

INTERNATIONAL DEALER NEWS

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**JUNE/JULY '20
 ISSUE #155**

STATZONE 6-7 

Motorcycles -33.3% January - April in key European markets

The following statement, issued by ACEM, the Brussels based international motorcycle industry trade association in May addresses some of the issues that will affect the motorcycle market's chances of seeing the economic damage done so far mitigated by a return of consumer demand.

"Hit by an unprecedented decline in vehicle registrations due to the COVID-19 outbreak, Europe's motorcycle industry calls for support from the EC.

"Motorcycle registrations across Europe dropped steeply in March and April. With dealerships having been closed and economies grappling with the impacts of lockdown, commercial activity has been virtually paralysed.

"Total registrations in the five largest motorcycle markets (France, Germany, Italy, Spain and the UK) fell by -39.6% in March 2020 and deteriorated even further in April when combined registrations in the largest markets fell by -74.9%.

"The moped segment was equally

impacted. The largest European moped markets (Belgium, France, Germany, Italy, the Netherlands, Poland and Spain) fell by -37.9% in March 2020 on a year-on-year basis. In April moped registrations in the same markets decreased -55.1%.

"Due to the seasonal nature of the market, with sales concentrated in the spring, the timing of the outbreak has

“ 200,794 units YTD ”

placed European motorcycle dealerships under extreme financial pressure. Dealers are now holding an excess of Euro 4 inventory, which may become unsellable due to the regulatory changes."

Antonio Perlot, ACEM Secretary General, said: "It is already clear that 2020 will be a very difficult year for the sector, with extraordinary disruptions on the activity of manufacturers, dealerships and suppliers.

"Europe's motorcycle industry

welcomes the various economy-wide support measures that European national governments and the EU Commission have put in place, but the PTW industry has an important additional request - for the Commission to extend the period in which Euro 4 vehicles can be sold, to avoid dealers being left with hundreds of thousands of unsellable vehicles."

There is no doubt that such an outcome would guarantee that the long, dark economic shadow that COVID-19 is going to cast across the economies of Europe would have an extended and catastrophic impact on the motorcycle industry. One that could last long and go deep.

Perlot concluded: "ACEM and its members are working together with EU and national administrations to find a solution to the problem of hundreds of thousands of Euro 4 excess inventory. This will require reviewing relevant legislation to ensure that motorcycle dealerships across Europe can recover from the effect of the COVID-19 crisis as soon as possible."



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Email: info@wrs.it

Phone: +39 (0)541 1797778

www.wrs.it

**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

**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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Comment 4

The shape of things to come - in business terms the real loss from the COVID-19 pandemic has been time.



TVS/Norton 48,18

Indian conglomerate TVS confirms more details about its plans for recent acquisition Norton Motorcycles.



**INDUSTRY EXTRA
Matris, Home of The Wolf 24-25**

Italian suspension specialist Matris, known for its advanced hydraulics, is celebrating 40 years in business and 20 years in Vicenza.

PROGUIDE 22-44



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V? U? W? L?

The shape of things to come?

As European national markets enter 'unlock' at varying speeds this summer, and no doubt with varying degrees of success, in business terms the primary hope of the motorcycle market will be that the delayed spend and the appeal of two wheels as a pandemic as well as environmentally-friendly transport solution will prove to be a winner with consumers - consumers who want to combine mobility with safety.

That is a sentiment no doubt shared by many markets, but having seen 2020 get off to such a good start in January and February in most of Europe's main national markets, and following five unbroken years of growth, the PTW industry has more reason than many to hope that scientists and politicians have got it right.

Of course, if unemployment climbs to anywhere between 10 and 20 percent, even if only for the short term, then a large proportion of our potential customers are going to remain side-lined for economic reasons, but with such a high proportion of the growth we have seen in the past five years inevitably focussed on urban and suburban congestion busting, it is likely that consumers are going to be leery about piling back onto public transport for a while.

Trains, trams, busses and underground networks, and the stations and passenger flow infrastructure that keep them running, are going to need to be substantially reconfigured until such time as some kind of "herd" immunity (if it actually exists) is established - and that assumes that a satisfactory vaccine or suite of vaccines will exist. We all hope - but at this stage we still don't know.

Much is going to remain unknown for a long time - long enough for urban mobility to remain a problem, and therefore be a window of opportunity for the PTW market.

Last month I alluded to one of the characteristics that will define this recession, compared to all those that have gone before, as being time.

Even if consumer demand does come flooding back, and even if we can somehow find ourselves with overall unit sales growth as we end the year, then the one thing that nobody can buy us back is time.

Time in which dealers, distributors and manufacturers still had to carry all their fixed and many of their variable overheads while not earning revenue, not making profit and therefore eat into capital reserves rather than adding to the capital they need to invest in fresh inventory.

This "Thief of Time" faces us with a perfect storm - a trifecta of growth sapping, survival challenging demands on industry capital that would likely see the market unable to hit the bottom of this downturn for up to five years.

In 2009, the talk of a so-called 'V' shaped recovery proved to be wrong. It turned out that we hit the bottom of a very broad 'U' curve in the European motorcycle industry in the summer of 2014. We started to see some evidence of some very weak growth during the final four or five months that year, and then the first full year of growth was not until 2015.

So, is that what this is going to be? Another broad bottomed 'U' curve? Dream on. We can hope, and my word, how I would love to be proved wrong, but even those who are plundering the Alphabet Soup of recessionary metaphor by talking about a 'W' shaped sequence in which weak and ultimately short lived modest recovery is followed by another downturn, are probably living with the fairies.

If you really want to view the future through the lens of an alphabetic analogy, then the most compelling arguments I have been reading suggest that we are headed into an 'L' shaped new era in which, having fallen off a cliff, once the first reaction to freedom from restrictions and fears of a "second wave" have played out, what we will see is a so-called 'New Normal' in which the needle is reset, economies are recalibrated at levels of GDP and arising economic activity and consumer demand that look a lot more like 2009 in terms of consumer incomes and spending than like 2019.

It is likely that most of Europe will have seen at least 10 percent of GDP ripped from its business cycle by the end of this year. Even at around 2% GDP growth a year thereafter, it will take us through to around 2026 to be back where we were during those extraordinarily busy and optimistic days at EICMA 2019.

Even then though there is the little matter of having to make back the lost time, the lost profit and the lost capital - and regenerating that and trying to catch up with where we should have been in 2026 will likely take us through to

the end of the decade.

By which time another ten years of demographic atrophy will have eaten into our status quo and we will be another ten years closer to the near certain and near total bans on internal combustion engines. In effect, we could be looking at another lost decade.

Unfortunately, the experiences of past recessions do not help us to predict the shape of this one. We do not know what the future holds in store for us - either in public health or economic terms. If, as appears likely, the next set-back is the cancellation of the major shows in October and November (looking at you BMW and KTM), then the motorcycle market's chances of seeing the damage done so far mitigated by a return of consumer confidence in the short term will get a whole lot more difficult.

“Alphabet Soup of recessionary metaphor”

Robin Bradley
Publisher
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STAT ATTACK

At the end of April, the MCI in the UK took the brave step of trying to forecast UK PTW sales for 2020. With Q1 having been -12.2% (March -21%), they guesstimated that Q2 would likely be down some -58%, but with Q3 showing +7.7% growth vs. 2019, and the full year -18.2% at 87,897 units compared to 107,408 in 2019.

PIERER

Mobility AG

The Executive Board of PIERER Mobility AG decided to temporarily suspend its share buyback programme with effect from April 7, 2020. In the period from October 22, 2019 to April 6, 2020, a total of 224,043 shares were repurchased via the stock exchange. This corresponds to around 0.99 percent of the company's share capital.

Ducati produced 13,395 units in Q1 this year (-17%), with the largest sector being Sport (SuperSport, Panigale) which accounted for 30% of production. Of those, Ducati delivered 9,585 units to customers (-24%), the largest sector being 2,894 Hypermotard and Multistrada models with Scramblers taking the biggest hit with a decline in demand of nearly 40% (1,765 units shipped, but 2,451 manufactured). Sales revenue was -23% at €121 m for an operating loss of -€1m for the quarter.

Suzuki reported 242.6bn yen net sales revenue in its motorcycle business for Q4 of its 2019/2020 financial year (the period to March 31st 2020), down from 255.1bn yen for the year ago quarter (-4.9%) for a -81% segment profit (operating income) of 693m yen. For its fourth quarter, Suzuki sold 362,000 PTWs worldwide (plus 3,000 ATVs) for a -16.4% decline. Domestic sales were 11,000 units (-16.7%); Europe 9,000 units (-11.9%); North America 7,000 units (-14.6%) and Asia 365,000 units (-16.4%). On a consolidated net sales basis for the full year ended March 31st, 2020 Suzuki sold 1,410,000 PTWs (-4.3%). Domestic sales were 50,000 units (-6.4%); Europe 39,000 units (-12.5%); North America 33,000 units (-10.9%) and Asia 1,121,000 units (-4.3%).

Italy: April 2020 motorcycle registrations -95.85%

The latest new motorcycle registration statistics from ANCMA, the motorcycle industry trade association in Italy (and the owner of EICMA), do not make good reading. After the effects of the COVID-19 pandemic started to show dramatically in the March registration numbers (-69.18%, 3,855 units), April saw only 526 new motorcycles registered in Italy (-95.85%).

For the year to date new motorcycle registrations in Italy are down -49.41% at 20,055 units. Over 15,000 of those were registered in January and February alone, when a good start to 2020 saw January at +3.13% (6,817 units) and February at +12.70% (8,857 units).

In total PTW terms (Powered Two Wheelers) March was -66.08% at 8,520 units (March 2019 was

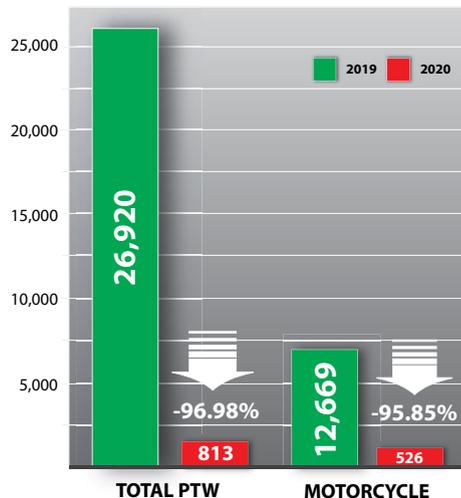
+27.27/25,121 units), with April down -96.98% (just 813 new units registered compared to 26,920 units in April 2019). April is traditionally the fourth largest month for sales in Italy.

Scooter registrations for January to April were -47.63% at 22,085 units.

The top selling motorcycle in Italy YTD is the BMW R 1250 GS Enduro (795 units), followed by the Honda Africa Twin (734 units), BMW R 1250 GS Adventure, Yamaha Tracer 900 and Ténéré 700.

For the record, the Italian market

Italian registrations April 2020



was again Europe's largest at +6.26% in motorcycle registration terms for 2019 (98,883 units), and +5.65% in total PTW terms at 231,937 units.

UK: motorcycle registrations -83.93% in April 2020

Though hit slightly less hard than Spain and Italy so far, the latest data available from the MCI, the motorcycle industry association in the UK, shows that new motorcycle registration growth in the UK also came to a crashing halt in March and April, with sales -22.19% for March at 12,484 units, and -83.93% (1,467 units) in April, having been +2.29% in January (5,709 units) and +3.48% in February (4,254).

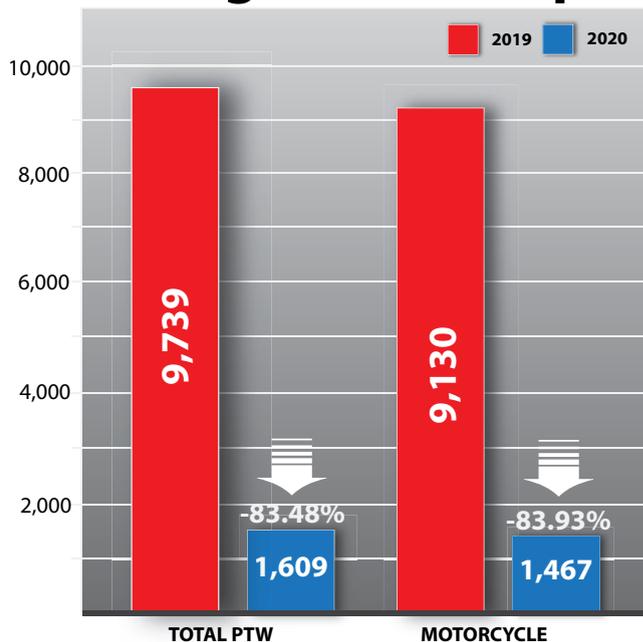
March is usually the highest month for new motorcycle registrations in the UK - March 2019 was +8.88% over 2018 at 16,045 units; April 2019 was +4.65% at 9,130 units. For 2020 YTD, the UK is -31.41% with 23,916 new motorcycle registrations (compared to 34,867 for the first four months of 2019).

In total PTW terms, the UK was -83.48% in April at 1,609 units and is -31.17% for the YTD at 25,276 units. Moped registrations are -26.76% YTD at 1,360 units.

The largest single market sector in the UK remains 'Naked' style bikes, followed by Scooters and the Adventure Sport sector, broadly equal. The MCI data has motorcycle use (the 'Park') at 1.25 million in the UK in 2018.

By way of context - motorcycle

UK registrations April



registrations in the UK grew slightly in 2019, +0.72% with 100,472 units sold. Many in the UK pointed to Brexit and general economic uncertainty, with consumer confidence low, as the reasons for the UK to lag so badly behind the 2019 and prior growth seen

in most other markets in Europe. Along with Italy, France, Germany and Spain, the UK is one of Europe's 'Big Five' markets (actually, the 5th largest) who between them account for over 80% of new motorcycle registrations annually in Europe.

Spain: April PTW registrations -93.47%

The latest new PTW registration numbers from ANESDOR, the motorcycle industry trade association in Spain, continue the predictably depressing impact seen in the second half of March as the market there remained under 'lockdown' for the whole of April.

Total new PTW registrations were down by -93.47% in Spain in April at 1,074 units, from 16,436 units in April 2019.

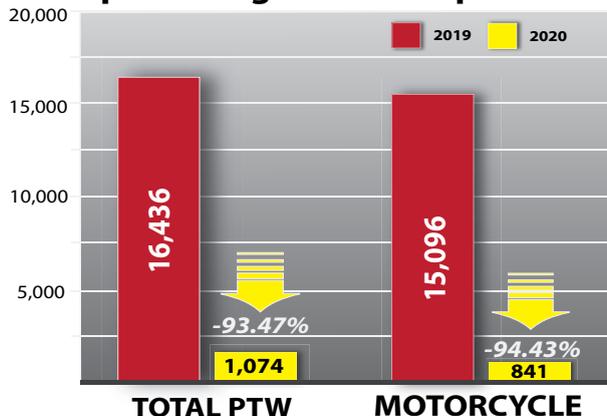
After a good start to the year, with January +13.45% and February +21.43% (with over 14,000 new PTWs sold in each of the first two months of the year), March was 43.66% down (9,128 units), giving us an insight into what two weeks of 'lockdown' meant. Now the April figures show us what a full month of lockdown means!

