

# INTERNATIONAL DEALER NEWS

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**FEB/MAR '19  
 ISSUE #147**

**STATZONE 6-9** 

## ACEM registration statistics put 2018 EU motorcycles at 1,004,063 units for +9.89 growth over 2017 - in theory!

The Brussels based international motorcycle industry trade association ACEM (Association des Constructeurs Européens de Motocycles) has released new Powered Two-Wheeler and Quadricycle registration data for European Union markets in 2018 that puts total internal combustion engine (ICE) motorcycle sales at 1,004,063 units - an increase of 9.89% / 90,340 units over 2017.

Italy is reported as the largest market in 2018, with 219,694 new motorcycle registrations (+7.39%/15,115 units), with France second at 177,460 new motorcycles (+9.00%/14,652 units), and the largest growth in volume terms being seen in Spain, where new motorcycle registrations were +17.45% (+23,766 units) at 159,946 new motorcycles for the year.

Germany, the fourth largest EU market, reported 156,108 new registrations (+10.98%/15,441 units) and the UK fifth at 100,439

new registrations (+2.79%/2,726 units). Europe's 'Big Five' markets represented 81% of the European total at 813,647 new motorcycle registrations for the year. Because the period covers the years where official registration statistics were distorted by the crossover pre-registration and subsequent sale of Euro 3 inventory, before the Euro 4

**'or was it +3.12%?'**

regulations took effect at the start of 2017, the five years since the market bottomed out at 748,529 units in 2013 show a reliable +34.14% growth measure (255,534 new registrations).

However, the effects of the Euro 3/Euro 4 crossover mean that the registration statistics for the final quarter of 2016 were artificially high and artificially low for the first half of 2017 as pre-registered inventory

continued to be sold by dealers as "Pre-Owned" units that don't appear in the Q1 and Q2 2017 registration figures when the retail sale was actually made (see Comment on page 4).

Adjusted for those quarters, the trend data for 2018 over 2017 looks very different. IDN has estimated that between 50,000 and 65,000 of the sales made in 2017 really appeared in the 2016 registration statistics, making a true picture for 2017 look very different.

In all probability, the 13.27% growth rate recorded for 2016 was overstated by between 50,000 and 65,000 machines and that a better 2016 market estimate would be in the region of 949,678 units sold (rather than the 1m or more seen in the 2016 statistics) for a 'real' growth rate of around +6.5%.

The knock-on effect means that the 2017 figure on which last year's apparent growth of nearly 10% is based was understated with an

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**PUBLISHER/CO-OWNER  
EDITOR-IN-CHIEF**

ROBIN BRADLEY  
robin@dealer-world.com

**PUBLISHER/CO-OWNER  
INTERNATIONAL EDITOR**

SONJA WALLACE  
sonja@dealer-world.com

**GENERAL MANAGER**

SARA VINEY  
sara@dealer-world.com

**INFORMATION EDITOR**

NEIL BLABER  
neil@dealer-world.com

**DESIGN & PRODUCTION  
DIRECTOR**

BEN OAG  
ben@dealer-world.com

5 Rendlesham Mews,  
Rendlesham,  
Woodbridge,  
Suffolk,  
IP12 2SZ  
Great Britain

TEL: 0044 (0)1892 511516  
FAX: 0044 (0)1892 511517

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USA/ CANADA:**

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**Has the market peaked again?** Robin Bradley scratches beneath the surface of the 2018 industry statistics and current economic indicators to suggest caution



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A second helping of vendor company and product news from the November 2018 'Milan Show'



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# Has the market peaked again?

**A**s discussed in this month's cover story, the ACEM statistics that put 2018 combined internal combustion engine and electric motorcycle registrations at 1,004,063 units for a +9.89% growth over 2017 only tell part of the story.

The cross-over from Euro 3 to Euro 4 regulations at the end of 2016, and the impact of the rush to pre-register 'old' inventory before the new regulations took effect, continues to cast a long shadow in statistical reporting terms.

That is not to say that 2018 was a 'bad' year for the industry. In fact, at an adjusted growth rate of around +3%, following an adjusted 2017 growth rate of +2.53% (as opposed to the 'officially' reported decline of -9.50%), makes for good reading. Back in 2013, when the market bottomed out at 748,529 registrations, everyone in the industry would have taken a forecast of steady, sustainable growth in the years to come in the low single digits quite happily.

In fact, in the five years since then (2014-2018), the market has grown by a total of 255,534 new motorcycle and e-bike registrations per year for a total growth of 34.14%.

It is 'all good'. However, anybody basing business decisions on an apparent 2017 decline of -9.50% or an apparent 2018 increase of +9.89% will be misinterpreting the reality of what is going on in the market. A reality that still requires caution.

With the annual Gross Domestic Product (GDP) growth rate among the 19-nation euro currency block falling to 1.2% in 2018 (in fact to 0.2% in the final quarter), the slowest growth rate for four years, the cycle of wider economic recovery that has underpinned the low single digits motorcycle market growth rate could be about to come under pressure.

Sure, the orthodoxy is that when times are hard, consumer confidence soft, the future looking uncertain, then motorcycles should do better. But that did not happen in the downturn a decade ago, and if the other twin pillar of wisdom, that if new bikes aren't selling, pre-owned machines will (with commensurate positive impact for the service, workshop, parts and accessory sectors), then nobody told the world.

Pre-owned and new motorcycle sales failed to follow the traditional cycle, and with the industry still struggling to square the circle of demographic change and the impact of new forms of technology and entertainment on the social lives and spending habits of "New Gen" consumers, it might well be that such traditional assumptions just don't apply anymore, and never will again.

The speed with which manufacturers are moving to embrace the future was always going to be an important factor in the market's ability to sustain itself in the future. The three primary worries about dependency on new tech are that it remains to be seen just how successfully PTW use can be incorporated into future transport policy, especially if some of the more 'advanced' (extreme?) plans and ideas materialise (such as shared transport units or subscription transport services). Even if there is still an 'open' transport environment solution in the future in which PTWs can be 'assimilated', will consumers go for it?

At this stage we just don't know. All we can say, however, is that the industry's

investment in R&D and ever better, more reliable, more economical and more user-friendly product is not wasted and may well already be part of the range of reasons why there has been some growth, some recovery from the seemingly never ending death spiral that was seen between 2017 and 2013.

Either way, the current economic picture is a major worry. Italy is already in recession (defined as two consecutive quarters of 'negative growth'), the UK and Germany are, in all likelihood, already headed that way, and with the social upheaval and increased public spending being seen in France, anybody who buries their head in the sand and ignores the reality of what is going on economically, and the reality of what is going on with growth in motorcycle registrations, is likely to be in for a shock of some kind, one way or another, at some stage or another. The third big concern is this. If future consumers (and existing riders) are going to be open to being influenced by technological advancements and environmental factors, how come we aren't seeing much sign of that already?

There are those who will say the growth rate in the uptake of "New Energy" PTWs (e-bikes to you and me) points to there already being dramatically positive evidence that they will and already are headed that way.

Since 2013, as our graph on page six clearly shows, there have been considerable percentage increases in the uptake of e-bikes - from +42.28%, +15.69% and +29.51% in 2014, 2015 and 2016, to +110% in 2017 and +47% in 2018. By any measure, it is an impressive and impressively compelling graph.

However, we are still only talking small numbers. From some 7,000 machines in 2013, the market is said to have been worth just over 47,000 machines in 2018. With much of that uptake coming in what you could call the 'non-core' low value, low parts and accessory moped market (39,701 out of the 47,179 recorded registrations in 2018), any hope that we are going to see the kind of spend levels the 'aftermarket' needs, simply transition to alternative platforms is for sure deluded.

That simply is not happening and is not going to happen. Future generations of high-tech alternate energy machines will not sustain the kind of parts, accessory and apparel industry we currently see at Europe's major shows.

Indeed, such spend as there will be will mostly be online and at points of sale that bear no relationship to the existing motorcycle dealer network, places such as your local Aldi, Lidl and premises that used to be called "gas stations" (enjoy them while they still exist!). In fact, much of what does exist of an emerging 'e-bike' market is centered on subscription and downtown urban rentals.

## "three primary concerns"

**Robin Bradley**  
Publisher

[robin@dealer-world.com](mailto:robin@dealer-world.com)



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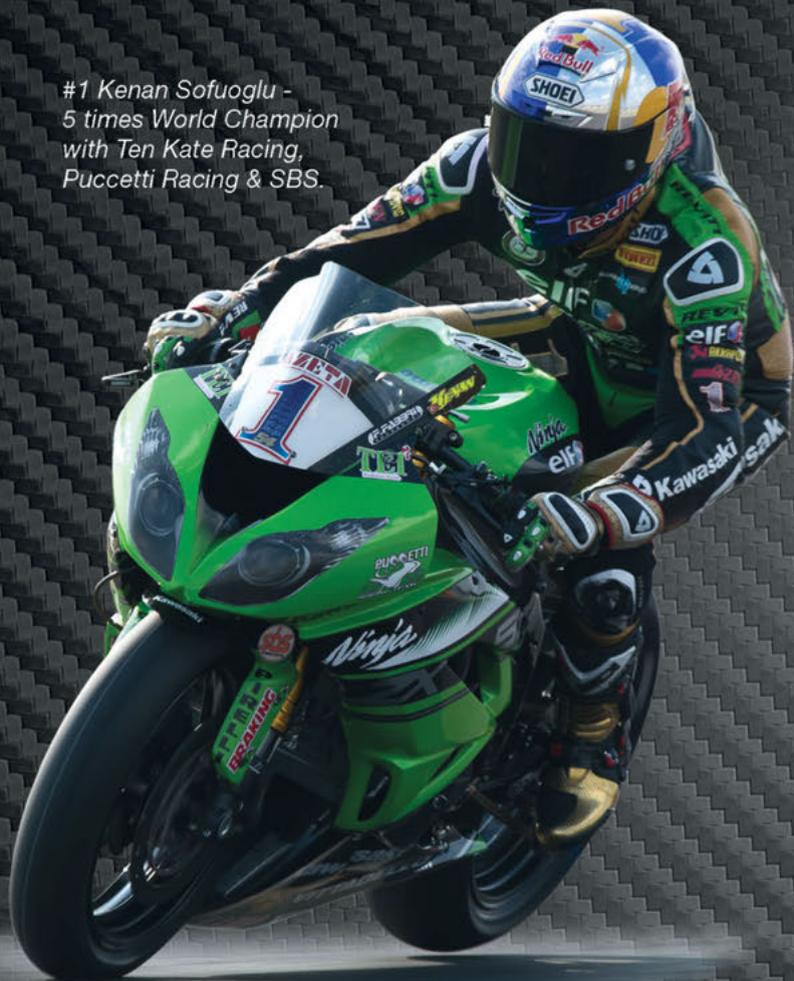
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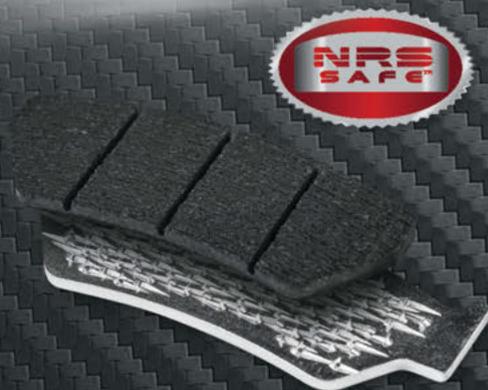


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additional 50,000 to 65,000 new motorcycles not appearing. A more realistic market performance for 2017 would be in the region of +2.53% growth at around 973,723 new units 'sold' (as opposed to registered) instead of the 913,723 that ACEM's statistics had to report.

Similarly, a safer 'guesstimate' would be that, in fact, 2018 'only' saw growth over 2017 of some 30,340 genuinely additional 'new' unit sales [IDN # 141] for around +3.12% growth.

This means that rather than +13.27% growth in 2016 being followed by a -9.50% decline in 2017 and +9.89% growth in 2018, a more reliable picture shows that since the market bottomed out in 2013, growth of +7.29% in 2014 and +10.99% in 2015 has slowed to +6.54% growth in 2016, followed by +2.53% in 2017 and +3.12% for 2018.

The question being put by many market observers and analysts is whether or not the market is, in fact, stalling? The growth curve is certainly flattening out.

The 2018 ACEM registration statistics also reflect the ongoing softening of Europe's moped market and have shown the consequences of the one year later Euro 3 to Euro 4 crossover that took place at the end of 2017 and first months of 2018.

Total moped registrations for EU markets in 2018 are recorded as

**EU motorcycle registrations 2010-2018** Data source: ACEM



**EU motorcycle registrations 2010-2018 - adjusted for Euro 3/4 impact**



**Combined EU 2011-2018 electric PTW registrations**



273,645 units, down by -31.49% (-125,775 units). France is the largest market for mopeds, with 72,940 new machines registered (-32.04%/-34,382 units), followed by the Netherlands at 58,969 units (-32.08%/-27,857 units) and Germany a distant third at 25,634 (-22.91%/-7,620 units). Belgium is the fourth largest new moped market (21,391 units), followed by Italy (21,326 units), Poland (16,410 units), Spain (16,073 units) and Austria (11,866 units); all were down (-44.62% in the case of Poland, at 13,223 units).

Total PTW registrations in EU markets are put at 1,277,708 units (-2.70%) for 2018, meaning the overall two-wheeler market has grown by +13.23% percent in the five years since the 2013 low of 1,128,396 total units.

In NEV (New Energy Vehicle) PTW terms (E-Bikes etc), Europe was worth 47,179 new registrations in 2018, up by +16,029 units (+51.46%) after seeing growth of 16,312 units in 2017 (+109.93%) from the 14,838 registrations recorded in 2016. The market for NEVs has grown from just 6,960 units in 2013.

## Sweden 2018: total PTW registrations +7.06 percent

The latest data available from the motorcycle industry trade association in Sweden (McRF) shows new motorcycle registrations being down by -10.83 percent in 2018 (at 10,279 units), but as elsewhere

in Europe, the picture is distorted by regulatory changes, Niklas Kristofferson, CEO of McRF, pointing out a small net overall increase in the 36-month 2016-2018 period. In moped terms similar issues

are clouding the picture in Sweden, with Euro 3/Euro 4 transition happening 12 months later for small displacement machines than for motorcycles. The official registration statistics put moped

registrations at +22.71 percent in Sweden for 2018 (16,165 units), with the total PTW count +7.06 percent on 26,444 new machines registered in total in Sweden in 2018 – the highest figure for several years.

# UK full year motorcycle registrations +2.90

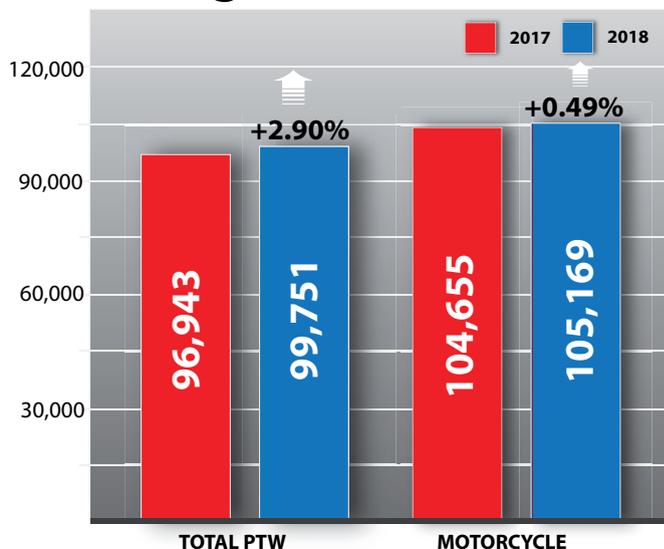
The latest data from the MCIA (the Motorcycle Industry Association) shows motorcycle registrations for 2018 in the UK at -3.88 percent for December, having been -1.00 percent in November (5,668 units) and finishing 2018 at +2.90 percent at 99,751 units. This is an increase compared to 96,943 units in 2017, but a decrease from the recent market high of 118,976 units in 2016. Although the 2016 high was artificially inflated by registration of pre-Euro 4 inventory, the market is yet to return to the more realistic total of 104,815 in 2015 and is still -4.83 percent down from this level.

The MCIA has reflected on 2018, saying "in a year that has seen turbulence across several retail sectors, the Powered Two-Wheeler (PTW)

market bucked the trend by finishing 2018 slightly ahead of 2017, as more people took advantage of motorcycles and scooters to beat congestion on their daily commute, improve air quality and enjoy their journeys". The organisation is hopeful that growth will continue in 2019, saying it believes that "increased consideration of PTWs and other Powered Light Vehicles within Government transport and road planning would tempt many drivers away from their single-occupancy cars, especially where walking, cycling and public transport are not viable alternatives".

The small UK moped market declined by -29.75 percent in 2018 (5,418 units), with total PTW registrations slightly up for the year at +0.49 (105,169 units).

## UK registrations 2018



# Austria 2018: motorcycles +8.79 percent

The latest data released by the motorcycle trade association in Austria (Arge2Rad) shows registrations of new motorcycles up by +39.73 percent on low volumes, having been down by -2.74 percent for Q3 at 3,088 units. The Austrian motorcycle market was +8.79

percent for the year at 13,965 units. Total PTW registrations were down by -24.70 percent for Q4 (3,110 units), having been -5.45 percent for Q3 (11,615 units) and are -6.39 percent for the full year (38,142).

In its home market KTM is motorcycle market share leader, having sold

3,279 units for a 23.48 percent market share. BMW is second (1,617 units sold/11.58 percent share), Honda third (1,548 units/11.08 percent share), followed by Yamaha (1,513 units) and Harley-Davidson (1,079 units); Kawasaki, Husqvarna, Suzuki, Ducati and Triumph complete

the top ten.

In 2017, new motorcycle, scooter and moped registrations totalled 40,744 units, which was -6.60 percent down on 2016 (43,621 units); 2016 saw the highest number of new registrations in Austria since 2012 (46,047 units).

# Spain: motorcycles +14.32 percent in 2018

The latest data from ANESDOR, the motorcycle industry trade association in Spain, shows motorcycle registrations +19.00 percent for December (9,871 units), having been -10.42 percent in November (10,205 units) and +15.15 percent in October (14,354 units). For the YTD the market in Spain was +14.32 percent at 158,086 units.

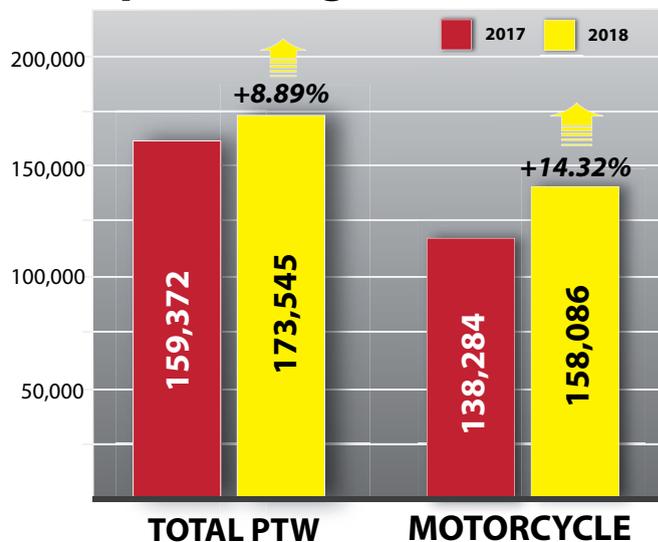
The moped market in Spain remains soft (-26.42 percent/15,459 units in 2018), with total PTW registrations +8.89 percent in 2018 at 173,545 units.

Jose Maria Riano, Secretary General of ANESDOR, says that "during 2018 the market in Spain recovered the growth trend after overcoming the Euro 4 regulatory change seen at the start of 2017. That brought a sharp drop in registration statistics during the first half of

2017, and this explains why the growth in sales in the first half of 2018 was higher than in the second half of the year". Scooters were the largest motorcycle registrations sector, taking 58% of the 158,086 registrations for a 10 percent growth in 2018 (92,016 units). Road bikes increased +19 percent to 58,980 units, with the small off-road sector growing +25 percent (6,810 units) after a big decline in 2017.

