

# INTERNATIONAL DEALER NEWS

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**AUG/SEPT '20**  
**ISSUE #156**

**STATZONE 6-7** 

## KTM owner climbing every mountain in market defying drive for sustainable growth

**K**TM, Husqvarna and GASGAS owner PIERER Mobility AG has reported encouraging results for the first half year of 2020, especially in the context of the Covid lockdown.

Sales of motorcycles and e-bikes were 124,682 units (compared to 135,711 in the first six months of 2019) and the company is reporting early completion of its 100% takeover of Girona, Spain based GASGAS, an increase in production capacity at its Austria headquarters and staff growth with 170 employees added as it experiences a "boom in global two-wheeler demand".

Over 70,171 KTM, Husqvarna and GASGAS motorcycles were sold, with 34,351 Husqvarna and R Raymon branded e-bikes sold. "This corresponds to an increase of +1.3% compared to the previous year. In addition, our Indian partner Bajaj sold 20,160 motorcycles (previous year: 32,539) under the KTM and

Husqvarna brands in its markets hard hit by Corona in the first six months." Due to the Corona-related two-month interruption of production, PIERER Mobility AG says it expects sales of €600m (first half 2019: €754.9m), but still made money in the first six months of 2020 despite the decline in sales revenue (EBIT was € 1.7m,



compared to €46.6m in the first half of 2019).

"After the two-month lockdown, the two-wheeler trade experienced a boom due to an apparent change in mobility behaviour - this was reflected in the double-digit growth rates in registrations in both the motorcycle and e-bicycle sectors.

"The motorcycle market developed surprisingly strongly, particularly in North America (+20%) and Australia (+39%). Globally, our motorcycle registrations rose by around +4 percent in the first half of the year, despite the Corona lockdown - with the KTM and Husqvarna brands able to achieve high market share gains.

"In order to be able to cover the increasing demand for two-wheelers and the necessary increase in production capacity, 170 additional employees have been hired for the Austrian facilities since the beginning of June 2020. Our worldwide headcount is now more than 4,400 employees."

The PIERER Mobility Group has now acquired 100% of the shares in global trials market leader GASGAS Motorcycles GmbH, ahead of time, positioning GASGAS as the third Group brand in the off-road motorcycle sector for ambitious CEO Stefan Pierer. The brand fit for the

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### RST AIRBAGS



### PIAGGIO



**PIAGGIO -26.5% YTD**

### YAMAHA



**YAMAHA -6.8% Q1**

### FULLSIX

CARBON POWERED SHAPES

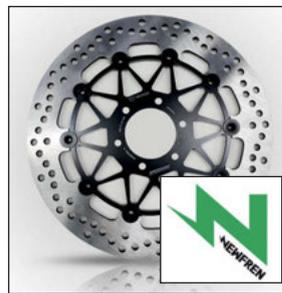


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PRINT BY WARNER'S MIDLANDS  
BOURNE, LINCOLNSHIRE, GB

**ISSN 1354-4047**

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**Comment ..... 4**

The market "bounce" since the world emerged from peak lockdown has been remarkable, but Robin Bradley asks "is it sustainable"?



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Barcelona based accessory specialist Puig's makeover options for the Kawasaki Z650/900.



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PRODUCT OF ITALY

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# Yes - but is it sustainable?

**N**ow, like any generalisation, it is just exactly that - an averaging of a lot of different reports and perspectives, from a lot of different markets, both in geographic and sector terms.

However, the overwhelming number of businesses I have spoken with over the two months since we published the last edition of IDN are reporting that they are doing well!

I have also spoken with some who aren't, and some who are hearing the reports from elsewhere in the market, but wondering when their share of the counter-intuitive bonanza is going to come their way, but overall (on both sides of the Atlantic), most vendors and distributors are busy, and many, if not quite most motorcycle shops, are also doing well.

They are certainly doing better than anybody thought would be the case when asked back in March.

From manufacturers (BMW and KTM in particular), through to the market's importers and distributors to multi-line and aftermarket independents, from hard parts, performance items to gear and apparel, some of the reports I have been hearing are breathtaking.

Depending on their brand, some of the single-line dealerships are not doing as well as others, and there is no question that there is a premium of Urban Mobility - from Pedelecs, eScooters and eBikes to inexpensive small displacement imports, Enduro machines and ADV models, especially the increasing number of smaller cc offerings such as the Ténéré 700.

The fear of contagion on overcrowded public transport systems and the nightmare that is downtown parking are driving commuters (especially) to embrace PTWs of all kinds for environmental, cost, and convenience reasons, as well as pandemic motives.

Long may it continue - but will it? Is this 'bubble' sustainable? Or is a so-called second wave, or the realisation that we never actually really came out of the first one, going to make this an entirely time-limited phenomena?

Maybe those who are pointing to decisive, epochal strategic and structural changes of how we live and work, how we balance the two, where we work, how we work and how we invest in family and leisure time are onto something. That there is fundamental social change in play? Actually, as I observe the world and weigh these times against humanity's past, I'd say such prognostications are overly optimistic at best, and in all likelihood downright wrong.

The fundamentals of human nature have never changed, and they never will - indeed, we don't want them to. The very evolution of the species and development of the so-called 'civil' society we are all a part of in the 21st century depended on those fundamentals to get where we are, and we will continue to depend on them as future generations continue the generally fruitless task of trying to square circles.

Whilst everything changes, nothing changes - and we need that too!

The threats that the orthodox motorcycle industry faces were there before the coronavirus escaped a Wuhan meat market, or wherever and however it did get its passport, and those threats (are they really opportunities?) aren't going to

be changed by how we succeed or fail in response to a public health emergency. Personally, I think that the motorcycle market is in for a 'Covid Legacy' - and (mostly) a good one.

Even if the present frenzy for new and used motorcycles and powersports vehicles of all kinds is a short-lived boom, even if it does run out of steam and the pent up and latent demand is satisfied, there are plenty of signals to suggest that a lot of people will sustain their new found 'Two Wheels Good' mantra into the medium and long-term.

And do so in sufficient numbers for us to not only make back the lost 2020 sales but, on a two to three year timescale, see ourselves (at worst) level with where the growth since 2016 suggests we should be by then. Indeed, it could well be that we are not just ahead of the better than initially anticipated result we got in 2019, not just better than the excellent market response to PTWs we saw in January and February this year.

In fact there is every chance that some 36 months from now we could find ourselves decisively ahead of where we might otherwise have been, and the exposure to the environment and health friendly virtues of (especially) urban riding may well give us a decade to remember.

At the very least it could and should put us in a way better position to transition the bans on internal combustion engines that will start biting towards the end of the decade.

For me, two of the key signals are that the spending is primarily on new (and pre-owned) bikes, and on service items. The sales of 'units' suggest that there will be miles being ridden. Anything that is good for the 'Bike Park' is good for all of us. The servicing being done also speaks to

commuting miles, rather than leisure riding.

In most recessions, downturns, depressions, melt downs (use your word of choice), money is so short that people can't buy. The kind of sums of 'helicopter' money that governments have been sprinkling around their markets may sound impressive, but they are not. In fact, in the EU, and in Eurozone markets in particular, relative to the gravity of economic damage that will emerge in 2021, the kind of sums of money that EU member states have been haggling over have been embarrassingly, pitifully small. There will be casualties, and there is a tsunami of unemployment headed our way.

However, if a reasonable proportion of commuter, have-to-get-to-work spend heads our way, then maybe the PTW industry will emerge as winner. Maybe the arguments for a future in which PTWs really are acknowledged, accepted, promoted and imbedded as part of the solution are finally about to mature into balance sheet drivers.

“ the next IDN edition is a "No Show" Special ”



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# Spain: June motorcycle registrations +13.03%

Having been -94.43% for April (841 units) and -43.68% for May (10,152 units), the latest new motorcycle registration numbers from ANESDOR, the motorcycle industry trade association in Spain, show dramatically continuing signs of improvement.

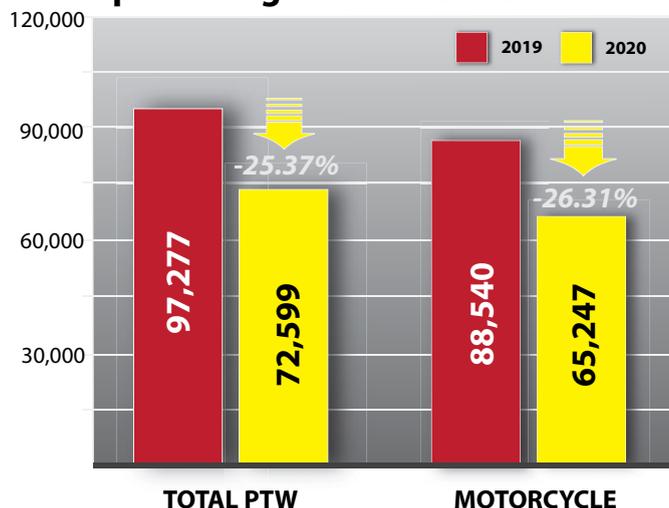
Total new motorcycle registrations in June were up by +13.03% (compared to June 2019) at 21,057 new units and are now running at 'just' -26.31% for the YTD (65,247 units, compared to 88,540 for the same period last year).

Like most of Europe, after a good start to the year in January and February (+11.96% and +19.28% respectively) registrations in Spain fell off a cliff at -46.64%, -94.43% and -43.68% respectively in March, April and May.

Total PTW registrations for June were up by +10.08 (22,501 units), having been -43.85% in May at 10,972 units (compared to 19,542 units in May 2019). For the YTD, PTW registrations are -25.37% at 72,599 units. In Spain the best months for new registrations are generally May, June and July, which in 2019 accounted for some 62,000 of the annual total of 194,663 units (+12.17% from 173,545 units in 2018).

Following his participation in a transport industry-wide initiative in Spain that called for government help for the

## Spanish registrations Jan-June 2020



sector, Jose Maria Riano, General Secretary of ANESDOR, stated that "the commitment by the government to invest in the recovery of the Spanish automotive industry is very important for the sector." The Spanish government has confirmed that a system of grants (as opposed to loans) is being made available. Riano went on to say that "it is necessary that these grants are carried out efficiently. With regard to the two wheels sector specifically, this means that the measures should address the particular circumstances of the motorcycle market, which in many respects are quite different to those of passenger cars."

Speaking to the June numbers, Riano said "despite the economic crisis, in the scenario of the 'new normal', Spanish citizens are betting on personal light vehicles. The trend existed before COVID-19, and seeing it re-emerge allows us to be moderately optimistic for the future."

The Spanish government has included motorcycles (PTWs of all types) in its RENOVE 2020 plan - providing €5m in aid for the purchase of motorcycles (electric and road legal ICE) with a tax base price of less than €8,000.

Riano went on to say that "the inclusion of the motorcycle sector in RENOVE will contribute to recovering the

sector after the historic lows. In addition, this boost will provide support to promote more efficient, sustainable and safe vehicles. An important initiative factor considering that the average age of motorcycles in Spain is 16.4 years old."

The top selling motorcycle above 125 cc in Spain is the Kawasaki Z900 (1,546 units YTD); Honda remains market leader in total PTW terms (18.9% share, 12,354 units sold), with Yamaha second and Kymco third. The Yamaha NMAX 125 was the top selling model overall in Spain in June (961 units), and YTD the top seller so far is the Kymco Agility City 125 (2,630 units sold).



Jose Maria Riano, General Secretary of ANESDOR

# UK: motorcycle registrations +13.43% in June 2020

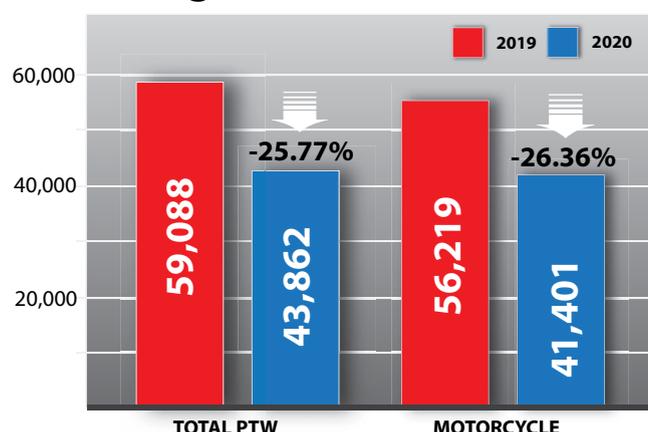
The latest data available from the MCIA, the motorcycle industry association in the UK, shows that having been -51.86% in May (4,965 units), -83.93% (1,467 units) in April and -22.19% in March (12,484 units), new motorcycle registrations in the UK were +13.43% in June 2020.

In a pattern that is emerging in all of Europe's major markets, the June data for the UK suggests a market recovery as lockdown eases and the benefits of PTWs as a transport solution become even more apparent than ever - especially for commuting and urban mobility.

In YTD motorcycle registration terms, the UK is now "only" running at -26.36% (41,401 units YTD compared to 56,219 last year). In total PTW terms

the UK was +14.58% in June (13,250 units in total) and is -25.77% YTD (43,862 units in total). Honda was market share leader in

## UK registrations Jan-June 2020



June, followed by Yamaha and Triumph. The top selling motorcycle above 125 cc was the Royal Enfield Interceptor 650, followed by the BMW R 1250 GS Adventure.

By way of context - motorcycle registrations in the UK grew slightly in 2019, +0.72% with 100,472 units sold. Many in the UK pointed to consumer confidence being low as a result of Brexit and general economic uncertainty in 2019 as the reasons why the UK motorcycle market didn't do as well as elsewhere in Europe last year. Along with Italy, France, Germany and Spain, the UK remains one of Europe's 'Big Five' markets (actually, the 5th largest), which between them account for over 80% of annual new registrations in Europe.

# Italy - June 2020 motorcycle registrations +54.99%

In statistical terms, when it comes to recovery rebounds, it doesn't bounce much higher than this!