In 2019 Spain saw total PTW growth of +12.17% for the full year (194,663 units), but having lost two months of the "annual market action" it remains to be seen, as Spain emerges carefully from 'lockdown' in May and beyond, the extent to which lost sales will be picked up later in 2020 (if at all).

Statistically the figures are even worse in Spain when looking at motorcycles alone. The market there was -94.43% (841 units) in April, having been +19.28%/12,825 units in February, +11.96%/12,373 units in January and -46.64%/7,997 units in March.

For the year to date, the motorcycle market in Spain is -34.40% (34,038 units sold), compared to 51,885 units sold in the first four months of 2019.

Spanish registrations April 2020



Moped registrations in Spain were -82.61% for April (233 units sold) and are just -5.92% YTD (5,089 units sold) following a strong start to the year.

In a transport industry-wide initiative, Jose Maria Riano, General Secretary of ANESDOR, has signed a request to the Spanish government for a "crash plan" that will contribute to "stimulating the market and allowing companies to sustain jobs".

"We need the Ministries of Industry, Ecological Transition and Transport to have the motorcycle in their plans to rebuild the automotive and mobility sector. Spain has 5.5 million registered mopeds and motorcycles, and so far this year 13% of all registered vehicles have been motorcycles and represented 12% of total vehicle registrations in Spain in 2019.

"Motorcycles and mopeds have a long social, industrial and sports tradition in

Spain, and, driven by consumer choice, their presence on the streets of Spain has grown significantly in recent years. Their effectiveness and efficiency in today's mobility environment has allowed the motorcycle market to have almost doubled since 2013."

"In this framework, it is necessary for administrations to have the two-wheel sector in mind when developing their strategic plans for the future. Ministries and municipalities must not forget the motorcycle sector when planning for mobility - the future of companies and their workers is at stake."

Riano went on to remind us that "ANESDOR is keeping the communication channels open with the government of Spain and, through ACEM in Brussels, with the European Commission, with the objective of seeking coordinated social and economic solutions to the crisis."

STAT ATTACK

Poland

New motorcycle registrations for April were -48.40% (1,613 units) having been -37.73% for March (1,350), and are -28.52% YTD (4,751 units). Poland is a big market for imported used motorcycles, so new units together with used machines receiving their first registration in Poland is always an interesting metric - April saw combined unit registrations of 5,916 (-54.53%) with YTD at 21,165 units (-30.44%).

Sweden

New motorcycle registrations in April were only modestly down by -4.86% at 1,958, with YTD at +9.56% (4,586 units). This reflects the very different coronavirus response in Sweden. In total PTW terms, April was essentially flat (+0.75%) at 3,775 new registrations and is +18.42% YTD (8,584 units).

Switzerland

New motorcycle registrations were -34.54% in April (2,611 units) and are -19.03% YTD (8,149 units). In total PTW terms, the Swiss market was worth 3,863 units in April (-37.47%) and is -21.61% YTD (12,336 units). Yamaha is market share leader, ahead of Honda, BMW, Kawasaki and Harley-Davidson. The top-selling model YTD has been the Kawasaki Z 900, followed by the Yamaha MT 07, BMW R 1250 GS, Kawasaki Z 650 and Yamaha Ténéré 700.

Austria

Motorcycle registrations for Q1 were -46.29% at 1,876 units; total PTW registrations were 4,438 units (-42.22%).

Japanese Made Motorcycle Exports to Europe

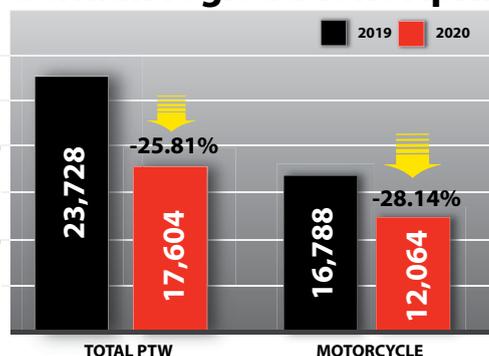
Exports of Japanese made motorcycles to Europe (250 cc+) by the 'Big-Four' were +3.67% in March (20,769 units), having been up in January (+26.57%) and February (+15.69%), and were running at +14.68% for the year to March 31st (65,744 units). Worldwide exports are -4.62% (96,164 units) for Q1. In total PTW terms, Japanese made machines exported to Europe were +14.96% YTD (66,862 units); worldwide they were -7.24% at 110,876 units.

Germany: motorcycles -28.14% in April

Evidence that Germany's success in protecting its population from the coronavirus pandemic has translated into also protecting the German economy comes in the form of the latest data from the IVM, the motorcycle industry trade association in Germany.

Yes, new registrations for April are down, of course they are, but at -28.14% (following -18.70% in March), the impact has been less than elsewhere in Europe. Italy and Spain for example saw April new motorcycle registrations down by more than 90%, but Germany, April traditionally the second strongest sales month of the year, was still worth 12,064

German registrations April



new motorcycles (-28.14%) and 17,604 new PTWs in total (-25.81%).

Having been +6.38% for January and February combined (13,698 units), Germany was -8.99% for Q1 (30,279 units YTD). In total PTW terms, Germany was -15.81% in March (22,987 units) and -2.52% for Q1 (43,114 units YTD).

In market share terms, BMW remains 'Top Dog' in its home market at 27.11% share YTD (11,478 units sold), followed by Kawasaki, KTM, Honda and Yamaha. The top selling model was BMW's R 1250 GS (3,955 units YTD), followed by the Kawasaki Z900, Z650, BMW R 1250 RS and Yamaha MT-07. A record 10 of the Top 22

best sellers were BMW models. The German motorcycle market grew by +4.38% to 113,039 units in 2019, with PTW sales growing by +6.53% to 165,311 units - both the best performance since 2008 (excluding the rush to register pre-Euro 4 models before the law changed at the end of 2016).

NEWS BRIEFS

Asphalt & Rubber reports that German automotive suspension specialist Bilstein is said to be about to enter the motorcycle suspension market for the first time later this year with gas pressurised monotube design front forks and coil-over design rear shock absorbers with compression and rebound adjustment for the BMW S100RR, 2009 and up. It is thought that the German manufacturer will aim to go head-to-head for the top-end of the suspension market and OEM contracts with the likes of Öhlins, Showa, Sachs and WP.



The Honda factory is to recall the CBR1000RR-R in Europe over concerns about a possible problem with the con-rods. Some 300 units are thought to be affected. So far, there have been no failures, but Honda has decided to act straight away as a precaution. It does not affect the models being sold in the United States, but in other news it would appear that U.S. dealer deliveries are now being delayed until mid-September at the soonest, due to claimed supply chain difficulties.

Well known British dealer and distributor Three Cross Motorcycles has been placed into administration - a pre-bankruptcy stage in the UK that allows businesses to restructure its debts and activities. Founded in 1978, the Ringwood, Hampshire based dealership has held the Triumph motorcycles franchise in Dorset since 1991 and began importing Peugeot scooters into the UK in 1995 - supplying a network of around 200 dealers. At various times Three Cross had also sold Cagiva, Ducati, Harley-Davidson, Laverda, Moto Guzzi, Moto Morini, MV Agusta and Yamaha; the company says that after a restructuring exercise a short while ago, the coronavirus pandemic had left it with no further financial wiggle room.

Piaggio has patented 'Active Aero' - aileron-style winglets that should assist handling and grip - an evolution of the controversial tech seen in MotoGP. The patent (for winglets on either side that can move independently of each other) is in filing drawings on an MP3 but, of course, "relates to the field of two- or three-wheeled motor vehicles", so is clearly something that they must be eyeing for the Aprilia RSV4.

AIMExpo - Three days of dealer only at Columbus, Ohio, in January 2021

Having been confidently telling the market that fall/autumn timing is best for an industry expo and that combined public and dealer attendance is 'the new black' where such events are concerned, the MIC's AIMExpo management team has 'gone back to the future' to the old Advanstar 'Indy' Dealer Expo playbook to try to succeed where that and similar shows failed. Under the pay-off line "The Show, the People, the Experience, the Education - Building the Future of Powersports", Irvine, California based MIC Events has announced that its American International Motorcycle Expo (AIMExpo) is moving to January 21-23, 2021 at the Greater Columbus Convention Center in Columbus, Ohio (it having been slated to be held there in September this year) as a three-day dealer only expo.

"North America's largest powersports show is changing more than timing; the show will become a trade-only event and emerge as an integral part of the buying season."

"Timing is everything," said Cinnamon Kernes, a former Advanstar show executive and currently Vice President and General Manager at the MIC's events division. "Transitioning to the first quarter has been part of a long-term strategic plan for AIMExpo, along with providing more focus on our core audience - dealers."

"These changes not only align the show with the ideal buying time for dealers and retailers, but also provide the perfect opportunity for brands to reconnect with dealers, kicking off what will be a pivotal year for the industry."

In remarks that are widely open to interpretation, Kernes went on to state: "Additionally, this move to January opens the door to partner with a major distributor in a much more strategic and meaningful way."



The void opened up by the closure of the 'Indy' and 'Cinci' shows has been filled by three distributor events at that time - Tucker Powersports at Fort Worth in January, the WPS/HardDrive vendor/rep sales meeting in their Boise, Idaho, hometown convention centre (also in January) and Parts Unlimited/Drag Specialties' impressive and wildly successful spring NVP and Dealer Expo at Louisville, Kentucky, in February.

The AIMExpo release appears to suggest that show management is hoping to persuade one of the three to fold their event with AIMExpo in Columbus - something that could create strategic complexities.

When asked the question, Kernes said that "adding a third show in Q1, especially with all that's happening, would be a mighty big ask for our industry - not something we would do."

"So yes, we are planning and hoping to host distributors that recognise the



(Photo courtesy: brandcolumbus.com)

opportunity presented by hosting their annual dealer show at AIMExpo.

"A trade-only show allows AIMExpo to concentrate on industry needs and education at a time when powersports needs it most. Quality over quantity is necessary in the new trade show landscape. With this new focus on retailers, the show will now take place over three days instead of four, saving exhibitors and attendees time and money.

"COVID-19 has forced retailers and manufacturers to change the way they do business - at warp speed. AIMExpo's education programmes, developed in partnership with PSB, will focus on these ideas and innovations to help retailers improve efficiency, stay competitive and improve bottom lines. AIMExpo will provide tools and solutions for retailers as we start the new year."



(Photo: Greater Columbus Convention Center)



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SAVES BATTERIES OTHER CHARGERS CAN'T

NEWS BRIEFS

The headbutting between Alpinestars and Dainese continues, with the former set to rival the latter in the autonomous airbag space with its Tech-Air 5 airbag vest going up against the Dainese Smart Jacket. The Tech-Air vest will reportedly be able to be worn under any suitably designed or equipped textile or leather riding jacket. Alpinestars says that the Tech-Air 5 vest "provides the most comprehensive coverage of any airbag currently available", covering the rider's shoulders, chest, ribs and back. The tech solutions developed include six sensors, three gyroscopes and three accelerometers.

Akrapovic won the Best Brand award in the exhaust systems category for motorcycles in PS Magazine's annual vote, giving the Slovenian exhaust specialist its thirteenth such honour in this annual German poll.

Ducati has signed a deal with MT Distribution that sees the third-party logistics provider become a licensee and commercial partner for a new line of folding e-bikes and electric scooters for urban mobility. The new range will consist of four electric scooters and three folding e-bikes under the Ducati, Ducati Corse and Ducati Scrambler brands. Design has been curated by the Ducati Design Centre in collaboration with Italdesign for the folding e-bikes. The scooters that come from the partnership between Ducati and MT Distribution have motors from 250W to 500W, while the e-bikes are equipped with 250W motors (the maximum value stipulated by law for this type of vehicle). The first two electric scooters to be presented on the market are called Cross-E and Pro II, which will launch respectively on June 20 and July 6, 2020.



CC Racing Garage, Italy, won the third edition of Ducati's Custom Rumble contest. The Scrambler 1100 FT by Marco Graziani was chosen by "an exceptional jury made up of actor Nicholas Hoult, riders Chaz Davies and Andrea Dovizioso, the founder of BikeShed Dutch Van Someren and Filippo Barbacane, elected the winning motorcycle from among five finalists - the live streaming award ceremony, presented by Scrambler Ducati Ambassador Dominika Grnova, was attended by 16,000 users.

Kawasaki



For its full year ended March 31st 2020, Kawasaki Heavy Industries has posted gross profit of 270,526m yen on net sales of 1,641,335m yen (down from 1,594,743m yen) for an operating profit of 62,063m yen and earnings per share (EPS) of 111.72m yen. Motorcycle (and engine) sector sales totalled 338,529m yen for an operating loss of 1,948m yen (down from a 2018/2019 operating profit of 14,366m yen on sector sales of 357,566m yen). In unit sales terms, Kawasaki reports 162,000 units sold in 'developed markets' (down from 165,000 in 2018/2019), 337,000 units sold in 'emerging markets' (down from 385,000) and 70,000 UTV/ATV/PWC (approximately the same as the year ago) for a worldwide total of 569,000

units sold (down from 620,000). In other news, and like all PTW manufacturers, Kawasaki has taken a wide range of measures to protect its employees, and, like many, it has sought out ways of supporting its existing customers and those it hopes will be buying as soon as possible, including extending its standard warranties to mitigate for the time that owners couldn't use their machines. Hans Sijkema, Deputy Senior Manager of KME's Technical Service Department,



The Z 900 has been one of the models leading Kawasaki's climb up the sales lists in Europe in recent years. It is proving to be a versatile platform, as shown by the Gilles Tooling customised Z900RS/Café seen in IDN last month (rearsets, risers, oversized bars, protectors, engine brackets etc). Dealers and consumers alike are appreciating the wide range of aftermarket parts and accessory upgrade options available from screens and luggage to suspension and exhausts, such as the LeoVince LV10 slip-on seen here.

Galfer - #BACKTOBRAKE

Spanish brakes specialist Galfer says it is in production, shipping and ready to return to the track just as soon as possible.

"The difficult historical and economic moment we find ourselves in as a result of COVID-19 is forcing the international two-wheel vehicle industry to take on the most difficult challenge in its history. It also compels us to deploy all the resources possible to make people aware of the vital importance of two-wheel vehicles at this time.