Motorcycles up to 125 cc grew +15.5% in 2018 to 86,170 units; motorcycles over 215 cc were +12.9% (79,916 units). The decline in moped registrations was due to their Euro 3/Euro 4 crossover, which happened at the beginning of January 2018. Riano also commented that "the growth in road bikes was especially stimulated by continued growth in urban use

## Spanish registrations 2018



as more and more Spanish citizens turn to two wheels for mobility in the city". ANESDOR is projecting 3%

growth for 2019 (3.5%/163,600 units are expected to be motorcycles, with mopeds +2.3%).

# Japanese made motorcycle exports to Europe -4.64 in 2018



The latest data released by JAMA (the automotive trade association in Japan, which includes representation of motorcycle manufacturers among its membership) shows exports of Japanese made motorcycles to Europe down by -4.64 percent in 2018 (199,129 units), but with growth seen in the final quarter. Exports of Japanese made motorcycles to USA for 2018 were +5.53 percent, despite the total U.S. motorcycle market being nearly -10 percent down

in 2018. Total Japanese factory manufactured motorcycle exports worldwide were -2.13 percent for the year at 354,839 units. Total PTW exports to Europe (motorcycles, scooters and mopeds combined) were -3.20 percent for 2018 (217,575 units), +5.57 percent in the USA for the year (118,678 units) and worldwide were +1.37 percent for the year (456,758 units). The increasing number of units being made by Japanese manufacturers elsewhere in

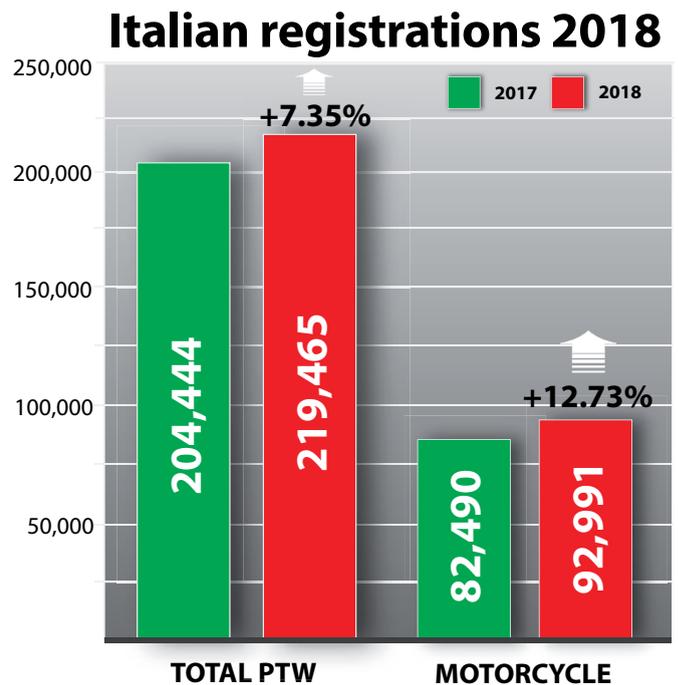
Asia, the US and South/Central America goes some way to providing historical context for the data, though the majority of higher value larger displacement Japanese brand machines, especially those being sold in Europe, are still made in Japan. Their overseas factories are primarily engaged in making and selling scooters and smaller capacity units in 'emerging' markets (where import tariffs are high) and in making ATV/UTV units, especially in the

United States where demand for such machines is strongest. Japanese made motorcycle and moped (all PTW) exports fell off a cliff in 2009 to 583,879 from over 1m in 2008 and have continued to decline most years since then (463,123 units in 2017); they peaked at 1,641m units in 2000.

# Italy: motorcycles and scooters +12.73% in 2018\*

The latest data released by ANCMA, the motorcycle industry trade association in Italy, shows the Italian motorcycle and scooter market continuing to grow. New motorcycle registrations are reported as being +95.40 percent in December (!) at 3,613 units, having been +21.99 percent in November (3,806 units). At +12.73 percent for the full year 2018 (92,991 units), this has been the strongest annual market performance in Italy for a decade. In total PTW terms, the Italian market is reported as having been +52.91 percent in December (7,289 units) and +10.88 percent (9,344 units) in November. On an annual basis the Italian market is reported to be running at +7.35 percent in total PTW registration terms for 2018 (219,465 units) - the strongest annual market performance in Italy since 2011. Scooter registrations were +7.35

percent for 2018 (126,465 units), with the top sellers being Honda's SH 150/300/125 range selling 29,034 units between them YTD, followed by Piaggio's Beverly 300 ABS (8,291 units) and Liberty 125 ABS (5,966 units). The top selling motorcycle in Italy continues to be the BMW R 1200 GS, followed by Honda's 'Africa Twin' (3,223 YTD), the Yamaha 'Tracer' 900, the R 1200 GS Adventure and the Benelli TRK 502/X (2,101 units). \*As with other of Europe's markets, while the unit numbers make good reading, some caution needs to be used when judging the apparent year-on-year percentage market growth because of the several thousands of pre-registered Euro 3 models registered in late 2016 that were actually sold 'as new' by dealers in early 2017 - meaning that the real numbers for 2017 were higher than officially recorded.



# Poland 2018: new motorcycles -3.38 percent

The latest data from the motorcycle industry trade association in Poland (PZPM) shows new motorcycle registration at -3.38 percent (14,524 units) for 2018 with some signs of the modest growth seen in the summer sustaining in the final quarter. New moped sales are reported heavily down at -44.51 percent (16,447 units), with overall

total new PTW registrations at -30.67 percent (30,971 units) for the year. 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. When the used motorcycles receiving their first registration in Poland are factored in, the total number of new and used motorcycles sold was +6.99 percent in 2018 (75,687 units) -

the market having seen growth for 10 out of the 12 months of 2018. New and used mopeds combined were -34.10 percent for the year (25,471 units), with total overall new and used PTW registrations at -7.53 percent for the year (101,158 units) retaining Poland's position as Europe's 6th largest market.

# Germany: motorcycles +7.35% in 2018\*

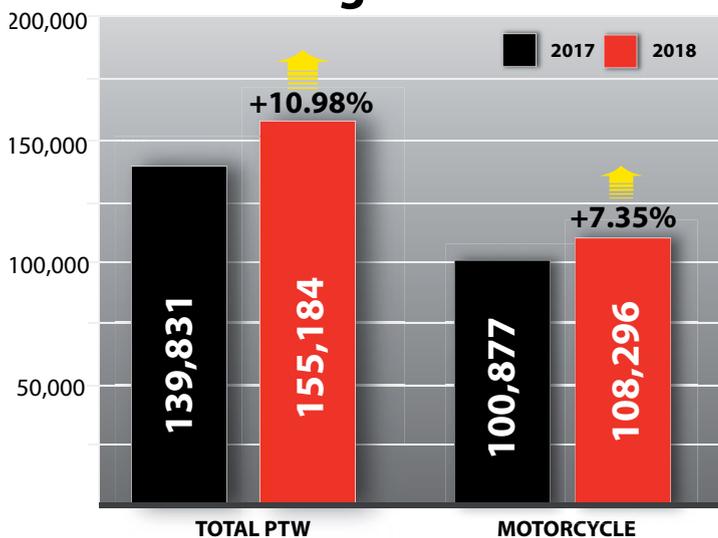
The latest data from the IVM, the motorcycle industry trade association in Germany, shows motorcycle registrations essentially flat on low volumes in December 2018 at -0.30 percent (2,000 units), having been +1.54 percent (2,566 units) in November. Registrations for the full year 2018 were said to be +7.35 percent (108,296 units).

In total PTW terms, December was -8.90 percent (3,133 units), having been +9.49 percent in November (4,444 units) and +22.17 percent (7,809 units) in October. Total PTW registrations for the full year 2018 in Germany were 155,184 units, which is put at +10.98 percent.

If true, that would be the second best annual figure for the German market since before 2008 (2016 saw a claimed 172,846 units registered), precisely because of the Euro 3 inventory pre-registrations processed by manufacturers and their dealers.

The top selling model in 2018

## German registrations 2018



was the BMW R 1200 GS (7,304 units), followed by the Yamaha MT-07 (3,199), the Kawasaki Z900 (3,091) and Z 650 (2,787), with the Honda CRF 1000 'Africa Twin' (2,392 units) fifth. With five models in the Top 20 best sellers, BMW remains motorcycle market leader, though with a reduced share (-7.00%) of 21.25 percent (23,017 units). Kawasaki was fifth with a 11.96 percent market

share (12,995 units, +25.11%); Honda third with a 11.82 percent share (12,802 units, +1.18%); KTM fourth with a 11.07 percent share (11,993 units, +24.82%) and Yamaha fifth with a 10.22 percent share (11,063 units, +1.74%).

In percentage terms, the biggest market sector in Germany is the sportsbike market (28.38 percent of all sales/30,732 units), and the fastest growing sectors, in

percentage growth terms, are the Supersports (+18.16 percent at 4.46 percent of all sales/4,834 units) and the custom market ("chopper"), which is up by +17.24 percent (10.49 percent of all sales/11,355 units). The second largest sector in overall terms are what are termed "classical" models (naked bikes etc), which account for 27.82 percent of sales (30,124 units/+13.49%).

All sectors of the German market are up except for the Tourer and Luxury Tourer market (4.67 percent share, 5,053 units, -10.38%). The Enduro market was worth 25,209 units in 2018, making it Germany's third largest sector with a 23.28 percent share (+6.07%).

\*As with other of Europe's markets, while the unit numbers make good reading, some caution needs to be used when judging the apparent year-on-year percentage market growth because of the several thousands of pre-registered Euro 3 models registered in late 2016 that were actually sold 'as new' by dealers in early 2017, meaning that the real numbers for 2017 were higher than officially recorded.

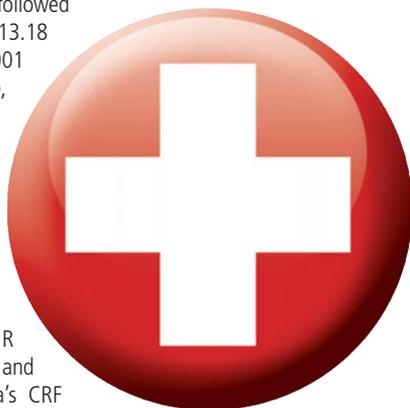
# Switzerland 2018: motorcycles -8.79

The latest new registrations data released by Swiss industry association MotoSuisse shows total new PTW registrations down by -7.52 percent in 2018 (42,062 units in total), with motorcycle registrations at -8.79 percent for the year (24,544 units).

In motorcycle terms Yamaha continues as market leader, having sold 4,353 units in Switzerland in 2018 for a 17.74 percent market share, followed by BMW (3,235 units, 13.18 percent share), Honda (3,001 units, 12.23 percent share), Harley-Davidson (2,694 units, 10.98 percent share) and Kawasaki (2,516 units, 10.25 percent share). They are followed by KTM, Triumph, Ducati, Suzuki and Husqvarna.

Yamaha's MT-07 was top seller, followed by the BMW R 1200 GS, the Kawasaki Z900 and then the Z650, with Honda's CRF 1000 'Africa Twin' 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).



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## NEWS BRIEFS

The eurozone economy stuck to its lowest pace of growth in four years in the final three months of 2018. Gross domestic product (GDP) in the 19 countries sharing the single currency rose by +0.2% in the quarter and by +1.2% year-on-year, according to Eurostat.

Italy's economy contracted for the second consecutive quarter at the end of 2018 - the criteria which defines an economy's entry into recession. Gross domestic product fell a quarterly -0.2% between October and December, following a -0.1% decline in the third quarter, and was up +0.1% on an annual basis, national statistics bureau Istat reported. Italy has a long-standing problem of weak economic growth. The economy is still 5% smaller than it was at the peak before the global recession a decade ago.

**Spanish Pedelec and eMTB start-up Bultaco Motors has filed for bankruptcy protection. Founded in 2015, the Madrid based business with assembly capacity in Barcelona, is owned by MMI Investments and owes 11m euro. The company was trading under a brand license granted by the family of Francesco "Paco" Bultó - the founder of the original Bultaco business. A director of the 1944 founded Montesa motorcycle company, he left to create the original Bultaco brand with other former Montesa employees in 1958. After considerable race success and popularity of its 2-stroke machines with consumers it folded in 1983. In 2017 Bultaco Motors sold 1,250 units and posted turnover of over 4m euro.**

SWM (Speedy Working Motorcycles), the Italian comeback brand now owned by Shineray, has confirmed its plan to launch four new V-twin engines in 350, 550, 850 and 1200 cc displacements. Currently SWM uses either Husqvarna or Shineray singles. Originally founded in Milan in 1971 by Piero Sironi and Fausto Vergani, SWM made Observed Trials, Enduro, Motocross and off-road motorcycles initially using Dachs engines, then Rotax engine trials bikes from 1977. The business went into liquidation in 1984. Engineer Ampelio Macchi, formerly with Cagiva, Aprilia and Husqvarna, initially drove the resurgence of the SWM brand with six new models displayed at EICMA 2014, with funding from the Shineray Group. SWM will keep manufacturing in Italy, at the old Husqvarna factory.

## Ducati 2018: sales -5% in 2018; takes lead in the superbike segment

Ducati Motor Holding closed 2018 with 53,004 motorcycles delivered to customers worldwide - meaning that the 50,000-bike threshold the company has set as its benchmark, and first reached in 2015, has now been achieved four years running.

A significant contribution to this result came from the success of the Panigale family, which accounted for the sale of 9,700 bikes (+70% increase on 2017), making Ducati, for the very first time, "the leader of the superbike segment with a market share of over 26%. In 2018 one superbike out of every four sold worldwide was a Ducati Panigale.

"The undisputed flagship of the Panigale family is the V4, the first production Ducati motorcycle with a four-cylinder engine. In just twelve months it has set a new standard for style, technology and performance, with over 6,100 motorcycles delivered across the globe.

"Equally successful was the Multistrada family - 11,829 motorcycles sold in 2018, thanks in large part to the addition of the new Multistrada 1260 - with 6,569 bikes sold (+25%).

Compared to the 2017 sales data (55,871 bikes sold), Ducati experienced a drop of -5% against the backdrop of an over 500 cc motorcycle



**"With over 6,100 V4s delivered, the Panigale family accounted for 9,700 bikes (+70% increase on 2017), making Ducati the leader of the superbike segment for the very first time with a market share of over 26%"**

market that shrank by some 3%.

"While 2018 was challenging for the big motorcycle market, with slowdowns in important countries like the US, by the end of the year Ducati had delivered over 53,000 bikes to customers worldwide, consolidating the growth achieved in recent years", stated Claudio Domenicali, CEO of Ducati Motor Holding.

"In 2018 we achieved stability, and the year was positive both in terms of business and racing. We won numerous MotoGP races and developed an exceptional bike. In short, the solidity of the company remains undisputed, as does our penchant for driving ahead with

innovation and product development so we can, over the coming years, continue offering customers new icons of style and technology."

"To rise to new market challenges," added Francesco Milicia, Global Sales Director, "we're working to make our sales network more efficient than ever. For 2019 we've also overhauled the Scrambler 800 range - which, among other things, has received a major active safety boost in the form of cornering ABS - and launched new products such as the Diavel 1260 and Hypermotard 950. The Multistrada family saw the arrival of the 1260 Enduro and 950 S, giving customers a wider choice than ever.

"Lastly, we've introduced the V4 R, the most powerful, highest-tech superbike ever built by Ducati, to provide a foundation for renewed competitiveness in the WorldSBK championship. Needless to say, it's already proved to be a big hit with Ducatisti. In total, we're talking about nine new models that allow us to look to the future with confidence."

In Italy growth proved to be solid (+4.5%), reaching 9,200 bikes, and returning Italy to being Ducati's largest market. Spain also performed strongly with 2,444 motorcycles sold (+8%), with further growth seen in Japan with 1,941 bikes (+2%) and Switzerland with 1,276 bikes (+2.2%).

Bike deliveries in the USA - historically Ducati's number one market - totalled 7,843, the drop in sales reflecting a -9% downturn across the US 500+cc sector. In Asian markets Ducati continues to ride the upward trend, especially in China (+29%) where a new direct subsidiary has been established and the sales network has expanded from 19 to 23 dealerships.



**Claudio Domenicali, CEO of Ducati Motor Holding: "While 2018 was challenging for the big motorcycle market, with slowdowns in important countries like the US, by the end of the year Ducati had delivered over 53,000 bikes to customers worldwide, consolidating the growth achieved in recent years"**

# Omnia Racing adds DNA



Italian distributor Omnia Racing has taken on Italian market distribution for DNA pleated cotton filters. Recipients of Red Dot Design awards among other accolades, Greek made DNA Filters are made with "advanced technology and latest generation machinery," according to Omnia Racing's Fabrizio Bertolini. "Combined with innovative solutions and attention to detail, DNA has become an important and globally recognised brand. Everything starts with their excellent R & D department, where all their model-specific designs and filter features are developed by studying the flow and behaviour characteristics of the original filter and filter box. "Rigorous testing eventually results in a design that exceeds manufacturer air flow and filtration levels, resulting in improved engine performance and

reliability. DNA use state-of-the-art 3D CAD design and rapid prototyping for guaranteed precision and performance. "DNA high performance air filters trap even the finest dust particles (up to 5 microns), ensuring that the only thing that passes the filter is clean, fresh air for pure power. DNA uses high quality, latest generation multilayer cotton gauze, impregnated with special air filter oil and advanced computerised flow meters to produce increases in air flow from +20 up to +80 percent compared to the stock filters. "We are very happy to have been selected to represent DNA Filters in Italy - the latest in a long list of brands and manufacturers to value the dedication to dealer service and product support that we have become known for," said Fabrizio. [www.omniaracing.com](http://www.omniaracing.com)



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## NEWS BRIEFS

**ODI Grips (Riverside, California) has signed a product distribution agreement with Technical Touch BvbA of Belgium to serve as the exclusive ODI Powersports Distribution warehouse and fulfilment centre for Europe. "Our goal for ODI is to infiltrate the European market through digital channels, while maintaining the personal, high quality after sales service that our customers are used to," said Diego Claessens of TT. Completely new B2B and B2C E-Commerce platforms are to be established to support sales to premium dealers throughout the EU.**

Majority Peugeot Scooter stakeholder Mahindra (the Indian conglomerate bought a 51% stake in 2014) looks set to take the French brand back into the motorcycle market, and not via its upcoming BSA and Jawa plans. Instead the company showed a pair of USD fork concepts - a Cafe Racer and a Roadster - at EICMA that will be powered by the 300 cc liquid-cooled single it uses in its Mahindra Mojo in India or a new jointly Peugeot and Mahindra developed 125.

**BMW may have turned its back on the concept of the helmet-free enclosed two-wheel scooter when it cancelled its C1 programme, but German manufacturer Govecs says it wants to revive the idea as an e-scooter, with belt, roof and roll cage, meaning it falls outside of the requirements for the driver to wear a motorcycle helmet, with launch scheduled for 2021.**

The motorcycle industry trade association in Austria (Arge 2Rad) says that one in every nine Austrians aged 15 or older has a motorcycle, and that the motorcycle industry there is worth 2.9 billion euro in total added value to the Austrian economy.

**FK Motors Europe is a newly established Germany based import subsidiary for Chinese 'Major' Fekon. Initial offers will include three new 125 cc units developed specifically for the western market, including the FK 12 SF Street Fighter - all, initially, being sold in the German market. Fekon has four factories in China with a production capacity of up to 500,000 machines a year.**

# Newfren - one of Europe's clutch aftermarket leaders

Italian brakes and clutch specialist Newfren says that "no other aftermarket spare parts company can boast such a large catalogue of applications and such long experience in the production and sale of clutch sets for motorcycles and mopeds". IDN was speaking with company CEO Valter Barbero on the company's booth at EICMA in November and he told us that "the range of Newfren clutches has grown both technically and in terms of the spread of applications we offer - we have grown in parallel with the development of the OEM model ranges and are always one of the first to have updated applications available for the new models of motorcycles and scooters each year."