After being -95.85% in April with just 526 new motorcycles registered in Europe's largest market, and "only"

being down by -11.35% in May (11,150 units), the latest new motorcycle registration statistics for June available from ANCMA, the motorcycle industry trade association in Italy (the owner of EICMA), make

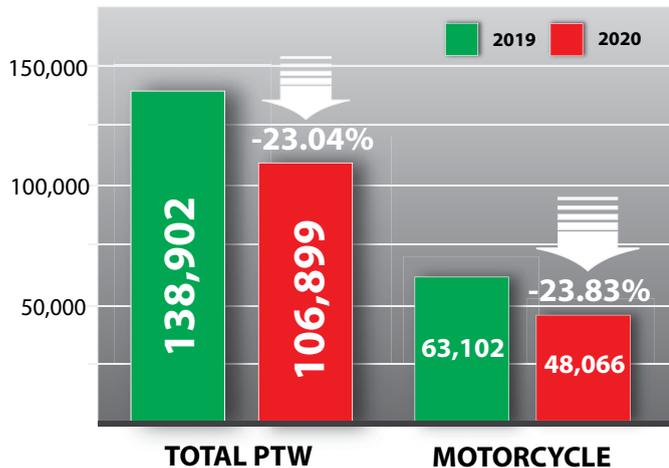
extraordinarily good reading.

June motorcycle registrations in Italy were +54.99% with 16,861 new motorcycles registered, putting the Italian market at a way better than expected total of "only" -23.83% (48,066 units) for the first half year. Italy is an important scooter and moped market, so total PTW registrations (of all displacements and styles) were +37.31% (39,078 units) for June and are running at -23.04% for the YTD.

The top selling motorcycles in Italy YTD have been the BMW R 1250 GS Enduro (1,870 units YTD), followed by the Honda Africa Twin (1,831 units), Benelli TRK 502/502X (1,525 units YTD), Yamaha Tracer 900 (1,331 units) and the Honda NC 750 X (1,258 units).

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

Italian registrations Jan-June 2020



## STAT ATTACK

**Switzerland:** MotoSuisse data shows total new motorcycle registrations racing back into positive territory at +84.30% (5,107 units) for June, with YTD registrations +7.70% at 17,555 units. In total PTW terms, the Swiss market was running at +19.29% in May and +64.40% in June and is up +3.11% (26,767 total units) for the YTD. Yamaha continues as motorcycle market share leader with 3,427 units sold YTD, with Kawasaki second (2,570) and Honda third (2,184).

**Poland:** The PZPM reports new motorcycle registrations at +22.82% in June (2,949 units), but still down for the YTD by -9.56% at 10,429 units (total new PTWs are -19.08% at 17,815 units). The total for motorcycles receiving their first Polish registration were -13.77% at 43,267 units, and PTWs -16.32% at 54,876 units.

**Sweden:** The McRF reports new motorcycle registrations doing well at +22.99% in June (1,755 units), and +8.12% for the YTD (8,267 units). Total new PTW registrations are +13.03% YTD at 16,702 units. McRF CEO Niklas Kristoffersson said that "the numbers clearly show that consumers are increasingly recognising the benefits of PTW use as an important transport solution."

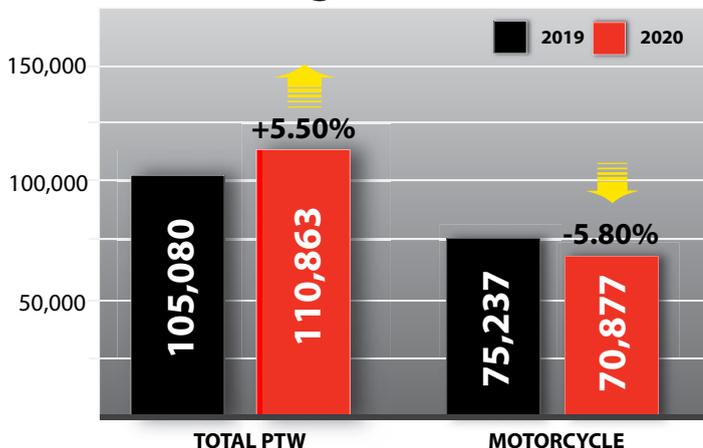
**Austria:** Arge2Rad data shows motorcycle registrations for the YTD are -12.86% (8,627 units), and PTW registrations -8.02% (22,842 units). Vespa is market share leader (3,898 units), followed by KTM and Honda.

**Japanese exports:** JAMA data shows a dismal picture for motorcycle exports to Europe, with May down -84.87% at just 1,285 units, and -9.39% (72,717 units) for the year to May after a positive start to the year. Motorcycle exports to the US are -39.15%/16,481 units YTD, and worldwide -19.22%/113,788. Total PTW exports were -80.55% (1,834) units to Europe in May, and -9.82%/74,789 units for the year to May. PTW exports to the US are -57.20% YTD (2,207 units) and worldwide -21.20% at 134,995 units.

# Germany: motorcycles +21.64% in June

Germany's apparently relentless march to market recovery continued in June with the latest data from the IVM, the motorcycle industry trade association in Germany, showing new model registrations +21.64% for the month (14,010 units) and now running at 'just' -5.80% for the YTD (70,877 units, compared to 75,237 units last year). In the context of 2020, the motorcycle registration statistics in Germany for 2020 so far have been remarkable. Having been +37.14% (4,446 units) in January and -3.98% in February (9,252 units), motorcycle registrations were -18.70% in March (16,581 units) and -28.14% (12,064 units) in April, but started to recover spectacularly in May (+6.33%/14,524 units), suggesting that demand hasn't gone away, with consumers buying when they judge the moment is right. Indeed, in total PTW terms, it

German registrations Jan-June



looks very much like the theory that the urban mobility and isolation messages that PTWs have in their favour are being taken up by commuters. Total PTW registrations in June in Germany were a massive +48.42% over June 2019 with 25,712 new models registered in total, putting the YTD up +5.50 at 110,863 units. In market share terms, BMW remains 'Top Dog' in its home market with a modestly reduced 22.68% share YTD (16,076 units sold and six

models in the top 20 best sellers in Germany YTD), followed by Kawasaki, Honda, KTM and Yamaha. The top selling model was BMW's R 1250 GS (5,400 units YTD), followed by the Kawasaki Z900 (Z650 in fourth), Yamaha MT-07 third and KTM 790 Duke, 390 Duke and 690 SMC in 5th, 6th and 7th spots. Last year saw the German motorcycle market grow by +4.38% to 113,039 units, with PTW sales growing by +6.53% to 165,311 units.

# NEWS BRIEFS



Originally scheduled for June, the 2020 iteration of the Biarritz, France based Wheels and Waves celebration of all things Moto Culture and associated Flat Track Racing and 'Punks Peak' Hill Climb has been cancelled for a second time. It had been rearranged for September 3 to 6 this year, but the organisers have now had to 'wave the white flag of surrender' and hope to be able to stage a 10th Edition in June 2021.

Brembo, both directly and through its parent company Nuova FourB, has completed the acquisition of a "long-term" 4.99% stake in Milan based tyre maker Pirelli S.p.A. Taken over by China in 2015, a 2017 IPO saw 40% of Pirelli's equity refloated on the Milan Bourse. Brembo revenues for the first half of 2020 amounted to €951.1m (-28.2%) at an EBITDA margin of 15.1%/€143.3m; EBIT margin was 4.1%/€38.8m. Net investments for the period amounted to €73.4m; net financial debt was €597.5m.

Along with Q2 fiscals that were every bit as bad as was to be expected, Harley-Davidson (now with German Jochen Zeitz at the helm - ex Puma, Kering, Gucci, YSL etc.) has announced that it will go ahead with its entry into the ADV market in 2021 with the 145 bhp, 1,250 cc liquid-cooled 'Revolution Max' 60 degree V-twin engine 'Pan America'. However, the planned 'Bronx' streetfighter that was supposed to be launched at the same time on a 975 cc version of the same engine appears to have been dropped, as new CEO Zeitz seeks to rationalise the confusing and duplicatory H-D model range by some 30 percent.

**<<< Continued from cover**

Group is irresistible, with the sporty GASGAS range sitting perfectly as a beginner pathway between the high-end of the e-mountain bike sector and the Husqvarna and KTM Enduro, off-road, MX, ADV and, ultimately, street ranges.

The Group says it expects sales to increase to more than €800m in the second half of 2020 and significantly higher than for the second half of 2019 (€765.3m). Annual sales for 2020 are expected to exceed €1,400m (FY 2019: €1,520.1m). The e-bike division will already contribute sales of more than €110m.

The company says that "as a pioneer in electromobility for two-wheelers in the low-voltage range (48 volt), the Group and its strategic partner Bajaj have the prerequisites to assume a leading global role.

"With the take-over of the electric bicycle business from PEXCO, the Group took a next step into the 2-wheel electromobility segment. E-bicycle activities will continue to be promoted under the brands Husqvarna e-bicycles and R Raymon in order to participate in the growth of the e-bicycle segment and to become



PIERER Mobility AG Chairman Stefan Pierer has evolved a masterful 21st century recreation and urban mobility brand strategy.



a major international player there. "Thanks to our innovative strength, we see ourselves as the technology leader in the two-wheeler sector in Europe, and the partnership with Bajaj, India's second largest motorcycle manufacturer, strengthens competitiveness in global markets." The equally ambitious Bajaj will soon be starting to sell small and mid-displacement Triumph models in India and worldwide through Triumph and Bajaj outlets as the TVS acquisition of Norton, and Mahindra Mahindra's 100% ownership of the BSA and Jawa brands (and Peugeot Motorcycles in France), point to an Indian manufacturer scramble to keep up with the pace being set by Eicher Motors on the global stage with their new, all conquering Royal Enfield 650 cc parallel twins.



The 2021 KTM 300 EXC TPI (Transfer Port Injection) 2 stroke - one of eight 2021 EXC 2 and 4 stroke models and special editions that sees the range from 150 right up to 500 cc.

The updated KTM 450 Rally Replica - a 'good-to-go' 139 kg, 450 cc fuel injected single race bike with a single overhead cam and WP XACT PRO closed cartridge, cone valve front suspension system.



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# INTERMOT postponed to 2022

Koelnmesse, the international exhibition centre at Cologne, Germany (that organises the biennial INTERMOT expo for the German motorcycle trade association/IVM), has announced that it has had to cancel this year's planned INTERMOT expo in October.

Koelnmesse stated that it "took this decision not least in the interest of the health of exhibitors and visitors. In contrast to trade fairs with a B2B orientation, major events such as INTERMOT draw tens of thousands of private visitors on all days of the trade fair; the hall space is limited and the time available is short.

"Spatial proximity and the shared experience of the trade fair form an integral part of the character of this event. At this point in time, the specifications currently in effect that have been issued by the Robert Koch Institute (RKI - the German government health institute), policy-makers and the public authorities cannot be met at major events. This is compounded by uncertainties on the part of numerous customers and the complicated travel situation".

The next INTERMOT will be 5-9 October 2022 in Cologne. "We regret



that the overall situation leaves us no other choice".

Like all exhibition organisers throughout the world, Koelnmesse is aware that 2020 is clearly going to prove to be a watershed year in terms of how consumer and B2B trade fairs and exhibitions are operated.

They went on to say that in future, such events "will incorporate more hybrid elements – to supplement the on-site experience with added digital reach. All stakeholders involved now have enough time to prepare accordingly for the next INTERMOT in Cologne, and to make it, once again, the

meeting place of the international motorcycle community.

"We have hosted digital formats, in planning, that will present vehicle manufacturers' world premières for the 2021 season, together with innovations and industry news from the parts, accessories and apparel segments. There are also plans for a B2B talk format that will discuss 'opportunities after the coronavirus crisis'.

"All of the digital INTERMOT events are scheduled for the end of 2020 and will be broadcast as news streams to the global motorcycle community".

## NEWS BRIEFS



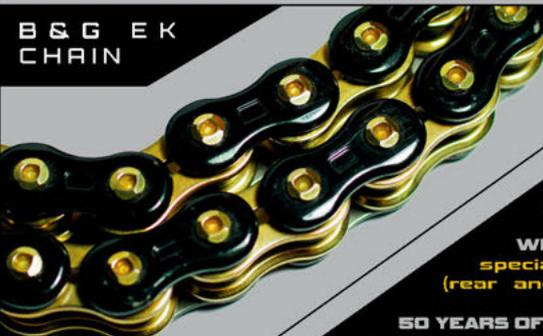
It is rumoured that a new 1,160 cc Triumph Speed Triple is in the final stages of development. Two months ago Triumph announced it was reducing its global workforce by some 400 people (240 in the UK). This follows job losses confirmed following the decision to move the last remaining volume production to Thailand (the Tiger 1200 and Speed Triple). Turnover grew to GBP £529.5m in the year to June 2019 (€585m), when worldwide production was put at 60,131 bikes. At that stage, some 6 to 7,000 were thought to have been made at the UK factory in the prior year.