"Our restart anthem is #BACKTOBRAKE - it reflects our determination to return to pre-pandemic times just as soon as we can do so safely. All of those in the motorcycle industry who live on the passion and adrenaline that only our sport can provide us with are eager to get back on our two-wheelers (whether engine-driven, electric or pedal-powered) and we want this to make a difference both ethically, by ensuring

compliance with the most basic rules of social distancing, and ecologically, by using a healthier and more sustainable way of getting around.

"The use of two-wheel vehicles (motorcycles and bicycles) has many advantages over four-wheelers and public transport, including:

1. Safer and more hygienic means of transport in terms of virus spread, since it is easier to maintain a safe distance between people and you avoid the mass use of public transport.

said: "Many Kawasaki owners in Europe have been, and may still be, in a position whereby they cannot use their machines or have very restricted use. We will automatically extend all applicable warranties during the period of the lockdown and then review this in future to decide if further extensions are applicable."

Dick van Honk, Manager of KME's Logistics Section, went on to explain: "We have still been picking parts orders in the warehouse according to the recommended social distancing and health guidelines as well as dealing with parts returns from various dealers and locations.

"New motorcycles and other stock are still arriving from Japan, and our aim is to operate at this level for the foreseeable future. We will be ready to return to maximum capacity as soon as restrictions are lifted, and it is safe to do so."

With customer support being offered as normal by Kawasaki branch technical teams via web and phone, customer and technical support continues, including planning for new models. Dale Lockyear, Manager of the Technical Information Section, said: "While many staff work from home, we are in regular contact and working within regulations and guidelines on new model training for dealer staff and information updates. The flow of information continues even at these difficult times and customers can be sure that dealers will have the latest specs and information ready for when they are able to fully reopen for sales and servicing right across Europe in the future."

2. Less traffic congestion in big cities and reduced CO2 emissions.

3. More efficient means of transport thanks to shorter travel times, low energy consumption and less space required for parking.

"In a market such as Europe, the world leader in the manufacture of mopeds, motorcycles and accessories for two-wheeled vehicles, the aim of our #BACKTOBRAKE campaign is to spread a message of positivity and to invite people to put their two-wheelers to use again.

"The campaign is aimed at the large audience of user enthusiasts, fans, professional racers and our brand ambassadors. Today the world of cycling and motorcycling can, and must, become a collective symbol of the international restart. It is a challenge that we here at Galfer are ready to take on to play our part in".

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KTM production restarts



On May 5th, PIERER Mobility AG announced that KTM would end the short-term working implemented for all 3,800 employees and restart production on May 11. Citing what it describes as "positive signals from reopened markets", Europe's largest

motorcycle manufacturer quoted Italian supply chain interruptions as among the reasons for its decision to suspend production in March. "Due to the resumption of production by Italian supplier companies in the last week, motorcycle production now

restarts on Monday May 11, 2020 in several steps, until full operation on May 18, 2020. "The sales figures from Scandinavia and regions such as Austria, Germany and China, where the dealers have already opened, give a positive outlook." In addition, due to the COVID 19-related measures, KTM anticipates that the two-wheeler will become increasingly important for private transport. "Short-time work for the approximately 3,800 employees at all Austrian locations thus



ends at the end of May," said Stefan Pierer, CEO of PIERER Mobility AG. He went on to thank his employees by saying: "Thank you for your perseverance. Together we will withstand this crisis and emerge strengthened from it!"

OptiMate battery-saving 'insurance'

The COVID-19 pandemic is changing everyone's daily habits, except for at least one - that 'bad' habit of forgetting to charge and maintain a motorcycle battery.

It is only once the rider finds out the battery is dead that they realise they need a solution that will save their riding plans. TecMate's range of OptiMate battery saving chargers "are able to save dead-flat batteries other

chargers can't - it's battery 'insurance' for rider and dealer alike". In the past dealers may have been tempted to think, "why sell battery chargers able to save riders' batteries when instead I could be selling more batteries?" Well, that kind of thinking just doesn't sit well with consumers these days and, besides, there are two solid business reasons for carrying OptiMate battery saving chargers.

OptiMate

If a battery is still within the warranty period, there's almost always a dispute with the customer about who is at fault, and telling a customer he's been foolish never ends well. It almost always ends with the dealer having to eat the claim just to maintain goodwill.

Customers come back because of good service, so a dead battery is a golden opportunity to retail their loyalty if it is handled creatively. "My tip is to use an OptiMate PRO battery charger to bring that battery back to life and then sell a single-user OptiMate to the rider as an 'insurance policy'. You can also upsell each battery sale with an OptiMate to add value to the sale and make a customer into a friend you help to never have battery issues," says TecMate's Martin Human.

"When it comes to saving batteries, OptiMate knows how to save AGM, GEL and STD lead-acid batteries as well as Lithium (LiFePO4) batteries - we have been doing it since 1994 and the OptiMate 3 is the most trusted battery charger for riders and motorcycle OEMs alike, able to save a 12V lead-acid battery from as low as 2 volt, with the OptiMate 4 dual

programme going lower still to 0.5 volt and offering even more comprehensive recovery methods. "When it comes to 12.8V Lithium/LiFePO4 batteries, they do need special care when voltage has dropped below 8 volt.

"The OptiMate Lithium 4s0.8A,



OptiMate lithium 4S 5 amp

known as the rider's charger, and OptiMate Lithium 4s5A, the PRO/dealer level charger, are able to save a Lithium battery from as low as 0.5 volt, or it will warn if that battery has suffered fatal damage.

"OptiMate's propriety 'test and save' recovery technology continuously measures the battery's reaction as it applies gentle pulsed current and, if normal, it continues charging, if not, it stops and warns that the battery is unserviceable. That's why OptiMate Lithium chargers are globally recommended by Honda, Yamaha, Kawasaki and KTM, and Husqvarna have their own co-branded OptiMate Lithium.

"If an OptiMate battery saving charger cannot successfully bring a 'dead' battery back to life, nothing can," says Martin.

www.optimate1.com

OptiMate 4 dual programme



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Honda

At a corporate level year on year, Honda Motor Co. Ltd. revenues fell -6.03% from 15.89tn yen to 14.93tn yen (for year ended March 31st, 2020). Along with an increase in the cost of goods sold, this contributed to a reduction in net income from 610.32bn yen in 2018/2019 to 455.75bn in 2019/2020, a -25.33% decrease. Operating profit fell by -12.8% to 633.6bn yen. Earnings Per Share (EPS) were 260.13 yen, a decrease of 85.86 yen from the previous year. The COVID-19 impact in Q4 (March mostly) pushed Honda corporately into an operating loss for the fourth quarter of its 2019/2020 full year. Total sales revenue from its motorcycle business was broadly flat compared to year ended March 2019 at 2,059,335m yen for 2019/2020 for a segment profit of 285,668m yen. In unit sales terms, Honda sold 205,000 units in Japan in 2019/2020 (-2k); 239,000 units in Europe (-10k); 330,000 in North America (+29k) and 17.2 million in Asia (-962k) for a worldwide total of 19.340 million (- 898k/-4.4%). Referencing the health emergency,



Takahiro Hachigo, President and Representative Director for Honda Motor Co., Ltd.: "Whether it be on the medical front line, or supporting our daily lives through various services, many people are giving their all in these difficult times."

Takahiro Hachigo, President and Representative Director for Honda Motor Co., Ltd., is quoted as saying: "Honda would like to express its deepest sympathy and condolences to the victims and families of COVID-19 all around the world and the sincere hope for the earliest possible recovery for all those who are now fighting infection. "Whether it be on the medical front line, or supporting our daily lives through various services, many people are giving their all in these difficult times. "Honda too, by way of our products, technologies and people, will undertake everything that we can do by globally uniting our associates from all over the world while staying close to our local communities.



reddot winner 2020



Honda scooped a 'Red Dot 2020' award in the 'Smart Product' category for the CBR1000RR-R Fireblade S. For all the anticipation for the new Fireblade to hit showroom floors, con rod issues have forced an early-stage recall and, in the US, "supply chain problems" have delayed the launch until at least mid-September.



A 'Honda Origins, History and Values' presentation in animated manga comic format is available online.

"We hope to continue striving with even more effort, knowledge and courage so as to bring the earliest possible end to this challenging time and open up a bright future. Let us overcome this crisis together."

In other news, Honda has announced that Android Auto will be integrated with the current-model Gold Wing, with a software update due for release in June.

The company has also scooped a 'Red Dot 2020' award in the 'Smart Product' category for the CBR1000RR-R Fireblade SP - the latest machine to carry the Fireblade nameplate, which was first introduced in 1992. "It has always set the benchmark for how a litre-class super sports machine should

years of inline-fours are online with customers invited to rank all twelve on a new multi-language 'Honda Customs' webpage and share their choice via social channels, with a free wallpaper download of their top bike for desktop or mobile.

"The Honda CB1000R, flagship of the Neo Sports Café range, has proven itself to be the perfect canvas for custom builders across Europe. Among the twelve CB1000Rs are the Africa Twin-inspired 'CRF1000 Africa Four', the Monkey bike homage 'Monkey Kong' and the 'Alfredo' tribute to classic Freddie Spencer CBs of yesteryear.

Honda also has a 360 degree virtual tour of the three level Honda Collection



The twelve CB1000R custom builds from last year's Wheels & Waves at Biarritz, France, can be seen at hondacustoms.com



handle on public roads, but for the new 2020 model - developed under the tagline of 'Born to Race' - an unwavering focus on circuit performance came hand in hand with a radical new design and the most powerful inline-four cylinder engine Honda has ever made."

Satoshi Kawawa, General Manager Motorcycle Design Division, said: "The CBR1000RR-R Fireblade SP was developed to win races in any category - from club racing to international competition. Its design and styling are led by that philosophy - with every part and every detail designed with speed, performance and aerodynamic efficiency in mind. We're honoured that it has been recognised with such a prestigious award."

Honda has been running several online features to keep fans engaged.

The twelve CB1000R custom builds that were seen at last year's Wheels & Waves at Biarritz, France, to mark 50

Hall (HCH) at the Twin Ring Motegi circuit in Japan available online - the HCH hosts the largest collection of products developed by the company, with over 300 models on show.

Opened in 1998 to commemorate Honda's 50th anniversary, motorcycle highlights on display include the CB750 - the world's first mass-produced four-cylinder motorcycle - the oval-piston NR, and the six-cylinder RC166 ridden to Isle of Man TT victories by Mike Hailwood.

Also online is a 'Honda Origins, History and Values' presentation in animated manga comic format that retraces the life of company founder Soichiro Honda through an animated series combining Japanese-style manga cartoon drawings, audio and historic photographs. The audio-visual journey from the beginnings of Honda through to its achievements and legacy has six episodes, each lasting between 10 and 20 minutes.



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BMW

Having posted 175,162 global customer deliveries in 2019, for Q1 this year (to March 31st 2020) the company says it shipped 34,774 units (-9.9% from Q1 2019), though at approximately €557m for the quarter, revenue from motorcycle sales was down by around -5%. Some €72 m

motorcycle sector operating profit was off by around -19% for a segment margin of around 13% (down from 15% for Q1 2019). "Motorcycles segment deliveries over the twelve-month period are now expected to be significantly below the previous year's level". The EBIT margin is forecast to be within a range of 3% and 5%. According to a May 6 news release the BMW Group believes it is well

positioned to respond to the impacts of the COVID-19 emergency - "quite clearly, the situation remains serious and market forecasts are subject to constraints under these circumstances," said Oliver Zipse, Chairman of the Board of Management of BMW AG, in Munich. "We are gradually ramping up our production again according to demand in each market. However, we are

monitoring developments extremely closely to be able to respond with maximum flexibility. We are keeping a tight rein on inventory levels because liquidity has absolute priority in this situation." BMW Motorrad has announced that it is extending the warranty on its branded motorcycle helmets to 5 years, from 2 years, effective the start of 2020.

Zard for the full Royal Enfield range

Described by Italian performance exhaust specialist Zard as "the perfect combination between craftsmanship and technology", the full range of Zard exhaust products for current Royal Enfields is "inspired by the past, but looking to the future". For the Continental GT and Interceptor 650 the company has a full kit and a 2-into-2 full kit "inspired by American Flat Track racing". Made in AISI 304 stainless steel with removable dB killers (in racing version only), Zard says its version saves 12 kg compared to the comparable factory system, delivering a "significant"

increase in horsepower and torque compared to the OEM system, and an "astonishing and cool sound". Also seen here, Zard slip-ons are available in race and Euro 4 homologated versions in mirror polished AISI 304 stainless steel. The Zard systems weigh in at 4.2 kg compared to 10 kg for the factory design they replace. For the Royal Enfield Himalayan the low mount version 'Penta' slip-on is made in AISI 304 stainless steel with removable dB killer and has an aluminium sleeve with carbon end cap. The weight is 2.2 kg compared to 4.9 kg for the factory original and a

homologated version is on the way. The high mount 'Penta' weighs 2.8 kg compared to the stock 4.9 kg. For the classic Royal Enfields the stainless steel slip-on with dB killer weighs 3.1 kg compared to 6.7 kg and 2.5 kg compared to 6.1 kg for the Bullet Trials 500. The installation of Zard replacement exhausts for the Royal Enfield range do not require any modification to the ECU.

www.zardexhaust.com



Penta low mount slip-on for Himalayan



Bullet Trials 500



Full flat kit for Interceptor 650 and Continental GT



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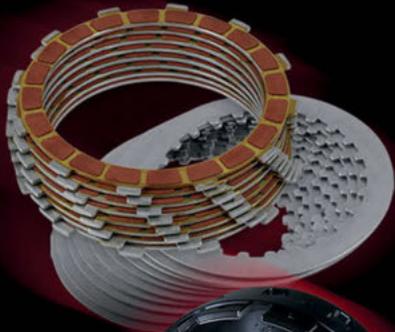
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<<< Continued from back page

pre-production prototype Atlas models at Motorcycle Live in the UK - the Atlas Nomad and (Superlight) Ranger - a pair of 650 cc parallel twin Scrambler-esque naked Roadsters built around half of the engine for the V4 Superbike that Norton had been pimping - and nobody has been talking much about the Zongshen deal ever since.

In fact, Zongshen has been showing its version of the theoretically Ricardo designed 650 (the ZS 650 seen here) along with an 850 cc version (ZS 850) it has also developed, and design drawings of two new models using the engines that bear the Zongshen name (an RX6 Adventure and RK6 Tourer) have been circulating on the internet in China since last year. However, there has been no mention as to whether or not any royalties will be headed the way of Norton's creditors, Ricardo, or into a TVS



Stuart Garner's 12 years of Norton hubris probably reached its pinnacle with the way over-ambitious, ill-fated and short lived hiring of legendary ex Ducati designer Pierre Terblanche in 2011, seen here at the time, left, with Stuart Garner. Terblanche fled the scene pretty quickly - fortunately with his reputation intact.