Barbero explained that participating with leading race teams at the highest levels of moto sport has been the driver for Newfren's ability to constantly be developing ever more reliable, durable and better performing clutch plates.

"Teams such as Ducati have entrusted the development of their clutch plates to Newfren, so having the fate of the SBK World Championship dependent on your R&D and being able to help Carlos Checa take the top of the podium is a fantastic spur to excellence."

Newfren has been the clutch plate technical partner for Moto3 ever since



the series made its debut, and Barbero said that "the technical challenges in a new series are intense, but we here at Newfren were able to ensure drivetrain reliability thanks to our deep understanding of friction materials and the dynamics of power transfer - understanding that is based on decades of experience".

The company was founded in the 1950s by Alessandro Barbero, and in recent years Valter has invested heavily in new manufacturing technology at the 65,000 sq ft facility/100,000 sq ft site near Turin.

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

many of its products. As part of a continuing process, they are on the way to obtaining environmental certification ISO 14000.

The company made its start in the brake shoe market and Valter says it still offers "the most complete catalogue of motorcycle and scooter brake shoes in Europe."

Specialists in the world of clutch systems, such as STM, have found Newfren to be a unique partner in Europe, allowing them to create cutting edge, high-tech complete clutch systems for the most demanding high-performance applications.

"But we are also a partner for the passionate street and off-road biker who wants a great product at the right price," says Valter.

The current range includes three product lines - standard OE replacement, performance upgrades and the top-of-the-line ProRace high performance programme - meaning they have all three of the primary sectors of clutch plate demand researched, designed and in production.

"For passionate BMW owners, for example, we offer a high-quality dry single-disc clutch that is already a top-seller - very popular with BMW owners, dealers and independent specialists.

"For the specialised needs of Vespa enthusiasts, we have been producing and distributing model-specific clutch designs since the '60s - from standard replacements up to performance upgrades for the high demands of urban riding and special designs and formulations for racing."

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



# European Council: 'Motorcycle safety must be part of road safety procedures'

At the most recent meeting of European ministers for transport in Brussels it was agreed that the EU should reform and strengthen road infrastructure management rules.

The Council of the European Union agreed its position on a proposal from the third Mobility package by the European Commission to strengthen road infrastructure management to reduce road fatalities and serious injuries. The reform of the Road Infrastructure Safety Management Directive will extend the scope of the current rules to motorways and other primary roads beyond the trans-European transport network (TEN-T). This will contribute significantly to the improvement of road infrastructure safety across the European Union. The directive would also cover roads outside urban areas that are built using EU funding - which is something that FEMA (The Federation of European Motorcyclist Associations) has been lobbying for. "It will become mandatory to take account of vulnerable road users such as motorcyclists in road safety management procedures."

The proposal introduces a network-wide road safety assessment, which is a snapshot of the entire road network covered by the directive used to evaluate accident risk. Authorities will use the findings to carry out more targeted road safety inspections or take direct remedial action. It will become



FEMA General Secretary Dolf Willigers: "From now on road authorities will have to take vulnerable road users, including motorcyclists, into account with all decisions regarding the main roads in Europe"

mandatory to take systematic account of pedestrians, cyclists and other vulnerable road users such as motorcyclists and other users of powered two-wheelers in road safety management procedures. These road users accounted for almost half of road fatalities in the EU in 2017.

FEMA General Secretary Dolf Willigers said: "This is a pleasant surprise. The decision of the Council is exactly what we have asked for. This is great news for motorcyclists. From now on road authorities will have to take vulnerable road users, including motorcyclists, into account with all decisions regarding the main roads in Europe. This will lead to better road safety for motorcyclists."



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→ CR602

## NEWS BRIEFS

Italian suspension manufacturer Bitubo's nitrogen gas pressurised CLU rear monoshock features completely serviceable hydraulic spring pre-load, length, rebound and high/low compression adjustment.

Indian Motorcycle has announced it is to accelerate the July 2018 announced plan to manufacture Scout models for Europe at its Polaris ATV/UTV facility in Poland. The intention is to "reduce the impact of the retaliatory tariffs on motorcycles imposed by the EU in response to the Trump administration's aluminium and steel tariffs." The factory in Poland will assemble CKD kits (Complete Knock Down) shipped there from its Spirit Lake, Iowa motorcycle manufacturing and assembly factory.

Harley has confirmed that it will build its European models at the factory it commissioned in Q3 in Thailand. Further expansion of the initial build is to take place.

Italian suspension specialist Andreani has updated its popular Misano fork cartridge. The EVO cartridge features a 20 mm piston with increased oil passages and adjustable compression, rebound and spring preload. Over 150 naked, street, sport and custom bike applications are available.

PBR's C45 tempered steel sprocket kits include EK Chain and an RSS front sprocket with rubber injected into its holes for "exceptional smoothness and noise suppression".

Sifam Motorcycle Parts is offering dealers access to a programme of Kyoto high-performance lead acid batteries and ElecThium Li-ion batteries with "Connect and Forget" universal application (12V, S.L.A, lead and A.G.M) chargers available.

# BMW Motorrad - 2018 sees eighth all-time sales high in succession



BMW Motorrad says it sold more motorcycles and maxi scooters in 2018 than ever before. Compared to 2017 deliveries increased by a further +0.9%. As of December 2018, a total of 165,566 vehicles were delivered to customers (164,153 units in 2017). Dr. Markus Schramm, Head of BMW Motorrad, said that "2018 was another very successful year. We achieved a sales record for the eighth time in succession. I would like to thank our customers most sincerely for the great trust they placed in us again in 2018".

The company says this marks another step "towards reaching the planned sales target of 200,000 units in the year 2020. Schramm went on to say that "the 2018 sales figure shows that our motorcycle growth strategy is taking effect. This success was achieved due to the market launch of six new models as well as the powerful BMW Motorrad product portfolio, and we still have a great deal planned for the coming years. "Our ongoing model initiative in the

premium segment continues - we will further expand our product range with emotional and innovative new products in 2019, too. We will also be increasing our involvement in motorsport significantly". In the 2019 season, the new BMW Motorrad WorldSBK Team will be lining up from the start with the BMW

S 1000 RR.

With 23,824 units, Germany was the largest single market for BMW Motorrad again, but "the good performances in the other big European markets and in the US were also a major cornerstone for these successful sales figures". BMW's most important markets in 2018 were



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France (16,615 units), Italy (14,110 units), Spain (11,124 units) and the UK/IE (9,224 units), as well as the USA (13,842 units - another record high).

BMW says it is continuing to expand in China and Brazil, too. With 7,561 BMW motorcycles and scooters sold and a growth rate of over 35%, China together with Brazil (7,361 units/+11%) are among the markets with the strongest growth. In India, with 2,187 units sold in 2018, the BMW Group's own sales subsidiary has successfully established itself following the start of business there in 2017.

For the first time more than 51,000 units of the R1200/1250 GS and GS Adventure travel enduros were sold. With a total of around 84,500 units, "the traditionally strong R Series once again confirmed its leading position in the overall range", with the R nineT model variants also playing a significant role in 2018.

Some 18,773 units of the sports-oriented BMW S Series were sold worldwide, with the S 1000 RR Supersports, the S 1000 R Power Roadster and the S 1000 XR Adventure "showing that they continue to be an important pillar in the BMW Motorrad range".

Below 500 cc, 24,363 units of the G 310 R and G 310 GS models that were introduced in 2017 were sold in

2018 - both being among their "Top Five" sellers.

"Sales of the 6-cylinder models are also developing very positively. In its second year of sales, the K 1600 Bagger, which is tailored specifically to the US market, is proof of the unbroken trend towards large-capacity, emotional touring bikes," said Timo Resch, BMW Motorrad Head of Sales and Marketing. "With 8,306 units sold and a 25% increase in sales, our 6-cylinder models were among our big winners in 2018.

"The USA especially is an important market for these models. We will continue to increase our involvement in the US in order to strengthen BMW Motorrad's position there. We will respond to the special market requirements in the USA with a further highly emotional and very authentic BMW Motorrad product."

BMW says it is offering its "most powerful product portfolio of all time in 2019" and that it is in "excellent shape all round. We expect to see further growth in sales for our vehicles in 2019 and we expect our new products from the R 1250 Boxer family, the much anticipated new S 1000 R as well as the F 850 GS Adventure, all to be received positively. We are also expanding our urban mobility product range with the market launch of the C 400 X and C 400 GT scooters".

## Stockholm Motorcycle Expo moves to Swedish National Arena

The modest if welcome growth in most of the mainstream sectors of the PTW and wider powersports market in Sweden has raised hopes for the prospects of MC Massan in January.

The annual expo alternates between Stockholm and Gothenburg, with January 25 – 27 slated for the 2019 show, but at a new venue – the Friends Arena at Solna in the northern Stockholm suburbs – Sweden's National Arena, adjacent to the giant Mall of Scandinavia.

"Friends Arena gives us new opportunities to develop the fair as an overall experience for the visitors," says Niklas Kristofferson, CEO of the Motorcycle Industry Trade

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Association in Sweden, McRF. "We believe the move will both give a boost to the traditional audience while attracting new enthusiasts. With its central location in northern Stockholm, with excellent connections to and from the whole region, we believe that the Friends Arena opens the show up for even more visitors from all of Sweden's most populated regions. The neighbouring Mall of Scandinavia is a tourist attraction in itself and suitable for an excursion for the whole family.

[www.mcmassan.se](http://www.mcmassan.se)



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NEWS BRIEFS

The work of the Connected Motorcycle CMC continues, with the objective being to make sure that the “very different riding dynamic and behaviour of motorcycles” are integrated into the moves to see cars and other four-wheel traffic embrace Vehicle-to-Vehicle (V2V) Cooperative Intelligent Transport System (C-ITS) collision avoidance and traffic flow technology. In 2014 all the motorcycle manufacturing members of ACEM committed to introducing at least one model equipped with C-ITS functionality by the year 2020. The CMC was founded in 2016 by BMW, Yamaha and Honda; since then Kawasaki, Suzuki, KTM and Ducati have also joined.

Yamaha posted net motorcycle sales revenue of 770.3bn yen for its Q3 ended September 30, 2018, down by -1.5% (-11.8bn yen), with operating income down by -16.7% (to 45.3bn yen). Emerging markets such as Indonesia and the Philippines saw growth in unit sales; developed markets saw a decline in unit sales and sales income. Overall corporate net sales were 1,262.0bn yen (+11.3%). Total unit sales in Europe for the 9-month period were 145,000 down from 170,000 for the year ago period. Total global unit sales were 4,015,000 units, up from 3,914,000.

BC Battery Controller, the motorcycle division of Italian manufacturer Forelettronica, has opened a new flagship store in Thailand (Bangkok). “The new point of sale represents a further step for BC in the internationalisation of the brand, which is already present in 40 countries worldwide,” said Marketing Manager Giovanni Foresti.

KTM posts record results for eighth consecutive year



KTM Industries AG, parent company of KTM Motorcycles, sold 261,454 motorcycles in 2018, which is +10% over 2017 and an eighth consecutive record year as the Austrian manufacturer confirms its position as Europe’s largest motorcycle maker and continues to close in on its previously announced target of achieving production of 400,000 units in 2022.

Sales revenues were +2% on 2017 at 1,560m euro, with EBIT (Earnings Before Income Tax) up by +21% to 161m euro despite making some 184m euro capital investments in its Austrian sites during the year. KTM recorded a 130.5m euro benefit from the sale of the Pankl-Group to CEO Stefan Pierer’s Pierer Industrie Group in June 2018, further strengthening the balance sheet structure and reducing net debt. The company says it achieved “above average market share increases in the key markets” with both the KTM and Husqvarna brands, with KTM

registrations of +21.5% corresponding to a market share of 11.7% at the end of 2018. In the overall declining US market in 2018 (-2.3 %) KTM increased registrations by +8.5% and increased their market share to 8.9% at the end of 2018 – citing the new launches of the KTM middleweight class Duke 790 and the first Husqvarna street motorcycles (401 Svartpilen/Vitpilen and 701 Vitpilen) as proving popular in the United States. KTM sold 212,899 motorcycles and Husqvarna 48,555 in the financial year 2018. Of the investments in their Austrian operating sites, around 106m euro was invested in product development (including tooling) for further future growth, and around 78m euro went into plants and infrastructure - including the expansion of the R&D center in Mattighofen. By the end of 2018 KTM’s employee count

was up to 4,300, with 3,625 of them in Austria. For 2019 KTM says it will “continue to focus on organic growth in all core areas. The objective is to further expand market shares in the markets that are important for KTM and Husqvarna - despite the challenging market environment. Shifting the production of the Husqvarna street motorcycles (up to 400 cc) to our strategic partner Bajaj (in India) in Q4/2019 also gives us the opportunity to produce Husqvarna entry-level motorcycles at competitive manufacturing costs, thus further increasing sales in the emerging markets. “In addition, due to the strong growth of the electric bike joint venture, PEXCO, located in Schweinfurt, Germany, full consolidation is already planned for 2020/21”.

Kawasaki Q3: unit sales up in “developed markets”

Kawasaki has released its financial performance details for Q3 and first nine months (the period ending December 31st) of its ‘18-’19 financial year, and in motorcycle division terms reports “moderate growth” continuing, mainly in Europe, but is seeing “decreasing

demand” for their product offer in emerging markets - though the cycle of decline Kawasaki has been locked into in emerging markets in recent years appears to be bottoming out. In its utility vehicle markets the company reports that stable growth

continues, mainly in North America. In unit terms Kawasaki shipped 100,000 units to its developed markets in Q3 (worth 78.8bn yen), and 253,000 units in emerging markets (60.1bn yen), for a global total of 400,000 units in Q3 (worth 226.2bn yen).

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



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# BMW WSBK team chooses Supersprox



BMW returns to the World Superbike scene in 2019 with an official factory team, managed by UK based SMR Racing. The 2019 bikes will be piloted by Tommy Sykes and, coming from a dominant win in European Superstock 1000, Markus Reiterberger.

BMW will use Supersprox sprockets for the factory machines - "further solidifying the relationship between BMW and Supersprox, who have supported the BMW development team in the German IDM series".

Supersprox General Manager DJ Maughfling says: "We have been working hard to develop sprockets with better chain disengagement performance. Traditional sprockets tend to be thin and weak at the tooth tips, because they follow DIN/ASA/JIS standards from the turn of last century. Today's bikes have over 200 bhp and traction control, delivering new levels of power through the final drive.

"Our highest performing sprockets have shallow angles at the tip of the tooth and larger diameters for the rollers. This helps reduce friction and heat build-up in the chain - we all understand that friction reduces power, and, in this situation, less is certainly more."

Maughfling says that with a view to finding the optimum performance, whilst maintaining the strength,



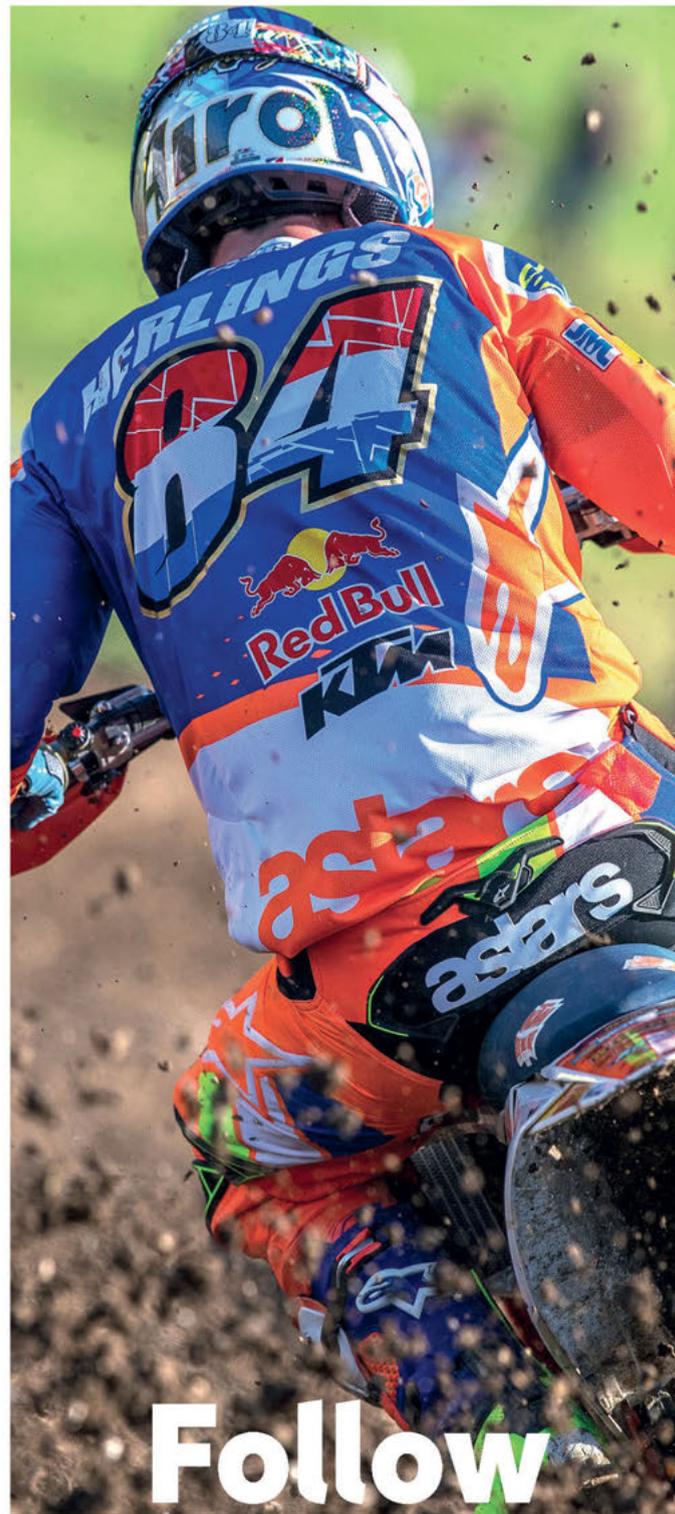
Supersprox will be testing different compounds throughout the 3-year contract, and variations will include the dual material Supersprox-stealth and even a carbon fibre composite with aluminium teeth and a carbon core.

Supersprox is well known as the inventor of the patented hybrid sprocket, combining steel teeth and aluminium core. In 2018/2019, the company gained a further five additional world titles including the World Endurance Cup and the Dakar Rally, both using the Supersprox-stealth original design.

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



European patent #03792104.6,  
US patent #7,481,729 B2



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# Galfer celebrates 2018 race success with new race and street sintered metal compound



Spanish brake pads and discs specialist Galfer has introduced a new line of Sport Racing pads, G1375R, made specifically for on road and circuit sports bike use.

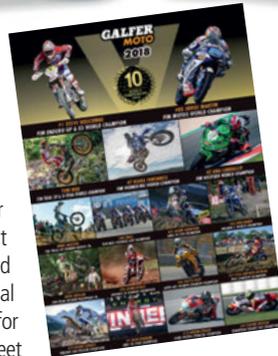
"After a long development process, the Galfer R&D team and its partners, among them Moto2 rider Remy Gardner, have designed a new brake pad compound for sport bikes for road or circuit use. The new G1375R are made of sintered metal compound and stand out for their braking power, their high coefficient of friction and for being suitable for all conditions, especially with higher brake temperatures.

"As with its brother compound, the G1375, the new R brake pads will have a special ceramic coating that serves as a heat shield which, together with the slots on the friction material, reduces heat transmission to the braking system".

Available for 17 different front brake calipers on the most recent new versions of R bikes (Honda, Yamaha, Kawasaki, Suzuki, Ducati, BMW, KTM, etc.), the new Galfer G1375R will be marketed with a brand-new packaging to deliver a more exclusive, high-tech top end image.



Talking of Remy Gardner, the Australian (son of motorcycling legend Wayne Gardner) has renewed his partnership with Galfer for brake product development in 2019 and will again be an official tester for them - both for competition and street riding. The 2019 agreement between Remy and Galfer also includes sponsorship in the World Championship, wearing the Galfer logo on his helmet visor and using the Disc Wave Racing CW1 in the new Kalex Moto2 with a Triumph engine.



