with lubrication slots and holes, for the big and small end bearings respectively. The 'Performance' crankshaft models include a con rod of extremely high quality with improved durability thanks to an intensive polishing procedure that provides a more stable molecular structure.

The smooth polished flanks of the con rod also help reduce turbulence, and the polished con rods have been optimised with a reduction in weight. They possess a gas-flowed profile and have been modified around the big end to improve lubrication of the bearings.



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**Tel: +49 (0)8191 9699969**  
**martin@sip-scootershop.de**  
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# Do you want to win a 'loaded' G 310 GS?

Wunderlich project bikes are always of interest (the company will be unveiling another new one at INTERMOT) and, in a new twist, the company will raffle one of its



existing showbikes at INTERMOT this year - a G 310 GS. The coveted entry-level enduro is an exhibition and press bike, which is fully equipped with high-quality Wunderlich components.

The machine is said to be worth more than 8,000 euro and "whether for riding it off road or in the urban jungle, the winner will be extremely well equipped for all possible adventures," explained Managing Director Frank Hoffmann. "We're also hoping to appeal to and inspire young customers with this lightweight motorbike, but we're not excluding anyone from the raffle!" You can take part in the prize draw during INTERMOT at the Wunderlich stand (B 19) in Hall 6. The prize draw will take place in the afternoon of Sunday, 7 October.

Meanwhile, back at the day job, Wunderlich has a slew of new accessories available for



selected models, such as wider hand protectors for the latest BMW GS models and the S 1000 XR. Offering significantly more protection, the new hand protector extender is made from highly durable, scratch and breakage-resistant ABS plastic, increasing the very small original hand protectors, multiplying their efficiency. Also seen here, Wunderlich's new seats for the R nineT are built for long distance comfort and durability. Made in Germany and available in three colourway choices and as one-piece, rider or passenger seats for all R nineT models except the Racer, they have a foam core with a special material



German BMW parts and accessory specialist Wunderlich recently broke ground on a new headquarters facility with some panache - by burying one of its project bikes as a foundation feature for the new reception area.

structure and a new contour, as well as a brand-new shell and sweat-reducing, grippy cover material.

Wunderlich's 'Varios' adjustable footrest system is based on a 'Vario' joint that mounts to the footrest bracket in place of the factory footrest. An adapter measuring 23 mm, 30 mm or 50 mm long is mounted on it for 360 degrees of adjustment in eight different increments; the adapter incorporates the footrest, available with optional vibration reducing rubber footrest insert. All parts are made in Germany from high-strength aluminium and silver or black anodised.



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## Anniversary limited editions

To celebrate its 60th anniversary, Premier has launched an exclusive series of helmets, the Anniversary Edition, combining "hi-tech materials,

artisan craftsmanship and cutting-edge technology".

The four top models in this vintage range have been created in "high-quality, hi-tech carbon" with a visible carbon weave, looser than usual, giving "strong aesthetic personality and first-rate performance".

Materials used include natural leather with visible stitching. The interior padding is made from Carbon Fitting, a natural fabric with active carbon fibres in the weave - breathable and thermo-regulating, it is said to guarantee perfect air-conditioning.

The inner shells are in differentiated density EPS, moulded in two sizes. Four models are available - the 'MX', a vintage full-face cross in full carbon, while the 'Trophy' is a vintage full-face with a full carbon shell, interior leather and four air vents on the front and rear.

The 'Vintage Classic' is a jet with a full carbon shell, and the 'Le Petit Classic' has a full carbon shell and leather details. Each helmet is presented in exclusive packaging and is homologated to current standard ECE 22-05; 5-year warranty.