Norton iteration bank account any time soon.

It was only two weeks after Garner's trip to China to sign the Jinlang deal (in January this year) that Norton filed for bankruptcy in the UK.

So far it hasn't been disclosed what has happened to the undisclosed sum of money that Jinlang paid Garner for the 961, or who now, in theory, owns rights to the Ricardo/Zongshen 650. This is not the first attempt TVS has made to "scale globally" - some years ago TVS theoretically entered into a deal with Triumph to take on manufacturing of lightweight and middleweight machines for the Asian market.

That came to nothing, and Triumph,



who had themselves been forced to emphatically deny any interest in acquiring the Norton name earlier this year, is now in a non-equity sweetheart deal for lightweights and middleweights that will be for global sale with TVS rival and 50% KTM owner Bajaj Auto.

For its part, TVS is talking a positive game and doesn't appear to have any doubts about the 'value' that the Norton name can, eventually, bring to its table.

Commenting on the acquisition, Mr. Sudarshan Venu, Joint Managing Director, TVS Motor Company, said: "This is a momentous time for us at TVS Motor Company. Norton is an iconic British brand celebrated across the world and presents us with an immense opportunity. This transaction is in line with our effort to cater to the aspirations of discerning motorcycle customers.

We will extend our full support for Norton to regain its full glory in the international motorcycle landscape. Norton will continue to retain its distinctive identity with dedicated and specific business plans."

TVS is India's third largest motorcycle manufacturer by volume, and this deal brings them toe-to-toe with Eicher Motors, whose UK/USA bred Royal Enfield Interceptor 650 parallel twins are being very well received in Europe and North America; and with India's number two, Bajaj Auto, as they eye a future rich with Triumph branded opportunity.

Then there is Mahindra and Mahindra, the fourth of India's big five major PTW players, who recently converted its 49% stake in the equally storied Peugeot Scooters into a 100% ownership position in the business now known as Peugeot Motorcycles - speculation is rife as to what Mahindra intends to do in Europe and North America with the JAWA and BSA brands that they own, with lightweights under those names already being made and sold in India for some time.

Hero is the fifth major Indian motorcycle maker and probably best

known in European terms for stalled efforts to launch bikes here some years ago and for its stillborn acquisition of Erik Buell Racing.

With the Indian Government set to enforce a non-internal combustion engine future on Indian consumers before too long, it is no wonder that India's majors are eyeing opportunities in Europe and USA. Indeed, Mahindra already has manufacturing in USA, near Detroit, where it is making ROXOR branded UTVs.

Going back to quite what plans TVS says it has for Norton, its acquisition press release went on to state that it was "excited about the existing and upcoming products at Norton Motorcycles, including Commando, Dominator and V4 RR. Confident of the strong synergy between both the brands, we believe that Norton Motorcycles can leverage TVS Motor Company's global reach and supply chain capabilities to expand to new markets".

However, no mention was made of the Atlas Nomad or Ranger, and some observers are on record as thinking it unlikely that the V4 RR will continue - at least for the near to mid-term.

Part of the \$8.5bn TVS Group (which has its origins back 1911), TVS Motor Company is the largest group subsidiary and has revenues of around US\$2.9bn, with an annual sale of more than three million PTW units and reputed capacity for over four million two and three-wheeled vehicles. TVS Motor Company is also India's second largest exporter with sales in over 60 countries worldwide.

The company has four manufacturing plants, three located in India (Hosur in Tamil Nadu, Mysore in Karnataka and Nalagarh in Himachal Pradesh) and one in Indonesia at Karawang.

Since the initial announcement of its acquisition, TVS confirmed that, at least for the short-term, production will stay in the UK, with ex Harley-Davidson Europe Managing Director and VP (1998-2007) John Russell appointed as interim CEO.

Venu is quoted as saying that "we are

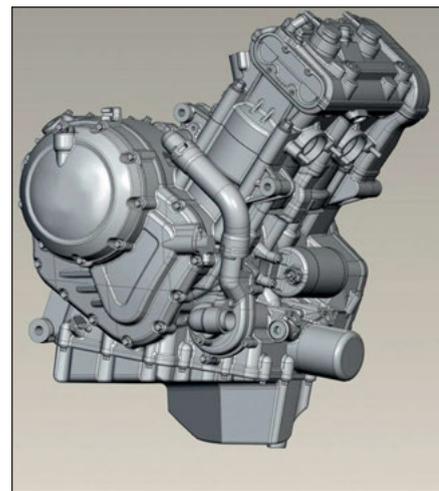
taking over all the Norton employees except for a few of the remaining old management" and that operations will continue at Donington Hall in the short-term, before transferring elsewhere in the vicinity.

"The strong design and assembly team is coming over to us, and we will look to leverage their strength and work with them to deliver more bikes of this storied brand. We will move to a new location very soon. The idea is to continue with this very talented team to get the brand back to its original glory and take it into the future."

However, the speculation is that any



Zongshen has been showing its version of a Ricardo designed 650 cc parallel twin (and an 850 cc version) that Norton licensed to them in 2017, and drawings of new Adventure (RX6) and Tourer (RK6) models using the engine have been circulating on the internet in China since early 2019.



A rendering of the Ricardo designed 650 that Garner licensed to Zongshen in 2017.

serious volume production of lightweights and middleweights would be best sited at its facilities in India and that the UK will be an R&D and limited assembly and specials facility - much as Triumph's Hinckley, UK facility now is, with all its volume production now in Thailand.

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RACE NEWS

Patented polyester filter technology specialist Sprint Filter has announced a partnership with Honda Racing as Official Technical Supplier of performance air filters for the Repsol Honda Team. Sprint Filter is on board the RCV213 bikes of reigning World Champion Marc Marquez and his team-mate Alex Marquez. Sprint joins the likes of Puig, SC-Project, Alpinestars, Yuasa, RK and NGK as HRC partners.

The Honda Racing RedMoto World Enduro Team and Scott Sports have signed a partnership until 2022, with impact protection company D30 coming on board, confirming and increasing support for the Italian team of Matteo Boffelli made up of Thomas Oldrati (CRF 250RX Enduro), Daniel McCanney (CRF 450RX Enduro) and Roni Kytönen (CRF 250RX Enduro Junior).

It has now been confirmed that Australian Jack Miller will move from the satellite Pramac Ducati team and join the factory Ducati Corse MotoGP team for the 2021 season - probably replacing Danilo Petrucci (rather than Andrea Dovizioso).

KRT has announced that Alex Lowes will remain with the official KRT FIM Superbike World Championship team for the 2021 season - the winner at the Phillip Island, Australia season opener on the Ninja ZX-10RR - where Lowes and teammate and reigning five time WSBK Champion Johnathan Rea took a win each.

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

Piaggio



PIAGGIO

Piaggio Group Q1 (January - March 2020) consolidated net sales totalled €311.4m, a reduction of -10.1% from €346.2m at 31 March 2019 and sold 117,100 vehicles worldwide (140,400 in the year-earlier period).

Two-wheeler sales rose in Asia Pacific (+3.5%), mitigating in part the fall in sales in the EMEA and Americas area (-8.3%) and India (-28.5%) caused by the health emergency.

In Q1 the Group sold 76,400 two-wheelers worldwide (-9.7% from 84,600 in the year-earlier period), generating net sales of € 208.8m (-7.9% from €226.7m in 2019 Q1). The figure includes spares and accessories, on which turnover totalled €26.2m.

The decreases were largely the result of the decline in business in Italy (in the second half of March) where PTW shipments were down -33% (-35.9% net sales) and India (with -33.5% shipments; -20.3% net sales). The American two-wheeler market saw a rise of 5.5% in shipments and 4.5% in net sales, and Asia Pacific an increase of 3.5% in shipments and 4.8% in net sales.

The Piaggio Group confirmed its leadership in the European scooter segment with a share of 21.9% and maintained a strong positioning on the North American scooter market, with a share of 26.2%. In North America the Group is also consolidating its presence in the motorcycle segment with the Aprilia and Moto Guzzi brands.

In the Motorcycle segment, sales rose for the Moto Guzzi V85TT and for the Aprilia RX, RS 125 and Shiver.



On May 4th Piaggio restarted Moto Guzzi production at the Mandello del Lario factory that has been the brand's home since 1921.

Sales of the Mp3 were up in Q1



The Scooter segment reported substantially steady sales of Vespa models with 50 cc plus engines, for a 5.6% improvement in net sales, and of the Piaggio Mp3 three-wheel scooter, and an increase of more than 24% in sales of the Piaggio Medley high-

wheel scooter. In Commercial Vehicles, Piaggio reported sales volumes of 40,700 vehicles (-27% from 55,800 vehicles in the first quarter of 2019) and net sales of € 102.6m (-14.2% from €119.5m in the year-earlier period).



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aprilia


Piaggio Group Chair/CEO Roberto Colaninno: "Despite the dreadful emergency created by the world pandemic, the Piaggio Group has successfully passed the first-quarter test and is investing in the future in terms of sustainable, technologically advanced mobility for people as well as for goods transportation."

The figure includes spares and accessories, on which turnover totalled €12.1m.

At a geographical level, growth was reported on the American market (+26.5% shipments; +18% net sales), whereas the EMEA market slowed (-46.2% shipments; -7.4% net sales). In India in the first quarter of 2020 the Piaggio Group sold 37,400 commercial vehicles, with a reduction of 14.4% in net sales. The PVPL subsidiary had an overall share of 24.3% of the Indian three-wheeler market and confirmed its leadership in the Cargo segment with a share of 47.2%, up from 44.8% in the first quarter of 2019.

Piaggio is working on a project for the development and production of a new range of light commercial four-wheel vehicles - the new Porter. The new vehicle will be produced at the Pontedera, Pisa factory with operations expected to begin by the end of 2020.

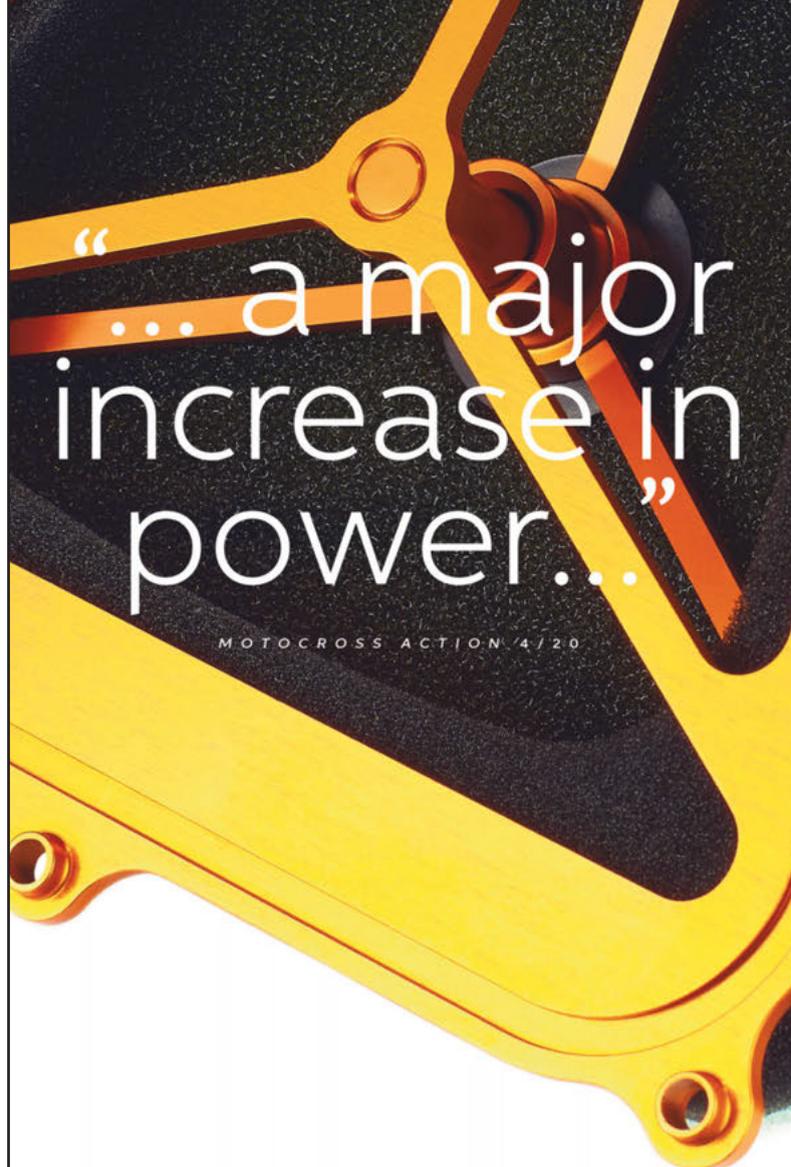
Production in the Group's Italian factories was suspended from Monday 23 March 2020 to 3 May 2020. On Monday 4 May, after implementing numerous procedures and measures to guarantee maximum safety for the health of its workers, Piaggio reopened its production plants in Italy (Piaggio - Pontedera - Pisa), Aprilia (Noale and Scorzè - Venice) and Moto Guzzi (Mandello del Lario - Lecco).

At the Group level, the return on net sales was 28.3% (30% at 31 March 2019). Profit before tax in the first quarter was €5.2m, a reduction of 63.3% from €14.2m in the year-earlier period. Piaggio reported a net profit for the first quarter of 2020 of €3.1m (€7.8m in the first quarter of 2019).

Piaggio defends Vespa design rights at EUIPO

Following the confiscation of a counterfeit Vespa design knock-off at EICMA last November, a design registered by a Chinese company has been declared invalid by the European Union Intellectual Property Office (EUIPO). Like many, Piaggio faces a constant and ongoing fight to secure its rights, winning more than 50 cases against counterfeiters and IP infringements in the last two years alone.

Piaggio said that a design registered by a Chinese party, used to justify the production of scooters similar to the Vespa and exhibited at the EICMA 2019 (which were removed by the authorities at the exhibition centre after Piaggio lodged a complaint) has been declared invalid by the invalidity division of the EUIPO. The counterfeit registration was annulled since it was "incapable of eliciting a different general impression with respect to the registered design" of the Vespa Primavera, with the invalidity division pointing out that the registration was an unlawful attempt to reproduce the scooter's aesthetic elements. "The Vespa Primavera is protected by the design registered by the Piaggio Group in 2013, by the three-dimensional trademark of the Vespa scooter and by the copyright that safeguards the artistic value of the shape of the Vespa, a style icon since 1946. The invalidity proceedings are part of the wider activities against counterfeiting undertaken by the Piaggio Group for years. This includes continuous monitoring of the databases of internationally registered designs and trademarks, which, as a result of the opposition proceedings initiated by Piaggio, has led to the cancellation of more than 50 trademarks registered by third parties in the last two years".