**KTM scored big at EICMA 2019 with its 901 Norden concept, Husqvarna's first ever ADV, and will be in the 2021 line-up. The parallel twin engine is from the 890 Duke R, with the frame likely from the KTM 790 ADV. Now rumours of a 901 version of the Vitpilen flat tracker are emerging, also for 2021.**

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



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# A world first - one-piece carbon fibre fuel tank

Earlier this year IDN featured a stunning high strength, light weight full carbon S 1000 RR bolt-on monocoque subframe and tail section introduced at EICMA in 2019 by Slovenian specialist manufacturer FullSix. One of the motorcycle industry's leading carbon fibre component manufacturers, FullSix offers everything from levers, winglets and fuel tanks to complete fairing kits, exhaust heat shields, belly pans and calliper cooler sets. FullSix carbon fibre monocoque tail sections are structural components used in professional racing to reduce weight. A replacement for stock aluminium subframes, FullSix monocoque tail sections utilise its proprietary Autoclave Composite Monocoque (ACM) technology to achieve a 75% weight reduction (it weighs just 1.8 kg/3.9 lbs). FullSix says it is the only carbon producer that delivers a complete

transformation from OEM to full carbon and its ACM technology is at the heart of its success. One-piece fuel tanks have been the 'holy grail' for carbon manufacturers, the race teams they supply and those looking for the ultimate weight saving advantage on the street. Despite claims that it was impossible, FullSix is now able to offer what they say is the world's first ever one-piece carbon fuel tank, having successfully utilised its "innovative ACM technology in manufacturing a flawless hollow carbon fibre part," says International Sales Manager Bojan Justin. "We have developed a tank that solves the problems that plagued carbon tanks in the past - meaning they were only bought by the bravest of motorcyclists and race teams. Today they can forget about the difficulties associated with tanks made of two carbon parts - there is no longer any need to be concerned about leaking

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The FullSix monocoque fuel tank weighs in at just 1.8 kg, 75% less than the stock tank.

seams, which is what potentially made carbon fibre fuel tanks the most dangerous part of a motorcycle. "Our ground-breaking ACM technology represents a completely new approach to carbon technology and production, a major step forward that allows hollow pieces to be manufactured without joints and adhesives." FullSix is the inventor of Autoclave Composite Monocoque (ACM) technology and is the only company in the world that is able to produce a high decorative finish, complex-shaped, closed-body monocoque out of a single carbon fibre-based unit (e.g. a one-piece fuel tank for motorcycles). "This technology is directly applicable for fabrication of various one-step closed-body monocoques, where no cutting, trimming and bonding is required. In contrast to conventional bonding, ACM technology provides monocoques with supreme mechanical strength, chemical resistance and a flawless finish."

FullSix components are available in a variety of weaves and finishes. Carbon fibre fabrics may be manufactured using a plain weave, which features a uniform, grid-like pattern or a twill weave which features a diagonal pattern. Each weave offers a unique look that can only be achieved with carbon fibre. Ducati and MV Agusta parts originally feature a 200 plain weave, while BMW, Yamaha and Aprilia utilise a 245 twill weave. "All FullSix parts utilise 'pre-preg' carbon fibre - carbon fibre which has been pre-impregnated with resin and stored at sub-zero temperatures. Parts made with 'pre-preg' have more even resin distribution than hand-layering, and this increases strength and durability and eliminates the problem of pinholes in the finish."

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



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# IMMA appoints Bajaj's Rakesh Sharma

The International Motorcycle Manufacturers Association (IMMA) has elected Rakesh Sharma, Bajaj Auto Executive Director, as its new President for a 2-year term.

The decision was taken by IMMA General Assembly, held 'virtually' in April, and he succeeds Mr. Johannes Loman, Director of PT Astra International Tbk and Executive Vice President Director PT Astra Honda Motor (AHM) Indonesia. Loman remains President of FAMI, the Federation of Asian Motorcycle Industries and President of AISI, the Indonesian Motorcycle Industry Association.

Mr. Rakesh Sharma has seen dramatic developments and evolution at Bajaj Auto since he joined as President (International Business) in October 2007 and is currently the Executive Director. He is a member of the Board of Commissioners of PT Bajaj Auto Indonesia, a subsidiary of Bajaj Auto Ltd., and the Chairman of the Exports Council of SIAM, the Society of Indian Automobile Manufacturers.

Mr. Sharma previously held office as Vice President at IMMA, elected in May 2019. On being elected to his new role, Mr. Sharma said: "These are very challenging times and I take up this prestigious appointment fully

conscious of the role the motorcycle industry has to play - both as a key industry and as a responsible member of society.

"Whilst we are facing numerous difficulties, we can also see that in due course, new but different opportunities will emerge. The role of national, regional and global associations such as SIAM and IMMA is now more important than ever and we will work hard to ensure we play a strong and responsible role in the recovery."

Mr. Loman stated: "IMMA aims to advance the sustainable growth of the two-wheeler industry in every region of the world."



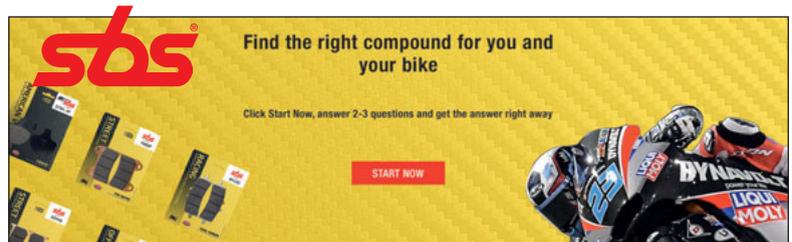
Mr. Rakesh Sharma, SIAM, India (left), takes over as IMMA President from Mr. Johannes Loman, FAMI.

## SBS compound match tool

SBS has updated its online brake compound finder with a new selection tool that "makes it easy to find the best match between bike, braking preferences and riding style". "Some riders prefer more stopping power than others, some ride in mostly dry conditions, others in the wet - it can be hard to find the perfect match of brake pad compound

as it really is a combination of rider's preferences, bike model and use of bike.

"SBS has therefore made an online tool that makes it easy to find the best brake pad compound that will not only fit the right bike model, but will also match the braking preferences and riding style. Dealers or their customers just need to answer 2-3 quick



questions, and they will get the best fit right away. "After finding the right compound, you can then use the SBS model look-up widget to

find the exact right size of brake pad for the specific make, model and year of bike". Both tools are free to use at the front page of [www.sbsbrakes.com](http://www.sbsbrakes.com)



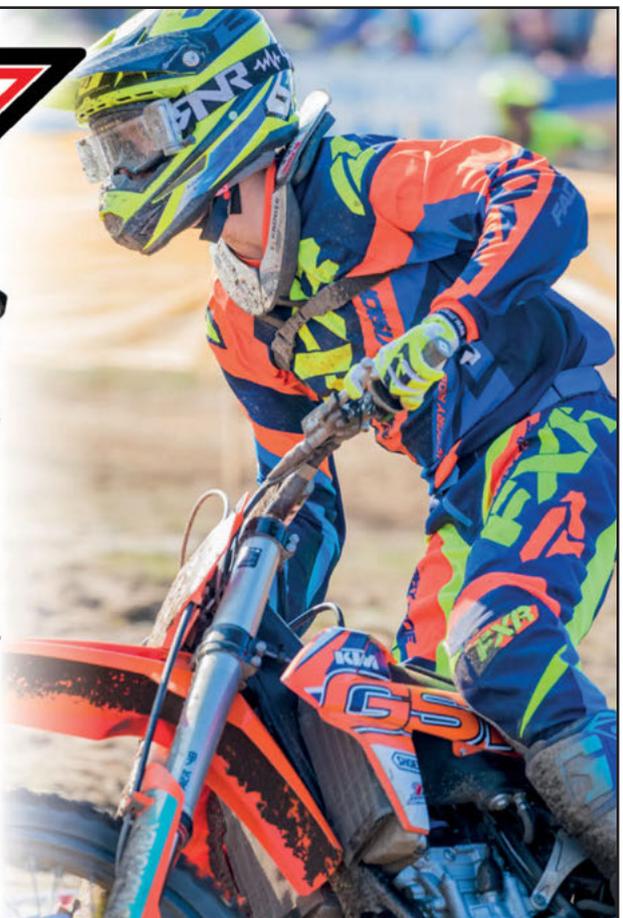
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# EICMA postponed to 2021



Confindustria ANCMA (the National Association of Manufacturers of Bicycles, Motorbikes and Accessories), that owns and operates EICMA at Milan in November each year has, as expected, confirmed cancellation of its show.

Paolo Magri, the President of Confindustria ANCMA and Managing Director of EICMA S.p.A., the company that organises the show, is quoted as saying that "the decision has been taken with and for the whole sector. "The importance and international status of our exhibition means that it would be inappropriate to gamble on how the health situation linked to the COVID-19 emergency will evolve and, above all, to listen to our stakeholders and protect the whole of the two-wheeler industry, its customers and the wider public." Milan and the state of Lombardy were

'ground zero' for the COVID-19 pandemic in northern Italy, and while much of Italian society, commerce and manufacturing is embarked on a slow and careful path to reopening, the risks of acting too optimistically, too soon, are obvious.

It was only a matter of time before the decision to suspend the 78th iteration of a show that traces its origins back more than 100 years became official, especially once BMW and KTM/Husqvarna (big players in the German and Italian trade associations) had both announced (in early April) that they would not be exhibiting at either event.

Dates for 2021 are 9th to 14th November at the Fiera Milano, Rho - west of Milan city centre and around 30 minutes from Malpensa airport.

[www.eicma.it](http://www.eicma.it)

## 'Motorcycle Live' in UK postponed to 2021

The MCIA, the motorcycle industry trade association in the UK, has confirmed ("with regret") that this year's 'Motorcycle Live' (intended to be held in November 2020 at the NEC Birmingham, UK) has been postponed until 20-28 November 2021.

"Following an extensive and detailed consultation with the major stakeholders of 'Motorcycle Live', the MCIA Board of Directors has agreed to postpone this year's show. The decision has not been taken lightly and has been exclusively based on our concern for public safety and the wellbeing of our



industry colleagues." Managing Director of 'Motorcycle Live', Finlay McAllan said: "Motorcycle Live is all about audience interaction, fun and social engagement. This is graphically demonstrated by the number of features and visitor activities, and to diminish that experience, while potentially placing visitors and staff at risk, would be irresponsible and socially unacceptable."

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NEWS BRIEFS

Norton

Discredited former Norton Motorcycles CEO Stuart Garner has been ordered to repay some GBP £14m (€15.5m) of pension fund money he is alleged to have embezzled from the business. Norton went into liquidation in January and has been bought for an undisclosed sum by Indian conglomerate TVS. However, Garner insists that the insolvency administrator has access to Norton assets, including cash, property and land, worth considerably more than that. It is a mess - with dealers and customers also said to have lost hundreds of thousands (if not millions) of euro.

**Polaris had a much better Q2 and 2020 first half year than it had expected with overall sales revenue down by 'just' -15% at \$1.512m with, counter-intuitively, North American retail sales +57%. Motorcycle sales (Indian and Slingshot) were down by -28%, but North American consumer retail sales of Indian motorcycles increased mid-teens percent in a weak domestic U.S. mid to heavyweight motorcycle sector. Polaris off-road vehicle and snowmobile sales were -9% at \$953m.**

Triumph's new Trekker GT is an e-bike with components from Shimano and RockShox, based around the Shimano e-drive. It is the first e-cycle in the 118-year history of the Triumph brand and was designed in the UK by Triumph's in-house styling team - "the elegant frame combined with the narrow-width handlebars and the ultra-comfort of the Selle Royal Vivo saddle provides the rider with optimal ergonomics and great rider control".

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

Yamaha Q1 revenue -6.8%



Yamaha announced consolidated business results for Q1 of its new fiscal year (period ending March 31, 2020) with net sales of 395.9bn yen (a decrease of 33.5bn yen or -7.8% compared with the same period of the previous fiscal year), and operating income of 25.4bn yen (a decrease of 10.5bn yen or -29.2%). "Net sales have been greatly affected by the COVID-19 (novel coronavirus) pandemic since March, and therefore income has decreased due to the lower number of units sold in the Land Mobility Business and Marine Products Business. "Operating income declined due to the impact of foreign exchange rates, a decrease in the number of outboard motor units sold in the Marine Products Business, and the impact of Yamaha Motor Robotics Holdings Co., Ltd. (YMRH), which became a subsidiary at the end of the second quarter of the previous fiscal year." In its motorcycles ("Land Mobility" division) net sales were 260.3bn yen (a decrease of 19.1bn yen or -6.8% compared with the same period of the previous fiscal year), and operating

income was 8.6bn yen (a decrease of 0.7bn yen or -7.4%). Unit sales of motorcycles in developed markets decreased due to the impact of the COVID-19 pandemic from March, resulting in a decline in sales. However, the deficit was narrowed due to an increase in unit production at headquarters and in Europe, along with improvements in the model mix for Europe. In emerging markets, sales and income from motorcycles have declined due to factors such as the deterioration of the model mix in Vietnam, decreased demand due to the introduction of new emission regulations in India, and the impact of the COVID-19 pandemic. The Philippines have also seen declines due to the effects of its volcanic eruption and the COVID-19 pandemic. As a result, there was an overall decrease in sales and income in the Land Mobility Business. Yamaha says that the impacts of the coronavirus pandemic had already led it to withdraw its forecasts of February 12 and make a new announcement when circumstances permit.

Ferodo race compounds



Italian brakes specialist Ferodo has created a new, bespoke motorcycle racing catalogue to help riders find the right Ferodo and Champion part numbers for their bikes. The catalogue is divided into four categories, so no matter whether you ride motard, trial, off-road or track, there's a section dedicated to each - it is available as an online reference or download. [www.ferodoracing.com](http://www.ferodoracing.com)



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## NEWS BRIEFS



Legendary American small engine manufacturer Briggs & Stratton has filed for Chapter 11 bankruptcy protection. Founded in 1908 and based near Milwaukee, Wisconsin, the small engine specialist has been acquired by New York based equity investor KPS Capital Partners in a stock and asset purchase agreement under a court-supervised voluntary reorganisation. The company has also obtained \$677.5m in DIP financing, has a reported \$1.8bn in revenue and is said to employ some 5,000 people.

New EU standards will include 'crash testing' with helmets having to undergo impact tests at oblique angles. Testers will use 45-degree angle impacts to measure how add-ons such as helmet-mounted Bluetooth comms and action cameras affect energy absorption and rotational protection during a crash. The new requirements will co-exist with the current ECE 22.05, replacing them completely (as ECE.06) in 2023.

Plans by Madrid based WSBK rights holder Dorna and the FIM to still be able to stage British, Dutch and Qatari WSBK rounds have been abandoned - dates had still be held in the revised schedule on a to be determined or confirmed basis. It will be the first time in WorldSBK history that there won't be a round in the UK; the TT Circuit Assen has been a permanent fixture since 1992 - the longest continually serving venue in WorldSBK.