'Trophy' full-face with a full carbon shell and interior leather



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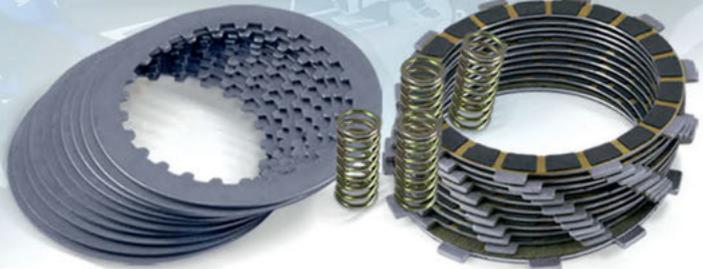
'MX' vintage full-face cross



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# Sport-T side cases

Celebrating its 40th anniversary, GIVI's new ST604 side cases are an addition to the company's Sport-T range. They are a thermoformed option for fast bikes, streamlined and expandable and sold as a pair. They use the Multilock latch/unlatch system and are attached to the bike using a TST specific frame. Said



to "represent the perfect synthesis between rigid cases and soft bags, with which they share many features such as functionality, sturdiness, lightness and ease of transport", the cases are made of thermoformed EVA coated in polyester and each have a 22 litre capacity. The storage space is accessed using the zippered extension, supported by retractable straps that retain the overall shape of the bag. Further features include an anatomic grip carrying handle, reflective lateral inserts and zipper pulls, ready to accommodate a padlock. Internally there is a strap to support the lid, mesh compartments and looped

inner elastic straps. A rain cover is also included. Measuring 340 x 300 x 450 mm (HxDxL), the maximum storage load is 4 kg for each bag. UV-resistant materials are used, compliant to ISO 4892-2:2013 directive (1,500 hours exposure in Q-Sun Xenon test chamber).

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**info@givi.it**  
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# 'Anti-Hopping' clutch kit for Yamaha 250 4t



Italian specialist Surfex has developed a complete anti-hopping clutch kit upgrade for Yamaha 250 4t cross-enduro that is said to be higher quality and deliver better performance than the OE original it replaces. Delivered fully assembled with wear resistant and friction reducing coating, it has an inner brake drum made in Ergal that is equipped with an anti-hopping device, trimmed discs, steel discs, springs and Ergal disc pushers.

Developed from their MX, Enduro and Supermotard race experience, the 'anti-hopping' device is designed to handle the rapid and aggressive deceleration that occurs when strong braking is required and the effect this can have on the rear wheel, forcing it to 'hop', and the grip loss this generates.

The disc pusher moving in the device takes some charge and energy off the springs and creates a temporary clutch sliding, meaning the rider can keep the bike steady, maintain precision steering in a bend and avoid any change in trajectory created by rear wheel 'hopping' or vibrations – improving road holding and safety. The nine trimmed discs which compose the clutch are covered with special materials for off-road competitions. The reduced coefficient of friction is said to result in improved tyre stability and excellent resistance to high temperature and abrasion in the clutch.

The improvement in transmission of engine power to the rear tyre and surface means reduced loss of power and stability. The complete kit is an easy install and



comes with variable response springs to cater for different demands.

**SURFLEX S.R.L.**  
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**surflex@iol.it**  
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# Z900RS accessories

German accessory vendor SW-MOTECH has turned its attention to the Kawasaki Z900RS as the so-called 'Retro Trend' continues.

The naked styling of the stock Z900RS is an ideal canvas for the bolt-on model-specific and universal fit part designs for a company such as SW-MOTECH.

Accessories used here include its Legend Gear tank bag and side bag set installed with their SLC ABS hard bag capable side carriers (Urban ABS side case and Blaze saddlebag set also available), patented EVO tank ring (not to be used in combination with the Legend Gear tank bag), fender kit and windscreen.

Also added to inventory recently, the SW-MOTECH PRO side carrier is now available for GS, Africa Twin, Triumph Tiger and KTM



models. Made in 2.5 mm steel, it mounts close to the bike and will fit luggage options from the likes of Givi/Kappa, Hepco & Becker, Krauser and Shad, as well as the company's own aluminium or ABS side cases and SysBags.



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# The revolutionary VOZZ rear opening helmet is coming to Europe



The Australian designed VOZZ RS 1.0 is described as "the most advanced motorcycle helmet in the marketplace".

Unlike regular pull-on/pull-off helmets, the VOZZ is a full-face rear access, dual-locking helmet incorporating the Voztec system. The helmet is the only commercially available full-face helmet without a chinstrap - instead having a fully adjustable chin cup.