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THE CHOICE OF CHAMPIONS

Mastertube - 4.5 mm hyper-reinforced tube

Sifam

French distributor Sifam has a direct replacement for the 4 mm heavy duty inner tubes used in off-road competition - Mastertube is a 4.5 mm specialty



inner tube. Its reinforced and grooved structure is said to give it "perfect homogeneity" when pressurised. The 4.5 mm section provides increased resistance in extreme conditions while maintaining comfort and simple mounting. Available in 21", 19" and 18", their white valve cap makes them distinctive, which, in addition to a "recognisable and unique aesthetic", incorporate a valve core tool - simple but effective.

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

Powerhose Plus for R6

British-made Powerhose Plus front and rear brake hose kits are now available for the 2017-2020 Yamaha YZF-R6 ABS. Venhill Engineering's Powerhose Plus braided brake lines feature a DuPont Teflon core, which is resistant to loss of shape through heat, delivering more efficient fluid flow to the



calipers and increased braking force compared to the originals. Stainless steel braid is wrapped around the core to prevent pressure expansion, with a PVC jacket bonded on to keep water out and protect bodywork from scratches. Threaded swivel fittings enable the hose to be positioned with zero twist. Venhill machines its own banjo fittings and dome-headed banjo bolts to ensure proper fitment and a consistent, quality finish.

All Venhill braided brake hoses exceed American DOT and German TÜV requirements, and, for further peace of mind, every hose that leaves the UK factory is pressure tested to 1,500 psi.

Venhill Featherlight clutch and throttle cables are also available for the 2017-2020 YZF-R6 ABS.

VENHILL ENGINEERING
 Dorking, Surrey, UK
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sales@venhill.co.uk
www.venhill.co.uk



K'MISSION side case

Kappa aluminum side cases include three different models: the top of the range K'FORCE 37 and 48 litre, equipped with MONOKEY CAM SIDE system, K'VENTURE 37 litre, equipped with RETRO FIT system, and the new K'MISSION 36 litre, equipped with MONOKEY system.

All cases come in a choice of two different finishes, natural aluminium and black painted. K'MISSION is sold in pairs and features include reduced weight, reduced waste of materials, fewer components and standardisation of rivets.

Said to be ergonomic and practical, its lid integrates four comfortable and sturdy belt strap loops and can be opened completely thanks to a reinforced plastic frame that avoids the use of straps or retention cables. The transport handle is located in the lid's hinge. The two lower attachment points can be replaced, which in the side cases are intended to absorb vibrations.

Dimensions of the K'MISSION are 43.4 x 24.8 x 53.8 cm. Optional accessories include a waterproof cargo



bag, a holder in stainless steel for a thermal flask, an internal/external 35 litre bag and a pair of adventure strap belts.

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THE WOLF OF



With origins going back to 1980, Matris, "home of the Wolf", is marking twenty years of being headquartered in Vicenza (since 2000).



Matris is owned and operated by Technical Officer Tiziano Simonato (left) and Commercial Officer Alberto Turcato.

A quintessentially Italian suspension company, Managing Director Alberto Turcato says: "Three words describe what Matris is all about: creativity, research and development! The last twenty years have seen us combining experience, research, the technical-mechanical evolution of materials and a revolution in precision production techniques. These days it is titanium, aluminium alloys and special steels that are the basis of competitiveness and that are at the heart of the designs, quality and safety offered by this company."

It was back in 1980 that the founders of Matris began to collaborate on the design and subsequent production of hydraulic suspension systems for super sportsbikes - at that stage the primary objective of the company.

HYDRAULICS

Suspensions have evolved from simple "assemblies" of components by means of which the chassis is connected to the wheels of the vehicle to sophisticated hydraulic "systems" that allow chassis engineers to take motorcycle design further than ever, with advanced and sophisticated developments in damping allowing engineers to achieve ever greater control and reliability over the movements of the chassis with regard to the wheels.

In addition to their increasing power and performance, or rather in conjunction with the increases in power and performance seen in the past 40 years, most sport and non-sport bikes increasingly adopt rear swingarms with progressive single shock linkage systems - these systems allow a wide range of controlled movements due to the improvements that have been achieved in the dynamics of monoshock responses to the energy flowing through them.

Consequently, hydraulics and their control have become of primary importance to optimise suspension performance, and this is where Matris is focussed, applying "entry level" and "top high-end" valve systems to its products for "good" and "best" hydraulic control of the suspension.

The 1990s saw Matris introduce its revolutionary steering damper with external volumetric reservoir tank and "Speed Sensitive" damping system - still a reference point for steering damper design to this day.

In the 2000s Matris added new ranges of rear monoshocks and hydraulic fork cartridge kits, a

specific line of twin-shocks for classic and custom bikes, the high-end pressurised USD F43SP complete fork and the "entry level" mono and twin line. The product range then saw the development of more new technology - the innovative "quad-valve system" (F15K) and "sealed" F25SA fork cartridge kits. Most recently, 2018 saw Matris introduce a new rear shock series for maxi scooters to mark 40 years of continuous development and improvement. Since then the Matris R&D department has been working on a wide variety of front fork applications



SDR top level steering damper



F M A T R I S



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M46R top level shock in Matris' distinctive orange

M46R top level, 'Dark Series' option

flexibility this business model gives them results in an ability to respond to demand and new model launches quickly.

ORANGE

Every brand needs a signature colour, and for Matris orange is the branding of choice. "Orange is impactful and experts in the sector associate it immediately with Matris," says Alberto, "though we have now also added our 'Dark Series' for those customers who want something for the contemporary trend towards black with extra black!

"The name Matris owes its meaning to the concept of a matrix, of origin and the mother. These are the meanings of the name: a mother who gives security, the origin that defines originality, and the matrix, a more technical concept, at the same time creation and originality and basis for the birth of other products."

THE WOLF

However, Matris branding doesn't stop there. "The strong visual brand identity of Matris is the LUPU, the wolf, which, combined with the slogan "Go wild in total safety", pushes motorcyclists to challenge their limits in complete safety," explains Alberto.

Wild and powerful, Matris has designed product lines for different types of motorcycles: Supersport, Naked, Tourer, Adventure, Classic, Custom and maxi scooters.

On request, Matris' technical department will supply distributors, dealers, race teams and riders with advice on how their suspensions can be customised for the use - for example racing or street - and to the weight of the rider, passenger and/or luggage. This is a service that is available for most of the popular models on the market.

"The first impact is what counts," says Alberto. "First impressions are so important, and the look and Made in Italy design are recognised as an added value in foreign markets, a design with inimitable and always recognisable lines that make the product a real jewel for the bike!"

MATRIS S.R.L.
Camisano Vicentino (VI), ITALY
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info@matrisdampers.com
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'Dark Series' M46KD entry level shock



F25SA sealed hydraulic fork kit



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and solutions, from simple spring kits to multi-adjustable, conventional or sealed hydraulic cartridges right up to complete nitrogen pressurised forks.

On a custom engineering basis, Matris is well known for its on-demand, "bespoke" application-specific suspension systems for a wide range of uses from motorsport to snowmobiles.

MADE IN ITALY

The company's products are made entirely in Italy by a small number of specialised Italian suppliers, with the components then quality-checked on receipt and again after final assembly by its small but experienced team.

Using specialist manufacturers allows Matris to specify component quality that exploits the wide range of specialist, precision skills that are available to them in Italy and focus instead on design integrity and reliability at the assembly stage.

Matris' quality is recognised worldwide. The close working relationship it is able to build with its supply chain, the versatility of its vendor network and the



SC1-R/S1 Superduke and F900 options

Italian exhaust specialist SC-Project continues its prolific new product programme with Euro 4 or 5 street legal prechamber equipped options for the KTM 1290 Superduke and BMW F900-R/XR.

For the 2020 KTM 1290 Superduke R, the Euro 4 SC1-



R slip-on muffler seen here, with carbon fibre end cap, is made in carbon fibre or titanium with AISI 304 stainless steel link pipe, dB killer and T.I.G. welded bracket.

Weighing 1.3 kg less than the 3.3 kg stock exhaust, the WSBK derived SC1-R has an asymmetric and clean rhomboidal shape, matt carbon fibre end cap with sophisticated technical solutions such as hydroformed end spout, advanced sound-absorbing material that is designed to withstand the very high temperatures and exhaust gas pressures of racing motorcycles, and titanium insert bushings CNC-machined from solid to guarantee a precision seal.

The kit contains the slip-on muffler, carbon heat protection, springs and screws, heat-resistant adhesive, homologation card and 24-month SC-Project official warranty.

Additionally, the Euro 4 racing style S1 slip-on muffler in titanium tapered body, with titanium link pipe, carbon fibre end cap and dB killer weighs 2 kg less than

stock and features a spectacular titanium flame arrester. For the 2020 BMW F 900 R/XR, the Euro 5 approved SC1-R slip-on is a perfect performance styled addition to the lines of both of the F 900 versions, weighing 2.2 kg less than the 6.8 kg stock exhaust with carbon fibre end cap, it is available in carbon or titanium.

SC-Project says it has tested the SC1-R on the BMW F 900 and seen power gains of +1.7 hp at 8,200 rpm and +1.1 c Nm torque at 8,000 rpm.

The conical muffler does even better with a 3.5 kg weight saving and +1.5 hp and +1.3 Nm power gains. Both exhausts fit both BMW models and allow the position of the muffler to be changed to higher for a sporty look or stock for use with the OE side cases.

SC-PROJECT
Cassinetta di Lugagnano (MI), ITALY
Tel: +39 0294 22313
info@sc-project.com
www.sc-project.com

Moto 5.5 FlexLock boots

Late in 2019, Cape Town, South Africa based Leatt introduced what it calls "the next step in premium protective gear", releasing its "long-awaited, all-new 5.5 FlexLock boots as part of our 2020 GPX range". The leading protection company, famed for the revolutionary Leatt neck brace, says that "three years of development and testing went into the new 5.5 FlexLock, with our pro athletes from all over the world collaborating in helping us to create what we think is the ultimate off-road boot - an exceptionally well thought design, using top quality materials and a range of features that deliver the



ultimate safety - and they are a real head turner too!" Available in white and black, red and blue and plain black, they feature a SlideLock system "for an outstanding first-class fit and a low-profile toebox for easy gear shifting - these boots have all the features and benefits any rider will ever need".

Designed to optimise grip and manoeuvrability for landing big jumps while staying connected to the bike, they are CE tested



and certified, "with an interior that is cushioned with impact foam for a protective yet snug, soft and comfortable feel.

"We have developed an incredible FlexLock system that's proven to reduce ankle forces by up to 37% and knee forces by up to 35% upon impact when compared to an industry-leading competitor boot. Extensive research, advanced design and high-tech materials make these boots the next step in premium protective gear, giving the Leatt brand the ultimate in head-to-toe protection."

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CHAMPION

Ognibene Off-Road transmission kit



Bologna, Italy based chain drive transmissions and motorcycle component specialist Ognibene has a full range of options specified, designed and manufactured for the very particular needs, stresses and dynamics of off-road power transmissions - "getting the power from the engine to the rear wheel on motorcycles that will spend all their time coping with the rugged terrain and special demands of off-road riding is a very particular science," says Sales Manager Federico Arbizzani.

"The demands on materials and manufacturing technology are tough in the off-road world, but we understand that, we recognise that, and are able to bring 60 years of experience to every component we make for off-road bikes. We are able to combine

performance with durability and aesthetics." Ognibene supplies a complete transmission kit composed of D.I.D chains and Ognibene gears (front and rear sprockets) that has been based on that experience and the expertise developed in supplying major global brands such as Kawasaki, KTM, Suzuki, Yamaha, Beta, Honda and Husqvarna. For over 50 years, Ognibene Motorcycle has been an official distributor of D.I.D chains - products that "are known and valued by motorcyclists all over the world." The 520 ERT3 series, specific to Motocross, is the "lightest and most compact chain on the market", whilst the 520 ERVT series, developed for Enduro, is said to be "the chain whose X-ring is the most resistant to extreme conditions".

The Ognibene Motorcycle front and rear sprocket range features various tooth set-ups to suit the specifications of the rider, the bike and the course - "so as to overcome all situations". The front sprocket is constructed with SCM 420 or 25CrMo4 steel with a carburising treatment to improve durability and lightening holes to reduce weight and improve performance.

The 7075-T6 aluminium alloy rear sprocket with CNC machining and mud discharge enables optimum maintenance of the teeth. It is recommended for use on the most popular motorcycles and models and comes in different colours to match the OEM colourways.

Ognibene Motorcycle has also designed a specific product for lubrication of the transmission kit, especially indispensable in Motocross - the Ognibene chain lube off-road.

To go all the way in terms of a complete turnkey package solution, Ognibene TROFEO brake pads in sintered ceramic with 07 compound are resistant to high temperatures. Available for both front and rear, they are said to deliver excellent braking at high speeds, in high-temperature conditions and extreme terrain - Morgan Lesiardo and the KTM Racestore Max Bart Racing team chose to rely on these products in the MX2 World Motocross Championship.

OGNIBENE SPA
Bologna, ITALY
Tel: +39 051 534225

ognibene@ognibenechaintech.it
www.ognibenechaintech.it



LV One EVO - KTM 690 SMC R and ENDURO R



LeoVince

LeoVince has developed a new version of its popular LV One EVO exhaust, designed and tuned specifically for the 2019/2020 KTM 690 SMC R and 690 ENDURO R (2019-2020).

Described by LeoVince as being "the synthesis between tradition and modernity", the LV One EVO "combines the LeoVince classic style looks and innovation with the research of the best performance and lightweight materials".

The body is made in AISI 304 stainless steel, "making the LV One EVO slim and impact-resistant, giving it a distinguished and compact look. The sleeve has a sandblasted finish for a unique, high-tech titanium look".

The temperature-resistant full carbon end cap has a matt clear coating for maximum UV resistance and an asymmetric cut - "combining the performance and lightness of the carbon fibre with characteristic 'Made in Italy' styling". The LeoVince NERO is another option for the KTM 690 SMC R/690 ENDURO

When racing finally gets underway for the 2020 season, LeoVince and SIC58 Squadra Corse will be partners again - LeoVince will once again be the official sponsor both for the team that will compete in the FIM Road Racing World Championship Grand Prix in the Moto3 class and for the team that will participate in the FIM Junior World Championship in

the Moto3 class.

Roberto Morone, LeoVince CEO, said: "The 2019 season was a very positive season, both for the results obtained race after race and for the intense collaboration and synergy that has been created between LeoVince and SIC58 Squadra Corse - the team placed second in the team ranking."

Last year also saw LeoVince sell out 58 limited edition exhausts to support the Marco Simoncelli Foundation. All 58 exhausts were sold in two weeks and the entire proceeds (some € 10,000) were donated to the Foundation.

Paolo Simoncelli, team owner and manager, said: "I



am happy that LeoVince has decided to continue this adventure alongside us. I have to admit that we were both a little wary at first. Then, slowly, we got to know each other better and, race after race, I found them to be great people who repeatedly demonstrated their dedication and determination to race, and race fast.