## Galfer - over 300 CUBIQ brake disc applications

Spanish brake component manufacturer Galfer launched its new CUBIQ brake disc design at EICMA in November 2019 and, as the originators of the 'Disc Wave' design, they are well on the way to replicating its popularity with over 300 CUBIQ model applications already available - from Honda, Kawasaki and Suzuki to Yamaha, KTM and Triumph. The new CUBIQ brake disc concept features a unique braking track shape in the form of hexagons, similar to the

crystalline structure of steel molecules. This enhances cooling and significantly reduces the weight. The reduced unsprung mass improves agility and motorcycle manoeuvrability (gyroscopic effect), reduces dynamic imbalance under braking and contributes to reducing stopping distances. Galfer's Export Sales Manager Ivo Bristot, a veteran of the international motorcycle brakes industry, said that "by understanding the dynamic

requirements of today's motorcycles, and applying a simulation model using contemporary elements, we have designed a geometry that optimises the mass-heat dissipation ratio. "The increased convection perimeter provides a greater cooling surface, thus improving heat dissipation, and the CUBIQ design optimises the wear resistance of the brake pads." [www.galfermoto.com](http://www.galfermoto.com)



## Safety conference moves online

The ifz (German institute for two-wheeler safety) is to move its 13th International Motorcycle Conference online on October 6 - with all industry professionals welcome to log in. It was slated to have been staged at the Congress Centre at Koelnmesse during INTERMOT.

Themed "Future Mobility", with experts addressing the subject of "scooter and motorcycle safety", this will be the big final, main event of this year's sequence of symposia and paper presentations. "The 13th conference is taking place very differently this time than we know it so far," said Matthias Haasper, research director at the ifz. "This time, the latest findings on the safety of motorised two-wheelers are published and discussed from laptops and desks - innovative mobility also requires an innovative exchange."

Almost 40 studies dealing with the improvement of two-wheeler safety can be presented to the public in this way. Starting on September 1, 2020, the ifz will gradually publish the submitted contributions on its website at [www.ifz.de](http://www.ifz.de) - freely accessible to anyone who is interested, with 'delegates' able to submit questions about the topics.

"The crowning glory will take place on October 6, 2020, when the ifz invites experts and interested parties from numerous nations to the online event", says André Lang, who is responsible for communication at the ifz.

During the approximately three-hour live event, there will be an international round-table discussion on the subject of "motorcycle safety". In addition to questions for the discussion participants, the authors



will answer questions about their contributions as the event progresses. For Lang it is just as important that the international exchange for the benefit of motorcycle safety continues after the event. "For this purpose, the ifz will offer the opportunity to get in touch with the authors and to ask further questions and discuss further in a forum."

As usual, the ifz is collaborating with the American Motorcycle Safety Foundation (MSF, USA), the European (ACEM), the German motorcycle industry association (IVM) and the German Road Safety Council (DVR).

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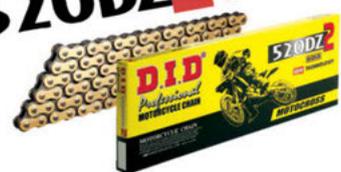
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# Piaggio has reported net sales of € 600.1m (-26.5%) for the six months to 30 June 2020

Industrial gross margin was €171.7m, a 28.6% return on net sales; operating expenses were €147m; EBITDA was €83.1m, EBITDA margin 13.8%, with EBIT of €24.7m at 4.1% margin.

Profit before tax was €15.1m with net profit of €9.1m. The net financial position was 528.5 € /mln, an improvement of 20.1 € /mln. The company shipped 210,300 vehicles worldwide (down from 321,500 for the first six months in 2019). Capital expenditure was €52.8m; industrial gross margin was €171.7m, down -31.3%; the return on net sales was 28.6% with Group operating expenses of €147m.

In two-wheeler terms, the Group sold 163,000 two-wheelers worldwide (-24.5%), generating net sales of €467.6m. The overall decline arose largely from downturns in the EMEA and the Americas markets (-20.5% sales volumes; -21.5% net sales) and in India (-58.4% sales volumes; -49% net sales). The Asia Pacific region was -9.6% sales volumes, -4.7% net sales. Piaggio says it "confirmed its leadership in the European scooter segment with a share of 24.1% and maintained a strong position in the North American scooter market, with a share of 23.9%. In North America, the Group is also consolidating its



**PIAGGIO**



presence in the motorcycle segment with the Aprilia and Moto Guzzi brands.

The scooter segment saw an increase in Vespa sales in a number of Asian countries, most notably China, and a rise in sales of the Piaggio Medley high-wheel scooter.

In the motorcycle segment, sales were steady for the Moto Guzzi V85TT and for the Aprilia RS 125 and Shiver.

In commercial vehicles, the Piaggio Group reported sales volumes of 47,300 vehicles (-55.2%) and net sales of €132.4m (-43.3%). Group sales dropped by 45% in the EMEA and Americas markets and by 56.3% in India.

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

Piaggio Fast Forward (PFF), the Piaggio Group robotics and future mobility company based in Boston, USA, continued the marketing of its 10 kmh/20 kg payload Gita "follow-me robot carrier". Featuring a 4-hour battery life, Gita is produced in the Piaggio Fast Forward factory in the Charlestown district of Boston.

With the return to production at the Baramati plant in India on 11 May, all Piaggio Group manufacturing facilities had resumed operations. Also in May, the invalidity division of the European Union Intellectual Property Office (EUIPO) declared a design registered

Limited Edition Vespa 946 Christian Dior



by a Chinese party, used to justify the production of scooters similar to the Vespa and exhibited at the EICMA 2019 two-wheeler show in Milan, to be invalid.

In June, the Vespa and Paris fashion house Christian Dior announced a collaboration agreement on the Vespa 946 Christian Dior, designed by Maria Grazia Chiuri, Dior's creative director for women's collections. The iconic scooter will be available from Spring 2021 in Dior boutiques around the world and subsequently in selected Piaggio Motoplex flagship stores.

In July Piaggio signed a €60m credit facility "to enable the parent company to continue consolidating and expanding its leadership position in the mobility sector, and further strengthen the Group's financial structure" and has delayed the decision on the distribution of an interim dividend for 2020 until its Q3

results are seen.

The Zongshen Piaggio Foshan Motorcycle joint venture in China has launched the Aprilia Pagani 150 - a modern style café racer - an ABS equipped 6-speed design variant of the CR150 based on the same 18 hp 150 cc single. Described by Ride Apart as, essentially, a rebadged 1948 Mondial Pagani, Aprilia's Pagani, however, was borrowed from F.B. Mondial - the storied Italian brand that Piaggio makes in China.

Meanwhile in India, Piaggio has launched new BS6 compliant Aprilia ('Storm') and Vespa (VXL and SXL) 125 cc scooters.

Moto Guzzi has introduced four new V7 III Custom Kits (Stripes, Red & Black, Classic Green and Raw) in addition to the unfinished 'Sketchbike' black side panels, unfinished fairings, tail cowl and bare metal gas tank kit programme.



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# Bihr extends SHAD luggage distribution programme

Spanish luggage manufacturer NAD S.A. and leading distributor Bihr have announced an expansion of their SHAD luggage sales and marketing partnership.

Bihr is adding SHAD motorcycle seats, cases and accessories into its portfolio of brands as the official importer into Belgium, Netherlands, Luxembourg and Austria, "in addition to supporting our Spanish and Portuguese co-distribution. "Our partnership started more than two years ago within the Spanish and Portuguese markets, in which Bihr joined SHAD as the official co-distributor. As a result of this expansion, Bihr will be launching the new TERRA range, dedicated to 'Adventure' riders."

Bihr says it is the leading European distributor of spare parts, accessories, tyres and rider gear for motorcycles, quads/ATVs and scooters. Founded in 1975 (by Cyrille Bihr), the company is present in over fifteen countries - including France - where Bihr says it is the sole market leader. Bihr's portfolio comprises about



300 brands and 200,000 items distributed through a network of 14,000 dealers, supported by 400 employees, including 70 in-house sales representatives and 40 customer service representatives.

"From the outset, the strength and foundation of this exceptional success has been based on comprehensive services and first class logistics," says VP Marketing and Communications, Thierry Chonglez. "With a total storage area of more than 40,000 m2 spread over four warehouses, Bihr is able to supply almost all dealers in Europe within 24 hours."

NAD was founded in Barcelona in 1973 and has become a "world leading manufacturer of motorcycle seats, cases and accessories for the OEM and aftermarket industry". The SHAD brand, which is owned by NAD, started in 1992 as an

Bihr will be launching the new Shad TERRA range, dedicated to 'Adventure' riders.



aftermarket luggage brand sold to dealers in Europe through a network of distributors. The Engineering and Design departments are based at the Barcelona headquarters.

[www.bihr.eu](http://www.bihr.eu)  
[www.shad.es](http://www.shad.es)

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**NEWS BRIEFS**

Ducati and MT Distribution have signed a deal for a new line of Ducati branded electric mobility vehicles to be distributed under licence by MT in 2020. Seven new products, including folding e-bikes and electric scooters, are expected - branded Ducati, Ducati Corse and Ducati Scrambler. The entire range has been developed in collaboration with the Ducati Design Centre, which has worked in conjunction with Italdesign for the e-bikes. The new range will consist of four electric scooters and three folding e-bikes - the scooters that come from the partnership between Ducati and MT 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).



Founded in 2013, Belgium based Bullit Motorcycles has followed up its 50 cc Hero with the retro-inspired Bluroc range. Available as an air cooled 4-stroke 125 cc, 11.5 bhp learner version with a classic front fork and spiral oil suspension set-up with five gears and single disc CBS and in 250 cc, described as "a reliable 4-stroke, V-twin air cooled engine capable of a top speed of 78 mph", features include hydraulic conventional telescopic forks, hydraulic mono shock suspension and a five-speed manual transmission.

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

# Two years of development for new 'Made in Italy' centre ground road discs



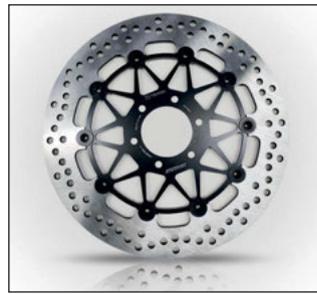
Turin, Italy based brake components specialist Newfren has been respected worldwide for its brake discs for decades. Newfren was an early entrant into the brake discs market 'back in the day' and has continuously invested in materials research, testing and manufacturing technology to stay at the cutting edge of brake disc design and performance.

The company has now taken its "high quality, Made in Italy" production to a new level with a new range of road discs that are being laser cut and centre ground from AISI 420 steel plate.

The production process includes long term established and trusted partners in the Turin area, and starts and finishes at the company's 10,000 sq m Turin factory. This involves thermal treatment after laser cutting in order to harden the raw material, then immersing each disc into a paint bath to protect all the parts that will remain exposed and not affected by contact wear with the brake pad.

For the grinding process, Newfren is using what is considered to be the hardest of the available techniques in order to guarantee the highest quality. Also referred to as vertical grinding with opposing planes, centreless grinding is a machining process that uses abrasive cutting to remove material from both the parts at the same time.

It differs from centered grinding



operations in that no spindle or fixture is used to locate and secure the workpiece - it is secured between two rotary grinding wheels, and the speed of their rotation relative to each other determines the rate at which material is removed. As a manufacturing technique it is typically used in preference to other grinding processes for operations where many parts must

be processed in a short time with a very high degree of precision.

Newfren says that in order to guarantee the best possible braking performance from its new discs, and reduce vibrations to the absolute minimum possible, it has trialled, tested and explored a wide range of factors - including the mechanical characteristics of the materials, the geometry of the hub and braking band, the holes of the band and the tolerances of flatness and parallelism - and evolved, refined and modified production processes repeatedly.

This new road disc project has dominated R&D activity for two years now and extensive after-track testing and releasing them to racers and teams for competitive use earlier this year before the coronavirus lockdown, the company says it is now ready to release them as a new aftermarket programme, having concluded testing on the new Moto3 discs at Misano and Mugello as soon as the teams were able to get back on the track.

Newfren says that the response from its riders was "totally enthusiastic", reporting "excellent feeling, no vibration and progressive and high performing braking power". The discs are mated with CNC-machined from solid hubs and bobbins in 7075 Eralg (aluminium zinc alloy) and T6 heat treatment hardened with hard oxidation 50 µ.

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



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# OptiMate USB is lithium and AGM friendly - "no worries"!

OptiMate is a reliable and innovative battery charger with a unique maintenance mode that allows it to maintain a battery 24-7 - most of the motorcycle industry knows that.

However, what people in the industry are also now realising is that in recent years brand owner TecMate added another battery charger range - OptiMate USB. This new task-specific range is designed for charging the batteries in phones, GPS, cameras, Bluetooth communication in helmets etc.

What TecMate did not want to see happen was that OptiMate USB chargers would kill the battery that the OptiMate maintenance chargers worked so hard to keep alive - that was the motivation to include unique and smart battery protection that prevents the powersport vehicle's battery from being totally drained if the rider left the USB charger hooked up.

Simply put, OptiMate USB chargers shut down after the vehicle has been parked or if it senses the battery is down to 50% charge, and it automatically turns on when the vehicle's engine fires up again. There's smart and there's smart - that is really smart!

Functionality like that is real-world important out there on the road, especially for the more adventurous riders who camp out where there's no AC power available. If their OptiMate USB is charging one of their USB devices after the motorcycle has been



parked, it will shut down well before the motorcycle's battery is drained.