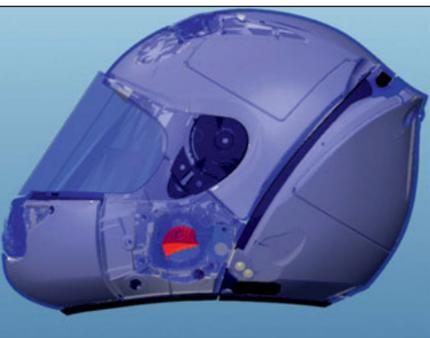
The VOZZ helmet design is "sleek, with a snug fit and aerodynamic shape that helps make it the best fitting helmet in the market today". It comes in three shell sizes with six fractional fittings from XS to XXL and in eight solid colours.

A primary feature of the VOZZ concept

is the Safety Release System (SRS), developed to help medical staff in emergencies. "Allowing for the quick and safe removal of the front shell after impact, this is a world first for paramedics and is said to provide a safer alternative of removal, within a few minutes, without having to cut the helmet off and risk further damage to the neck, spine or head regions.

The RS 1.0 also offers increased peripheral vision, is fitted with an anti-fog visor and equipped with a dual locking security system. The design is said to give riders a "superior range of head movement" compared to conventional helmet designs, with buffeting dramatically reduced and directional visor stability.

The 3-point locking system delivers static positioning on the head; ergonomic fitment reduces fatigue; easy rear-access eliminates ear folding, and the RS 1.0 can easily be put on or taken off, even while wearing gloves.



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The hardened upper hatch allows it to endure the hardest resistance tests and its ergonomic design with the cavity on the frontal side facilitates the natural position of the pillion's legs thereby increasing traveling comfort.

**NOTE!** Visit the section "FOR YOUR BIKE" on the website 'givimoto.com' in order to verify if the specific frame for your motorcycle model is available

## WarmMe heated clothing by Capit

Best known for its award-winning tyre warmers and paddock accessories, Italian specialist Capit has used its experience in precision control of heating circuits in developing the new WARMME heated clothing range. The battery heated socks allow the user to maintain feet warmth in cold locations and conditions during any outdoor activity, especially during the winter riding season.

They use an infra-red heating technology with carbon heating elements that help to spread the heat evenly, avoiding hot spots. With a sporty look, they are made in cotton and Spandex for durability, are soft and washable by hand at 30 °C. Once charged/recharged, the thin battery is inserted in a little pocket at the top of the sock and connected to the internal heating circuit through a special cable. The battery is equipped with a button to select one of the three temperature levels. The battery can keep the foot area warm for up to seven hours.

Also seen here, the battery in the new WarmMe motorcycle gloves features an easy-touch button that is backlit with an easy-read LED indicating the heating power. They are equipped with rigid protectors and a new wiper design for the index finger that is made of soft rubber with a triangular profile that follows the shape of the glove better.



**CAPIT PERFORMANCE**  
**Arese, MI, ITALY**  
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**info@capit.it**  
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## R&G damage protection

British damage protection product and accessory specialist R&G will be showcasing new and established bestselling products at INTERMOT.

Alongside popular products such as Aero crash protectors, engine case covers, tail tidies and adventure bars, R&G will also be presenting new ranges such as branded radiator guards, dashboard screen protectors, track waterproofs and indicator extenders.

The company offers full collections for many of the most recent current production models including the Honda CB1000R, BMW G310 and Suzuki SV650X. R&G continues to have a strong presence in racing paddocks across the globe, including the Bennetts British Superbike Championship as an official supplier to the series.



Engine case cover



Aero crash protector

## PBR updates its C-Light rear sprockets

Italian specialist PBR has updated its popular C-Light rear sprockets programme for all new 2019 Enduro and 2 and 4-stroke motorcycles (Honda, Kawasaki, Suzuki, Yamaha and KTM models).