"The limited series of mufflers engraved with the team logo was a fantastic tribute and gift for the Marco Simoncelli Foundation, and for this we thank them with all our heart - all this gives me the certainty of having made the right choice."

LEOVINCE
Monticello d'Alba (CN), ITALY
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Roberto Morone, LeoVince CEO (left) with Paolo Simoncelli, Team Owner & Manager



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GP 550 S - "state-of-the-art" racing helmet



The new GP 550 S by Airoh in Italy "redefines the level of performance on the road and on tracks".



Designed in the wind tunnel and tested by Airoh's riders, the "state-of-the-art GP 550 S stands at the top of the racing segment without compromising on comfort and practical features for a helmet that is designed for intensive use.

"Innovative rear spoilers provide smooth air management at high speeds and the internally channelled structure provides effective air extraction. Three sizes of HPC (High Performance Composite) shell are offered with type-approved scratch and UV resistant 2D racing visor with quick release and eight air vents to ensure optimal ventilation.

"A Pinlock lens is included; the GP 550 S is tear-off ready and has Wind-Stop and the A.E.F.R. (Airoh Emergency Fast Release) system for the quick removal of the cheek pads in case of emergency." It weighs in from 1,310 g (+/- 50 g), has double D-ring retention and removable and washable hypoallergenic inner lining.



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Almenno San Bartolomeo (BG), ITALY
Tel: +39 035 553101
info@airoh.com
www.airoh.com

Barkbusters model-specific install kits

Australian handguard specialist Barkbusters has added further to its range of model-specific install kits - "allowing more of your customers to switch out inferior OEM offerings with the award-winning quality, strength and ergonomics that the Barkbusters brand hand protection range is known for". Barkbusters has 35 years of experience and expertise in designing and precision-engineering a wide range of hand protection solutions, and with its model-specific install kit programme "more riders than ever can enjoy the unrivalled impact and weather protection that our designs provide," says Rideworx CEO and founder Matt Philpott.



"Our designs are unique and tested to the max for durability, fit, form and function. Aside from the upgrade in quality, another big benefit for both consumers and dealers is that our kits are interchangeable with the Barkbusters modular range of plastics." "This allows riders to tailor the handguard

to their own personal preference. The full wrap-around aluminium hardware is compatible with our JET, VPS and STORM plastic guards as well as our ultra-cool CARBON guard."

Recent additions to the range of available install kit options include for the Honda CRF1100L Africa Twin DCT and standard (2020), Triumph Tiger 900 GT, GT Pro, Rally and Rally Pro (2020), and for the KTM 390 Adventure (2020). All recommended fitting options are for motorcycles with OEM specifications; full details online.



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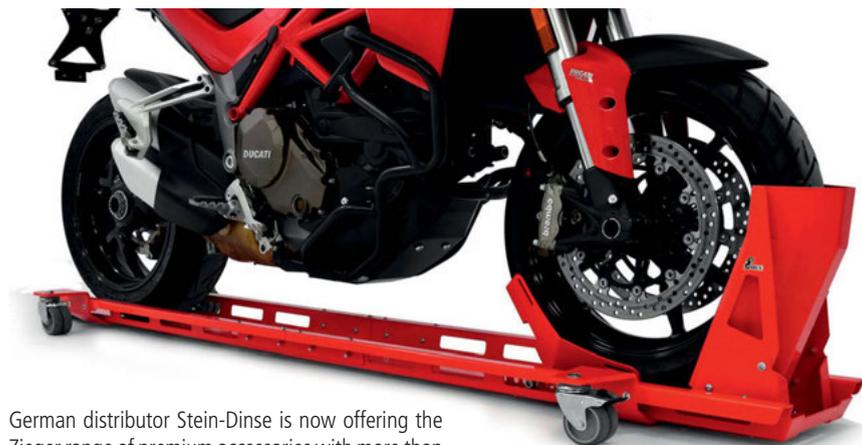
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Stein-Dinse adds Zieger accessories



German distributor Stein-Dinse is now offering the Zieger range of premium accessories with more than 160 different licence plate brackets and engine protection parts available for over 100 different bikes - "all at extremely favourable reseller conditions. "This latest addition to our range sees us add another premium brand. Zieger is one of the leading specialists in terms of motorcycle accessories and the young, but experienced company is driven by

innovation". Founded by Frank Zieger in a familiar motorcycle industry story - frustrated at not being able to find the quality and design of licence plate he wanted for his own bike - the sheet metal bracket that Frank designed and made for himself became the start

point of a business. Zieger has since grown to be an internationally known and respected company, and when not satisfied by the quality of any part out there on the market, Frank Zieger takes on the challenge of designing and making better. Often there isn't an existing design for the solution he is looking for, so he comes up with his own. From travel gear to assembly stands, Zieger engineers and produces everything they find a need for, with licence plate brackets remaining their most popular product, with design versions to meet the regulatory requirements of all European countries. "All Zieger parts are made in Germany in our own production facility, which means we are able to keep control of quality and price. The range includes parts for many models in various colours," says Frank.

STEIN-DINSE GMBH
Schwülper, GERMANY
Tel: +49 (0)531 123300 0
info@stein-dinse.com
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Interceptor 650 exhaust options

Last month we saw a new range of upgrade replacement options for Yamaha's Ténéré 700 from Italian exhaust specialist G.P.R. This month we see the company's new design options for the fast selling Royal Enfield Interceptor - a low cost middleweight that has been internationally well received by test riders, dealers and consumers and one destined to occupy a unique position among Europe's most popular models. Building on the Indian manufacturer's success with its Continental GT and Himalayan, these new parallel twins are a performance engineer's blank canvas just waiting for owners to exploit the custom and performance opportunities offered by this robust Harris Performance developed chassis platform. Seen here are two of the G.P.R. Italia options for the Royal Enfield 650s - the Powercone line and the Vintacone. Both are made in stainless steel, Euro 4 homologated, and form part of the new

G.P.R. project to achieve a net zero carbon impact for its production by 2023 with the use of raw materials that are recyclable at end-of-life, with common steel scrap making up 99% by product weight. Delivering a choice of classic or aggressive look, these exhausts are said to provide a 2.5 hp increase over the stock exhausts and a 50% weight saving. "All manufacturers need to take their responsibilities seriously," says owner Mauro Orlandi, "and doing so doesn't mean that increased performance and great looks have to be compromised. "The aesthetics of our designs for the Royal Enfield are perfectly adapted to the classic, naked styling of the Interceptor 650, with an excellent balance of classic aesthetics and our innovative technical solutions such as the removable dB killer for track use and stainless steel coating on the Powercone, a line developed as a result of our MotoGP and SBK experience. It weighs just 1.86 kg,



mounts as a direct OE replacement, is compatible with side bags and central stand and, where present on the original, the lambda probe housing is provided." They are backed by a two-year warranty.

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Gilles for Ténéré 700

Luxembourg based Gilles Tooling continues to diversify and show how far reaching its research, design, engineering and production skills and resources can take the company with a range of advanced, precision-manufactured components for the popular Yamaha Ténéré 700.

The start of a big expansion into the ADV market for Gilles - it additionally has the 790R KTM, 1290 ADV KTM, the 850GS, the Africa Twin 1100 and more in its sights already - the programme is headlined by a remarkable design of Explorer Enduro footpegs with adjustable mounting adapter.

"The adjustable mounting adapter features an RGK2

turning joint to allow the use of our own ergonomically advanced design footpegs or the originals," says Gilles' Sales and Marketing Director Albert Katgerman, "using the adapter allows height adjustment for the footpegs.

"They have a comfortable and expanded profile combined with a patented, spring-loaded rubber insert. Thanks to the energy absorption properties of the spring-mounted rubber inserts, the comfort is significantly improved - especially on long trips - with vibrations significantly reduced.

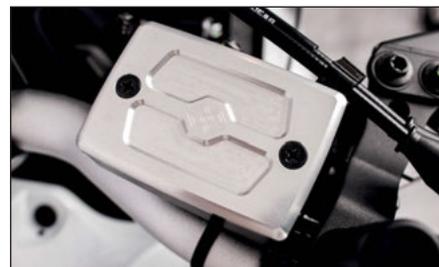
"The footpeg allows up to 10 mm forwards and backwards adjustment. As a further option, the footpeg can also be used without rubber inserts - instead of the rubber padding, a third steel pin is inserted in the middle, so that in an open design the footpeg is converted to be ideally suitable for off-road use. Very clever!"

Also for the Ténéré 700, Gilles' FXL levers feature a precision phosphate bearing and 35 clicks of adjustment - comfortably handtuned using a central adjustment wheel.

Gilles' revolutionary 2DGT adjustable handlebar risers help the rider to move the bars up, down, forwards and backwards to find exactly the right position for the height and riding preference. It can be adjusted alternatively to 10 and 20 mm in height and 7 mm forwards or backwards.

The high-precision AXB chain adjuster features a special bolt to enable axle adjustment in both directions and precise positioning by graded scale. By applying the scale, you can compensate serial tolerances - it stays in the swingarm during rear wheel installation and braces the axle against compressive and tensile load.

The ACM axle nut, made of titanium ti6alv4, is an ergonomic, lightweight (20 g) axle nut with innovative pin-lock secure high locking. With UNS designation R56400, also sometimes called TC4 or Ti64, the titanium used is an alpha-beta titanium alloy with a high strength-to-weight ratio and excellent corrosion resistance. The multifunctional nut delivers improved safety for different bolted joints such as rear axles, pivot shafts, yokes etc., with



no TÜV certificate required. The threaded plastic pin of the pin-lock locks with friction for simple assembly with a regular hexagon nut.

Finally, Gilles' fully adjustable RCT shift lever kit allows riders to find a perfect position for all styles of riding - precision CNC-machined in aluminium for light weight and high strength for play-free operation; hard anodised finish.



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KTM 790 Adventure R air filter products



Leading foam air filter manufacturer Twin Air has developed a new foam air filter solution for the 2019 - 2020 KTM 790 Adventure R. The new foam air filter and filter frame replaces the OEM paper filter. "The foam solution gives the bike better protection and performance," says Twin Air's Bart Ghielen. Available as filter only, or pre-oiled filter with frame, it is easy to install by following the instructions.

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 its 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", having supported over 300 world champions.

It was in 1972 that Twin Air gave the motocross world a historic boost with its

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 is the Twin Air we know today. 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.

At the heart of the Twin Air filter technology is a fused dual-layer design that doubles up on the protection the engine gets, recognising that the two quite different and often competing characteristics needed from a motocross air filter - high air flow and maximum particulate restriction - are not an easy combination to achieve.

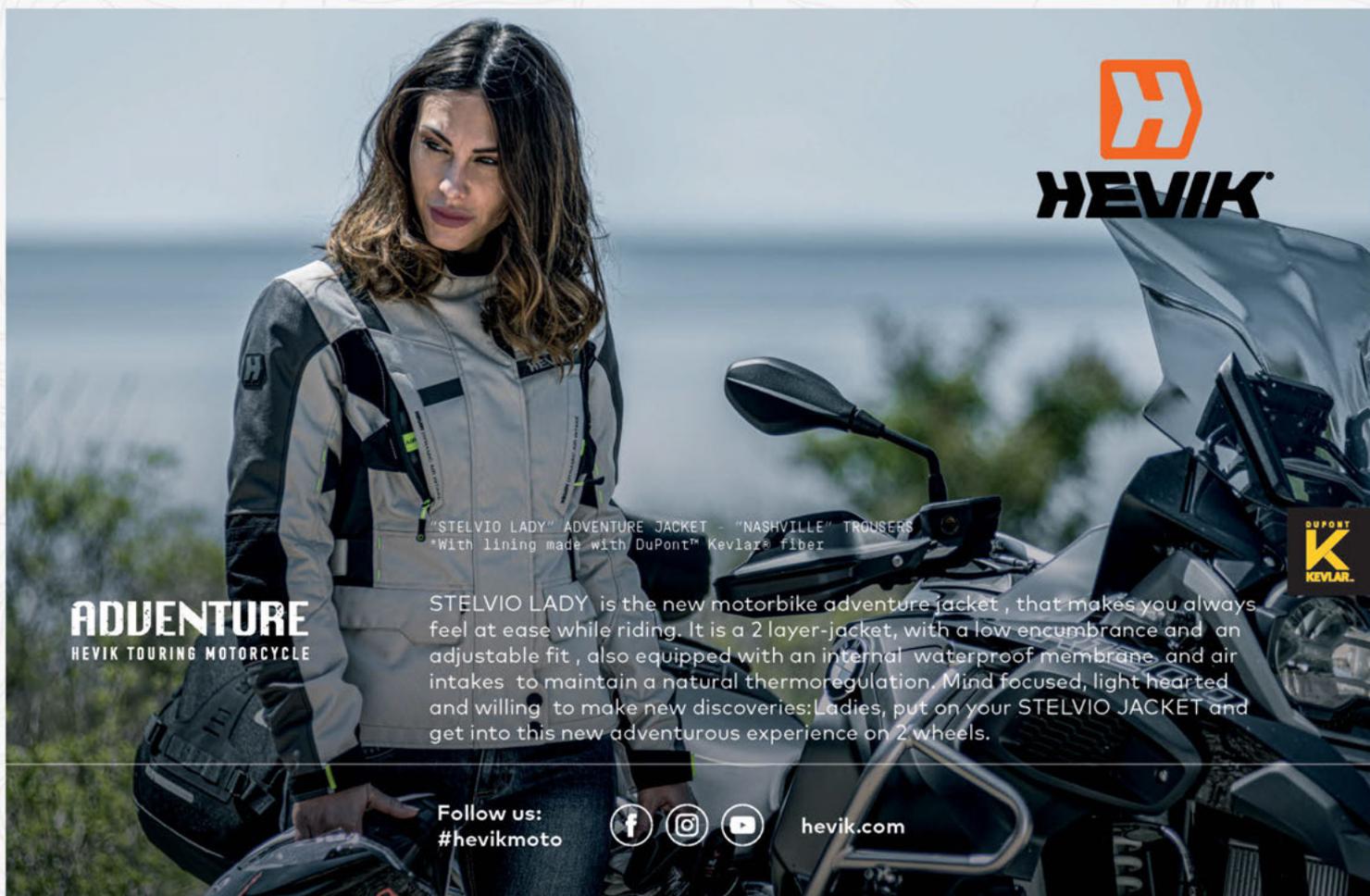


"The fused layers of open-pore foam and fine inner foam layer trap even the smallest particles. The rounder design boosts airflow, with a revolutionary micro-gluing process to minimise the seams - shorter seams mean more flow. We have a combination that makes it possible to maximise the protection for the engine and optimise the horsepower boosting performance of improved airflow volume and speed," says Bart. Subject to application, some Twin Air fused foam air filters also include a backfire resistant foam layer laminated to the filter to eliminate the restrictive stock backfire screen from the air box.



