

INTERNATIONAL DEALER NEWS

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APR/MAY '23

ISSUE #172

STATZONE 6-7

Piaggio reports "best year ever" - highest turnover for Aprilia

Commenting on its 2022 full-year financial performance, Piaggio Group Chairman and CEO Roberto Colaninno stated that "the Piaggio Group closed 2022 with its best results ever, setting new records for all indicators, including net sales of more than €2bn and net profit up 41.4% to €84.9m.

"The geopolitical and macroeconomic situation was and continues to be complicated, but we are confident and optimistic about 2023 and will continue along the important growth path we have already mapped out - confirming our investment plans and our commitment to ESG issues.

For the year ended 31 December 2022, the Group sold 516,200 two-wheelers worldwide, an increase of 14.8% from 449,700 in 2021, generating net sales of €1,683.8m (+23% from €1,369m at 31 December 2021).

The figure includes spares and accessories, on which turnover totalled €155.5m, (+11.6% from €139.4m in 2021).

Turnover from two-wheeler sales in 2022 was particularly strong in Asia Pacific (+57.1%), followed by the

Americas (+42.7%) and EMEA (+10.3%), while a slight decrease was reported in India (-5.3%).

In Europe, the Piaggio Group confirmed its leadership in the scooter segment with a share of 22.9% (22.7% at 31 December 2021) and further strengthened its positioning on



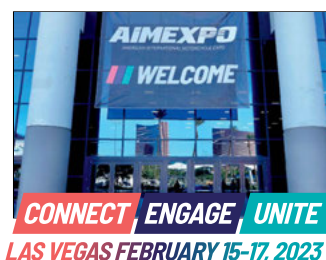
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the North American scooter market, with a share of 35.4% (35% at 31 December 2021). In North America, the Group is also consolidating its presence in the motorcycle segment with the Aprilia and Moto Guzzi brands.

The scooter sector reported a 14.3% rise in worldwide sales, led by the Vespa brand, which recorded a turnover increase of almost 30%, by the Piaggio Liberty high-wheel scooter, by the new Piaggio 1 electric scooter and by the Aprilia scooters.

The motorcycle sector closed 2022 with a 19.7% improvement in sales volumes and record results. The Aprilia brand reported its highest ever turnover, up more than 30%, with particularly strong support from the Aprilia RS, Tuareg 660 and Tuono 1100, and a positive effect from the excellent results achieved by Aprilia Racing in the MotoGP Championship: in addition to Aleix Espargaró's historic first victory, the team achieved eight podiums and two pole positions. Moto Guzzi reported record sales volumes and turnover up by more than 15% to the best result ever, led by the all-terrain V85TT, the new Moto Guzzi V100 Mandello and the V7 range.

In corporate terms, consolidated net sales of €2,087.4m was the highest figure ever reported, up 25.1% (€1,668.7m at 31.12.2021).



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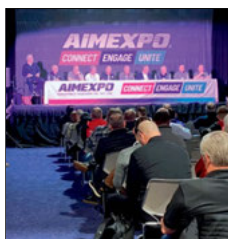
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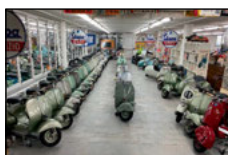
COMMENT - A good start to 2023 - mostly!4

Robin Bradley welcomes the first meaningful slew of new motorcycle registration statistics of the year, with the quarterlies from Spain and Italy in particular suggesting that we could be looking at a good year ahead overall. Meanwhile, he congratulates the MIC in USA for a good AIMExpo in Las Vegas in February, and the IVM in Germany for the role it played in securing the licence changes in Germany that look to have played a role in kick-starting a growth in sales there.



AIMEXPO: The Big 'Mo'31-37

After show shrinkage, host city uncertainty, the effects of the pandemic and a radically re-engineered expo concept, it looks like the patience and investments that the Motorcycle Industry Council in the United States has made into the show has been rewarded with a renewed sense of purpose, direction, relevance and that all-important Momentum. February in Las Vegas now looks to be an international powersports industry fixture.