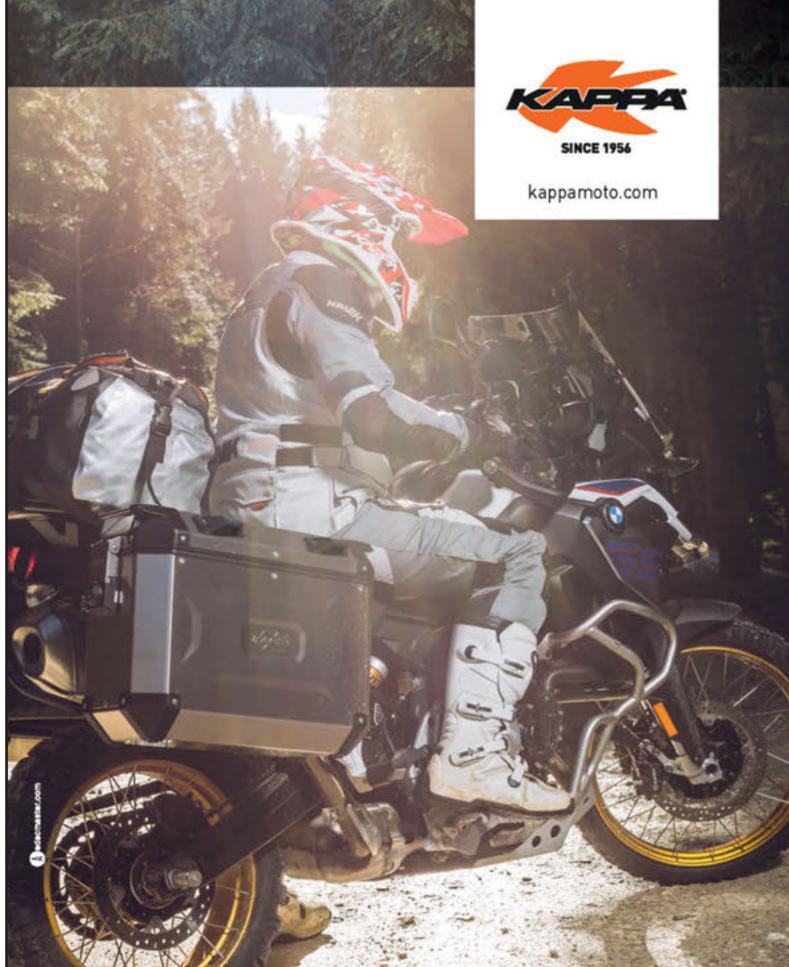
Then though, enter a new type of battery that works at a higher voltage - lithium. The industry standard, the sealed lead-acid AGM (absorbed glass mat) battery, is fully charged at 12.8V or higher, but that's only 10% charge remaining for a lithium (LiFePO4). Lithium also has less capacity to give (amp hours) when the motorcycle is parked - it will discharge faster. For that reason, it's best not to discharge that lithium below 50% (13.1V), higher is of course better!

The **updated** OptiMate USB range is now lithium friendly and continues to work with AGM batteries. To protect that small lithium battery, OptiMate USB now shuts down one hour after it sensed the vehicle has been parked, guaranteeing there is sufficient charge remaining to start the engine and ride again - then the OptiMate USB charger automatically fires up to deliver a fast charge to the GPS or phone, guiding the rider to the next adventure.

[www.optimate1.com](http://www.optimate1.com)



**OptiMate**

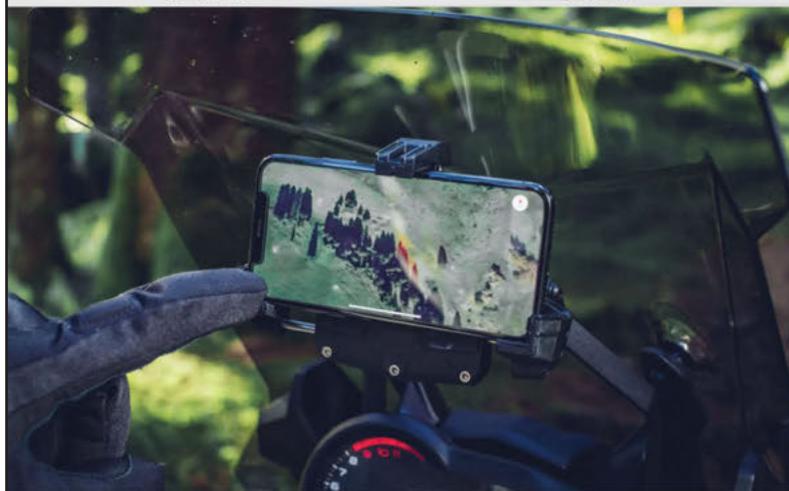


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# Integrated airbags - the future of protection?

British riding apparel specialist RST integrates CE back protectors into its garments whenever possible, and says that it was the first British brand (and one of the first anywhere) to have its entire range tested and CE certified to PREN17092.

The next step for RST is to introduce a range of garments offering enhanced rider protection. The solution - using airbag technology to "take safety to the next level".

RST is collaborating with In&motion, the French company that has been one of the pioneers in engineering wearable airbag systems. "Just as

# RST

TT mountain course - with countless miles ridden by legends such as Ian Hutchinson and Conor Cummins enabling us to verify that the design met the stringent requirements set by the RST development team, the IOM Safety Committee and riders of this calibre.

"We then let our international riding team of pilots, including Kenny Foray (MotoE), Alex Lowes (WSBK) and myself (as British Super Twins champion) verify the V4.1 on racetracks around the world before it was finally signed off to be made available in the 2020 RST collection.

"Alongside the development of the V4.1, everything we learned about integrating In&motion's technology quickly filtered down into the jacket development programme, and we were able to select RST's premium jacket in each key category."

The RST airbag range therefore consists of four garments - the Race Department's V4.1 airbag leather one piece suit, the Pro Series Adventure-X airbag textile jacket, the GT airbag leather jacket and the GT airbag textile jacket.

The RST garments are fitted with an In&motion airbag technology system which has been subjected to over 500 crashes since its launch, with its performance meticulously analysed based on three key criteria - DETECT (the rider's movements are recorded 1,000 times per second to detect a fall), PROTECT (the integrated airbag system airbag inflates in less than 60 milliseconds) and PERFECT (the In&motion App connects to the airbag (In&box) and acts as a dashboard which continuously collects rider data to improve and perfect its algorithms to detect a fall). The airbag technology is available via a membership package.

"Our collection of fully integrated airbag garments combines comfort and discretion to offer enhanced rider protection," says Towers.

"The garments themselves are constructed using the highest quality fabrics and armour. Underpinning all this is the uncompromising focus on comfort - up to 40 changes have been made to existing products to incorporate the airbag technology without impacting comfort levels, offering a superb, tailored fit."

"Because the In&motion airbag



Jonny Towers, RST founder

system is integrated into the garment, the rider can just pick up their garment and In&box and go, without worrying about any additional protection they will require whilst riding - it is quite simply an all-in-one solution."

The In&box is wireless, which means no cables or sensors are required on the bike. Additionally, one box can be used on multiple airbag jackets that use the same In&motion brand technology, offering multiple riding opportunities.

Embedded road or track algorithms in the smart In&box system analyse the biker's moves and trigger activation of the vest - it is powered by a battery which lasts for 25 hours with 15 days auto standby.

The RST airbag garments feature a range of abrasion resistant materials - the whole garment, armour and airbag is fully CE certified and comes with an In&motion CE certified back protector. This is further supported by the airbag technology which protects the thorax, abdomen, spine, neck and collarbone, "offering superior levels of all-round protection". It is reusable, which means after inflation deployment, the gas inflator can be changed by the rider up to three times.

The RST brand is owned by Belgium based, leading European distributor, Bihr. The acquisition of UK distributor MotoDirect, along with its RST and Wolf brands, was announced at EICMA last year. The RST range is exclusively distributed by Bihr in continental Europe.



Adventure-X airbag textile jacket



GT airbag leather jacket



in&motion  
AIRBAG

**Bihr**

[www.bihr.eu](http://www.bihr.eu)  
[www.rst-moto.com](http://www.rst-moto.com)



V4.1 airbag one piece suit

armour is integrated into garments, we believe the best way to improve rider safety further is to fully integrate In&motion's airbag technology into RST garments," says RST founder Jonny Towers.

"Knowledge gained through countless hours of product development enables us to keep safety at the heart of our product innovation. We started development with the V4.1 airbag race suit, born on the world's ultimate race track - the Isle of Man

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A new line developed and built in Italy, with a patented design to give you top quality, durability and comfort.

The new 36 lt cases, available in natural or black painted aluminium, are equipped with the innovative WIRELEASE® and HOLD IT EASY® systems as well as the well-known MONOKEY®\*. TREKKER ALASKA combines safety, strength, elegance and practicality.

**WIRELEASE® SYSTEM:** Allows to release the cases from the side frame by turning an external handle with cable (Patent Pending), located directly under the Security Lock. It is not necessary to turn the handle for fitting.

**HOLD IT EASY® SYSTEM:** New hook system (Patent Pending) to tilt the cases without releasing them completely from the support frame. Makes loading and unloading easier, preventing accidental falls.

**LOCKING SYSTEM:** The strong hinge allows complete opening of the lid. The absence of straps or retaining cables eliminates the annoying "guillotine" effect.

\* Consult [www.givi.co.uk](http://www.givi.co.uk) website in "MY MOTORCYCLE" section in order to verify the existence of the specific fitment for your motorcycle



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GIVI  
people

## 'Metropole' demi-jet

Italian brand Hevik has launched a new demi-jet "with sleek and minimalistic styling", available in two "vibrant" graphics, with a slim sun visor included as standard.

Made from thermoplastic material, the helmet has an elongated, anti-scratch resistant visor and a smoked sun visor. Airflow is further increased by an air inlet on the upper part of the shell.

'Metropole' has a fully detachable, washable, hypoallergenic inner lining and a handy chin strap closure with micrometric adjustments. The brand name and logo are included as a graphical print on both sides of the shell in glossy fluorescent hues, "creating an appealing contrast to the matt base colour, and at the same time enhancing rider visibility on the road". The helmet is available in sizes XS to XL and in two colours, matt black/red and matt titanium/fluo yellow. The weight is 1,150 g +/- 50 g.

**HEVIK**  
**Brescia (BS), ITALY**  
**Tel: +39 030 268 0374**  
**info@hevik.com**  
**www.hevik.com**



## Barnett clutch spring conversion kits

Barnett's extremely popular coil spring conversion kit includes a CNC precision-machined billet aluminium pressure plate and six heavy duty coil springs to replace the stock diaphragm spring and pressure plate on all Yamaha V-Max (thru '07), XVZ13 and Road Star models.

This spring conversion kit provides a more progressive, controllable clutch engagement compared to the OE diaphragm spring. Multiple spring pressure options make it ideal for stock to high performance applications. Installation is 'bolt-on' with no modifications required - it simply replaces the stock pressure plate/spring assembly. For maximum performance, Barnett recommends installing a set of its clutch plates with the spring conversion kit.

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**www.barnettcables.com**



## Artein gaskets for SH300/Forza 300IE

Founded in 1958, Girona, north eastern Spain based gasket, seal and air cleaner specialist Artein is a major European manufacturer, noted for its advanced technology, precision manufacturing and performance materials research and development. Seen here, the company's gasket sets for Honda SH300 2007-2014 and Forza 300IE 2013-2015 models are available as

single replacement gaskets, top end service sets or complete replacement sets.

Artein is one of Europe's top gasket manufacturers, supplying motorcycle manufacturers and the aftermarket, as well as motorsport and industrial sectors; it supplies dealers and the importer/distributors they buy from with gaskets for a wide range of motocross, enduro and scooter models.

**ARTEIN GASKETS**  
**Fornells de la Selva, SPAIN**  
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**info@arteingaskets.com**  
**www.arteingaskets.com**



# Suspension maintenance in a box



Italian suspension specialist Andreani Group is respected internationally for its professional grade workshop equipment for testing and setting up optimum motorcycle suspension systems for the track and the street.

The company's decades of experience have resulted in some unique equipment such as its spring and vacuum tester and range of suspension Dyno machines and a wide range of motorcycle suspension-specific repair and installation tools and accessories. Andreani's technicians know their way round a suspension tuning toolbox like no others, and all dealers and their techs can now benefit from that experience with the unique Andreani Universal Suspension Toolbox.

Decades of paddock and workshop suspension tuning, service and repair expertise has now been brought together into a single toolbox that holds all the most important and most often used suspension-specific tools and equipment.



Among the most recent tools born from the Andreani team's track experience is the new combined top cap tool that professional technicians can find among the fittings/keys contained in the toolbox (also available separately).

Described as a "practical and indispensable accessory", it is designed for simplified and easy fork cap opening. Designed for the 14 mm preload adjustment on Öhlins suspensions, it allows the fork cap to be opened simply by lowering the gold anodised fork tube, fixing the pin to the cap and unscrewing the cap - especially useful when needing to get into the fork while the suspension is still on the bike and when speed is necessary, such as when changing a spring on the grid.

That is the kind of real world and race experience that is tucked away in this unique toolbox!

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

# Licence plate holders can be things of beauty



The humble licence plate holder is one of the components that usually lasts the least time on a new motorcycle - it is one of the first components to be changed as riders personalise their new machine. Factory licence plates rarely enhance the silhouette of the bike and are usually designed and manufactured for price rather than durability.

Italian premium parts and accessory designer and manufacturer LightTech has turned development of the licence plate holder into an art form and applied the same meticulous attention to detail, quality of materials and manufacturing precision as all LightTech product designs receive.

Available in two versions - standard and as a kit that includes an approved light and rear reflector - they are made of PA 12 polyamide compound (the lightest) enriched with carbon fibre - a mix that makes the product particularly light, very strong and resistant to vibrations and degradation at a wide range of temperatures.

They are equipped with rear reflector and adjustable indicator supports and can be customised with numerous accessories and spare parts available from LightTech, such as the Ergal (aluminium zinc alloy) bolt kits (in different colour options) and the licence plate light.

Seen here is LightTech's KTARDU114, suitable for the Ducati Hypermotard 950 SP, and E8 approved FRE931NER branded indicators in ABS - 65 mm long with Multi Pixel Technology.

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



# Splash-proof USB twin tank bag cable

This new tank bag cable from BAAS Bike Parts in Germany is a USB charger for navigation systems,



mobile phones, cameras, heating products and many other rider accessories. One side is equipped with a new splash-proof plug for small DIN on-board sockets (often standard on brands such as BMW, Ducati, Triumph).