The C-Light rear sprockets have "all the most advanced technical solutions to ensure maximum robustness and lightness at the same time. Made with C45 steel and produced by CNC machines to improve quality and reliability, they have a very attractive design thanks to lightening holes and are additionally available in a tempered

version for further improvements in durability".

These rear sprockets can be combined with PBR front sprockets and are available in different sizes and colours. PBR can be found at EICMA, Hall 22 Stand M34.

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**Alton, Hants, UK**  
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**info@rg-racing.com**  
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Radiator guard

# Polini – mufflers, ignition, discs and grips

Euro 4 homologated mufflers



Italian performance and accessory specialist Polini Motori has new Euro 4 homologated mufflers with aluminium end caps and a carbon look graphic for selected Yamaha Maxi Scooters - the X-Max 125i, 300i and 400i and the N Max 125/155i.

Featuring contemporary styling, Polini says they are "very reliable" with "increased power that delivers optimal performance with improved throttle response and pick-up. The sound is "gritty" but padded thanks to the tested deadening material which maintains the noise within legal limits".

Brake discs for scooters



Also seen here, Polini has a complete range of brake discs for scooters and 50 cc machines that includes 25 different discs from 180 mm to 300 mm. Laser-cut, CNC machined and finished, using highly corrosion resistant thermally treated AIS 1420 stainless steel, they are said to "provide greater readiness when braking, the lower weight of Polini brake disc designs improve vehicle handling, braking performance and modulation in all driving conditions, including in extreme or urgent braking situations.

"The heat dissipation during braking is quicker thanks to the design of the external perimeter and ventilation holes, controlling the thermal expansion at high temperatures. Our discs are performance matched to our brake pads, with both available at an excellent quality-price ratio.

Digital ignition kit



Polini is also offering a digital ignition kit with internal rotor for the Vespa 50 PK – Special and Primavera 125 – ET3/PK/XL.

The kit includes a gear box support, stator and rotor, and a coil with CDI is provided with the ignition map for the electronic advance. The set-up is said to be very straightforward and enables mechanical adjustment.

This new ignition with internal rotor and adjustable advance can be installed on engines that reach 20,000 rpm. The Polini kit is said to be the most advanced set of electronic technology designed for track race applications, deactivating the scooter's on-board electrical ignition system. The kits include a set-up advance table and power is said to be increased throughout the rpm range.

Evolution grips



Finally, these Polini evolution grips have been developed with ergonomics and safety in mind and are made with aerospace developed elastomers and techno polymers of aerospace origin. The anti-slip outside surface of the updated style combines two different surfaces - one smoother, for palm comfort, the other specifically for improved and effective finger grip. The ribbed hand cover flange prevents the hand from slipping and neutralises vibrations.

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New Nano Gel electrolyte technology batteries from Vertex



Italian specialist Vertex has expanded its road, scooter and off-road motorcycle product range with the addition of a new line of batteries "with advanced technological content".

Made with highly dispersed Nano Gel electrolytes - with the maintenance-free higher discharging capability Pb-Ca Tin alloy grid structure – the batteries have a weather, salt, petrol, oil and chemical corrosion resistant ABS cover that is sealed with Cos and TTP technology.

The new batteries have a low self-discharge ratio with one-year shelf life, a cycle life that is 15% longer than a traditional battery, a wide operating temperature range (-30 ° C/+ 60 ° C), a better recharge capacity and an excellent vibration resistance capability, making them "safe and reliable".

Vertex batteries will be presented for the first time to the public at INTERMOT (9/A59) and EICMA (11/N30).

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# Vespa carb kits and "Racing Bull" clutch



Our thanks to Venice area scooter parts specialist Bettella for information about its new Pinasco programme stock replacement upgrades for Vespa applications.

Seen here for Vespa 5%, 2-port wide frame models (most Vespas from 1954-'58), Pinasco's 24/22 carburettor kit is available for models with or without intake manifold and only needs main jet adjustment.

The package includes everything needed for assembly, including a specific air filter which "perfectly fits into the carburettor space in the frame without modifying any original component.

The kit uses model-specific Dell'Orto carburettors, which have readily available service parts and replacement components.