RMS: 'Master Classic' Vespa restoration competition14

'Classic' Vespa parts and accessory vendors and professional and passionate enthusiast restorers have something to look forward to in September with what is believed to be the first 'Classic' Vespa competition and showcase in Europe.



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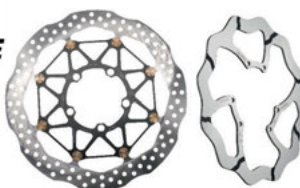
The French distributor celebrates its major milestone.



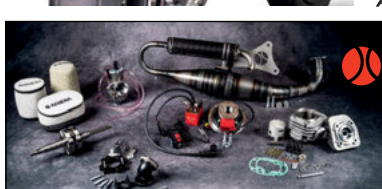
**BRADLEY REPORT: Ben Purvis with a round-up of
global motorcycle manufacturer news20-29**

Suzuki finally confirms an electric motorcycle; Moxiao four-cylinder sports bike; QJMotor 1,000 cc superbike; Yamaha Ténéré 700 'Explore' and 'Extreme' editions; Praga limited-edition relaunch; KTM planning semi-automatic motorcycles; CFMoto 800NK could be a game-changer; BMW 'ShiftCam' single on the way; Kawasaki, Honda, Yamaha and Piaggio latest fiscals.

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A good start to 2023 - mostly

One (partial) of good registration statistics doesn't guarantee a good year ahead, but with the exception of the UK, the results for the first two months of the year in Italy, Germany and Spain suggest a good start to 2023.

The most recent data we have seen for the market in France (ACEM) show motorcycle registrations for the full year in 2022 at 195,350 units. This is a -6.6% decline from the post-Covid bounce of 210,535 units in 2021. Therefore, there is every chance that France is now locked into a decline cycle.

The UK is also seeing 'soft' registrations so far, with the +2.01% growth seen for full year 2022 (108,510 units) camouflaged by a decline trend that set in through the second half of the year. That trend has continued into 2023, with motorcycle registrations dropping by -5.8% for the first two months of 2023.

However, elsewhere among the 'Big Five' markets that account for some 80% of motorcycle registrations in Europe, the initial reports are very encouraging though.

In Italy, Europe's largest market in terms of recent annual unit numbers, the first quarter was up by a storming +18.99% at 38,976 new motorcycles registered for the first three months. That is building on what was an excellent 2022, with +6.35% growth last year (126,571 units).

The market in Spain has started well too, with +12.46% growth for Q1 (43,524 units) after +6.30% growth in 2022 (175,525 units).

However, the star of 2023 so far is Germany. Last year saw the market decline by -7.22% (107,992 units), but the data from the IVM for January and February show +24.86% growth year-to-date with 15,275 new units registered.

January and February data can be notoriously unreliable and can be suppressed by a wide range of factors - from weather right through to the impacts of a regulations driven rush to pre-register units before the prior year end.

Conversely, they can be artificially inflated by short term factors such as winter promotions, inventory over supply, logistics bottlenecks unwinding or new models arriving late. Either way, treat the data we are seeing so far with caution.

In the case of Spain, and especially Italy, they will be a more reliable indicator of what lies ahead - Q1 data includes March, one of the best months in most markets.

Forecasts are little more than best guesstimates though. In febrile times such as these, what happens in the first quarter is not necessarily a sound basis for confident second half year forecasts. It never has been. All that said, I'm sure most of us will accept what we are seeing so far. Who wouldn't rather have a good start to the year than not?

Since I wrote the last edition of International Dealer News, I have been to two industry events in the United States. The first was one of the biannual Parts Unlimited, Parts Canada and Drag Specialties NVP New Product Expos (Louisville, Kentucky, in January) and the other one was the Motorcycle Industry Association (MIC) owned AIMExpo at Las Vegas - that being the only remaining 'independent' motorcycle industry trade show that the U.S. market now has.