The angled plug can also be used for side-mounted sockets while driving. The USB side is easy to insert with the 1.2 m long cable in the tank bag and offers inside USB with 2 and 1A charging power.

**BAAS BIKE PARTS**  
**Abstatt, GERMANY**  
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## PRO GUIDE

# Kellermann Atto DF Integral

INTERNATIONAL  
DEALER NEWS  
**HOT 100**  
PARTS AND ACCESSORIES

Aachen, Germany based premium motorcycle accessories and lights specialist Kellermann is noted for offering the world's smallest indicators and rear/brake light combination units.

The company has now released a "radical new version" of its highly successful Atto DF - the Atto DF Integral - the world's smallest indicator, rear/brake light combination unit that is ready to be built-in.

The new version can be fully integrated into the fairing or other components. The slim casing almost fully disappears and gives the sought after 'clean look' that customisers look for - continuing the tradition for high powered, high-tech, durable miniaturised custom solutions that Kellermann has been pioneering for more than 25 years.

Together with the Atto DF Integral, Kellermann is introducing a new range of ready to build-in versions, including a 3-in-1 combination Atto that can be used as an indicator only and rear/brake light integral version - a complete range of options that anticipates all the combinations and applications that dealers and customisers would need from an LED programme:

- Atto DF Integral (indicator, rear and brake light combination)
- Atto Integral (indicator)
- Atto Dark Integral (indicator with strongly tinted glass)
- Atto RB Integral (rear and brake light)
- Atto RB Dark Integral (rear and brake light with strongly tinted glass)

As with all Kellermann designs, all components, the complete tech package, is integrated into the casing - no additional components need to be added to the wiring - and as is always the case, safety is at the heart of that tech package with extra strong flash and illumination power and full ECE approval for street legal 12 volt DC applications.

Features include completely new styling options that are "sensationally small and spectacularly bright"; EXtranz "Extreme Optical Transparency Technology"; Kellermann HighPower LED Technology; Longlife Protection Guard (IC operated, 330 kHz) and a high-quality metal housing.



Atto DF Integral (indicator, rear and brake light combination)



Atto Integral (indicator)



Atto Dark Integral (indicator with strongly tinted glass)



Atto RB Integral (rear and brake light)



Atto RB Dark Integral (rear and brake light with strongly tinted glass)

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# Africa Twin Adventure Sport accessories



Handlebar/  
mirror-mounted  
induction  
smartphone  
charger



Italian specialist GIVI has a set of accessories for the CRF1000L that focus on quality, a "compatible" design and versatile fittings.

The 'Trekker' luggage family offers a variety of matching top and side cases, with those with square aluminium lines proving to be most popular. Available attachment options include a rear rack (SR1178) that allows the mounting of Monokey and Monolock top cases, combined with the appropriate support plate. At the rear, the EX2M is an aluminium bag holder suitable for roller bags.

For the assembly of side cases, GIVI offers three specific connection kits (PLO1178MK, PLO1178CAM, PLO1178N), all based on the new PL ONE FIT pannier holder, configurable and made from 18 mm diameter steel tube.

There is also a dedicated tank bag (XS320 Tanklock) with a profile that follows that of the bike. It uses the flange connection system to the fuel cap, with matching flange BF25.

For the new version of the Africa Twin, GIVI has also developed two windscreens - a transparent screen, which at 58.5 x 41.5 measures 5 cm higher than the original, and a low and sporty smoked screen

measuring 37 x 36 cm.

Other accessories include a tubular two-section engine guard (TN1178) to protect the lower part of the engine, to be mounted in combination with the TNH 1178 that protects the upper part, on the sides of the radiator. They are both black and made from 25 mm diameter steel tube. A pair of additional S310 or S322 LED spotlights can be fixed on the high engine guard.

There are also tinted plexiglass extensions (EH1178) for the original hand protectors and a kit (RM1178) that allows to mount the universal mudguard RM02 on the rear wheel.

Other accessories include a kit to mount the S250 tool box inside one of the two side case holders, a support made of aluminium and stainless steel to enlarge the surface of the original side stand and various solutions that allow to mount onboard GPS or smartphone holders.

**GIVI S.P.A.**  
**Flero (BS), ITALY**  
**Tel: +39 030 358 1253**  
**info@givi.it**  
**www.givimoto.com**

France based international distributor Sifam has this MYRA brand handlebar induction smartphone mount and charger available, which, with the included bracket, can also mount to the rear view mirror stem.

They ship with a 1.5 m wire, spare fuse and are width-adjustable for phones between 65 and 90 mm. The 15W/induction charge works without any physical contact between the charger and the device - no wire is needed to hook the device up to the charger.

The charger has an automatic power cut-off and is compatible with a huge range of smartphones. Some older designs will need a model-specific shell, which can be integrated at the time of purchase.



## Sifam

**SIFAM**  
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**PRO GUIDE**

## Forcefield Pro XV AIR range

**INTERNATIONAL DEALER NEWS**  
**HOT 100**  
PARTS AND ACCESSORIES

New for 2020/2021, Forcefield's Pro XV AIR range is a shirt, pant and tube combo in charcoal with full 'BeCool' mesh, with "massive breathability, massive protection" and CE2 protection throughout.

The company says that the range features "technological advances in armour manufacture in terms of thinner, softer, lighter and more protective construction, combined with engineered fabric and production techniques to make this range truly the pinnacle of armour technology and protection.

"Staying true to the original concepts of Forcefield being the most protective yet also the most comfortable, breathable, lightweight and non-restrictive system. The CE EN1621-1 and EN1621-2 tested, high energy absorbing, super low profile CE approved armour is fitted into pockets, allowing it to be removed, so the products can be machine washed for maximum hygiene".

The Pro range is a next-to-skin, technical base layer, constructed using "the very best base layer fabrics, housing industry-leading CE armour. With new seamless loom mesh construction, the Pro XV AIR range is top end with fitted high performance CE2 armour throughout and full seamless loom mesh construction.

"This results in a lighter garment, with unbeatable breathability and wicking performance, yet with the same high strength as a regular garment. A new classy and technical looking charcoal colourway gives the Pro garment an attractive tech-look.

"The fast-dry BeCool fibre has a greater diffusive area than standard man made or cotton fibres, allowing high levels of breathability and wicking - it is also antibacterial for freshness. During exercise, the unique shape of the BeCool fibre means it acts like a fan extracting hot and wet air away from the body and replacing it with cool and fresh air to help maintain core body temperatures in both cold and hot conditions".

### Pro Shirt XV2 AIR

CE2 back and chest; Isolator 2 limb armour; unrivalled 'free fitting' flexibility; Dynamic Reactive Intelligent Materials (DRI-M technology); Freefit back armour from 6kN, limb armour from 10.6kN; industry



leading 3d mouldable, super soft, heat-reactive Isolator armour with multi-impact technology; BeCool 4-channel base layer technology for increased breathability and wicking; heat-activated body moulding; airflow control and humidity discharge; anti-bacterial; armour thickness from only 12 mm; Isolator CE2 passes all four areas of the CE2 test (ambient, wet, hot, cold). Pro shirt also available without armour.

### Pro Pant XV2 AIR



Isolator 2 hip, knee and buttock/coccyx pads; seamless loom full mesh technology; breathable BeCool base layer fabrics; ergonomically shaped specific Isolator armour pieces designed to provide maximum protection; removable 5 piece armour set covers hips, knees and buttocks/coccyx; limb armour from 10.6kN; super slim (CE2 12 mm) and lightweight design (from 96 g).

### Pro Tube XV2 AIR

Isolator CE2 armour as standard; seamless loom full mesh technology; increased venting on the softer front face with venting at the rear; suitable for elbows and knees; DRI-M technology (Dynamic Reactive Intelligent Materials); limb armour from 10.6kN; BeCool heat-activated body moulding; armour thickness from only 12 mm CE2.



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# Italian craftsman-finished photochromic visors

## GMX Mach 80

FK Visors, by Reggio Emilia, Italy based Forbikes, is one of the leading specialty motorcycle helmet visor producers in Italy.

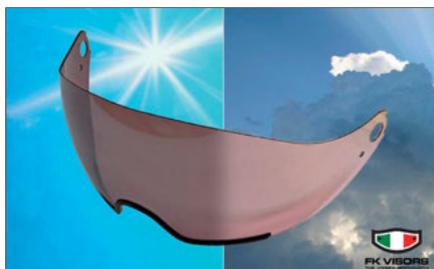
Due to the role it plays in vision, safety and protection from sunlight, the visor is one of the most important and fragile parts in the helmet and FK brings 30 years of Italian manufacturing experience to the visor production, with brand owner Forbikes having modernised the noted AB S.r.l. thermoforming and plastic processing helmet visor business in 2012.

Seen here, FK's photochromic visors darken in response to UV light, adapting instantly to the changing light conditions of the riding environment to give much greater comfort (and therefore safety) while driving - they are clear indoors, at night and when light conditions are poor, then they darken as the strength of the sunlight increases.

"Our photochromic visors are a great alternative to sunglasses under a helmet and much better than carrying an extra face shield and having to switch between clear and tint as conditions change.

"FK photochromic visors have a light pink base colour that becomes darker when the sunlight is more intense. At just 1.2 mm thick, the visors have an extremely low weight and our manufacturing techniques and materials guarantee extra clear visibility with 70% light transmittance.

"The visors are made with an anti-scratch treatment outside and anti-fog treatment inside for increased safety and comfort, and each FK Visor is made in



Italy with the best tools to ensure millimetric precision and perfect integration with the helmet. Our artisan workmanship means each visor is individually finished and quality checked by qualified technicians to assure the maximum quality and optical features".

Forbikes is increasingly known as the 'go-to' for access to some of the best quality visors available. The company's start-to-finish manufacturing process - from technical designs right through to precision moulding and hand-finishing - "ensures a perfect fit to the helmet every time". FK is well known for its 3 mm visors with quality optics and advanced design capabilities.

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The GMX Mach 80 from Gaerne is a Motocross boot based on the style of the 80s, "taking up materials and shapes that have characterised one of the most important decades of this discipline".

The boot has a thermoplastic front plate featuring original Gaerne graphics, which is interchangeable with additionally available graphics.

The handmade upper is made with 3 mm thick leather and "conveys all the historical know-how of a company that has its roots in Made in Italy". The boot is equipped with a steel toe and malleolus protection. Closure is by two buckles and a large strap positioned in the lateral area of the calf, which ensures a secure fit and easy removal.

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# Cylinder Works Big Bore kits with Vertex Pistons

In addition to its own MX performance piston kits (cast 2 stroke and forged 4 stroke pistons), VP Italy distributes a range of top selling brands, including leading American product lines such as All Balls, Arrowhead, HotCams, Pivot Works and, as seen here, Cylinder Works. These Cylinder Works 4 stroke off-road Big Bore kits with larger diameter cylinders "guarantee a significant increase in performance with better torque and power, both at low and high revs, with a level of reliability that often exceeds that of the original stock components". The kits consist of a Big Bore cylinder that maintains the external appearance and dimensions of the originals, made of AISi alloy with a nickel-plated silicon carbide

coated and plateau-polished barrel, and the applicable Vertex Big Bore piston complete with all its components and replacement gaskets. They are available for 250 and 350 KTM and Husqvarna models (Enduro and MX); Honda CRF 150 R, 250 R - X and RX and 450 R - X and RX; Kawasaki KX-F 250; Suzuki RM-Z 250 and Yamaha YZ250F, YZ450F, WR 250 and WR 450.



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## HP Corse - Yamaha Ténéré 700

Italian performance exhaust specialist HP Corse has these new 4-Track R Short and SPS Carbon Short Euro 4 approved applications available for the Yamaha Ténéré 700. With its slim lines, the 689 cc twin cylinder four stroke Ténéré is designed for "agile and fast driving - a motorbike born for rallies and long-distance

adventures that is also perfect for dirt backroads and everyday highways".

"We have created two different exhaust applications to give dealers options that will help their customers get the most out of Yamaha's versatile Ténéré platform.

"Designed in our Bologna R&D centre, the 4-Track R is equipped with a seamless hydroformed steel muffler with dB killer. Available in titanium, satin steel and black ceramic steel, it redesigns the rear, enhancing the Ténéré's aesthetics, agility and sound with its pure and essential lines, octagonal end piece, twin double outlet barrel and a carbon heat shield positioned between the front and the brackets.

"Tested on the bench, on the most demanding roads and tracks, the 4-Track R Short is light, reliable and guaranteed to deliver superior performance compared to the original - especially at low and medium engine speeds." Euro 4 approved, for the Ténéré 700 the 4-Track R exhaust is available in the "short" 300 mm version.



SPS Carbon Short

Also seen here, the lighter weight SPS Carbon Short achieves even greater horsepower gains and extraordinary torque. Also available in titanium, black ceramic coated stainless steel and satin stainless steel, it has a carbon heat shield and end cap and also comes in a 300 mm "Shorty" version for the Ténéré.

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4-Track R Short



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# Gilles - Africa Twin

Seen here for Honda's popular Africa Twin, and compatible with the OE handlebar, parts and accessory specialist Gilles Tooling's 2DGT adjustable handlebar riser gives a maximum of up to 25 mm increased height for the handlebars, compared to the original, and up to 7 mm of forward and backward adjustment - from such relatively small numbers a huge variance in geometry and ergonomics can be achieved. Additional Gilles custom options for the 1,000 cc parallel-twin CRF1000L include this ACMA top yoke nut CNC-machined from 7075 zinc alloy aluminium (Ergal), available in a selection of anodised colours, and ACM titanium rear axle nut in titanium - both featuring Gilles' patented pin interlock anti-

rotation device. The RCT adjustable shift lever is machined and anodised, with ball bearing for play-free running and a toe piece with double eccentric multiple axis height and length adjustment - position 1 for between 8 and 33 mm shorter than the original toe piece position, position 2 for between 11 mm wider and 12 mm shorter than the original toe piece position. The RCT kit can be used together with the standard Honda reaset or Gilles' own advanced design super strong footpegs with rubber insert for improved comfort and vibration isolation - add Gilles' RGK2 detent pillion turning joints with any of the up to 40 mm lowerable footpeg styles and extensions for 360 degree, 24 click/20 mm adjustability. Also seen here is the RCT-RK-04-Africa Explorer Enduro footpeg kit option for original height or 20 mm lower positioning and OFC oil filler cap with four different coloured rings and POM locking tool. Gilles design, manufacture and test in-house, and in the case of the RCT-RK-04-KIT they report an 8400 Nm breaking load - making it a very stable part. Gilles' advanced technology and manufacturing techniques include CAD Solidworks design and construction simulation to optimise component performance and 3D printing for on time prototyping and resource conservation - all backed up by DIN-ISO 9001 quality certification.