Courtesy of ScooterLab.uk, Roger Green of British vintage Vespa specialist Wessex Scooters reports that "the carb fits onto the 24 mm inlet manifold used with the Pinasco 160 cylinder kit and can also be used with

other wide frame tuning kits which use the 24 mm inlet manifold.

"The carb includes a specially designed throttle arm which allows full slide travel with the original wide frame handlebar throttle configuration and a slim high-performance air filter which keeps the required gap between the carb compartment door. The mixture can be adjusted easily with the carb mounted due to the location of the mixture screw."

Also seen here is the Pinasco carburettor for large frame Vespa models, with a Venturi, a 5 mm higher gasoline bowl than the classic - to avoid fast emptying of fuel and bigger gasoline channels and allow the maximum flow of mixture (not available in MIX version).

The Pinasco Racing Bull clutch (also for large frame Vespas) is made up of a 12 spring, high-strength steel bell and full grafting system. This clutch unit has been designed to increase the power transmitted by the crankshaft to the gear set and has been tested up to 38CV of transmitted power.

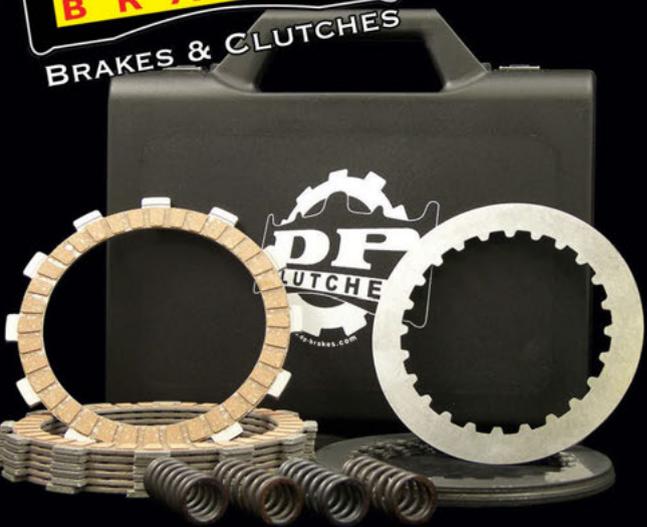
"The swallowtail bushing/bell system avoids dragging discs even under toughest working conditions. The Pinasco Racing Bull clutch comes with two different types of springs with different hardness, to set the product according to requirements, and a bushing and a brass spacer."

**PINASCO/BETTELLA**  
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# INTERNATIONAL DEALER NEWS

This INTERNATIONAL DEALER NEWS INDEX is a complete listing of all the items in this edition. It includes all our advertisers and the product, feature and news items published this month. The INDEX will act as a quick reference guide, and will be useful when searching this and other editions either for contact details for a particular company, or for a specific item that has appeared. The INDEX appears in every edition of IDN.

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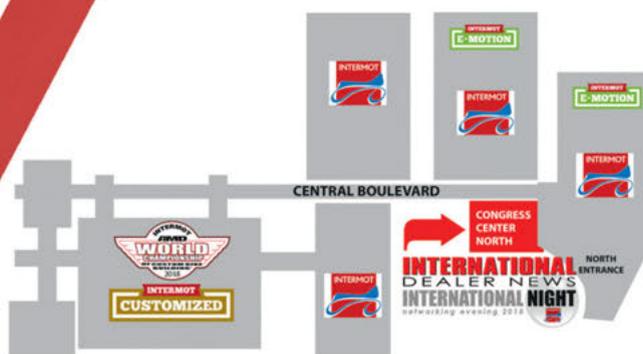
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# INTERNATIONAL DEALER NEWS INTERNATIONAL NIGHT

networking evening 2018



WEDNESDAY  
3<sup>RD</sup> OCTOBER 2018  
6:30pm - 8:00pm



DEALER LOUNGE, CONGRESS CENTER NORTH, KOELNMESSE  
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NEWS BRIEFS

Organiser AMC Promotions has closed what used to be known as the Salon de la Moto, Scooter, Quad et Équipement (the 'Paris Show' – itself formerly known as Mondial du Deux Roues) and folded it in with the Mondial De L'Auto and Mondial De La Mobilité as the Mondial De La Moto – at the Porte de Versailles expo facility adjacent to the Paris ring road (Périphérique) from 4–14 October 2018 – a clash with the dates for INTERMOT at Cologne.