Gardner, who recently signed for the Catalan SAG (Stop and Go) team (where he will ride alongside Tetsuta Nagashima), scored an encouraging 4th place in the official Moto2 World Championship test, positioning himself as one of the riders to consider next season. This will be Gardner's third season in Moto2 and he currently occupies the 17th position in the provisional classification for Moto2 after not having participated in four Grands Prix due to injury.

This follows another year of notable success with Galfer brake component riders winning 26 titles during 2018 (the same as in 2017), including 10 World titles in Moto3, EnduroGP, WMX and TrialGP

championships - Jorge Martin in Moto3 (Gresini Racing); Toni Bou in TrialGP and X-Trial (Montesa-Honda); Steve Holcombe in EnduroGP and Enduro3 (Beta Factory); Eero Remes in Enduro2 (TM Racing); Kiara Fontanesi in WMX (Yamaha); Ana Carrasco in WSSP300 (DS Junior Team); Emma Bristow in TrialGP Women (Sherco); and Andrea Verona in Enduro Junior1 (TM Racing) became World Champions.

The line-up scored Galfer four Enduro World titles (EnduroGP, Enduro3, Enduro2 and Enduro Junior1); two Speed World titles (Moto3 and WSSP300); three Trial World titles (TrialGP, X-Trial and Trial GP Women) and the WMX World title.

The success also saw Galfer win a number of continental and national titles



Australian Remy Gardner has renewed his partnership with Galfer for brake product development in 2019

with Honda HRC, KTM, Beta, Yamaha, TM Racing, Sherco, Husqvarna and Scorpia among the brands using Galfer brake components.

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



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Pictures by **Sara Viney**  
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 CICLO E MOTOCICLO

# EICMA 2018

## Part 2

According to the attendance (figure-free) post show press release issued by the EICMA/ANCMA organisation, it would appear that visitor numbers at this year's 'Milan' Show must have been down on 2017. With the real, actual number of exhibiting businesses with booths (as opposed to catalogue brand cross-references) looking to be less than in recent years, and with less than half the international reach of its primary expo competitor (in terms of quoted visitor country count), it looks like the show may be losing some lustre, just as the Italian market continues to post (theoretical) growth, and just as that primary expo competitor posted a record

equalling attendance, with independently audited visitor numbers actually quoted. The 'Milan' visitor numbers have long been assumed to be overstated, and largely populated by non-riders, or low-mileage, low-value riders at best, but regardless of the debate that is raging internationally about the perceived merits and shortcomings of the market's two primary shows (see our INTERMOT 2018 review elsewhere in this edition of IDN), there appeared to be enough people at 'Milan' to keep the aisles and booths busy, whatever the truth is about the real balance sheet cash value that their parts and accessory buying volume has for the industry...



**Newfren:** This is a big year for the near Turin based specialist. The originator of the modern motorcycle and scooter brake shoe, the company was founded in the 1950s and 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, and remains Europe's PTW brake show market leader. For 2019 the company has also extended its production and sale of race-derived clutch sets for motorcycles and mopeds. CEO Valter Barbero told us that "the range of Newfren clutches has grown both technically and in terms of the spread of applications we offer – we have grown in parallel with the development of the OEM model ranges and are always one of the first to have updated applications available for the new models of motorcycles and scooters each year. Our involvement with leading race teams at the highest levels of motorsport has been the driver for our ability to constantly be developing ever more reliable, durable and better performing clutch plates"; [www.newfren.com](http://www.newfren.com)



**Artein Gaskets:** Celebrating its 60th Anniversary, the Spanish gasket manufacturer expands its range to off-road motorcycles with a new catalogue covering the most popular brands, including KTM, Husqvarna, Honda, Yamaha, Husaberg & Kawasaki. These days Artein Gaskets is one of the main manufacturers of motorcycle gaskets in Europe with a wide range of gaskets but also rubber parts, polymers, technical foams and technical protectors for industrial purposes, OEM, aftermarket and competition; [www.arteingaskets.com](http://www.arteingaskets.com)



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**TechnoResearch:** Available in Europe through distributors, including Parts Europe, the Royal Oak, Michigan based fuel-injection management and performance tuning specialist is a high-technology company broadly engaged in state-of-the-art electronic hardware and software development, consulting and Research & Development. Founded in 1992 by Sandro Scaccia and fellow Magneti Marelli escapees, TechnoResearch is best known in the Harley aftermarket for the design and development of its award-winning electronic diagnostic tools programme. The company's 'VCM-TR4 Performance Dealer Pack', for example, is designed for all Harley-Davidson Delphi EFI systems. Ideal for any sized workshop or dealer, it provides the user with tools to modify the fuel-injection pulse width, spark timing and other calibration values and then store them in ECU/ECM flash memory and adjust additional parameters by editing look-up tables. Features include tuning and modification of ECU tables, fast data acquisitions and display, back-up and restoration of the original map. The software also enables data monitoring and logging, auto-tuning with an optional wideband O2 controller, and with its Direct Link flash-tuner, maximising the performance of any fuel-injected race or street bike; [www.technoresearch.com](http://www.technoresearch.com)



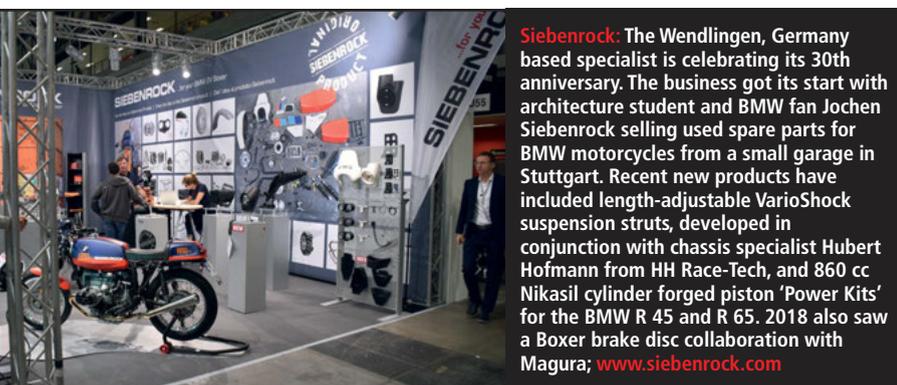
**Shark Helmets:** Last year saw the French helmet manufacturer come under new ownership. Prior owner, Naxicap Partners, a Paris based equity investor, sold its majority stake in French motorcycle aftermarket group 2R Holding (2RH), owner of Shark Helmets and the Bering, Bagster and Segura apparel and luggage brands. The new majority owner is another Paris based private equity group – Eurazeo PME. The new owners are on the record stating that their aim is to double sales of the group in five years. At the time of the sale, current group sales were reported to be in the region of €90m a year. Since 2016 the group has also included the Cairn brand of ski and cycling products; [www.shark-helmets.com](http://www.shark-helmets.com)



**TCX:** Recent new products from the Italian specialist have included the SP-Master, a TCX Racing line entry-price boot "designed for motorcyclists searching for a boot with a sporty and trendy look, offering protection in the most vulnerable areas of the foot and leg, yet suitable for non-competitive use". The boot features the TCX PU ankle retention system on the external side along with the main safety protection pads. The heel counter guard and the shin plate are in polyurethane and detailed with wire netting air intakes. In the SP-Master AIR variant the upper is micro-perforated for enhanced ventilation and the lining is in AIR TECH fabric for warm weather riding comfort. The waterproof version features a waterproof lining, and the Gore-Tex version has the "Performance Comfort Footwear" membrane. The boot is CE certified to EN13634:2015 regulations; [www.tcxboots.com](http://www.tcxboots.com)



**Brixton Motorcycles:** Owned by the Austrian based KSR Group (formerly known as Generic and owned by Christian and Michael Kirschenhofer), KSR are owners or distributors of several once famous comeback brands (such as Lambretta and Malaguti) and a range of increasingly well-known new and E-bike brands, including Brixton - a contemporary/retro range of (currently) five 125 and two 250 cc motorcycles powered by 4-stroke air-cooled singles. Described as offering "throwback style" with "streetwise edge" and sitting right in the sweet spot of lightweight value and convincing, youth rider styling and price-points, features include ABS and EFI on the 125 range with EFI and CBS on the 250s; [www.brixton-motorcycles.com](http://www.brixton-motorcycles.com)



**Siebenrock:** The Wendlingen, Germany based specialist is celebrating its 30th anniversary. The business got its start with architecture student and BMW fan Jochen Siebenrock selling used spare parts for BMW motorcycles from a small garage in Stuttgart. Recent new products have included length-adjustable VarioShock suspension struts, developed in conjunction with chassis specialist Hubert Hofmann from HH Race-Tech, and 860 cc Nikasil cylinder forged piston 'Power Kits' for the BMW R 45 and R 65. 2018 also saw a Boxer brake disc collaboration with Magura; [www.siebenrock.com](http://www.siebenrock.com)

**Moto One Europe:** The Italian specialist's Vert 360 is a 4-season "smart, all-in-one" jacket for men and women. Made in 520 D Cordura nylon with polyester 600D ACT D6 inserts, it has a detachable 3M Thermolite inner and separately wearable, detachable and 100 percent waterproof membrane. Protection is with removable CE approved armour at the shoulders and elbows, with anti-shock protector at the back; [www.moto-one.com](http://www.moto-one.com)





**Hevik:** The company's updated Portland EVO jacket provides improved weather protection while retaining its vintage look. Certified to the prEN17092 draft standard, it has a new outer fabric, now made of 450D polyamide, paired/bonded with a softshell, new waterproof and breathable Humax internal membrane that is tested to a water column rating of 10,000 mm, detachable thermal liner and a series of viscoelastic protectors certified to CE Level 1 for the shoulders and elbows; [www.hevik.com](http://www.hevik.com)



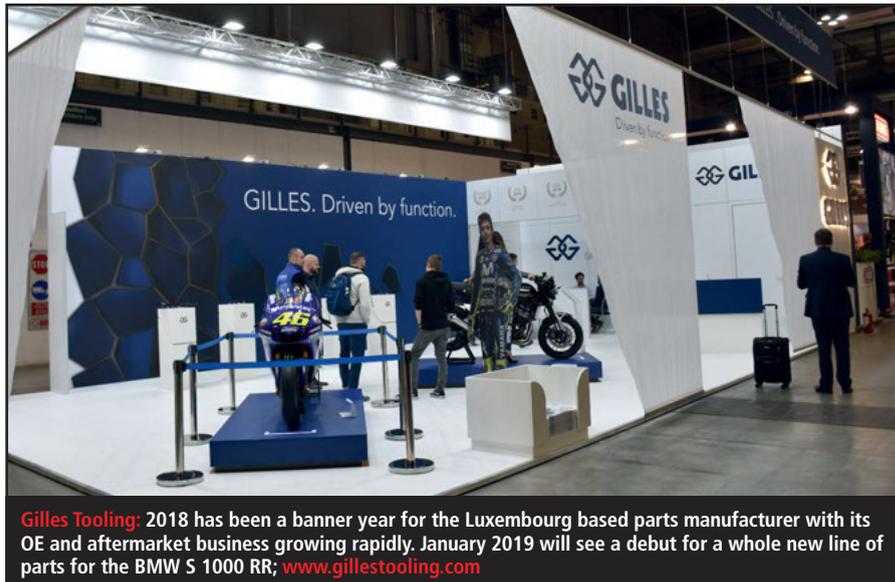
**Blackstone Tek (BST):** The noted ISO 9001-2008 accredited South African carbon wheels manufacturer sells to leading race teams, performance engineers and customisers worldwide. The 7-spoke Black Mamba wheel series includes a conventional rear wheel with technology that has "never been seen before", according to founder and co-owner Gary Turner. The BST designed high-pressure forged composite drive side is said to take carbon wheel manufacturing "to the next level of innovative pre-preg monocoque carbon fibre wheel design and manufacturing with optimised stiffness, strength and rigidity, whilst maximising performance; [www.blackstonetek.com](http://www.blackstonetek.com)



**Supersprox:** Well known as the first manufacturer to make dual material sprockets, inventing the concept 18 years ago and patenting the connection method in 2001. These days the company has more than 3,500 products in its range for sport, street and off-road applications. In recent years Ducati sprockets have become an important market for Supersprox, and the significant weight savings offered by its Stealth sprockets for Ducati applications have made them a top-seller, with considerably extended life compared to the OEM items. The steel teeth construction of the Stealth 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 described by the company as a big advantage over aftermarket aluminium sprockets – and Supersprox says that its Stealth can last three times longer than one with all aluminium parts; [www.supersprox.com](http://www.supersprox.com)



**TecMate:** The market-leading OptiMate range of battery testers, conditioners and chargers is as broad as it is deep, as versatile as it is reliable and as high-tech as it is ergonomic. Its USB accessories and 'charge' into the Li-ion battery care sector have set them apart from rivals in recent years. With products such as its solar charger programme, the company's technology and grasp on the fundamentals of what dealers and riders need will continue to set them apart in the future too; [www.tecmate.com](http://www.tecmate.com)



**Gilles Tooling:** 2018 has been a banner year for the Luxembourg based parts manufacturer with its OE and aftermarket business growing rapidly. January 2019 will see a debut for a whole new line of parts for the BMW S 1000 RR; [www.gillestooling.com](http://www.gillestooling.com)



**Omnia Racing:** Durable 'Magma' Cordura high-abrasion and tear resistant tyre warmers from the Naples based specialist 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. The Naples based distributor has also recently added Italian distribution of the Greek made DNA cotton filters line; [www.omniaracing.com](http://www.omniaracing.com)



**Arai:** New models, upgrades and designs available in the spring of 2019 include the RX 7V, QV Pro, Renegade-V, Chaser X and Profile V full face helmets, the MX-V off-roders, the Tour-X4 and the SZ-R VAS and Urban V open face half shell designs; [www.araihelmet.eu](http://www.araihelmet.eu)



**Valter Moto:** Celebrating 20 years of Italian Made craftsmanship in 2018, the vast range stretches from high strength, light weight hardware to mirrors, brackets, caps and covers, levers and protectors, chain adjusters and fold-up footpegs, rearsets, frame protectors and wheel axle sliders; [www.valtermoto.com](http://www.valtermoto.com)



**Touratech:** Initially only being sold in Germany and Switzerland, the German Adventure Touring specialist 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 is given the Touratech Desierto V fairing trim kit (a decal set developed by Rubber Dust) with yellow powder-coated components and powerful side-mounted auxiliary lights to emphasise its dual-purpose credentials. 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; [www.touratech.com](http://www.touratech.com)



**Capit Performance:** Best known for its award-winning top of the range tyre warmers, the Italian company has taken its experience in precision control of heating circuits and applied it to heated clothing. Battery-heated WarmMe line of socks and gloves features infra-red heating technology with carbon heating elements that help to spread the heat evenly, avoiding hot spots. Once charged/recharged, the thin battery is inserted in a little pocket 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; [www.capit.it](http://www.capit.it)



**Rizoma:** Recent new parts from the Italian designer include 3D billet aluminium Radial S convex mirrors, Corsa S LED indicators and make-over kits for the TMax 530 DX, 790 Duke, Z900 RS Café and Vitpilen 701; [www.rizoma.com](http://www.rizoma.com)

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**Akrapovic:** Always keen to tell the world about its quality control, materials and performance credentials, the Slovenian manufacturer recently completed a major investment in new durability testing technology. 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. The company 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. 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 of up to 200 km/h; [www.akrapovic.com](http://www.akrapovic.com)



**Moto Morini:** Company President Ruggeromassimo Jannuzzelli's holding company Autjann Srl has sold 100% of the share capital in Italian motorcycle brand Moto Morini to the Zhongneng Vehicle Group. The Jannuzzelli family took over ownership in 2015 and moved Moto Morini from Bologna Trivolzio, south of Milan, to a 3,500 sq m facility. Each Morini is assembled by hand, starting with its engine, and each model is built on request. Zhongneng is based in South West China and produces some 500,000 small cc scooters annually and makes engines for other manufacturers and its own Zhen Motor brand. Founder and President Chen Huanneng says he has "great plans" for the brand and that "it will remain on Italian soil"; [www.motomorinimotorcycles.eu](http://www.motomorinimotorcycles.eu)



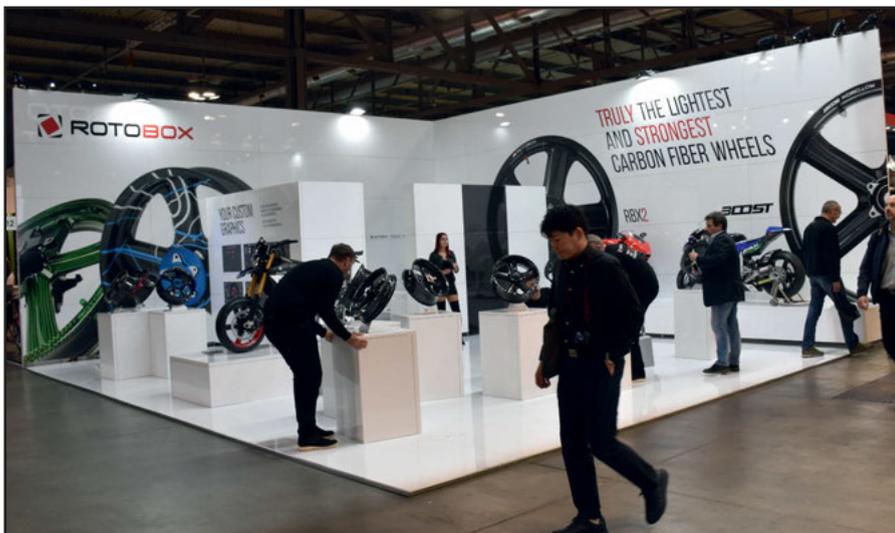
**Rieju:** Jamie Masterman, the International Sales Manager for the Spanish manufacturer, told IDN "response to our 2019 new model updates has been excellent. They include custom versions of the Cafe Racer style Century 125, a new Marathon 125AC and the first glimpse of the new Tango series that will 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; [www.riejumoto.com](http://www.riejumoto.com)



**SW-Motech:** Recent new products include model-specific and selected universal fit accessories for the R 1250 GS, including luggage options such as removable PRO side carriers for its TRAX ADV aluminium cases, SysBag 30 with adapter plate or AERO ABS side cases, tank bag options and protector options such as crash bar, crash pads and engine guard, plus options for the popular Royal Enfield Himalayan; [www.sw-motech.com](http://www.sw-motech.com)

**Termignoni:** Last year the Predosa, Italy based specialist completed development of its highly anticipated system for the Panigale V4. The new project, known as 4USCITE, incorporates "all the essence and tradition of Termignoni design and represents a real revolution in the world of exhaust systems. Important chassis parts have been integrated to make up a one-of-a-kind kit". The system has been split into two parts. The front cylinders feed the two lower exits, positioned on the right side and assimilated with the carbon half fairing thanks to a titanium flange. The rear cylinders flow into the two undertail exits, which blend with the Panigale tailpiece thanks to two lateral appendages in carbon. Evolution of its 'UpMap' tuning tool continues with an entire division of the company dedicated to the effort - involving 18 people, 15 months of research, 5 months of product development and 3,000 km of track testing. 'UpMap' connects to the diagnosis cable of the bike, and through an iOS and Android App allows the rider (or tuner) real time Smartphone access "to a universe of mappings that allows autonomous reprogramming of the ECU"; [www.termignoni.it](http://www.termignoni.it)





**Rotobox:** It is more than 10 years since motorcycle racer, research and development engineer and CEO Gregor Bizjak set out to find how to make the lightest and strongest wheel – and the answer was a revolutionary three-component carbon-epoxy-steel composite and a newly developed production procedure. At EICMA the company presented its latest all-new size 17" x 8" Rear Boost Carbon wheel model for Ducati XDiavel applications with a "unique Rotobox design that yields maximum output for the motorcycle while significantly reducing its overall weight for top performance and achieving the lowest unsprung weight". The company also officially announced the start of a collaboration with Pro-Bolt on a new upgrade for 2019 model wheels that come standard equipped with Pro-Bolt titanium hex head race spec bolts. It also launched its own custom build motorcycle named SPLICE – an eight-model programme of Yamaha WR450F custom builds that are "equipped with the most advanced motorcycle parts and technology that combine the two worlds of motocross and Supersport into a track-day inspired extreme Supermoto, that weighs in at just 119 kg of total wet weight; [www.rotobox-moto.com](http://www.rotobox-moto.com)