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Putoline N-TECH Special Pro Racing+ 5W-50

The Putoline Oil brand is celebrating its 50th anniversary this year. The brand was conceived specifically for two-wheelers, and "in keeping with its origins and tradition of innovative products and packaging" is now launching its Special Pro Racing+ 5W-50 in 1 litre bottles into its mainstream range. Putoline's N-TECH SPR+ 5W-50 is "the ultimate racing product for the most extreme conditions, developed in collaboration with Ten Kate Racing, among others. Gebben Van Venrooy Racing (MXGP) and our partners Bas Dakar Racing Team and Husqvarna-SKS Racing Team have also made valuable contributions to the successful development phase. Now, due to its success, a 1 litre bottle of Putoline N-TECH SPR+ 5W-50 has been added to our range in addition to the 20 litre Bag-in-Box".

A race-proven, fully synthetic racing 4-stroke motorcycle oil based on an advanced mix of the best base oils available on the market, it has a high ratio of PAOs (Polyalphaolefins) and synthetic esters to "ensure unrivalled quality and performance".

"The choice of the best base oils, in combination with our revolutionary N-TECH additive system, improves power and minimises wear," says Putoline's Export Area Manager Simon Kamper. "SAE 5W-50 ensures a higher viscosity, therefore a higher resistance to fuel dilution, and is specially developed for extreme conditions such as track action and race starts. It combines maximum reliability with optimal wet clutch performance, increasing clutch grip and power." Launched last year, Putoline's N-TECH additive package is built on its pioneering research and development and exploits its specially developed in-house new additive package formula and all the latest



Gebben Van Venrooy Racing (MXGP) is among those contributing to the N-TECH SPR+ 5W-50 development phase.

properties and opportunities that its use of API group 5 fully synthetic base oils has given them.

The N-TECH product range sits at the top of the Putoline range, with N-TECH SPR+ as its top product, followed closely by the N-TECH Pro R+, which is available in various viscosities in both road and off-road versions. These are suitable for most "conceivable and diverse conditions from year-round use to extreme competition".

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Mupo Through-Rod cartridge technology for CBR1000RR-R SP1



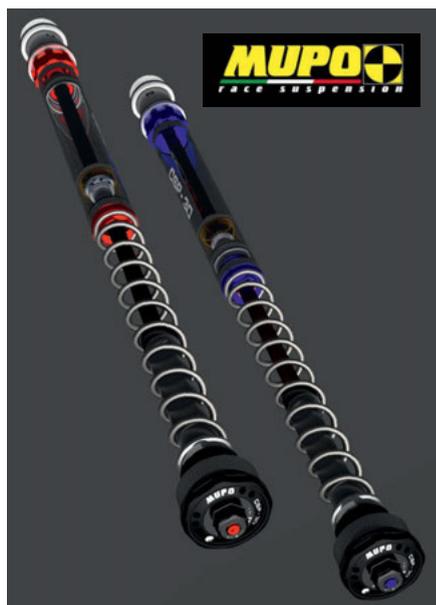
Developed initially for the 2020 Honda CBR1000RR-R SP1, Mupo Suspension's new CSP30-R is an evolution of the new Through-Rod Technology cartridge that was introduced at EICMA in 2019. Thanks to experience gained on the track, not least with Michele Barro (Team Barni), in the 2019 Italian Superbike championship - his fourth consecutive championship win - a new bypass system has been added to their 2019 Through-Rod system for improved fluid dynamics - delivering a "more homogeneous and progressive damping". The new piston also further improves the sensitivity of the damping cycle and the feedback that the cartridge gets from the tyre, giving the rider even more safety and feeling in the front axle. The introduction of new bushings and an updated sealing system is said to ensure maximum

smoothness and reliability in all driving conditions. Described as the result of over ten years of development by its in-house R&D department, Pirro Mupo's Through-Rod Technology has been tested, among others, by Alex Barros in Brazil and in a number of leading and demanding series and race environments in other countries.

Leonardo Borghi, Mupo's Director of International Sales, told IDN: "So far the results and feedback have been fantastic - everyone who has tried the CSP30 has immediately changed over to it from whichever suspension cartridge they were using before, and the opinion of racers is that it is the most advanced front suspension technology on the market. We expect the same positive response to our newly developed CSP30-R."

Through-Rod Technology is defined by the innovative way the piston rod operates - entering and exiting the body of the cartridge at the same time, avoiding gas pressure imbalances and limiting oil dilatation.

"The compression and rebound damping are completely independent. This, together with the spring preload adjustment in both legs, makes finding the perfect set-up simple, fast and intuitive." Founded in 1993, 100% of Mupo's production is carried out at its 650 sq m headquarters at Castel Guelfo di Bologna - in the heart of Italy's famed 'Motor Valley' - and is backed by the resources of the Roberto Nuti Group - a five-company industrial group founded in the early 1960s that specialises in the production of suspension products of all kinds -



from industrial vehicles, such as trucks, trailers and buses, to motorcycles and scooters.

MUPO S.R.L
Bologna, ITALY
Tel: +39 0542 671860
info@mupo.it
www.mupo.it

WRS shows versatility with Africa Twin screen

Although not able to indulge the company's passion for racing during the lockdown, Pesaro, Italy based screen manufacturer WRS hasn't been asleep.

The rapid success it has enjoyed since being founded by CEO Nicolas Zavoli in 2009 has been driven in no small part by technical partnerships and sponsorships with major teams such as Pramac Racing (Ducati MotoGP), BMW Motorrad official team (WorldSBK), Team SIC 58 Squadra Corse (Moto3) and Reale Avintia Racing Team with Johann Zarco and Tito Rabat.

The company has invested heavily in cutting-edge technologies, creating a dedicated design team and a production department with a reputation for precision and quality. "We combine new technologies for design and development with the use of certified materials with the best parameters of resistance and transparency," says Nicolas.

"All our products are designed with the utmost attention to detail and checked one by one to give our clients a product of the highest quality with



100% 'Made in Italy' precision." Made in high quality acrylic (Plexiglas PMMA) to guarantee excellent "transmittance" (ability to pass the light) and correct optical clarity, "they are safe and on impact can absorb the energy by breaking, but not shattering like glass - our designs are so finely tuned that whether a high or a low design, we gain optimum protection from wind and rain - the basis of our designs have a more dynamic line that protects most of the body from the air, but leaves the face uncovered".

Proof that the lockdown hasn't been a slowdown for Nicolas and his team comes in the form of new screen designs for the Africa Twin - four applications for the 1100 L and four for the Adventure.



WRS SRL
Tavullia (PU), ITALY
Tel: +39 0541 1797778
www.wrs.it



'Scirocco' jacket

'Scirocco', a new short jacket from Hevik, is designed to cope with high temperatures and humidity. It has large areas of breathable mesh, but still provides ample protection.

The outside polyester fabric has large mesh areas on the chest, the back and inner sections of the sleeves that keep the body ventilated. Safety is provided by the standard CE protectors on shoulders and elbows and the back protector pocket (the Hevik HFB protector level 2). Further features include a Neoprene collar trim with comfortable button fastening, a jacket-trouser fastening system, strap adjustments at the wrists and reflective inserts on the shoulders. Front closure is by zip and there are five pockets. It is available in separate cuts for men and women. The jacket is available in various colourways, black/neon yellow, grey/neon yellow and black for men, and in black/neon yellow and grey/pink and black for women.

The garment is certified according to harmonised prEN 17092-4:2018 class "A".



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PBR - 'Black & Gold' sprocket and EK chain kits



Italian transmission specialist PBR (near Bologna) sells all three of the key transmission components - the ones subjected to the greatest stress and wear - the front and rear sprockets and, of course, the chain.

One of its great successes has been with the application-tuned matched kits they offer dealers and, seen here, is a new for 2020 street transmission kit, the 'Black & Gold', which is said to include the best of all three components.

The 'Black & Gold' EK QX-Ring SRX2 offers "exceptional on-road performance and is EK Enuma's top model. The Japanese manufacturer's brand is a guarantee of quality and reliability and has been known for decades for its quality and cutting-edge transmission chain manufacturing



technology.

"EK Enuma chain holds many of the most important patents in the motorcycle chain market and the Quadra X-Ring technology reduces friction while significantly increasing the transmission contact duration - not an easy combination to achieve.

"The lightened plates improve performance and the 'Black & Gold' bi-colour format is recognised worldwide as a quality hallmark."

The anti-corrosion black PBR C45T rear sprocket is precision-manufactured in zinc-coated carbon steel and is PBR's top rear sprocket for street, naked and touring motorcycles, developed in collaboration with several leading MotoGP and Superbike teams.

High-frequency induction hardening makes the sprocket teeth very strong and ensures the optimum chain contact endurance - the duration is guaranteed for over 25,000 km if the correct maintenance is carried out after each 1,000 km. PBR says that its duration is 300% greater than normal (not tempered) rear sprockets.

Finally, completing the kit, the RSS front sprocket (Rubber Sprocket System) is manufactured in tempered steel with an extremely high-strength rubber insert for "extraordinary fluidity and quietness".

"The rubber lasts a very long time, and the strength and quality of the material used prevent the problems sometimes encountered with the glue when lower grade materials are used, preserving the same consistent performance and reliability during its extensive lifetime even after many thousands of kilometres."

The PBR 'Black & Gold' kit is available for all sport, street and Enduro/off-road



motorcycles of middleweight and large capacity.

Founded in 1969, PBR says it was the first specialist (rear and front) motorcycle sprocket manufacturer in Italy, specialising in very short lead-time production with applications for more than 3,368 models in its catalogue, with nearly 10,000 items in stock and ready to ship at any time. With more than 50 years of product testing and a long series of world championships won in Motocross, MotoGP, Superbike and SuperSport, PBR's race pedigree goes deep, developing a new kit with a special 428 chain pitch and creating a new rear sprocket in titanium for its MotoGP teams. "It's not only about racing though," says PBR. "The 'trickle down' has meant a leading position among transmission component suppliers for street and off-road riders worldwide and OEM sprocket contracts with many leading OEMs, including KTM, Husqvarna, Aprilia, Piaggio, MV Agusta, Fantic and Sherco."

PBR SPROCKETS
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Spyke 2020 collection

Established in 1978 by the Bizotto family, Spyke continues to build on its racing pedigree in 2020, having sponsored top MotoGP riders including Capirossi, Barros, Kenny Roberts Jr., Romboni, Dovizioso, Locatelli, Slight and Bayliss.

The racing/sport riding line 4Race is for the most demanding riders, featuring detachable lining and a "great design and fit". The 'Aragon Race' is a mix of water repellent 0.9/1 mm kangaroo and 1.2/1.3 mm cow's leather with X-STRETCH fabric on shoulders, arms and sides as well as accordion panels at the elbows, knees and back. There is a pocket for a hydropack, removable inner poly-mesh lining with stretch zones, internal hip protector pockets, a sweat-absorbing Neoprene collar, a racing back hump for improved aerodynamic performance, perforated leather panels for air ventilation, antishock side paddings and racing shaped sleeves. Further features include CE approved PN-EN-1621-1:2012 protectors on shoulders, elbows and knees as well as a pocket for a new CE level 2 soft back protector.

Colourways include black, black/white fluored, black/white fluoyellow and black/fluored.

Also seen here, the



new Spyke 'Equator Dry Tecno' is a 2 in 1 jacket made of polyester 600D. It has separately wearable, breathable, 15000 waterproof, polyester fabric connected with softshell as the thermal lining. The good looking second layer can also be worn off the bike. The versatile, multi-vent jacket design comes as a set with pants. Available in grey/anthracite/ fluoyellow and black/anthracite/fluoyellow. Women's fitments are also available.

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Tiger 4-TRACK and Hypermotard EVOXTREME

Recent product releases from Bologna based performance exhaust manufacturer HP Corse include new applications for the '18-'19 Triumph Tiger 1200 family and for the Ducati Hypermotard 950.

For the three-cylinder Tiger 1200 XR (road) and XC (dual purpose/crossover), HP Corse has an updated 4-TRACK exhaust application in Titanium, Satin Steel and Black Steel materials.

"It features strong but slender styling for an aesthetic-enhancing redesign of the rear, one that also delivers enhanced handling and sound," according to HP Corse owner Andrea Pivanti.

Extensively bench and road/off-road tested, the 4-TRACK for the Triumph is said to deliver "miles and miles of performance and reliability, performance boosting reduced weight, especially at low and mid-range rpm".

Features of the Euro 4 approved design include a stylish octagonal end cap with weld-free, hydroformed outlet and carbon heat shield with laser-engraved logo.



4-TRACK exhaust application in Titanium, Satin Steel and Black Steel for Tiger 1200 XR and XC

For the 114 hp 950 cc Testastretta engine Hypermotard, HP Corse has an update of its clean but aggressively styled double EVOXTREME exhaust – "adding aggression and malice to Ducati's styling," says Andrea.

"The irregular shape of the silencer body narrows towards the weld-free head pipe fitting. The end cap is in carbon fibre with a 'cut' profile where it attaches to the silencer body." The exhaust is available in titanium, satin steel and black steel.

"Developed in our Bologna R&D centre and bench then



EVOXTREME for Hypermotard 950

track tested, EVOXTREME is designed to enhance the aesthetic features and power of the Hypermotard 950, delivering torque and horsepower gains, especially at low and mid-range rpm."

Euro 4 approved, on the Ducati Hypermotard 950 the EVOXTREME exhaust is available as a "double" muffler in the 260 mm HP Corse short version.

HP CORSE
Bologna, ITALY
commerciale@hpcorse.com
info@hpcorse.com
www.hpcorse.com



Ducati V4 S/R clutch upgrade kit

Italian clutch specialist Surfex has always been internationally respected for its research, innovation and use and development of advanced raw materials and designs that deliver reliability and increased clutch performance and precision with reduced clutch lever effort.

Their historically impressive investments in R&D and state-of-the-art production technology continues to this day "and are a fundamental part of the Surfex DNA - reflected in every product we sell".

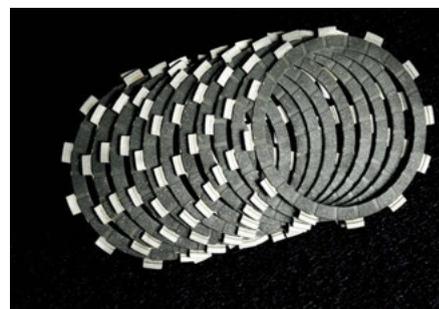
Their new clutch disc kit for the Ducati V4 was "born from this company philosophy - it is a synthesis of all seventy years of experience [Surfex was founded in 1950] in the production of OEM and aftermarket clutch units and friction materials.