Adjustable gear & brake lever kit under breaking load test



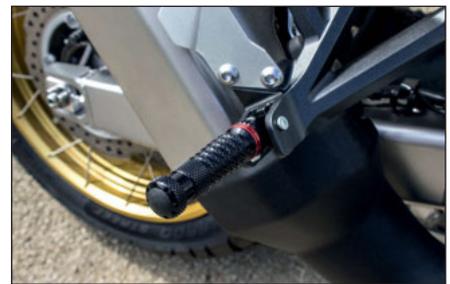
2DGT adjustable handlebar riser



ACMA top yoke nut



RCT explorer enduro footpeg



RGK2 pillion footpeg



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# Puig accessories for Z650/900 - including new version 3.0 ergonomically advanced lever options

Spanish accessory manufacturer Motoplastica has added to its extensive Puig brand of parts with this selection from the massive range of universal and model-specific designs and applications it has available for the popular Kawasaki Z650. Windscreen choices include their new generation Sport and Touring windscreens in 3 mm PMMA (methacrylate), a material that is said to guarantee high resistance to possible impacts and "provides a great aerodynamic capacity, being insurmountable against the wind. "The product has been tested in the wind tunnel, achieving the best results, and we supply the test results with the product. Available in a range of tints and colours, we have model-specific fitments for the Z650 and a range for other popular models. Puig screens are TÜV approved and come with an ABE certificate."



Touring windshield



Naked new generation sport windshield



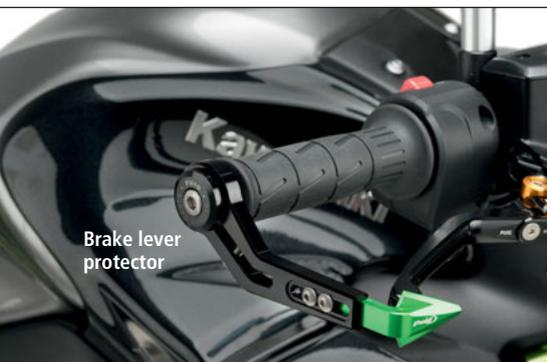
GTI mirror



Handguards



Enduro footpegs



Brake lever protector

Puig's new handguards have proven to be one of their most popular accessories. Manufactured in impact resistant ABS, the designs protect against impacts and the weather. Puig levers are well known for their quality design, construction and materials, and while the company still offers its version 2.0 levers (themselves an evolution of their v 1.0 design), the hot news is of their new version 3.0 upgrade, featuring ergonomic



3.0 levers

improvements and a more modern and aggressive styling. With a weight of 100 g, the fixed version measures 160 mm, the short 129 mm, and the folding between 133

and 153 mm.

"The new shape of the levers allows for a perfect handle, which will guarantee greater grip, comfort and accessibility." There are seven different colours available in four different styles: folding, fixed, short and extendable folding. They are an easy install with a model-specific hardware set available. By not limiting its design work to compatibility with the OEM fittings, Puig has been able to radically improve the ergonomics and safety offered by these new levers.

The brake lever protector features a two-way adjustable system for the protector, longitudinal and perpendicular to the grip. It is CNC-machined from billet aluminium and then anodised to provide protection and colour. There is a universal version that allows installation on the handlebars with an internal diameter of 13 to 18 mm without the need for an adapter, but Puig also has specific adapters for motorcycles that require it - clutch-side counterweight also available.

Additional model-specific and universal options available for the Z650 (and Z900) include a wide range of footpeg options, including 'Racing', sport, retro, streetfighter and Enduro style (seen here); a massive selection of rear view mirror choices (the GTI is seen here); protectors (including frame sliders and front fork protectors), grips, spools, indicators, spoilers and more.

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# Yamaha Ténéré 700 suspension options

Italian suspension specialist Matris has turned its attention to Yamaha's popular Ténéré 700 ADV with replacement front fork internals and rear shock absorber upgrade options.

For the front forks, Matris recommends the 'Classic' F25R hydraulic fork cartridge and its advanced ADV and Dual Sport derived "QuadValve" F25RX (25 mm cartridge) that allows compression, rebound and spring preload to be tuned and adjusted for riding



M46R



F25RX

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conditions, preferences and loads.

The F25RX is a fully adjustable complete hydraulic cartridge kit that replaces all the OEM internal fork components and is a ready-to-fit solution with no modifications to the original forks needed - an excellent upgrade of the original fork, offering greater calibration customisation options and an "evolved" riding attitude for those looking to really "work" the potential of the Ténéré 700.

Manufactured in 7075 aluminium alloy (Ergal - aluminium and zinc alloy) with anti-friction lapping and anodising treatment, the 12 mm anti-friction lapping 7075 rod is hard oxidation surface-treated. The set of CNC-machined billet aluminium compression and rebound valves has its own dedicated shims stack for total hydraulic flow control.

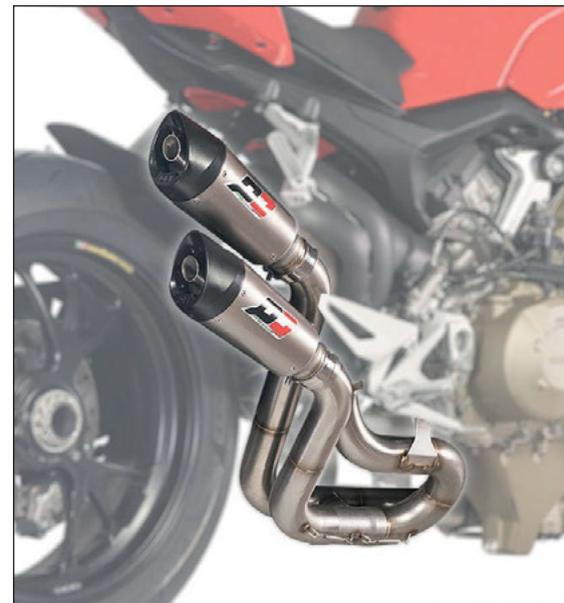
The complete set of 25 mm CNC-machined 7075 compression and extension pistons are supported on self-lubricating sliding bearings complete with specific lamellar packs. The spring preload with reference click is mounted on an axial roller bearing; there are 38 clicks of extension adjustment and 38 clicks of compression.

For the rear suspension, Matris offers a choice of solutions in its multi-adjustable hydraulic rear shock series - M46R, M46K or entry level M46KD - equipped with a knob-operated hydraulic spring preload unit for easy and fast setting compression, rebound, length and preload adjustments.



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# V4 Streetfighter 3/4 QD exhaust system with titanium mufflers



German Italian motorcycle parts and accessory specialist Stein-Dinse recently added distribution of Italian made QD exhausts in selected markets and is offering this new Euro 4 Ducati Streetfighter V4 semi-full system twin titanium Gunshot muffler by QD.

In pure Superbike style, this new 3/4 system for the V4 uses the first part of the OEM headers with a 2 in 2 layout (52 mm diameters) and H-shape balancing pipe "for the perfect flow in both engine banks". "All the pipework is in TIG welded AISI 304 stainless steel; the mufflers are the new QD titanium Gunshot with thermo-injected magnesium end caps and deliver a traditional QD signature sound - the power gain is +2/3 hp throughout the rpm range with up to +6 hp at the top end; the weight saving compared to the original is -5.7 kg." The original rear footrests can still be used and, as with every QD exhaust product, it is covered by a 30-month service card activated warranty. The system ships with an electronic exhaust servo eliminator; ECU reflashing available on request.



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# Fortress skid plate for 2020 KTM and Husqvarna models



Portuguese off-road and MX performance plastics specialist Polisport is increasing its skid plate range for KTM and Husqvarna 2020 models - now available for SX, EXC, SX-F, and the latest EXC-F models in OEM colours (seen here), white and black. Available with an exclusive Polisport designed quick release system that allows for the quick assembly and removal of the part for cleaning, this skid plate has a model-specific design, which means perfect fit, with the durable, injection moulded plastic providing "perfect protection". Polisport, Portugal, [www.polisport.com](http://www.polisport.com)

# NITRO sealed and charged batteries

After extensive testing, Belgium based DC-AFAM has announced a sealed battery charging system that ensures dealers know about the full supply chain charge status of the batteries they receive.

Kjell Roels, Product Manager for DC-AFAM, told IDN that "in the lead-acid battery industry we have been seeing a strong trend towards sealed batteries for several years. Sealed batteries include SLA (sealed lead-acid), GEL and factory activated batteries. This upward trend comes from the increasing complexity of the regulations controlling the sales and distribution of batteries supplied with an acid pack.

"SLA batteries have one big downside compared to dry charged batteries. Since they are already activated, they experience a natural discharge from the moment of production. Most of the powersports batteries sold in Europe are manufactured in South-East Asia. From there they have a six to eight week journey to get to Europe, and then, typically, they sit in warehouses at the wholesaler, distributor and retailer.

"By the time the battery reaches the end-user, the



battery is most likely already deeply discharged. The average NITRO SLA battery loses around 0,05V per month. Starting at 12,8V and dropping to 12,4V, the minimum threshold, takes in total about eight months depending on the battery type.

"At DC-AFAM we are equipped with a massive capacity full charging station, which can charge over 200 batteries at the same time. Our smart warehouse system tracks the time that the batteries spend in stock. Each NITRO battery has its own specific parameters and will be charged when needed.

"For every NITRO battery that leaves our warehouse we guarantee a charge life of at least four months - a sticker is applied to the box (and the master carton) to

indicate the last charging date.

"This not only benefits our professional customers but also end-users as they are sure that proper care has been taken of the battery throughout its life. After purchase the battery will still be in a healthy state, but a top-up charge is always recommended before installation of the battery inside the motorcycle."

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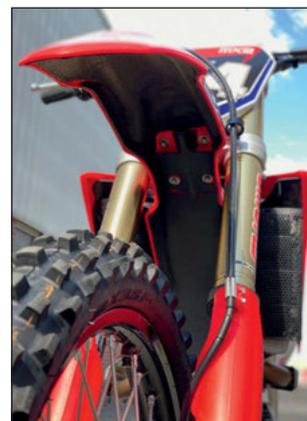
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# Mupo suspension options for Tracer 700/900



# Twin Air mud foam and sleeves



Italian suspension specialist Mupo offers kit options for the Yamaha Tracer 700 and 900, including the popular AB2 rear shock and Caliber 22 cartridge - "our suspension upgrades radically improve the feeling of all the Tracers, in all riding situations," says Leonardo Borghi, Mupo's Director of International Sales.

"Engineered specifically for the naked and sport touring segment, the AB2 steel external reservoir design features a flexible steel coated pipe tested at 450 atm, with a separating diaphragm inside the cylinder that protects against cavitation problems and allows a perfect functioning at every angle of inclination.

"The independent compression and rebound adjustments, together with the spring preload, allow the rider to find the perfect setting, and for optimal performance we recommend upgrading to the hydraulic preload option. Thanks to our wide range of available springs, it's possible to customise the suspension based on the rider's weight and riding style at the time of the order - our shock absorbers are handcrafted one by one."

The head and joints are made in Ergal 7075 (zinc/aluminium alloy) hard anodisation for maximum durability with a 46 mm cylinder in steel, CNC-machined Ergal separating piston between the oil and gas.

The adjustment features 24 clicks of compression and 40 clicks of rebound; length adjustment is 9 mm and there is manual spring preload as standard with optional hydraulic spring load.

The Mupo Caliber 22 cartridge is "engineered by the Mupo R&D department to boost the performance of

street bikes in the sport touring and naked segment at a competitive price," says Leonardo.

"The 22 mm pistons, with increased oil passages, are at the heart of a sophisticated hydraulic system, which together with the progressive shim stack, guarantees controlled and precise damping, returning better handling and comfort. Completely adjustable in compression, rebound and spring preload, it's possible to personalise the setting of the fork based on the weight and riding style.

"The highest quality materials, completely CNC-machined and 100% dimensionally controlled, and the various surface treatments, give the Caliber 22 an elegant and captivating look, perfect for those who want to upgrade their own bike. Thanks to the wide range of available Mupo springs, it's possible to customise the suspension based on the rider's weight and riding style at the time of the order".

The adjustments feature 40 clicks of compression and 40 clicks of rebound, with 10 mm of spring preload. All Mupo products are completely rebuildable and have a warranty of two years - extendable up to six years subject to servicing per the Mupo operation and maintenance booklet.

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Veghel, Netherlands based foam air filter specialist Twin Air has developed two new products to help off-road riders compete under the most challenging of weather conditions they face - the mud!

A newly developed thermoplastic polyurethane material (TPU) prevents mud build up on the radiator louvers, allowing the radiator to continue to maintain air flow and operating temperature. The mud sleeves are a universal product for all off-road bike radiators and easily mounted with zip-ties.

Also available, Twin Air mud deflector foam means no more mud hanging under the fenders! Deflector foam prevents the mud from sticking under the fenders, helping to eliminate added weight from the bike. The foam is pre-cut in bike-specific dimensions and has a peel-off tape layer for easy mounting.

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# Z H2 gets R&G protection

British crash protector and styling specialist R&G has extended its coverage to include the new Kawasaki Z H2 with Aero crash protectors, bar end sliders and radiator guards (stainless steel and aluminium).

In addition to the core protection line, accessories such as a tail tidy, tank traction grips and exhaust hanger are also available.