**Govecs:** The Munich headquartered electric vehicle manufacturer, based at a 4,000 sq m high-tech facility at Wroclaw (Breslau), was founded in 2009 by CEO Thomas Gruebel, VP Operations Nicholas Holdcraft and Gerald Vollnhals. Now able to make the proud claim of being the leading manufacturer of electric scooters and light electric motorcycles in Europe, the company employs more than 230 people, developing and building "pioneering solutions for urban mobility". "Our success is based on our in-depth technical know-how, our innovative product ideas and our love of exceptional design"; [www.govecs.com](http://www.govecs.com)



**Kappa:** Recent new products from the Italian specialist brand include model-specific Honda X-ADV accessories such as top cases, a windscreen, hand protectors, radiator shield and model-specific supports and tools. The factory scooter frame allows the installation of both rear and side luggage racks, which makes it ideal for touring with a passenger, and Kappa offers a varied choice in terms of design, capacity and style. Their KD1156ST transparent windshield substitutes for the factory standard design, providing greater protection against the wind (65 x 40 cm; 13 cm higher), and the KHP1144 hand protectors in ABS for improved protection; [www.kappamoto.com](http://www.kappamoto.com)



**Schuberth:** Three "new generation" flip-up helmets – the C4 series – have been "consistently enhanced with redesigned concepts for fit and acoustics. Our specially developed Direct Fibre Processing method and the aerodynamics developed in our in-house wind tunnel make the CF Pro the quietest and most comfortable flip-up helmet that Schuberth has ever built", according to CEO Jan Becker. Prepared for use with Sena SC1 and SC2 communication systems, the entry level in the series is the C4 Basic, with the top of the range C4 Pro Carbon featuring pre-installed communication technology; [www.schuberth.com](http://www.schuberth.com)

**National Cycle:** Recent new windshield designs from the market-leading Maywood, Illinois based manufacturer include a choice of VStream windshield upgrades for Indian Chieftain and Roadmaster models from 2014-2018. Taking its name from its unique patented shape, the advanced "V" profile and dimensional contours of VStream windshields, which push the wind vortex out and away from the rider's helmet, result in a quieter and less turbulent riding environment. Made from tough, high-quality 4.5 mm Quantum hardcoated polycarbonate using National Cycle's state-of-the-art manufacturing techniques, the company says that they "provide outstanding clarity, impact strength and scratch resistance – unmatched by any windscreen maker worldwide." Quantum hardcoated polycarbonate is the material of choice for serious motorcycle riders - it is 10 times more abrasion resistant than FMR hardcoated polycarbonate, and 30 times more than windscreens made from commonly used acrylic or "aircraft plastic"; [www.nationalcycle.com](http://www.nationalcycle.com)



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[WWW.SUPERSPROX.COM](http://WWW.SUPERSPROX.COM)



# TWIN AIR PERFORMANCE AND PROTECTION



Twin Air General Manager Pieter Does

**M**anufacturing air filters for motorcycles is easy, right? It is simply a question of cutting, stamping, printing, gluing, assembly, pre-oiling (or not), packing and shipping, right? Think again! Robin Bradley visited Twin Air at Veghel in the Netherlands to see for himself just how much care and testing goes into every air filter...

Whether you are working with paper, cotton, foam, gauze and mesh or any other combination or kind of filter media technology, the process, and the importance of getting it right, is an attention-to-detail minefield and a primary critical component for engine performance.

Visiting Twin Air in the Netherlands reminded me just how much attention to detail needs to go into that process and just how a filter can affect performance. Twin Air has been a leading foam air filter manufacturer for almost 50 years and only makes motorcycle and ATV air filters - with off-road and motocross performance its speciality.

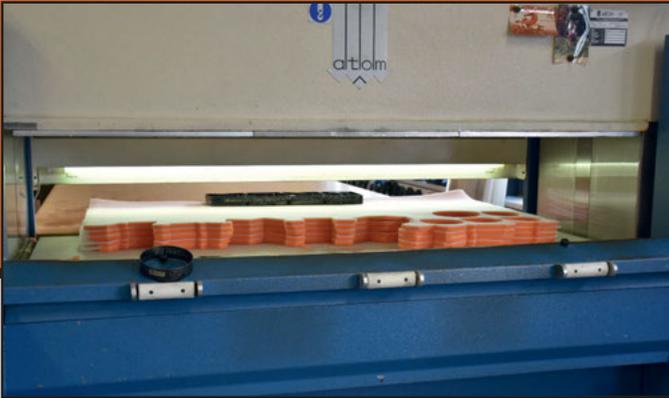
A major OE filter manufacturer, with the added reach of their aftermarket programme, Twin Air can claim to have been the filter of choice for "more World and National Champions than all other air filters combined". Since 1972, Twin Air's owner Klaas



Biermann is proud of Twin Air's record of having supported over 300 World Champions.

The Netherlands can claim a special place in the history of motocross - the country's sandy, gritty soil is where it all began.

It was in the Netherlands, in 1947, that the Dutch



national motorcycle federation hosted an international "scramble" for teams from Great Britain, Belgium and the Netherlands, and called it a "moto-cross." While the sport's popularity grew steadily over the next 25 years, one thing that remained constant was the stock paper air filter designs of the time. There was a paper filter with a single layer of foam, but even that didn't cut it for protection - after 30 minutes it was shot. In those early days of motocross, engine failures were common.

It was in 1972 that Twin Air gave the motocross world a historic boost with their revolutionary approach to air filter design - 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 start-up company that invented it hasn't stopped ever since.

Today they are available for all motocross and ATV vehicles and distributed worldwide. Twin Air filters are OEM-specified for 20+ motorcycle companies, and the official air filter of worldwide factory teams such as Honda HRC, Kawasaki Racing Team, Yamaha Racing, Red Bull KTM, Rockstar Husqvarna and many more. Twin Air's breakthrough was to recognise the two quite different and often competing characteristics needed from a motocross air filter - high air flow and maximum particulate restriction. Their answer was to double-up on the filtration process with a fused dual-layer design that is now the go-to standard air filter architecture, and while the principle is often copied, "nobody can get close to our level of quality and performance," says Pieter Does, General Manager.

"The fused layers of open-pore foam and fine inner foam layer trap even the smallest particles. The rounder design boosts airflow, and with a revolutionary micro-gluing process to minimise the

**Brand Manager Bart Ghielen**



seams - shorter seams mean more flow - we have a combination that makes it possible to maximise the protection for the engine and horsepower boosting performance of improved air flow volume and speed - where air flow is concerned speed means more speed - and that comes from minimum possible

disruption and restriction of the air flow. In fact, we manufacture some



models with a backfire-resistant foam layer laminated to the filter so we can even eliminate the restrictive stock backfire screen from the air box.

"As engine technology has advanced, so too filter technology has had to not just keep up, but be ahead of OE engineers' requirements in order to help them access the full potential of the machines they are designing. One of our big achievements has been to

specify a quality of foam, that means that the cells are evenly sized and distributed throughout the structure of the air cleaner, making for a smooth, predictable and consistent air flow, and that is a huge advantage to the engineers and to professional as well as amateur racers.

"This also means that our motorcycle and ATV filters are truly fully washable and durable - the structure is stable and uniform - and being able to reuse a Twin Air motorcycle or ATV filter at least 50 times is common. We also use a high-quality greaseless sealing ring, with every filter assembled by hand and

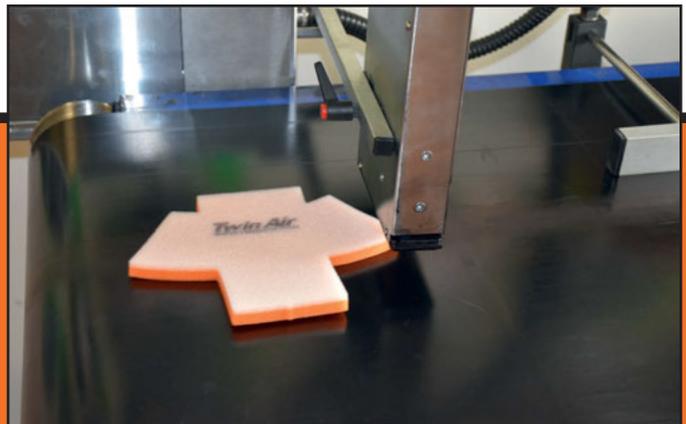
**"In 1972 Twin Air gave the motocross world a historic boost"**

inspected for a perfect fit.

"For many years Twin Air factory pre-oiled filters were only available to our top professional race teams and OEM customers. The results were so good that we now offer the same factory treatment to everyone.

"We start with an original dual-stage air filter and completely submerge it in BIO liquid power filter oil. After the filter is massaged to ensure all pores are evenly coated with oil, it's placed in a temperature-controlled room to allow the oil to completely cure. You just open the resealable bag and install.

"Another Twin Air innovation is our range of PowerFlow kits. The best filter in the world can't do its job if there are leaks in the seal of the airbox. Twin Air's kits ensure a leak-proof, fool-proof fit with a rigid, lightweight billet aluminium cage that replaces the flimsy plastic stock cage, and a billet aluminium flange with a rubber seal that bolts tight to the airbox. PowerFlow kits for ATVs are custom-designed for each unique application for superior





airflow, improved sealing surface, removal of the restrictive backfire screen and ease of service". While manufacturing precision and quality control is at the heart of the Twin Air operation, the R&D and testing are the brains. Twin Air meets and exceeds the requirements of several of the applicable stringent ISO tests, starting with ISO-5011 'Inlet Air Cleaning Equipment' for internal combustion engines and compressors - 'Performance Testing'. The ISO standard establishes and specifies uniform test procedures, conditions, equipment and a performance report to permit the direct laboratory

comparison of air cleaners. The basic performance characteristics of greatest interest are air flow restriction or differential pressure, dust collection efficiency, dust capacity and oil carry-over on oil bath air cleaners. This test code therefore deals with the measurement of these parameters. Brand Manager Bart Ghielen explained the testing procedures. "The first test is the Air Flow or Resistance test. The filter test set-up is equipped with a computer that can programme and control the fan that drives the air flow cycle and an air flow (pressure difference) sensor.

After testing, the dust caught by the reference filter and the filter under test is measured to calculate the overall filter efficiency and the full life capacity (how much dust in grams that can be held by the filter before the resistance is increased by 5 mbar) and its efficiency (the percentage of dust that is caught by the filter). "The mass of the air filter and reference filter are important measurements for this test. The masses of the air filter and the reference are measured before the test. During the test, dust is automatically injected into an air flow that is controlled at a setpoint value. After the test, the masses of the air filter and reference

## "Tests are performed using ISO-12103-1 A4 Coarse Dust"

performance comparison of air cleaners. The basic performance characteristics of greatest interest are air flow restriction or differential pressure, dust collection efficiency, dust capacity and oil carry-over on oil bath air cleaners. This test code therefore deals with the measurement of these parameters. Brand Manager Bart Ghielen explained the testing procedures. "The first test is the Air Flow or Resistance test. The filter test set-up is equipped with a computer that can programme and control the fan that drives the air flow cycle and an air flow (pressure difference) sensor.

"The sensor determines the air pressure before and after the filter under test. During the test, the air flow is increased, and the pressure drop over the filter is continuously measured. This automated test will give information about the air resistance of a filter plus other important air property measurements such as humidity, temperature and absolute air pressure. Twin Air has developed a computer software programme that fully automates the test cycle. This software is able to measure and process the data and make a first test report." Finally, the difference in air resistance of different



air filter has been done to give the company a reference base-line by taking the closest possible look at the kind of dust that motorcycle air filters are subjected to by using a scanning electronic microscope. Images are taken of ISO approved test dust (yes, there is such a thing), then images are taken from the dust in the tested air filter and the dust in the reference 'absolute filter' - the ISO approved dust gauge testing screen.

Bart continued to explain that "during the dust test, a filter to be tested is placed inside the test set-up. After the filter under test, the reference filter is tested.

## "Fused layers of open-pore foam"

are measured. While the test is underway, the mass of the dust in the air filter is calculated when the pressure drop over the filter exceeds 5 mbar relative to the initial air pressure drop over the air filter." ISO-5001 also requires a water seep-through test. The water tests are performed by spraying water onto the filter. The per second rate at which the amount of water sprayed on the filter during the test is prescribed by the test protocol. "The goal of the water test is to determine the amount of water required before the water will seep through the filter. To be able to measure the moment of seep-through, a sensor is placed inside the filter under test. This sensor can be designed or adjusted to meet the layout of the filter under test. It is important to follow the layout of a filter as closely as possible. The completely automated test will determine the time that was needed before a water seep-through relative to the amount of water sprayed on the filter during the test."

**TWIN AIR**  
**Veghel, NETHERLANDS**  
**Tel: +31 (0)413 343040**  
**info@twinair.com**  
**www.twinair.com**



## TX windshield for scooters

Puig, the Barcelona based performance plastics specialist, has channelled its long experience in the design of aerodynamic accessories into the new TX windshield, developed specifically



for scooters. It provides "screen-printed transparent protection, characterised by a stylised design with lateral flap air deflectors and a curvature in the upper part that improves protection".

The screen is made from high-strength plastic material with a thickness of 4 mm, which is said to offer optimal weather and debris protection for the rider. The windshield is supplied with all the necessary hardware for installation. Nylon washers and self-locking nuts allow rotation of the mirror without loss of grip so that when the rear-view mirror receives an impact, it rotates the whole assembly so that the rider can return it to the initial position without tools and without losing the original turning tension.

**PUIG/MOTOPLASTIC S.A.**  
**Granollers (BCN), SPAIN**  
**Tel: +34 93 8490633**  
**info@puig.tv**  
**www.puig.tv**



## Scottoiler 'Scorpion' dual injector

Scottoiler has announced the launch of a new dual injector dispenser compatible with all Scottoiler chain oilers - the 'Scorpion' - an accessory upgrade for all Scottoiler chain lubrication systems.

The easy-to-fit and discreet twin feed is said to deliver enhanced oiling to both sides of the chain. Replacing the standard dispenser, it works by feeding oil simultaneously to both faces of the sprocket through its unique twin feed pincer nozzles.

This precise application is said to ensure an even distribution of oil onto both sides of the chain via the sprocket. The more precise application can result in an even cleaner transmission, less oil use and increased intervals between refills.

The 'Scorpion' uses Scottoiler's new multiform dispenser mount, utilising high quality super-adhesive tape that sticks to all surfaces and



provides an easy and effective solution for mounting the 'Scorpion'. The new multiform dispenser mount can be bent and cut in various ways, giving the 'Scorpion' the versatility to be fitted to nearly all

swingarm types and in different orientations, allowing for compatibility with a greater number of different makes and models.

The 'Scorpion' is supplied with small straight pincer nozzles as standard, giving a very neat and effective application, and longer nozzles for some bikes with toe guards, such as the Honda Africa Twin.

**SCOTTOILER LTD**  
**Glasgow, SCOTLAND**  
**Tel: +44 (0)141 955 1100**  
**sales@scottoiler.com**  
**www.scottoiler.com**

## Premium grade lithium batteries by BS

BS Battery has announced the introduction of a "brand new and innovative lithium-ion motorcycle and powersport battery range - designed for the most demanding riders, those looking for higher and safer performance and faster acceleration". Said to feature massively reduced weight and to deliver much

longer battery life, General Manager Benjamin Sebban says that "the very low and slow self-discharge means engines can still start even after a very long period of storage, even in very cold temperature conditions".

The BS lithium-ion battery range covers most of the existing motorcycle, scooter and wider powersports market applications and has a unique design with a brass terminal and lightweight, waterproof fibre material case that can resist up to 230 degrees centigrade.



**BS BATTERY SAS**  
**Suresnes, FRANCE**  
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# AERO-GP handguards now MotoGP approved



Barkbusters, the leading motorcycle handguard specialist, has announced that its AERO-GP lever guards are now tested and approved for all categories of MotoGP racing, and expecting WSBK approval soon.

"For the 2019 racing season we expect to have the AERO-GP lever guard in a number of domestic and international racing categories as the choice of lever protection for racers from the Australian Superbike



(ASBK) series through to World Supersport 300 (WSS300) - we also hope to see the product involved in MotoGP soon too," said Rob Veljanoski, the Operations Manager for Berkeley, New South Wales based Barkbusters' manufacturer Rideworx.

Though originally best known for their award-winning, highly regarded 'Storm' off-road/on-road adventure touring and street bike handguard designs, Barkbusters entered the pure sports/race bike style products market last year and now have a product design series with the same "value, style and functionality" for street riders that will soon be "competing at the highest levels of international street racing".

The AERO-GP line are aerodynamically designed lever guards "conceived with safety in mind but created to be beautiful when fitted to your machine," says Robert.

"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 as for those riding in large groups, tight



spaces and during lane filtering (splitting) 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 a 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 with our AERO-GP design."

**RIDEWORX**  
**Unanderra, NSW, AUSTRALIA**  
**Tel: +61 242 718 244**  
**info@barkbusters.net**  
**www.barkbusters.net**

## Silkolene Super 4

The UK based Fuchs Silkolene R&D team has announced a new formulation and additive package for its popular entry level Super 4 engine oil programme.

Throughout 2018, the UK R&D team at Fuchs Silkolene has been working in partnership with world leading additive manufacturers, resulting in developing a new and improved formulation for the Silkolene Super 4 range of engine oils.

Joost van Genderen, Head of the Fuchs Silkolene Motorcycle Division, said that utilising the latest technology and superior additive packs has meant that the new Silkolene Super 4 formulation has moved away from traditional Group I to the more versatile and advanced GP II and GP III base stocks - "which offer a much-improved performance and protection profile". Replacing the previous entry level workshop grade, the new Super 4 will be the only entry level grade that the company will offer in the future, saying that "dealer and

consumer confidence in the brand will be assured as this new improved range meets the much superior API SL and JASO MA2 2016 accreditations".

Joost went on to say that "Super 4 is designed to offer the very best entry level motorcycle oil in the market, at a competitive price. Many oil companies are bringing out lower priced and lower spec oils all the time, with most not even achieving the very minimum specification as set out in manufacturer handbooks. Many are not JASO approved and can potentially reduce engine performance and increase internal wear whilst offering a disappointing experience for their customers. Super 4 will offer the very best oil at the very best price. "Silkolene is a true UK brand, 100 percent dedicated to creating the most advanced and comprehensive motorcycle lubricants available and is sold exclusively through motorcycle dealerships and distribution channels."

**FUCHS SILKOLENE**  
**Hanley, UK**  
**Tel: +44 1782 203 700**  
**www.silkolene.com**



# Rapid Bike adds Kawasaki models to 'Easy' module application list



Italian performance tuning and EFI management specialist Rapid Bike (part of the Dimsport Group) has released an upgraded 'black label' version of its popular 'Easy' module.

Specifically designed to work with the current Euro 4 Kawasaki engines, thanks to new firmware (selected with the setting trim in position 7), a model-specific wiring harness is included, making it compatible with the '17-'18 Z 1000 SX Ninja, Z 1000 R and Z 900; the 2018 Z 900 RS and the '16-'18 Versys 1000. The new specific part number is KRBEA2-039.

The 'Easy' kit is the entry level fuelling module in the Rapid Bike product range, and it is specifically designed to manage the stock lambda sensor signal with the goal to optimise fuel ratio and improve engine efficiency and throttle response at lower and medium rpm.

Rapid Bike's Business Development Manager Maurizio Bellucci says "there is no need for additional software procedures since all tuning operations can be performed using two trimmers.

"The 'Easy' modules can manage up to two lambda sensors and they are the perfect match for motorbikes in stock configuration or with slight modifications such as the use of an aftermarket slip-on.