"This new Surfex kit for the V4 S/R is defined by high

performance features, design and materials to meet the needs of those looking for a reliable and safe performance clutch that will always operate at peak efficiency." Fully interchangeable with the original unit for a modification-free installation, the kit has 11 trimmed discs with an Ergal metal core (7075-651 heat treated zinc/aluminium alloy).

The friction area coating is a Surfex and application-specific friction material formula containing fibres and advanced organic resins.

The friction material is said to guarantee excellent resistance to high temperatures and abrasion, better performance of the clutch, and streamlining of the clutch engagement for optimum reliability, durability and power transmission, even under heavy-duty and high-performance use.



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Performance Technology adjustable levers



Founded by Nicholas Bragagnolo in 1999, Performance Technology specialises in high-tech, ergonomically advanced component solutions that have been born out of many decades of motorcycle manufacturer and parts brand experience with leading players such as Aprilia, Honda, Yamaha, Triumph, Aprilia, Öhlins, Brembo and Magneti Marelli.

Bragagnolo's vision for Performance Technology was blank-sheet design that was governed simply by design and materials best practice rather than the design, budget and production constraints of a motorcycle manufacturer - a purity of purpose that would result in uncompromised product excellence.

Seen here are two new advanced plug-and-play PT branded Evo Ultimate adjustable handlebar lever designs for the new Honda 2020 CBR 1000 RR-R Fireblade SP and 2006 - 2020 Suzuki GSR-R 1000, including the 2015 - 2020 naked and 2019 - 2020 Katana - where handlebar levers are concerned, motorcycles that place a premium on precision, feel and feedback.

Manufactured in Ergal (7075

zinc/aluminium alloy - known for its durability, ductility and high strength) with hard oxide surface treatment, the red pivot adjustment points offer the rider the opportunity to tune the feel and response of the brake lever action based on road and tyre conditions and riding preferences from a more aggressive style to more modulated braking for wet conditions and poor road surfaces.

The newly designed stainless steel long-life pivot that is integrated into the lever gives the rider greater grip. Special sliding bearings provide safety in the event of impact with the lever rising, avoiding damage to the master cylinder with interchangeable colour accented tips, allowing the length of the lever to be shortened or lengthened for improved ergonomics and braking operation safety. The kit includes the pair of levers - brake and clutch.

All Performance Technology products are designed and manufactured by the company in Italy, and since 2008 PT has been a 'sister company' to Bologna based Ducabike, the respected Ducati performance parts manufacturer, under the ownership of Claudio Gandolfi (Officina Gandolfi Srl).

PERFORMANCE TECHNOLOGY
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Renntec accessories for Kawasaki Z900RS



British accessory manufacturer Renntec has new lines available for the Kawasaki Z900RS including a luggage carrier, grab rail, stainless steel radiator shield and engine bars.

Renntec luggage racks are compatible with a wide variety of soft luggage options including tail packs, roll bags and more; they also incorporate a built-in pillion grab rail.

The grab rails, engine bars and carriers are manufactured from 19 mm tubing, are fully MIG welded in jigs and then finished in a durable polyester powdercoat.

The model-specific radiator shield design is described



as a "stylish, practical accessory, laser-cut and finished in stainless steel".

Each product is designed and manufactured in the UK, includes a full fitting kit and detailed instructions and is specifically designed to fit the model, without needing modifications, so all installs are fully reversible.

RENNTec
Dorset, UK
Tel: +44 (0)1202 826722
info@renntec.co.uk
www.renntec.com

Armadillo head pipe guards for 4-strokes



Portuguese Off-Road, MX and Enduro plastic parts specialist Polisport's Armadillo head pipe guard has been a major success in the 2-stroke market for several years, so the company has now developed a new version especially for 4-stroke bikes.

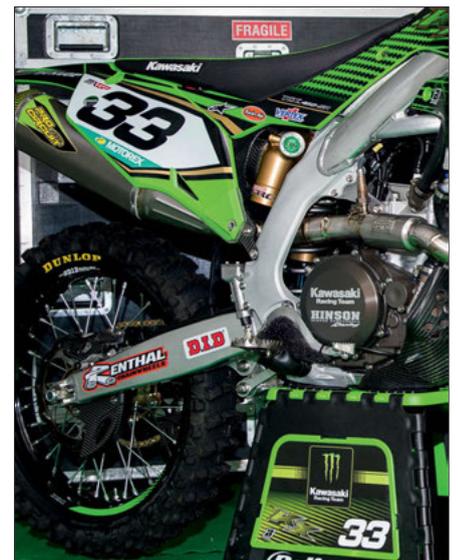
The Armadillo head pipe guard will protect against small impacts and rocks. This new protection is available in two different sizes (22 cm/8.6 in and 40 cm/15.7 in) and is a blend of stainless steel and silicone, providing protection while reducing vibrations and noises.

The Armadillo for the 4-stroke is easily installed, will resist the high temperatures of the head pipe and is available in all OEM colours.

Also seen here, Polisport's new graphic guard protector is a translucent plastic design that mounts on the side panels to avoid graphics from peeling away easily - it eliminates direct contact between the boot and the graphics, increasing the graphics' lifespan.

They are made in highly resistant, durable and abrasion resistant plastic, are easy to install with a 1-point mount and available for selected Yamaha, Kawasaki, Honda, KTM and Husqvarna models.

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



VStream for 2019-20 Honda CB500X



Maywood, Illinois based windscreen specialist National Cycle has a new VStream windscreen design for the updated and redesigned Honda CB500X. Available in three different sizes and tints to "ensure a perfect windscreen for almost every rider size or riding preference. All will offer improved wind protection and riding comfort compared to 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 peaceful, quieter riding environment.

These windscreens are made from tough 3.0 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'. VStream Windscreens are easy to install and protected by a 3-year warranty against breakage."

National Cycle also has new VStream windshields for the "stylish and capable" BMW C400X. They are available in three sizes for "weather that's warm or cold and for riding that's spirited or sedate".

NATIONAL CYCLE INC.
Maywood, Illinois, USA
Tel: +1 708 343 0400
sales@nationalcycle.com
www.nationalcycle.com

VStream for the Honda CB500X, from left: Dark Tint Sport, Light Tint Sport, Light Tint Sport-Tour, Clear Touring



KYB by Technical Touch for Sherco



Belgian specialist Technical Touch is a well-known name in the MX world and has its roots going back nearly 30 years. Founded in 1992 by Jan Berthels in Mol, Belgium, what started as a one-man business quite quickly established a unique place in the European motorcycle suspension industry, becoming the exclusive worldwide importer of KYB motorcycle genuine and spare parts. Besides its own service centre with in-house technicians, Technical Touch provides the official KYB Racing Service for factory KYB teams and teams who rely on their own



branded KYB Factory Kit suspension in the MXGP, MX2 and EMX series. With more than two decades of experience in distributing OEM spare parts, assembling and designing Factory Kit suspension and providing the official racing service, a year ago Technical Touch took a big next step. The 'KYB by Technical Touch' logo was spotted on the factory Enduro range of Sherco. To offer all Sherco riders the possibility to increase their suspension experience, Technical Touch also developed KYB Factory Kit suspension for all recent Sherco Enduro and X-Country bikes, even the ones currently equipped with the OEM WP suspension. The KYB Factory



Kit spring fork with air-oil separated closed cartridge design is well known in the MX world for its precise damping set-up and adjustability.

For the competitive Enduro rider, the forks have been adapted with a new performance base valve and custom mid-speed valve set-up. A set of aluminium spring perches with larger holes complete the package and give the forks a softer feel mid-stroke and make it more comfortable and predictable.

The KYB Factory Kit shock features a Kashima coated shock body and DLC coated piston rod (Diamond Like Coating) for minimal friction and increased surface hardness to survive those extreme Enduro conditions.

An X-Trig preload adjuster has been added to make easier adjustments in between stages.

Every Factory Kit suspension comes tailor-made to the weight, ability and desired characteristics of the rider.

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Vertex off-road sprockets



Italian piston and performance kit specialist Vertex has developed a range of front and rear sprockets, made in Europe and developed with the collaboration of the leading official factory MX and Enduro teams.

Three rear sprockets are available, all personalised with the exclusive Vertex design and fully CNC-machined to guarantee excellent durability. The Steel line is made in C45 steel with induction hardened teeth for higher resistance and less wear, with a lightweight core, black anti-oxide plating and mud grooves around the diameter. The Alu line is made in 7075 T6 alloy with self-cleaning mud grooves between each tooth to prevent dirt build-up, new teeth design to improve chain engagement and extend chain life, and is available in various colours.

The Duo line is a bi-metal sprocket made with C45 steel with induction hardened teeth and 7075 T6 alloy core developed with the intent of extending the sprocket and chain lifetime. It is available in different colours.

Vertex is offering two front sprocket options, both precision CNC-machined from 16CrNi4 special steel and available in black. The basic model K and the KC version are equipped with lightening holes that have been carefully designed to not compromise reliability.

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info@vertexpistons.com
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Fulbat extends Gel high-performance range

Belgium based Fulbat is an important vendor in the battery business in Europe and worldwide for both OEM and replacement batteries.

With new international regulations and the ever-increasing limitations governing acid handling and shipping, Fulbat has invested in new technology and tooling to provide its network with a complete range of motorcycle batteries with sealed, ready to use and pre-charged batteries.

The company's new Gel range is said to already cover 85% of motorcycle, ATV, UTV, snowmobile and watercraft applications and should reach 95% by the end of 2021.

"For us, it was obvious that we had to offer a complete Gel range as acid battery regulations continued to tighten. Gel batteries are really the best solution for dealers and end users as they take away the increasingly unpopular complexities of dealing with acid fill technology.

"We maintain, recharge and control all our batteries in our Mouscron, Belgian warehouse before shipment to ensure the right performance of the product.

"In parallel, we also offer a complete range of chargers and testers for our distributors and dealers so they can recharge and control batteries before selling."

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'Weightless' luggage solutions



This new lightweight line of semi-rigid cases includes a pair of side cases and a top case, using the Monokey attachment system. The secret of the 'Weightless' cases lies in the material used, ABS, a mix of lightness and rigidity, worked through a thermoforming process, which gives the bags full load capacity. The aerodynamic design "contributes to improving the performance, making them particularly suitable for sports and naked bikes".

The side cases WL900 are sold in pairs, have an internal capacity of 25 litres each and are compatible with various tubular luggage racks. Features include a soft touch interior lining, mesh pocket, elastic bands for securing the load and handle.

The cases have diamond texture of the outer shell and a logo on a silver chrome-plated injection badge. The WL900s are secured to the frame by Security Lock. Opening and closing of the cases is with a sturdy zip that runs centrally; sliders with a combination lock are integrated as standard. Dimensions are 491 x 360 x 247 mm. Maximum load (excluding the case weight) is 5 kg.

The top case WL901 can be expanded from 29 to 34 litres, enough to hold a modular helmet, by opening the accordion hinge, which hides a 600D polyester fabric extension. Compatible with all Monokey plates, the WL901 opens and closes like the side cases and it also has a carrying handle. Dimensions are 46 x 266 x 293 x 386 mm and the maximum load is also 5 kg. Available in black only.



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INTERNATIONAL DEALER NEWS

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

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NEWS BRIEFS



Internationally recognised German BMW parts and accessory specialist Wunderlich was Motorrad Magazine readers' choice as Best Brand in the "Accessories/Conversions" category.



In the United States, chain manufacturer D.I.D is to sponsor the MotoAmerica Mini Cup by Motul, the youth oriented racing series, in 2020. "The D.I.D brand has long been known for its exceptional performance and quality. All D.I.D chains are engineer-developed and manufactured in Kaga, Ishikawa prefecture, Japan, by skilled technicians whose goal of perfection is to provide outstanding performance chains for all riders," said Clay Solise of D.I.D North America. "Progressing the sport by being an encouragement to younger riders is exactly what we're all about."



Swedish off-road, motocross and ADV/Enduro spoke set specialist Cross Center reports strong importer and dealer demand from all around the world in recent months through its award-winning website. The company has just added its 600th spoke set - 50-0600 spoke set for KX 250/450 18" 74-76, rear 9G/275-36 - made in Sweden by Cross Center using top grade Swedish steel. The company also recently added spoke sets for 17" and 18" applications on the Bonneville T 120 18" 2016 and up.

India's TVS buys Norton Motorcycles' assets

India's TVS Motor Company has emerged as the buyer of Norton Motorcycles - or at least of the brand, design IP and viable current models.

In an all-cash deal of around €18m (GB£16m/\$20m), the assets have been acquired from Norton Motorcycles (U.K.) Limited (in administration) through one of TVS Motor's overseas subsidiaries.

Norton went bankrupt in January after several months of becoming increasingly "creative" (and desperate) in its attempts to secure additional funding. Indeed, even when the brand was originally acquired from Kenny Dreer in 2008, it was alleged that the approx. \$1.5m that then new owner Stuart Garner used to fund the deal was the proceeds of a tax fraud.

There had been widespread industry scepticism about the financial and strategic stability of the project to revive the brand in Britain under Garner's ownership ever since - with reports of embezzled customer deposits and dealer inventory full pre-payments with no bike deliveries, pension funds fraud and repeated misuse of public monies raised from naïve politicians and overly optimistic, poorly informed government sponsored seed corn funding schemes.

Throughout Garner's 12-year ownership of the Norton brand and his efforts to build motorcycles in a former airline call-center office behind Donington Hall in Derbyshire, England, it had often felt like Norton was a place where fiscal rectitude and 'due diligence' went to die.

In January 2020, after a flurry of failed efforts to raise cash in 2019, Garner inked an apparent firestorm sale of



Norton Commando 961 cc engine design rights and tooling to Chinese scooter and engine designer and manufacturer Jinlang Science and Technology Co., Ltd - its scooters sell under the Jinlang and Ariic brand names.

Additionally, Jinlang also

Licence" deal in 2017.

That deal involved a Ricardo 650 cc engine design that had, apparently, theoretically, been slated to power two additional new middleweight models that Garner intended to build under a comeback for the Norton Atlas name - last seen when the air-



Sudarshan Venu, Joint Managing Director, TVS Motor Company: "This is a momentous time for us at TVS Motor Company. Norton is an iconic British brand celebrated across the world and presents us with an immense opportunity to scale globally."

manufactures some ATV engines for Polaris and supplies parts for other companies, including Zongshen, with whom Garner signed a "Design and



John Russell, former VP and Managing Director of Harley-Davidson Europe (1998-2007), has been hired by TVS as interim CEO for their newly acquired Norton subsidiary.

cooled Atlas 750 was replaced by the Commando in 1968.

However, in 2018 Norton showed two

Continues on page 18 >>>

Sources: AMD, IDN, FT, Reuters, PSB, MPN, B&B, BDN, MCN, AP, Bloomberg, MINW, electricmotorcycles.news

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