In response to an anti-theft campaign supported by the MCIA in the UK, Honda UK has partnered with British security specialist Datatool to become the first manufacturer to provide free motorcycle trackers. Tracking equipment will be offered free-of-charge to riders of every single on-road Honda motorcycle on purchases from Monday 2nd July 2018.

The free trade deal signed between the EU and Japan is outstandingly good news for the EU motorcycle industry. The 6% import tariff on Japanese made units will, eventually, go away. Less good news for the UK though. Once outside the EU, British bikers will still be paying the tariff. Worse, one of the primary incentives for Japanese auto makers (Honda, Nissan and Toyota) to produce in the UK will also have disappeared.

Q1 Kawasaki results (period ended June 30) show sales in its motorcycle and engine division at 73.9bn yen (+8.8%) for a marginally reduced operating loss of -3.3bn yen. The company says that the modest growth that they saw in motorcycle markets, mainly in Europe, is continuing with the decline in demand seen in emerging markets bottoming out.

Sources: AMD, IDN, FT, Reuters, PSB, MPN, B&B, BDN, MCVN, AP, Bloomberg, MNNW

# Stefan Pierer backs FIM "We, The Riders" campaign



Stefan Pierer, CEO of KTM AG and President of the European Association of Motorcycle Manufacturers (ACEM), participated in August at the launch of FIM's global road safety campaign "We, The Riders".

The launch took place on the occasion of the Austrian round of the 2018 FIM MotoGP World Championship at the Red Bull Ring, Spielberg.

With the support of ACEM, the European Commission, Dorna, the Red Bull Ring circuit and MotoGP stars Andrea Iannone (Italy), Marc Márquez (Spain), Jack Miller (Australia), Jorge Lorenzo (Spain) and Johann Zarco (France), the FIM said it was "looking forward to raising the awareness of road safety through the launch of this campaign in front of recognised international media and a large, passionate audience of fans."

"The campaign is a call to action, a new movement of responsible motorcyclists from around the world, who all share the joy of riding, and the fight for change. In 2018, it is still far more dangerous than it should be to ride on our roads. That needs to change – and it will only change if all

motorcyclists come together as never before to demand it."

Stefan Pierer explained: "As President of the European Association of Motorcycle Manufacturers, I reaffirm that for all leading manufacturers and member associations the most important issue is safety."

"Motorcycle riders are vulnerable road users. According to official statistics, 50% of the fatalities are caused by a third party, and the biggest problem is visibility. That's why every action and initiative that improves visibility is supported by the industry."

"Manufacturers in Europe have shown themselves ready to implement fundamental safety tools to save lives, such as when ABS became mandatory. Road design, architecture and furniture are also vital contributors to safety, as are all ways of improving rider visibility to other road users".

The vision for "We, The Riders" is to lobby for roads that are safe for everyone - "roads where all are seen, no matter their mode of transport. Roads that are built and planned with everyone in mind. Roads made for the joy of riding – not the fear of

crashing". The FIM says it will deploy the "We, The Riders" campaign through its 113 affiliated federations worldwide

Vito Ippolito, FIM President, declared "for more than 100 years, the FIM has been representing the interests of motorcyclists, both on and off the track. Every day, road traffic crashes claim nearly 3,500 lives and injure many thousands more, 23% of all lives lost are those of our fellow riders."

"At the FIM we do not have all the answers and there is still much left to do. That is why we are launching the movement "We the riders" because we recognise the potential of people-powered change – the power of a network of individuals with something in common to create real change in the world and improve road safety".

Carmelo Ezpeleta, Dorna CEO, commented: "Riders' safety on and off the track is our top priority, so Dorna is extremely proud to support this important initiative. The 'We, The Riders' campaign is about raising awareness among all road users to be mindful of everybody they share the roads with".

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