"Another benefit of this module is that it can be considered as a sort of universal device since it is

separate from the wiring cable and can be re-installed on different motorbikes once it is coupled with the specific wiring required by each bike model".



**Maurizio Bellucci:** "There is no need for additional software procedures and the 'Easy' modules can manage up to two lambda sensors"



**RAPID BIKE/DIMSPORT**  
**Serralunga di Crea (AL), ITALY**  
**Tel. +39 0142 9552**  
**info.rapidbike@dimsport.it**  
**www.rapidbike.it**

# Rukka adds new Urban collection

Legendary sportswear and motorcycle clothing brand Rukka has launched a new Urban collection, which the company says "encapsulates style and safety, coolness and comfort, retro and reason". Aimed at riders being able to mix and match their own style from a range of jackets, trousers, gloves, tees and hoodies, the collection "features distinctive elements like genuine leather, waxed cotton, eye-catching zippers, massive metal studs and contrast stitching".

There are three retro jackets in different styles. All jackets, available in dark brown or black, have CE certified protectors on the shoulders and elbows and can be fitted with the Rukka D30 All Back protector. 'Raymore' is a cotton Cordura jacket that "combines an authentic vintage look with the latest safety and



**Raymore**



**Yorkton**

comfort features". These features include top quality materials like a highly abrasion resistant blended Cordura cotton fabric and four outer and two interior pockets. Newly developed Rukka D30 Air XTR Level 2 joint protectors offer maximum impact protection, elastic Cordura inserts at the sides as well as the sleeves and shoulders ensure maximum mobility, while air vents provide ventilation.

The 'Melfort' textile jacket has an added Gore-Tex Z-liner, leather reinforcements at shoulders and elbows and a removable thermal lining. Thanks to the membrane, the jacket is 100% water- and windproof as well as breathable while the leather trim provides abrasion resistance.

The 'Yorkton' jacket is made from top quality bovine leather and "offers plenty of protection due to outstanding abrasion resistance" and includes the



**Melfort**

Rukka D30 LP1 joint protectors. Features include two outer and one interior pocket, adjusters on the waist and cuffs and elastic inserts on the shoulders. In addition to the jackets, the Urban collection includes the 'Eston' trousers, leather gloves 'Ferne' and 'Elkford', T-shirts 'Dalroy', 'Mitford' and 'Westlock', the 'Ribstone' sweatshirt and the 'Rimbey' hoodie.

**RUKKA/LUHTA SPORTWEAR COMPANY**  
**Lahti, FINLAND**  
**Tel: +358 (0)3 822111**  
**rukka@luhta.fi**  
**www.rukka.com**

# Matris scooter twin shock options



Italian suspension specialist Matris has two new scooter suspension options - the new standard twin shock model (M40S) and Race model (M40SR). Excepting for established maxi-scooter applications (such as the TMAX, XADV and AK550 that have already been in production for some time), this is the first entry into the mainstream of the scooter market for Matris, and the company says it is a direct response to dealer requests.

The programme sees the company introducing a specific line of twin shocks designed to fit Honda SH 125/150/300, Yamaha XMax 300/400 and Piaggio



Honda SH 300

Beverly 300/350.

"All the new products are made and assembled using the usual high level and quality materials and components that we are known for," says company Co-Owner Alberto Turcato. "These are not just a replacement for the factory shock absorbers but offer a serious improvement over the OEM set-up with improved response and handling."

The shocks are 40 mm diameter fitments with 40 mm hydraulic unit-piston diameter, 14 mm chromed piston shaft diameter, adjustable rebound and preload on the standard replacement with compression, rebound and preload adjustment on the performance model.

**MATRIS S.R.L.**  
**Camisano Vicentino (VI), ITALY**  
**Tel: +39 0444 411636**  
**info@matrisdampers.com**  
**www.matrisdampers.com**



Yamaha XMax 400

## REV'IT! SS19 Adventure Collection

The Expedition H20 boot is part of the Netherlands based apparel specialist REV'IT! new SS19 Adventure Collection, a "revolutionary adventure boot that we've been working on for over three years". The company describes the boot as "the missing link between highly protective yet bulky and non-waterproof MX boots and less protective waterproof adventure touring boots currently on the market". It has been tested for over 100,000 km and features hydratex/Sphere waterproofing technology. Further features include DSF (Dynamic Support Frame), external TPU shin plate, Boa closure system and a Vibram Apex sole.



Also a part of the Adventure Collection, the new 'Offtrack' outfit provides freedom of movement with a detachable hydratex/Mesh G-liner. It is also prepared for a "serious" protection upgrade as the rider can insert a SEESOFT CE level 2 back protector and CE level 1 divided chest protectors. Other features include 3D mesh panels at upper body and upper back, multiple reflection panels, adjustable straps on the sides, arms and legs and a grip patch on the pants' rear.



**REV'IT! SPORT INTERNATIONAL**  
**Oss, NETHERLANDS**  
**Tel: +31 (0)41 269 6757**  
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info@vertexpistons.com - www.vertexpistons.com

# X.Vilitur modular helmet

The latest modular helmet by NEXX, the X.Vilitur, "unites style, comfort and performance with the essence of Gran Turismo in a unique helmet full of technology and solutions".

The visor is optical class 1, anti-scratch and Pinlock-ready. It also has an internal sun visor, filtering 99% of UV light and operated externally, easily removed with the X-SWIFT quick-change visor system. Other features include X-Sensus Vision behind the eye port with opening angles 15% beyond the standard requirements.

The generous Air Dynamic System ventilation features two air intakes and two outlets. The



materials used for the interior are three-dimensionally shaped for a perfect fit around the head, including cheek pads with anti-noise system, "Morfofit format for a perfect fit on the face" and seamless lining with multi-channel ventilation. All liner parts, including the neck roll, are removable, washable and come with X-Mart Dry technology - a special treatment fabric that dries twice as fast than cotton.

X.Vilitur's soundproofing includes Vortex generators in the chin area and double rubber sealing profiles around the visor and inside the mask. The single piece anti-noise cheek pads and neck roll divert wind noise. The shell is based on X-Matrix technology that combines multiaxial fiberglass, 3D organic fibres and Kevlar, special aramid fibres and carbon reinforcements, resulting in a "super strong and lightweight shell, 35% stronger for extension and

bending resistance than normal fibreglass".

All locking mechanisms, including the micrometric lock, are made of stainless steel or special aluminium with anti-corrosion treatment. The chin bar opening system includes an easy-access button and an anti-opening safety system, while the Super locker 360-degree double pivot system ensures a secure locking of the chin bar when raised.

The X.Vilitur is available in three shell sizes and has double homologation: jet and integral. Other features include the X-COM 2 communication system and two brackets for action cameras.

**NEXX HELMETS**  
**Anadia, PORTUGAL**  
**Tel: +351 231 590010**  
**nexx@nexxpro.com**  
**www.nexx-helmets.com**

## Dirt Digger clutch kits for KTM models '97-'19

Californian specialist Barnett Clutches & Cables has a full line of Dirt Digger clutch kits for 1997-2019 KTM motorcycles and ATVs.

The top quality, competitively priced kits include their exclusive segmented Kevlar or carbon fibre friction plates, designed to allow the plates to run cooler and increase clutch life and performance.

Durable tempered steel plates are also included, as well as heavy duty springs

(where applicable), with all kits pre-measured prior to packaging for optimal fit and performance right out of the box. Barnett clutches are compatible with all motorcycle-specific oils.

**BARNETT CLUTCHES & CABLES**  
**Ventura, California, USA**  
**Tel: 805 642 9435**  
**info@barnettcables.com**  
**www.barnettcables.com**



## Andreani DB4 'Suspension Dyno'

Well known for its advanced suspension tuning tools, track success and technician training courses, Italian specialist Andreani Group's DB4 'Suspension Dyno' is the most advanced test bench that Andreani has yet produced.

Fully automated to test all types of motorcycle, MTB and car suspensions, the powerful 4kW engine allows testing of shock absorbers and forks in a wide range of speeds and loads, choosing between several stroke settings.

"The 2019 version features updated ergonomics and software and ships to dealers complete with all the necessary adapters and a kit that will allow technicians to work on every kind of suspension.

"The DB4 is equipped with dedicated software that allows a wide range of diagnosis and tuning procedures, including hysteresis analysis and

calculation of dissipated energy and of damping coefficients. It has a sophisticated, dedicated controller board that ensures stable and reliable automation of all functions and extremely precise data acquisition.

"It also features real-time displays of the suspension's strength-speed graph, compares the different shock absorber settings or the different configurations, measures dynamic suspension parameters and detects any operating malfunctions".

**ANDREANI GROUP INTERNATIONAL**  
**Pesaro (PU), ITALY**  
**Tel: +39 0721 209021**  
**info@andreanigroup.com**  
**www.andreanigroup.com**



# Italian design and quality for the KTM 790 Duke



Italian specialist LighTech has unveiled a new and exclusive accessories line for the popular 2018 KTM 790 Duke. In line with its usual ultra-high quality standards, these products have been designed to both complement and extend the performance and the aesthetic of the new naked 790 cc by KTM. Aesthetically these new accessories are "of the highest design and most parts are available in multiple choice of colours, including the anodised orange colourway". The range consists of adjustable rearsets



with LighTech's patented Track-System technology that enables quick replacement of damaged footpegs without removing the entire assembly, crash pads, aluminium mirrors, "a beautiful tail tidy kit, swingarm spools, brake and clutch levers in magnesium, lever guards, fuel gas cap, handlebar stabilisers and more". To match the 790 Duke, the lever kit and crash pad kit are also available with orange colour inserts as an option.



**LIGHTTECH S.R.L.**  
**S. Lucia de Piave (TV), ITALY**  
**Tel: +39 0438 453010**  
**info@lighttech.it**  
**www.lighttech.it**

Export Sales Manager Michele Balboni: "Our patented Track-System technology means the footpegs of our adjustable rearsets can easily be replaced without having to remove the entire assembly"

[www.rainers-sports.com](http://www.rainers-sports.com)



# SW waterproof range of bags

Luggage brand SHAD introduced its SW bags range at EICMA last year, consisting of a wide range of waterproof bags with high capacity and resistance. There are four new models, suitable for any type of motorcycle, all made from 420D Nylon with a double-sided PVC coating.



SW42 saddlebags are fastened with three folds on top to ensure watertightness and have an inside waterproof zipped pocket. The capacity is 25 L and they measure 40x35x15 cm. Attached with a side bag holder, they also include two easily inserted rigid bands to ensure they remain stable throughout use. The SW22 tank bag has a magnetic base that fixes directly to the motorcycle with the aid of a handlebar strap, a main compartment with removable



waterproof pouch, a flat front pocket with a removable helmet/accessories carrier that can easily be turned into a backpack with removable shoulder

straps. Its capacity is 13 L and dimensions are 42x26x17 cm. The SW38 is a waterproof rear duffel bag that can easily be turned into a backpack with padded straps and fixes straight to all motorcycle models with four straps. It also has three folds at the top to ensure that it is completely watertight. Its capacity is 35 L and it measures 55x35 cm.



The SW45 rear bag has a 40 L capacity and measures 42x26x17 cm, includes a watertight main



compartment, front pocket along with a flat pocket, all with water resistant zippers, can easily be carried by its padded shoulder straps and fixes to the motorcycle with four straps.

**SHAD (NAD S.L.)**  
**Mollet Del Valles/Bcn, SPAIN**  
**Tel: +34 93 579 5860**  
**info@shad.es**  
**www.shad.es**

# 'Pearl-J' ladies ankle boots



Presented for the first time at EICMA 2018, these new 'Pearl-J' ladies ankle boots are said to be practical, protective and waterproof. They are CE certified and will be available from March 2019.

An "appealing style with fine detailing is combined with numerous other features", including a hot-pressed Stylmartin logo, the V-shaped cuts in the upper, discreet rivets, a flap covering the puller and the different leather textures.

As far as protection is concerned, there are internal malleolus PU protectors around the ankle and gear shift zones with stitched gear protection and an anti-slip, abrasion resistant, oilproof and anti-static rubber outer sole with a 4 cm heel. The full grain leather has undergone waterproofing treatment, and there is a waterproof membrane. The lining is waterproof and breathable, fastening is by zip and Velcro strap, the anatomic footbed is anti-bacterial and removable. The boot is homologated to EN 13634:2017.



**STYLMARTIN**  
**Montebelluna (TV), ITALY**  
**Tel: +39 0423 603033**  
**info@stylmartin.it**  
**www.stylmartin.it**

# 'EVOTEN' 46 mm Piaggio cylinder kits

Pinasco's new 'EVOTEN' aluminium 46 mm diameter Nikasil coated cylinder kit for Piaggio Ciao, Si and Bravo models has racing positioned exhaust and ignition ports and fits the original crankcase without any modifications or adjustment. Five-stud recessed positioning of the centrally located single spark plug head is said to eliminate the problems associated with the vents and gas flow in the combustion chamber, eliminating the loss of performance and



delivering a 13:1 compression ratio. They are manufactured in aluminium alloy with Nikasil (electrodeposited lipophilic nickel matrix silicon carbide) galvanised coating and are supplied with a compression release valve.

**PINASCO/**  
**BETTELLA S.R.L.**  
**Limena (PD), ITALY**  
**Tel: +39 0497 67472**  
**info@pinasco.com**  
**www.pinasco.com**

# GPR Euro 4 Titanium 'Sonic Revolution'

One of the market's oldest exhaust manufacturers, Italian specialist GPR Italia has introduced what it says is one of its most important new products of recent years - the homologated 'Sonic Revolution' - first shown at Moto Bike Expo, Verona in January. Well known for the race success that informs GPR's product R&D, the 'Sonic Revolution' is a race-bred, track tested design intended primarily for Enduro, Naked and Sport scooter road use. GPR's Mauro Orlandi told International Dealer News that it is "an extremely innovative design with high quality materials such as Ergal for the magnificent end cap, producing an exhaust that is a lot lighter than the OEM fitment it replaces.

"The external body is in ceramic black treated titanium with a titanium internal canister and

mounting support band. The result is an extremely light exhaust with a personality all of its own – the 'Sonic Revolution' looks as great as it sounds and performs."

The product will be on the market from the beginning of April in the Euro 4 approved version, with anti-tampering sports grille to meet current regulations. Applications already planned include for the BMW R 1250 GS, R 1200 GS, F 850 GS, F 750 GS, F 800 R and Yamaha T-Max, with more to be added regularly throughout 2019.

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BY G.P.R. ITALIA S.R.L.  
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'Sonic Revolution' was first shown at Moto Bike Expo, Verona in January.

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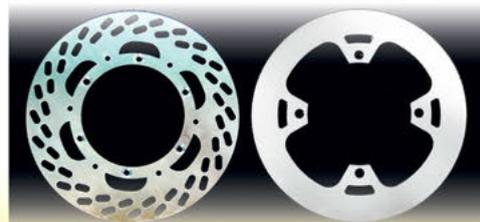


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# OptiMate 1 DUO



Lithium starter batteries are said to be the coolest, lightest batteries available and able to deliver way more cranking power than lead-acid batteries, which is all true. But one thing they both have in common is the need for maintenance when the engine is not running – when the motorcycle is parked or stored, short or longer term.

In fact, what a lot of people don't realise is that a lithium battery, for all its advantages, needs charge maintenance more than a lead-acid one, and there are two main reasons why. First, the amp-hour capacity of the lithium battery is typically a third of the equivalent lead-acid battery; it runs down faster due to parasitic drain from the vehicle electrics.

Second, once it has run down low, it needs special charging to bring it back to life, so it is best to avoid it discharging in the first place!

The cells in a dead-flat lithium battery are in a weak and sensitive state and in need of a slow, controlled charge to recover to a level (typically 9V-10V) before the battery can once again receive high charge current.

Receiving a burst of high current via jump starting or bump starting can cause the weakest cell in that flat lithium battery to overcharge and fail – and overcharging is fatal for lithium batteries.

Even though motorcycles and lithium batteries are rather hi-tech pieces of equipment, when it comes to charging, riders usually just want the easiest solution. Martin Human, the CEO and CTO of TecMate, says "most riders do not know and, unfortunately, many do not care, what type of battery is in their motorcycle.

"All they care about is that the engine starts when they want to ride. Most (fortunately) know they should maintain the battery to achieve that, but then



it must be easy for them, and these days the smart money is spent on a fully automatic, multi-purpose charger that can charge both 12V lead-acid and

12V/12.8V/13.2V lithium (LiFePO4) starter batteries. "That is what we designed the new OptiMate 1 DUO to do – make it easy! All the rider has to do is simply connect the charger to the battery. The OptiMate 1 DUO automatically determines what the battery needs and adapts its charge programme accordingly. "Best of all, the maintenance programme is 24-7-365, meaning riders can safely store their motorcycle for days, weeks or even months. The OptiMate 1 DUO will keep guard over the battery, protecting against excessive drain from the vehicle, which is especially important for those small lithium batteries."



**tecMATE**

**TECMATE**  
Tienen, BELGIUM  
Tel: +32 (0)16 805440  
[www.tecmate.com](http://www.tecmate.com)  
[www.optimate1.com](http://www.optimate1.com)

## 'Laminator' touring jacket

The new 'Laminator' jacket from Clover is a 100% waterproof long-range technical touring jacket with PPE (Personal Protective Equipment), CE certified to prEN17092:2017 at 'AA' level.

The jacket has a fully waterproof outer shell, therefore does not need an internal membrane, but instead has ample ventilation zones. These allow conversion from a fully waterproof jacket to ventilated simply by opening two panels on the chest and back, secured with a waterproof zipper.

Clover says: "What differentiates 'Laminator' from other similar products on the market is the softness of the textile, an extremely difficult feature to achieve when laminating garments. This is achieved by the absence of the intermediate layer of the membrane and using



"new high-tech materials" for the outer shell and adding a removable thermal lining."

'Laminator' has reflective inserts on all sides, removable shoulder and elbow protectors, CE "certified level 2 T+ T-", designed to accommodate a level 1 or 2 back protector. Equipped with five waterproof pockets: two on the outer shell at the front and three internally, two of which are in the thermal layer (a synthetic quilted jacket that can be worn separately).

The jacket is available in three colour combinations, all also available in ladies' cuts, and the range also includes matching trousers, again also available in ladies' sizes.

**CLOVER IT S.R.L.**  
Cornedo (VI), ITALY  
Tel: +39 0445 446642  
[clover@clover.it](mailto:clover@clover.it)  
[www.clover.it](http://www.clover.it)

# New Abrasion Resistant (AR) knee protector

British protector specialist Forcefield Body Armour is launching a new Abrasion Resistant (AR) knee protector.

Easy to fit, with a unique wrap-around fixing, it can be worn next to the skin or over jeans - "it is super comfortable, which makes it ideal for commuter use, off-road and touring".

As with other Forcefield armoured products, the wearer can choose whether it's fitted with Isolator CE1 or CE2 limb armour, which gives greater flexibility in terms of price and armour characteristics.

For example, a rider who rides predominantly off-road in hot conditions may choose the CE1 limb

armour as it is thinner and lighter and offers greater breathability; for road or race, touring, commuting or extreme enduro, the CE2 is the preferred option. The abrasion resistant points are designed-in where they are needed most. It is manufactured from high tensile strength, abrasion resistant fabric with internal coating specifically located on the knee face and on the outer side of the knee.

**FORCEFIELD BODY ARMOUR**  
**Rushden, Northants, UK**  
**Tel: +44 (0)1933 410818**  
**info@forcefieldbodyarmour.com**  
**www.forcefieldbodyarmour.com**



# Sport-T bag range additions

Italian accessory specialist GIVI has added to its Sport-T bags range, which currently consists of three tank bag models (4, 5 and 15 litres) and a pair of 22-litre side bags, with the ST607 expandable saddlebag and the ST608 leg bag.

Both bags are equipped with reflective prints for increased visibility and feature the same highly robust polyester 1200D/PVC, thermoformed EVA coated with anti-scratch PU and fabrics which provide protection from damage caused by sunlight. Rain covers are provided as standard.