Much more than simply a H2 minus a fairing, Kawasaki's supercharged, supernaked Z H2 may share the same engine internals as its sibling, but the rest of the bike has been designed from the ground up with user-friendliness in mind. Major differences include a steel trellis frame, double-sided

Additional products for the Z H2 include a dashboard screen protector kit, carbon fibre lever guard, moulded lever



guard, fork protectors, spindle sliders, tank traction grips, boot guard kit, shocktube, exhaust hanger, rear footrest blanking plate, kickstand shoe, fender extender, top yoke cap, frame plugs and mirror risers. Founded in 1999, R&G lays claim to being the world's number one manufacturer of motorcycle crash protection with nearly 5,000 SKUs for hundreds of bikes.

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# MAGURA X-line bars with ABE & HC3 Colour Kits



For 2020 the always popular "butted and extremely durable" MAGURA X-line handlebars range is now available with German ABE certification for the first time, as well as enhanced colourway and clamping set options.

The range includes ten different handlebar models and four different clamp sets for on-road and off-road motorcycles, in addition to the two radial pumps HC1 and HC3 and the HYMEC hydraulic clutch

actuation.

"With the new ABEs for the X-line handlebars, our customers can be certain which MAGURA X-line handlebars fit their motorcycle," says Conor McRory, Sales Manager at MAGURA. "ABE also removes all the obstacles involving obligatory registration in the vehicle registration document. This saves costs and makes it much easier for dealers and their customers to optimise the ergonomics of their handlebar set-up."

MAGURA is providing an extended parts report for all previously manufactured MAGURA X-line handlebars and clamping sets that confirms that identical manufacturing processes and identical materials were used for pre-2020 MAGURA X-line



handlebars and MAGURA clamping sets - available for download on the MAGURA website.

Also seen here, colour kits are now available for the MAGURA HC3 radial brake and clutch master cylinder. Each kit contains the lever bolt cover and the reservoir socket with sealing ring and is compatible with all HC3 brake and clutch masters. HC3 colour kits are available in four different colours - black, silver, blue and green.

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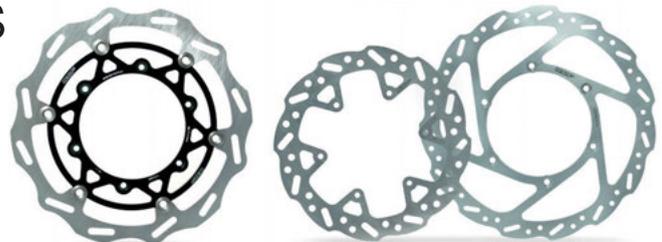
# WRP brake pads and discs

This WRP brake combo for off-road bike applications is a "superb alternative to the original brake discs and pads", according to Wind Trading's Francesco Fabbri. "In addition to eye-catching designs, the technical advantages of the 'wave' style design include faster breaking response time, improved heat



dissipation and excellent disc and brake pad contact with constant brake pad cleaning. "Laser-cut from plates of AISI 420 grade stainless steel, then heat-treated, our floating discs come with a 7075 anodised aluminium centre. Combined with WRP brand brake pads, they deliver excellent off-road hot and cold breaking - on MX racetracks and when riding off-road on demanding terrain.

"WRP brake pads are 100% European



made and offered in several friction compounds specifically developed for off-road use precision - MX racing, Enduro and dual-sport."

**WIND TRADING SRL**  
Ravenna, ITALY  
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More info



# Power Box emergency starter and booster

Added to the BS Battery range of battery care products, Power Box PB-01 is a versatile, portable emergency starter, booster and charging power supply for those who have neglected to keep their batteries in top condition while parked up. It has enough power to jumpstart and boost discharged batteries and the durability to double up as a personal accessory charger for smartphones and other power-hungry creature comforts. Easily transportable with ultra-compact design, the Power Box PB-01 is a "powerful battery which connects on all brands' accessories with flashlight function, which provides three blinking modes for normal constant

light, SOS and strobe effect. "Useful and convenient, the Power Box PB-01 makes life easier for all. Composed of a lithium-ion battery, safe and smart multi-device cables, the battery booster is able to start twenty times before recharging. You can also recharge it within five hours thanks to a cigar plug or electric charger. "This safe lithium booster is a perfect tool, because it cannot only start gas engines up to 5,000 cc and diesel engines up to 2,500 cc, it can also supply power for mobile devices with USB output 5V 2.1A and vehicle products with output 12V 10A."



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# Hiflofiltro extends range of air filters

Aftermarket air filter maker Hiflofiltro has released fitments for the latest 2020 machines, extending its range to cover almost every bike, scooter and moped on (and off!) the road. "Hiflofiltro is making servicing easier than ever, with a new range of air filters to cover several important new models. From Honda's latest Vision 110 commuter scooter and CMX500 Rebel mini-cruiser, through to the Triumph Street Triple super naked to the Kawasaki Z900 RS retro, Hiflofiltro now has

an OE+ spec replacement filter to suit them all". Hiflofiltro has been making air and oil filters for almost 60 years at its factory in Thailand, with annual production topping 20 million units. Supplying both the aftermarket as well as major car and bike makers, the company was "the first to achieve TÜV approval for its filters, guaranteeing better than OE performance from an aftermarket product". Hiflofiltro products are also used by discerning motorsport race teams including top British Superbike contenders TAG Racing, whilst featuring extensively in off-road from grassroots to the high-flying BRT KTM (Martin Barr) MX team. "Hiflofiltro constantly evolve its products as technical advancements are made, offering the best possible quality and performance - from raw materials supply right through to final testing. Hiflofiltro sources all its materials from top-quality suppliers: steel from Japan, filter media from Finland, Japan

and the US, and high-tech glues from Germany". The company has also invested in the highest technology for its quality control testing - laser test apparatus measures filtration performance, while a bespoke pressure-testing rig checks every single oil filter for leaks before it leaves the factory. Hiflofiltro filters are distributed in the UK by Bike Alert. A full list of recent fitments can be found at the company's website, including the Honda CRF250/Rally 2013-1'8; Kawasaki EX400 models '18-'20; Suzuki GSX-R125/GSX-S125 '17-'20; Kymco 300 X-Town '17-'18 and 125i People S '17-'20; Gilera/Piaggio 500 Nexus/X9/X9 Eco '02-'15; Triumph Street Triple R/S/RS '17-'20 and Tiger 1200 Explorer '12-'20.

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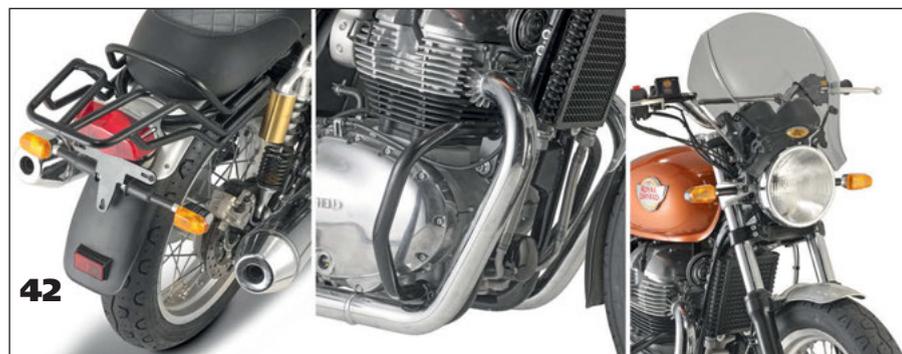
**INTERNATIONAL DEALER NEWS**  
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**PARTS AND ACCESSORIES**

# Interceptor 650 accessories

Italian parts and accessories brand Kappa has developed accessories for the Royal Enfield Interceptor 650 that "complement the aesthetics of the popular new parallel twin, adding versatility to its commuting and medium range use". Parts include the rear rack KR9051 for mounting any Monolock top case. Made of black steel tube, it can also be used as a rack to attach a compact duffel bag. KL9051 is a pannier holder for Monokey side cases -

K22 is recommended, a pair of black, embossed side cases, with a capacity of 22 litres and a maximum internal load capacity of 5 kg. The bags have a convenient vertical opening and are watertight. 100ALK/100ALBK is a compact Café Racer screen in anodised aluminium, available in grey or black finish with dimensions of 20.5 x 26.5 cm. An alternative is the 140AK/140SK model with a transparent or smoked screen, measuring 35 x 41 cm and more

protective considering this bike's upright riding position. To protect the engine, Kappa offers the KN9051 engine guard, made of a 25 mm diameter steel tube. Kappa suggests the tank bag best matching the "minimal" style of this bike is the AH200, which has a mounting kit consisting of removable magnets and adjustable straps and offers an internal capacity of 14 litres, expandable to 24 litres, a transparent map pocket, zipped side pockets, an anti-slip rubber base, a rain cover as standard; it can also be carried as a backpack.



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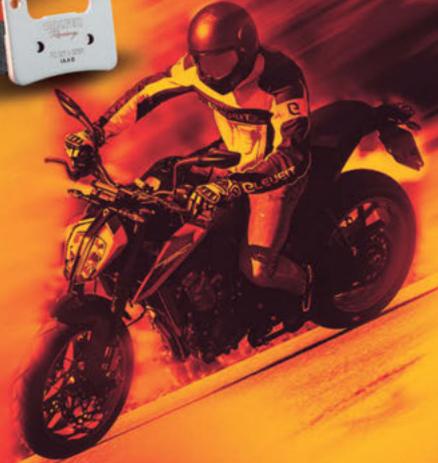


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# Ognibene 'Black Edition' off-road rear sprockets

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 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."

These new 'Black Edition' Ognibene off-road rear sprockets are made in super-lightened C45 hardened steel (a medium strength steel with good machinability and excellent tensile properties) in an Ognibene exclusive design that not only looks good but is 30% lighter compared to a standard sprocket - achieved without reducing its all-important wear resistance and durability. The precision of the company's CNC manufacturing



ensures mud discharge to keep the sprocket teeth surface clean and durable, and the cataphoresis treatment improves resistance to chemical and environmental corrosion.

Ognibene off-road rear sprockets are available in tooth sizes and configurations for all the most popular makes and models.

Ognibene also supplies complete transmission kits composed of D.I.D chains and Ognibene gears (front and rear sprockets), which are based on

experience and the expertise developed in supplying major global brands such as Kawasaki, KTM, Suzuki, Yamaha, Beta, Honda and Husqvarna.

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## Folding carbon brake and clutch levers

Italian parts and accessory specialist CNC Racing has these new Race Carbon levers that are "perfectly compatible with the original brake master cylinders".

A machined aluminium coupling, which is anodised for a superior finish, and the use of steel screws make this a "premium design and superior quality upgrade". The articulated lever is entirely made of carbon fibre - the folding mechanism prevents breakage in the event of a fall.

The distance of the levers are 25-position adjustable according to the rider's needs, even whilst riding, through the use of a knurled aluminium knob. The Race Carbon levers are supplied with two easily replaced adjustment knobs, anodised in red and black.

These Race Carbon levers have a length of 190 mm from the pivot bolt, are not for mounting with handguards and are available in matt or gloss black carbon.



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# NEWS BRIEFS

## BMW sees 12% global growth in June



In the absence of the 2020 INTERMOT and EICMA shows, IDN will publish the first of a winter and spring 2021 sequence of 64-page "No Show Specials" as the



October/November edition - usually our INTERMOT and EICMA preview. The mission is to showcase the vendor company and product news that will otherwise be left to dwell in the shadows! Deadline will be September 14.

The January 2021 edition of MC Mässan, the annual powersports industry expo in Sweden, has been cancelled. Slated for Gothenburg (the show alternates between there and Stockholm), Swedish authorities have not yet indicated any likelihood that the present restrictions on large indoor events will be lifted in time for the show to go ahead. Instead the organisers are working on a tentative plan for the show to move outdoors in the spring - possibly in May 2021. The Start2Ride event planned for 19-20 September in Eskilstuna this year is also cancelled.

Documents leaked from the EPA (Environmental Protection Agency) in the USA appear to suggest that Ducati is working on a 1,260 cc 157 hp Lamborghini edition Diavel. A Multistrada Enduro 1260 Grand Tour and a Scrambler 1100 Pro Dark may also be in the pipeline.

BMW Motorrad has posted its best ever sales results for the month of June and says it is "entering the second half of the year with confidence".

Dr. Markus Schramm, Head of BMW Motorrad, said: "After a great start to the new year, we were still up by the end of February, with an increase of almost +12% on the previous year. Then the dynamic development of the Corona pandemic also began to have a negative impact on the demand for motorcycles. But we see clear light at the end of the tunnel again."

BMW motorcycle and scooter sales in June were +9.8% over the same month last year, with a total of 20,021 BMW motorcycles sold. Despite understandably weak sales from March to May, BMW Motorrad sold 76,707 motorcycles worldwide in the first half

of 2020 - a decrease of -17.7%.

Sales of 13,937 units in Europe (+2,684 more than in the same month of the previous year) saw the company post +23.9% for January to June; with a +58.2% increase in the German home market. They were +72.9% in France; +52.2% in the Netherlands, Belgium and Luxemburg; and +52.0% in Portugal. Sales in Australia, China, India, Japan, Korea, Malaysia, Russia and Thailand were +17.3% in June (2,997 units).

The new BMW Motorrad models F 900 R, F 900 XR and S 1000 XR were strong sellers, as were the perennial favourites R 1250 GS and R 1250 GS Adventure and the other 'Boxers' such as the S 1000 RR Super Sports model. The company says it expects to see U.S. sales buoyed by the new R 18 Cruiser.



BMW Motorrad says it expects sales in the rest of 2020 further buoyed by its new R 18 Cruiser - especially in USA where the company is not disguising the fact that it is targeting Harley Big Twin sales.



BMW is marking the 40th anniversary of the GS line - the R 80 G/S made its debut at IFMA, Cologne, in 1980.



The new anniversary edition F 750 GS, F 850 GS and F 850 GS Adventure - ABS PRO and DTC (Dynamic Traction Control) are now standard.

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

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