In order to adapt to different requirements, the ST607 is expandable with its capacity ranging from 22 to 26 litres, separated into convenient compartments, with a mesh pocket inside the cover, side pockets, ergonomic handles with rubber inserts and shoulder strap with padding.

The ST608 leg bag has a 3-litre capacity and its elasticated straps enable the bag to be attached to a waist belt or trouser loops, and off the motorcycle it can be worn around the waist. It also has a number of useful pockets and internal flaps for the stability of contents stored inside.

**GIVI S.P.A.**  
**Flero (BS), ITALY**  
**Tel: +39 030 358 1253**  
**info@givi.it**  
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ST607 expandable saddlebag



ST608 leg bag

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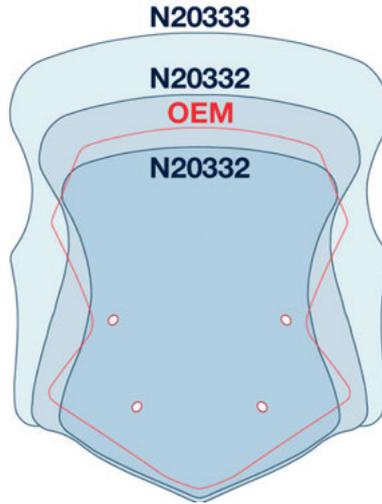
# VStream for 2019 Tracer Wind jersey

Maywood, Illinois based National Cycle's new VStream Windscreen for the 2019 900 Tracer/Tracer GT is available in three different sizes and tints, ensuring a "perfect windscreen for almost every rider size or riding preference - all will offer improved wind protection and riding comfort compared to OEM or other aftermarket windscreens".

VStream gets its name from its unique patented shape. The advanced "V" profile and dimensional contours push the wind vortex out and away from the rider's helmet, resulting in a less turbulent, quieter riding environment.

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

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



**NATIONAL CYCLE INC.**  
 Maywood, Illinois, USA  
 Tel: +1 708 343 0400  
[sales@nationalcycle.com](mailto:sales@nationalcycle.com)  
[www.nationalcycle.com](http://www.nationalcycle.com)



Created to offer warmth and comfort at the chest without sacrificing breathability at the back, made from Carbon Activewear material and part of the Winter Tourism line by SIXS, the new for 2019 wind jersey WT is a "second layer" jacket. It is made from polypropylene with 3D inserts in the areas most prone to sweating to offer breathability. At the front is a windproof and water-repellent Air Shield membrane, incorporating a "seamless technology for a perfect fit", providing a second technical intermediate layer between underwear and an external jacket. Colours are black/red.

SIXS, Italy, [www.six2.biz](http://www.six2.biz)



## Racer bags closure system

MML (Morphing Metal Lock) is a brand new, patented closure system that is only available on the



RA319



RA318

two new Racer bags from Kappa (RA318 and RA319).

The Racer range features soft luggage solutions with the exterior equipped with water-repellent fabric tested to resist UV rays. Updates for 2019 include a leg bag, a second tank bag and a triple saddlebag,

along with the RA318 and RA319.

These two new bags, with a capacity of 32 and 19 litres, feature MML, which Kappa describes as having "a 'shape memory' of a special type of metal, used here as bars sewn internally that follow the movement of the closing flaps and can then be folded beneath the ends. This operation enables hands to be moved out of the way without the bag opening and means the bag can be fully closed using the dedicated adjustable, crossover strap".

Both bags can be mounted to a saddle, top case or luggage rack using four additional straps which, once removed from the bag, hook to each other. The interior is equipped with "eye-catching orange coloured waterproof lining". Carrying handles are included and the bags are available in black and grey.

**KAPPA**  
 Flero (BS), ITALY  
 Tel: +39 030 268 0374  
[info@kappamoto.com](mailto:info@kappamoto.com)  
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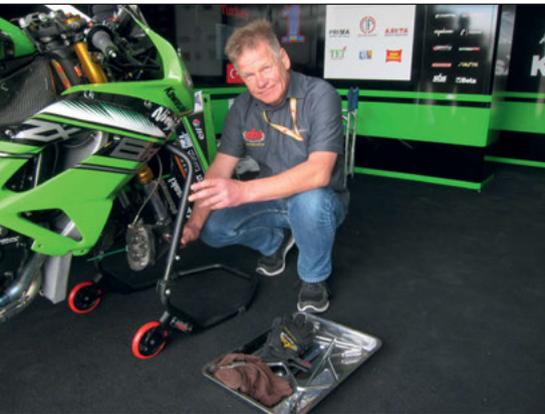
# New dual compound 'Dynamic Racing Concept' from SBS



Danish brake pad manufacturer SBS has announced that "after more than two years testing, our DS-1 racing brake pad compound is being followed up with the DS-2 to match different braking performances and preferences".

"From the testing a whole new unique concept emerged, not just a new compound - the combination of mounting two different compounds for track use".

SBS has been actively involved in road racing at the highest level since the 1990s. Over the last two seasons, selected teams in the World Superbike,



SBS Race Manager Allan Østli: "The Dynamic Racing Concept makes it possible to fit the DS-1 on the left hand side brake disc and DS-2 on the right hand side brake disc to achieve a combination of the different performance characteristics of the two compounds"

Moto2 and Moto3 GP, British Superbike and World Endurance Championships have actively participated in the fine-tuning of the latest compound - now launched as the DS-2 Dual Sinter.

SBS says that "the DS-2 has been developed based on requests from riders wanting a compound with a little more 'human' initial bite, but with more powerful braking power in the end of long brakings". During the development SBS says it received a wide range of feedback, with Race Manager Allan Østli saying "many riders were very satisfied with the new DS-2, but some still felt that the initial bite was reduced too much compared to the DS-1. On the other hand, some riders who preferred DS-1 occasionally missed a little more braking power at the end of braking with DS-2."

"Therefore, a completely new braking concept emerged - the Dynamic Racing Concept, combining the strong initial bite and linear in-stop performance from the DS-1 and the smooth initial bite and progressive in-stop performance of the new DS-2."

"The Dynamic Racing Concept makes it possible to fit the DS-1 on the left hand side brake disc and DS-2 on the right hand side brake disc, thus achieving a combination of the different performance characteristics of the two compounds. In short, a fine tuning of braking performance for the individual rider's brake preferences."

SBS riders still have different preferences, and Kervin Bos, Technical Team Manager of the Red Bull Honda World Superbike Team and riders Leon Camier and Jake Gagne say they prefer the new DS-2. "Our partnership with SBS is a great asset for our team in the WorldSBK championship. The support we receive,



and quality of the product, are second to none. Our technical partnership with SBS allows us to develop the optimum brake performance to suit each rider. For us, the standout performer is the new SBS DS-2 brake pad".

**SBS FRICTION**  
**Svendborg, DENMARK**  
**Tel: +45 63 21 15 15**  
**sbs@sbs.dk**  
**www.sbs.dk**

# Shoei GT-Air II - "The answer for all conditions"

Shoei says its new GT-Air II features "bold, innovative design and exceptional safety features" and that the original GT-Air has been "leading the touring helmet sector since its introduction in 2013". With the introduction of the new GT-Air II, they claim "the bar has been raised again".



The GT-Air II "comes in seven colours and nine graphic variants with an aggressive and compact shell design, all verified by wind tunnel tests for relaxed rides and less turbulences" and that it is prepared for the SENA SRL2 (Shoei Rider Link2) intercom system, "which can be perfectly integrated into the helmet shell, with no protruding operating unit".

The 3D-moulded visor (CNS-1) with optimised visor base is said to offer extra wide vision and a unique shape for optimum sealing. The modified QSV-2 internal sun visor used on the GT-Air II has been lengthened by 5 mm in order to reduce the amount of light coming through the gap between

the lower edge and the eye port. "A stainless steel micro ratchet retention system and a fully removable and washable interior system ensures maximum rider comfort."

The six size options (XS-XXL) are being produced out of three different outer shell constructions with a newly developed ventilation system with two inlets at the upper head and chin area as well as four outlet vents at the top back.

In terms of helmet graphics, Shoei says it is "setting new standards. Whether with our X-Spirit III pure racing helmet, the sporty NXR street helmet, our flip-up Neotec II, our classic open jet helmet line or our recently introduced neo-retro full-face EX-Zero - all come with new stunning graphics for the upcoming season".



**SHOEI (EUROPE)**  
**Dusseldorf, GERMANY**  
**Tel. +49 (0)211 17543632**  
**www.shoei-europe.com**



# Road model piston kits



Developed in the Moto2 and Moto3 World Championships, in collaboration with the Marinelli and SIC58 Teams, as well as in the Superbike and Supersport GPs, these 2019 model pistons from Italian specialist Vertex expand the company's already extensive range of road model pistons and applications.

Vertex road piston kits come complete with rings, piston pins and circlips, and are offered in replica or high compression versions that have a "minimum limit weight for their category and an increased compression ratio that significantly increases engine performance without any loss of reliability".

The kits are available for 600, 1000 and 1200 cc Yamaha, Honda, Suzuki, Kawasaki, BMW and Ducati models.



Vertex road piston kits come complete with rings, piston pins and circlips

**VERTEX PISTONS/VP ITALY S.R.L.**

**Reggio Emilia, ITALY**

**Tel: +39 0522 918811**

**info@vertexpistons.com**

**www.vertexpistons.com**



# Ravenna Motorcycle Fashion

Distributed in Europe by Italian specialist Wind Trading, the first 'Ravenna Motorcycle Fashion' Italian riding apparel brand collection was shown at EICMA in November 2018 and is described as a "Premium-Budget" line that "combines an excellent level of features and materials with a very attractive price-point".

Seen here, the 'Ravenna' J-1781 is a dual sport/adventure jacket that is "designed to offer practicality, comfort and protection".

A technical jacket with numerous adjustment options, it is said to deliver "enhanced comfort in all weather" with features that include a rainproof

membrane and removable thermal lining. The outer fabric is twill cotton, with reinforced inserts, four outside pockets, ventilation system, removable CE protectors and a padded back.



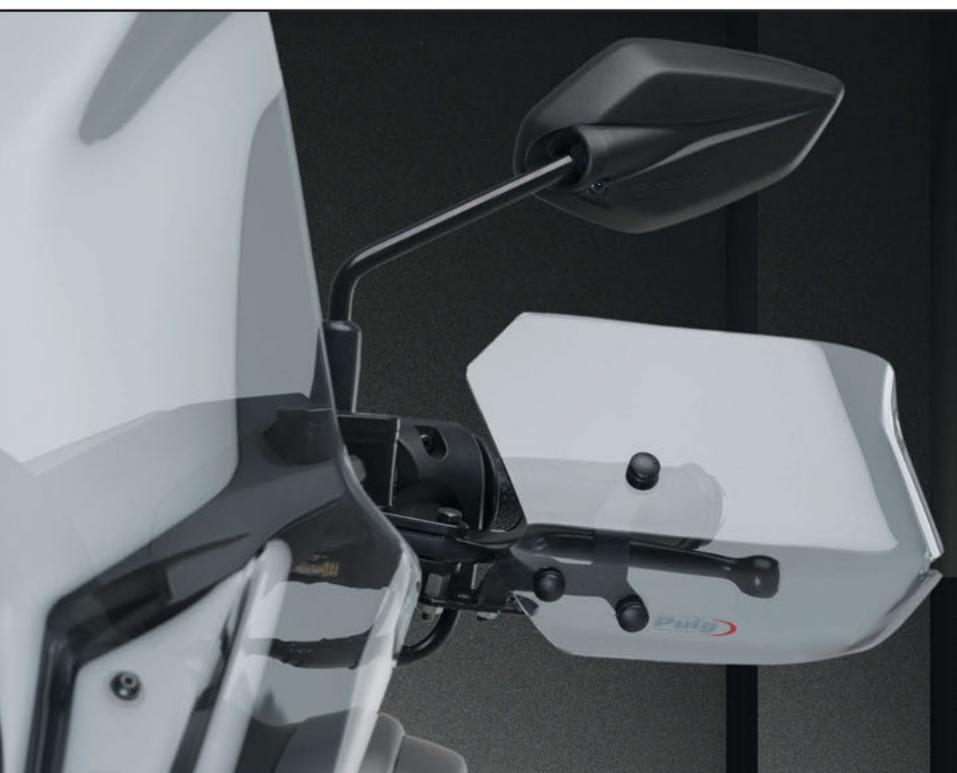
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**Ravenna, ITALY**

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# Showa HeightFlex - Electronically Equipped Ride Adjustment system



Suspension specialist Showa continues the development of its aftermarket programme with the EICMA launch of Showa EERA - Showa's Electronically Equipped Ride Adjustment control technology that drives its new HeightFlex system.

The motorcycle height is automatically lowered when the motorcycle comes to a stop, so the rider can reach to the ground easily. The vehicle height is automatically optimised during travelling regardless of the weight of the rider or load being carried.

Described as "the world's first height adjustment technology that combines a self-pumping function with an electronically controlled hydraulic valve that controls the oil supply to the shock absorber.

"With no motor used, the product is light, compact, power-saving and very competitive. If you ride bikes such as high adventure models, it can be difficult to put your feet on the ground. While some manufacturers offer motorcycles designed with shorter suspension stroke to solve this, we have taken a different approach.

"One that maintains the quality of the suspension's performance while riding – the HeightFlex system delivers good shock absorber travel performance on rough roads while also providing easier ground reach –

two often competing objectives.

"The stroke sensor detects the vehicle height during riding, to optimise the front end height, and, when the vehicle comes to a stop, the stationary height is automatically lowered.

"While some large tourer models use a motor to supply oil to change the spring preload, the Showa EERA HeightFlex uses a hydraulic jack with a self-pumping system that is operated by oil supplied through the extension/compression stroke of the damper to change spring preload. It is therefore a light, compact and power-saving system that can be offered at a very competitive price".

In effect, HeightFlex is using the oil flow generated by the damper strokes instead of using a motor. The electronically controlled hydraulic valve provided in the oil passage changes the oil flow to release the oil inside the hydraulic jack into the reservoir tank to lower the motorcycle height, just before the bike comes to a stop. To raise the height after starting to travel, the oil is fed into the jack to increase spring preload.

During travelling, when the optimal height needs to be maintained, the electronically

controlled hydraulic valve is on/off controlled to keep the hydraulic jack in the fixed position, and the oil flows back and forth between the damper body and reservoir tank as normal in conventional dampers.

This system is designed so that the height is lowered just before the rider's feet reach to the ground, which takes about a second. The height is raised completely after travelling several hundred meters from start on normal paved roads.

HeightFlex was first shown at EICMA 2018 and will be available for Adventure and conventional Touring models, plus as a lowering technology for cruisers and custom bikes.

**SHOWA UK**  
Aberdare, Mid Glam, UK  
Tel: +44 (0)1684 885 800  
[www.showa1.com](http://www.showa1.com)

## ARC GTX - "a new standard in laminated motorcycle jackets"

Belgian specialist Richa has a new 2019 collection available, and among the updates is what the company says is a "new standard in direct laminated jackets" that features "sporty touring styling with ergonomic, pre-curved, slim-fit sleeves".

The ARC GTX is one of Richa's top-of-the-line textile jackets, made in 2-layer Gore-Tex laminated textile fabric with D30 impact protection at the shoulders, elbows and back (it is also pre-prepared for D30 chest protection), has 3M reflection and a detachable, warm winter liner jacket.

Riding apparel made with 2-layer Gore-Tex fabric is durably waterproof, windproof and highly breathable. In the ARC GTX, a Gore-Tex membrane is bonded to an outer shell material, then combined with a free-flowing lining, which results in a soft, lightweight all-weather jacket that keeps riders dry and comfortable without constraining movement.



**RICHA NV**  
Oudenaarde, BELGIUM  
Tel: +32 (0)55 423435  
[info@richa.be](mailto:info@richa.be)  
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# Polisport replica and restyling kits

Portuguese motocross plastics specialist Polisport has a wide selection of new replica kit designs available for 2019 models, including for the KTM SX/SX-F/XC/XC-F series (seen here).

Available in OEM colours, black and white, "all the parts are produced to Polisport's high standards to match the quality, durability and glossiness of the stock OEM parts".

A new range of special colours is also offered in clear, Flo yellow, Flo orange and Nardo-Grey - available as kits (that include the fork protectors) or separately. Nardo-Grey kits are also available for Yamaha YZ450F/250F and Honda CRF 250R/450R applications (also including fork protectors), with fitments for additional brands and models to be

added, including restyling kits for the YZ and CR, 2019 KX450 and TC/FC Husqvarnas.

Finally, Polisport also has restyling kits available in black or white for models from 2002 and up - the fenders seen here are for Honda CR125/250 models from '02-'07.

**POLISPORT**  
**Carregosa, PORTUGAL**  
**Tel: +351 256 410 230**  
**polisport@polisport.com**  
**www.polisport.com**



# 'Nettuno' leather gloves

'Nettuno' long leather gloves are part of the high-end sector of the 2019 Hevik collection. Made of fine goatskin with a matt finish and matching softshell fabric, they "fit perfectly on the hand, allowing for optimal grip" and have elasticated anti-slip softshell straps and hook and loop fastening.

The polyurethane structure on the knuckles, the rigid EVA inserts on the fingers and exterior of the wrists and the anti-slip reinforcement on the palm areas "ensure excellent protection". For improved visibility, reflective inserts have been included on the wrists. They are 100% waterproof, with impermeability provided by the Hipora (three-layer microporous silicon coating structure) lining.

Additional features include the "Hevik Visortech", a silicone-based accessory inserted on the index finger of the left-hand glove, which allows for quick cleaning of the helmet visor while in motion, and functions on the mobile phone screen can be accessed using the practical "touch" system positioned on the index finger and thumb. They are approved to European standard EN 13594:2015, level 1 2015.



**HEVIK**  
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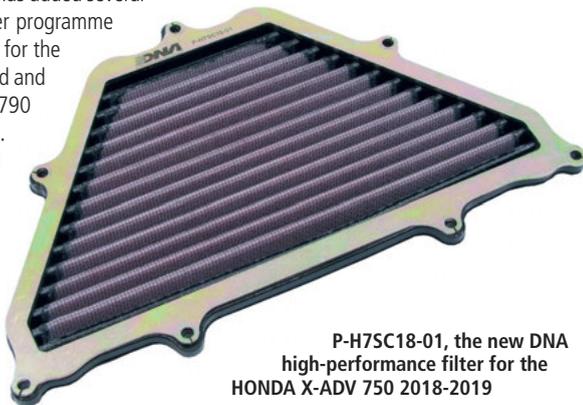
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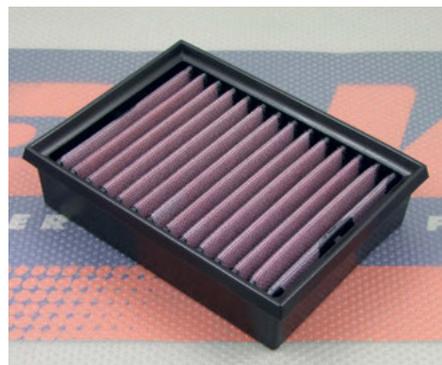
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# DNA Full Contour design

Greek air filter manufacturer DNA has added several new applications to its cotton filter programme for late-model fitments - including for the '18-'19 Honda X-ADV 750 (for road and off-road use) and the 2018 KTM 790 Duke (road, race and off-road use). Featuring DNA's advanced Full Contour design (FCd), the company says it achieves a "perfect airtight fit for a fully sealed and trouble-free filter installation with their supplied model-specific supporting frame. DNA claims an extremely high 98-99% filtering efficiency (ISO 5011) with four layers of DNA cotton



**P-H7SC18-01, the new DNA high-performance filter for the HONDA X-ADV 750 2018-2019**



**P-KT7N18-01 for the KTM 790 Duke '18-'19**

achieving +19.70% more air flow on the stock Duke 750 (183.20CFM/cubic feet per minute) and a massive +91.54% more air flow than the stock filter on (149.60 CFM) the X-ADV 750.

Back in the 1980s, DNA Filters owner Dino Nikolaidis, a mechanical engineer by training, conceived, designed and manufactured a 'monocoque aluminium' framed 80 cc two-stroke race bike. The bike was raced successfully for three years, finishing on the podium each time.

Fast forward nearly 30 years and Dino teamed up with his motorsport engineer son Mario to build the DCR-018 'Billet Sting', a modern racer inspired by his old design. Based on the 1,170 cc air/oil cooled BMW R9T 1200 Boxer engine, a key component of the bike's design is the forced air intake.



The intake is designed in such a way to serve as two hexagonal tubes that channel the high-speed moving air to the DNA filters. At the same time, it acts as a structural part that supports the fairing windshield and double front LED lights. The air filters used are two large 66 mm DNA Blue Leather Top Pod filters of the kind that won a Red Dot Design Award for the company in 2017.

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# LV-10 Titanium for Kawasaki



# Touring jacket 'Evans-ST'

Italian exhaust brand LeoVince has developed a new line of exhaust systems for the Kawasaki Z 900 and Kawasaki Z 1000 - Z 1000 SX, the LV-10 Titanium. Developed in collaboration with the LeoVince Racing Department and applying the experience gained in the Moto2 and Moto3 Championships, the LV-10 Titanium "expresses the maximum in racing technology applied to a muffler designed for

standard bikes". The muffler and the link pipe are made using grade 1 titanium, a pure material that, in addition to guaranteeing a weight reduction of -30% compared to stainless steel, has high levels of ductility, strength and corrosion resistance. TIG welding is done entirely by hand and "underlines the craftsmanship of the product while retaining its racing DNA". It has a sandblasted finish, laser-cut bracket and laser-etched LeoVince logo.



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iXS, the Swiss clothing brand owned by the Hostettler Group, has introduced the 'Evans-ST' 100% polyester jacket. Available for men and women, it is said to be completely waterproof, breathable and wind-resistant with a solto-TEX lining and "innovative ventilation system with four closable ventilation openings expanding the temperature range considerably". The hard-wearing 600D Polyoxford outer material is abrasion-resistant and the light polyester mesh lining includes a water barrier; there is also a removable thermal lining. The jacket "fits perfectly thanks to the various adjustment options", including width adjustment at the cuffs, waist and jacket hem, along with adjustable elbow and upper arm width. There are four external and three internal pockets. The elbow protectors can be adjusted in height and to the individual arm length. An all-round zip connects the jacket to all the current iXS trouser models and reflecting transfer prints aid visibility. There are five colour versions to choose from for men and three for women.



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# Sidi 'Rex'

Sidi Sport's design team has created a brand new motorcycle sport boot "with a modern and futuristic look" that is said to "utilise the highest quality materials in its structure to create a boot at the forefront of technology, functionality and production quality.

"The 'Rex' was developed through research, laboratory tests and 'on the track' testing thanks to Sidi's Moto GP riders' input, all to offer sports riders brilliant performance during their rides, and is an excellent choice for every rider who is looking for a protective yet breathable boot, with a versatile and extremely comfortable fit, not to mention an easy entry".

An innovative closure system allows a simply and quick fit - the boot is equipped with three steel cable adjustable closures with TECNO-3 PUSH rotor.

The 'push' button allows the buckle to be lifted for more closing pressure. The shin and ankle mechanisms allow a symmetric closure; the instep mechanism ensures a snug yet comfortable fit and a single ankle support brace joins the internal and external ankle joint for more support.

In the outer lower part, the ankle support brace is equipped with air vents which can be operated by an aerodynamic shaped button. The ankle support brace is made with glass fibre and nylon material.



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# POD K8 forged carbon knee brace

The new POD K8 knee protector features a patented hinge that uses shock-absorbing synthetic ligaments. These ligaments (tested to 100,000 cycles without failure) are engineered from Vectran fibres that are five times stronger than steel, providing progressive, multidirectional motion control. The inspiration for the design "comes from the human body itself," says Brett Nicholas, CEO of Australian Manufacturer POD Active.

"The POD K8 has taken hinge design to another level with a breakthrough technology that delivers new levels of comfort, performance and reliability, making traditional mechanical hinges technically obsolete.

"A culmination of everything that we've learnt in the lab and from the demands of our world champion athletes over the past decade, this patented and medically certified knee protection system is clinically proven to reduce the prevalence and severity of common knee injuries – there's no question that this brace sets new standards for knee safety in action sports." The high strength Vectran fibre ligaments form part of the patented knee protection system. The hinge housing controls the range of motions while providing a smooth contact surface against the knee and motocross pants – avoiding abrasion and damage. Load dampening hinge inserts can be integrated to limit full extension and reduce the time the knee is in the 'at risk' position.



Formable knee grippers, plus interchangeable hinge shims and pads, capture and control the knee for a precise and secure fit.

Low profile forged carbon frames allow for optimal load transfer away from the knee joint, without compromising feel for the bike. This advanced composite technology

and construction process, adopted in aerospace and Formula 1, is exclusively used by POD.

"We're so confident about the strength and protection of the unbreakable K8 frames that we back it up with an industry leading five-year warranty", says Nicholas.

Additional features include adaptive cuffs to accommodate muscle motion and disperse load; antimicrobial frame liners enhance comfort and reduce odour, plus capture the interior straps and clips to anchor the brace to the rider's leg and stop brace migration during the ride. CE impact-tested and certified, full coverage guards protect against impacts and handlebar strikes and enhance comfort when kneeling.

The result of what is, in effect, an entire design system is a completely interchangeable modular knee brace system that allows the rider to replace parts of the brace at home or at the track.

POD Active is an innovative Australian product development company "specialising in joint protection for elite athletes and active people". Its patented products "integrate seamlessly with modern sports equipment, effortlessly enable natural motion and actively minimise the risk of injury". This technology is known as Protection On Demand. The POD knee braces are distributed in over 50 countries - "making POD the #1 brand in motocross and actions sports worldwide. POD knee braces combine extreme function and performance with the confidence derived from a medically certified device".

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# UFO-Plast adds 'Akan' helmet and 'Sierra' jacket



Recent news from Italian off-road specialist UFO Plast has included their 'Saichen' cooling vest and body suit, 'Avoir' boots, 'Mystic' goggles, X-Concept chest protector and the 'Quiver', a new entry level helmet that followed up on the success of their 2017 launch of the 'Diamond', their full featured top-end MX helmet with Rotation Impact Absorbing System (RIAS).

EICMA saw the company add another new helmet, the E1 approved all conditions 'Akan' Enduro/ADV. The external shell is in high resistance thermoplastic resin and features include a classic anti-scratch, transparent polycarbonate visor that offers wide visibility and a second, integrated sun visor with up-down mechanism and two front scoops with practical closing system.



In their extensive apparel range, the new 'Sierra' Enduro jacket for off-road racers is camel-back ready and designed with removable sleeves. Features include two scoops to increase the air flow, four front pockets, a wide back pocket and a forearm document pocket.



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# THE HISTORY OF THOR PARALLELS THE HISTORY OF MOTOCROSS



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Torsten Hallman founded the Thor (Torsten Hallman Original Racewear) motocross apparel brand in 1968.

**L**ast year saw the Thor Motocross brand celebrate its 50th anniversary. One of the oldest apparel brands in the MX market, its origins are rooted in the career of an extraordinary man, Swede Torsten Hallman, a man who did much to establish the sport of competitive motocross on both sides of the Atlantic, but especially in the USA.

Inducted to the AMA Hall of Fame in 2000, along with Husqvarna importer Edison Dye, Torsten Hallman was one of the men responsible for

introducing motocross to the United States. Hallman was already a four-time World Motocross Champion (1962/3/6/7) when he went to the United States in the late 1960s, as part of Edison Dye's efforts to popularise both the Husqvarna motorcycle brand and the sport of motocross. Hallman's incredible skill on a motocross bike was a revelation to American fans and racers. Within a few years after Hallman's first visit, motocross became the most popular form of motorcycle racing in the United States. Hallman was also a savvy businessman and founded a riding apparel company, Thor (Torsten Hallman Original Racewear), that heavily influenced the look and function of motocross riding gear at the

time and ever since.

Hallman was born in 1939 in Uppsala, Sweden. His father and older brother were both motorcycle racers and the family had built a small practice track on the farm where they lived. They often hosted many of the top Swedish racers, who would come to the farm when they were in the area to train on the practice track. Hallman's first bike was a 100cc DKW, which he quickly wore out from riding so much. His father then moved young Hallman up to a Royal Enfield 125.

By the time Hallman entered his first formal competition, he was already a skilled rider. He won that first race and knew that he wanted to pursue a



Wasserliesch, Germany based Parts Europe distributes the Thor Motocross line throughout Europe from its state-of-the-art 16,500 sq m warehouse.

racing career. "The results really lit a fire for motorcycle racing, and it became the one thing on earth to live for," Hallman said in his 1970 book, *Mr. Moto-cross*.

Hallman's big break came in 1957 when he won a major junior team race riding a Husqvarna. It was then that Bror Jauren, manager of Husqvarna's racing team, gave Hallman the chance to become a factory-supported rider.

By the 1960s, Hallman was competing in the world championships. He would go on to win the 250 cc motocross world title four times. His first, in 1962, was thanks to a new engine and gearbox that Husqvarna had said would be the last throw of the dice. Without Hallman's 1962 Championship win, a series that BSA had been dominating, 'Husky' may have gone out of motorcycle production at that stage.

His battles with Belgium's Joel Robert were considered some of the best in the history of the championships. Hallman might have won even more titles, but he was dividing his time as a full-time racer with also being a full-time university student.

Hallman made his first trip to America in 1966 at the request of Edison Dye, who had taken the first Husqvarna motorcycles to America, and went on to be the brand's importer – along the way "converting" the equally legendary Malcom Smith away from Greaves, his first race machines, to becoming an all-conquering Husqvarna racer.

In addition to bikes, Dye also imported the stars of European motocross. Dye came up with the idea to bring the top riders to America to race after the European Grand Prix season was over. In 1966, he flew Hallman over for a series of U.S. races. Hallman won every motocross race he entered. The following year, Dye brought over Hallman again, along with other top riders such as Joel Robert, Roger DeCoster, Dave Bickers, Arne King, Ake Johnson and, a little later, Lars Larsson. Hallman's method of introducing himself and motocross racing into America was to enter scrambles and other off-road events throughout the fall, which he dominated like no other rider had



done before. One race in particular gave Hallman a great deal of notoriety – the Hopetown GP held near Simi Valley, California, which was then the foremost motocross-style scrambles race in America.

"The Hopetown race was where I sort of became famous in America," Hallman recalled. "The newspapers wrote quite a lot about me and my Husky after my success. No one had ever dreamed that it was possible to ride so fast on a motorcycle in motocross."

With his reputation established in America, he and Malcolm Smith briefly opened a motocross school in Riverside, California.

For the next several years, Dye continued to bring the best European stars to America to race, which led to Dye forming the influential Inter-Am motocross series, with Hallman as its first star, and setting motocross racing (and eventually supercross) on course to be the most popular form of motorcycle racing in America and triggering its boom years of the 1970s.

During the late 1960s, Dye and Hallman also founded a motocross accessory business to provide motocross riders with imported racing gear that provided better protection than what was generally available in the United States at that time. Initially the supplier was a company in Sweden that produced hockey gear. It turned out that much of the protection worn by hockey players was perfectly suited for the needs of motocross racers as well.

Besides being a world champion racer, Hallman also proved to be a world-class businessman. He became a Husqvarna dealer in Sweden and then began to sell motocross pants and gloves at the races to help supplement his income. This eventually led to the formation of Thor. From the company's beginnings out of the trunk of Hallman's car, Thor grew to become one of the leading off-road racing apparel companies in the world.

Hallman later sold his interest in the company but remained Sweden's Thor importer for many years. The buyer was Fred Fox, of Parts Unlimited, and now Parts Europe fame. Fox, an

engineer by training, numbered motorcycle importing among his early career highlights and is another who did much to promote the growth and success of motocross (and many other motorcycle race series) in the United States through the support Parts Unlimited has given to "supporting the sport" through series and rider sponsorships.

A back injury slowed Hallman by the end of the 1960s. His results suffered and Husqvarna dropped him from the factory squad. The fledgling Yamaha motocross effort quickly picked up, and Hallman and the factory made the most of the world champion's knowledge. With Hallman's input, Yamaha developed its championship-winning YZ series of motocross bikes, the first production motocross machines to utilise mono-shock rear suspension.

Fast forward to 2019, and Wasserliesch, Germany based Parts Europe will itself be celebrating its tenth anniversary this year, and from its state-of-the-art 16,500 sq m European warehouse and headquarters facility now distributes the Thor Motocross line throughout Europe and maintains the founder's, indeed both founders' – Hallman and Fox – dedication to investing in motocross racing.

[www.partseurope.eu](http://www.partseurope.eu)  
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Torsten Hallman was among the Husqvarna riders from Europe who pioneered motocross in the United States.

# THOR MX 2019 - "A YEAR OF REVOLUTION AND INNOVATION"

Inspired by athletes that "continue to push the boundaries of motocross performance", the Thor 2019 Spring collection "breaks new ground in both design and function. From our diverse racewear collection to the all-new 'Radial' boot, each product has been carefully crafted to make riders' next gate drop the best one yet.

"After years of rigorous development and professional athlete testing", Thor is introducing what it describes as the "class-leading" 'Radial' motocross boot. The company says that the "concept was simple - to create a quality boot, featuring premium materials and performance, at a price point

that any serious rider could afford". Thor offers gear, protection and helmets for young and experienced riders alike. The new youth sector 'Bomber' helmet "combines quality, comfort and the best safety equipment you can get with MIPS technology (Multi-directional Impact Protection



System) to absorb and redirect rotational energies. The ECE 22.05 approved shell is made of injection moulded polycarbonate/ABS, the visor is fully adjustable and the high flow mouth vent with filter gives a good air intake.

For the adult riders, Thor is offering new, fresh designs with the ECE 22.05 approved 'Sector Warp'. The 'Prime Pro' is a brand new performance offering, and there are new designs for the popular 'Pulse' and 'Pulse Air' apparel programmes - "Thor made a huge step forward in terms of design - the new Spring collection convinces again with unique designs and thrilling colours".



'Prime Pro' is a brand new, very light and comfortable performance product, introduced as part of the 2019 collection and replacing the 2018 Fuse and Prime Fit. The suit features minimal seams for maximum comfort, moisture-wicking material, ventilated arms and back, silicon print, an expansion stretch panel at the waist and premium full grain leather inserts at the knee.



New to the 'Sector' range of helmets for 2019, the 'Sector Bomber' provides protection for the younger rider. It includes MIPS to absorb and redirect rotational energy, the shell is made of injection moulded polycarbonate/ABS, it includes a dual density EPS liner, flexible rubber nose piece and removable/washable liner and cheekpads. The visor is fully adjustable and the high flow mouth vent with filter provides a good air intake.



The 'Pulse' suit is suitable for all riders, the pants have been upgraded for 2019, they feature 3-point adjustment at the waist, a flexible panel, a pre-curved Rapid Flex knee, vented mesh and full grain leather. The jacket has soft and stretch collar and cuffs and is made from a moisture-wicking fabric.



Thor says that it is "proud to introduce the class-leading 'Radial' motocross boot. The concept was simple, to create a quality boot featuring premium materials and performance, at a price point that any serious rider could afford".



'Terrain' gloves feature TPR knuckle and layered backhand panels, mesh and Airprene construction, hook and loop wrist closure system, stretch mesh flex joints on the fingers, notched wrist opening and are touch screen compatible.



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

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# NEWS BRIEFS

Ducati has again been certified in Italy as a "Top Employer", gaining recognition for its "excellent working conditions" and for offering "training and skills development at all levels of the company". The accolade is awarded by the Top Employers Institute in Italy, based on an audit of responses to an HR best practices survey.

**The new Ducati E-MTB has started to arrive in dealerships. The exclusive pedal-assist mountain bike can be ordered from the Ducati website or at Ducati dealerships throughout Europe. Co-developed by Ducati and Thok E-Bikes, with design and graphics by Aldo Drudi's D-Perf and support from the Ducati Style Center, it was unveiled at EICMA 2018 and described as a "cutting-edge E-MTB able to meet the needs of even the most expert riders".**

The UK consumer show Motorcycle Live (Birmingham, November 2018) attracted 103,702 visitors. The total was 3,370 down on 2017 and failed to meet the growth target of the organiser, the UK motorcycle industry trade association MCIA. The MCIA is also saying that new UK motorcycle registrations in the UK in 2019 are likely to be +2.5% on the 105,467 recorded in 2018, which will be substantially below the 115,000 forecast made by MCIA CEO Tony Campbell.

**Zero Motorcycles has partnered with Swiss based Quadro Vehicles to produce the e-Qooder, an electric four-wheeled maxi scooter, by the end of 2019. Quadro is already producing the Qooder, a four-wheeled tilting scooter with a built-in hydraulic tilt system that allows it to bank upwards of 45 degrees while maintaining traction.**

## Honda: unit sales +8 percent YTD in Europe

Honda Motor Co. has reported total sales revenues for its worldwide motorcycle business as up by +3.5% (516.5bn yen) for its third quarter (ended December 31st 2018) and +6.1% (1,610.7bn yen) for the first nine months of its '18-'19 financial year ending March 31st 2019.

For Q3, sales revenues for its motorcycle business were +9.8% in Europe at 516.5bn yen.

Its biggest gain came in its home market with revenues +17.5% for Q3 and +12.2% for the nine months, with motorcycle sales revenues +14.2%

(25.9bn yen) for Q3 in Europe and +16.3% (139.1bn yen) for the nine months to date.

North American sales revenues were +4.8% for Q3 (41.2bn yen) and +1.6% YTD (139.1bn yen) for North America. Asian markets produced the majority of Honda's motorcycle business sales revenues at 351.4bn yen (+3.0%) for Q3 and 1,071bn yen (+6.9%) YTD.

Total Honda Group unit sales were +5.9% worldwide at 15.7m units with Europe +8% YTD (181,000 units). Total unit sales (wholesale) in Asia were +6.6% YTD at 11.36m units YTD - India is



their largest market in Asia (4.4m units), followed by Indonesia (3.7m), Vietnam (2.1m) and Thailand (1.1m).

For Q3 total worldwide Honda Group unit sales (motorcycles, ATV, SxS etc) were +2.9% at 5m units, selling 40,000 in Europe, 66,000 in North America and 53,000 units in Japan.

## ETSC joins Training Quality Label consortium



The European Transport Safety Council (ETSC), the most important NGO in the field of road safety in Europe, has joined the European Motorcycle Training Quality Label consortium as a supporting member. The Label is a voluntary certification scheme for post-licence motorcycle training programmes. It aims to help motorcyclists easily identify the best safety training programmes in Europe. The motorcycle training school of the Swedish Association of Motorcyclists (SMC) has also recently been awarded the European Motorcycle Training Quality Label for their "Advice and guidelines version 3 - The Basics" programme. The SMC motorcycle training school is the largest training provider in Sweden and offers safety training courses for different levels. More than 10,000 motorcyclists attended 300 SMC courses last year. This brings the number of certified programmes to 28 - in Sweden, France,

**"We are delighted that the ETSC recognises the importance of this initiative and has decided to endorse the European Training Quality Label. We also congratulate SMC for joining the group of the best training providers in Europe"**

Spain, the Netherlands, Austria and Germany.

According to Antonio Perlot, Secretary General of the European Association of Motorcycle Manufacturers: "The European Motorcycle Training Quality Label is one of the main elements of the motorcycle industry's safety strategy and we are confident that this action

contributes to the overall aim of making Europe's roads better and safer for all motorcyclists. We are delighted that the ETSC recognises the importance of this initiative and has decided to endorse the European Training Quality Label. We also congratulate SMC for joining the group of the best training providers in Europe".

Jesper Christensen, Secretary General of the SMC, said: "Our members ride 80% of all motorcycle kilometres in Sweden, so their safety is a top priority for us. Our five hundred instructors of the SMC School strive to reach out to more riders and provide safety-orientated and fun motorcycle training. We are really happy that our educational platform has received this important recognition at the European level."

[www.motorcycle-training-label.eu](http://www.motorcycle-training-label.eu)

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

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