It had started in Orlando, Florida, around a decade or so ago as an attempt to bring European style combination trade and consumer attendance to a show in the United States for the first time. After a couple of years at Columbus, Ohio, it has now dropped anchor at Las Vegas, cut down to three days only from four and abandoned the public

element of the original concept.

The past 36 months have been torrid for events (of all kinds, in all markets), but in showing patience and evolving the new concept, the MIC appears now to have turned the show around and has it headed in the right direction.

It appears to have that all important 'Momentum' again. Although being in America's Southwest inevitably means the event will forever be skewed towards the broader powersports industry. But if that is what it takes to stabilise and rebuild it, then that's fine. Maybe at some stage the motorcycle expo market in the U.S. will be strong enough to additionally support an AIMExpo East. Taking the custom and broader motorcycle market back to Cincinnati - its spiritual home in show terms - in the heartland of America's on-highway dealer network, would be quite a "thing". Meanwhile though, it looks like Las Vegas in February is going to be in the calendar for some years to come.

At AIMExpo a lot of credit for the show's turnaround has to go to Tucker Powersports whose leap of faith in agreeing to co-stage its annual dealer appreciation event there, rather than at its Fort Worth, Texas home, has done much to add to that sense of 'Momentum'.

As you'll see from the six-page vendor news-based review of the show in this edition, there is considerable European synergy with the event.

A large proportion of the booths were either European exhibitors, their North American subsidiaries or American importers/distributors showcasing the products they source from European manufacturers and brand owners.

My big AIMExpo take-away was the creativity, effort and budget that the MIC is ploughing into addressing two of the biggest

issues that our industry now faces.

Namely, following the incredible success enjoyed for around 24 months through the pandemic, how do we now encourage as many as possible of those new adopters to stay with the PTW market and not let their newly bought bright and shiny machines either rot in the garage or flood the used market?

Second, how do we switch our mindsets back to addressing the still unresolved pre-pandemic issues that have not gone away - namely encouraging new generations of riders to embrace two wheels?

Kudos to the IVM and the others involved in lobbying for the importance of two wheels and affecting government licencing policy in Germany, because allowing access to PTWs earlier is now proven to work. The benefits are plain to see.

That, or something like it, needs to be replicated on an EU-wide basis, and with PTW use now, theoretically, being a favoured transport solution along the corridors of the Berlaymont, I'm sure ACEM and its members aren't asleep at that wheel!

“ little more than best guesstimates ”

Robin Bradley
Publisher
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Germany: motorcycles +24.86% to February

In a significant rebound (the German motorcycle market was -7.22% for the 2022 full year), the most recent available data from the IVM (the motorcycle trade association in Germany) show January and February motorcycle registration at +31.26% (4,598 units) and +22.29% (10,677 units) for January and February respectively.

This has given the German market a strong start to 2023 with a combined first two-month performance of +24.86% (15,275 units, compared to 12,234 in 2022); despite continuing economic uncertainties, this has been the strongest start to the year in Germany since before 2009.

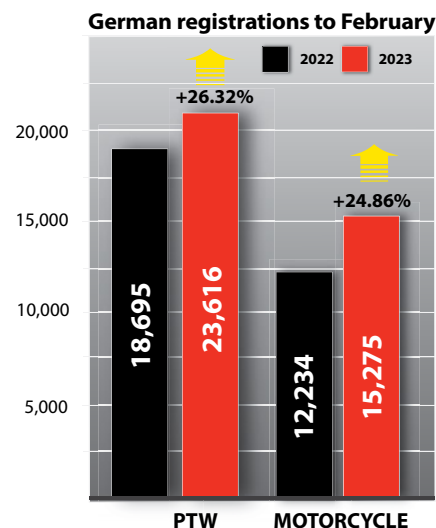
Reflecting continued benefit from licence changes, in total PTW terms, the German market was +26.32% after the first two months (23,616 units) - also the best start to the year since before 2009.

With no fewer than nine models in the top 20 best sellers, it is no surprise that BMW has maintained its commanding dominance in its home market with 4,538 units sold so far for a 29.71% market share. Honda is second (2,264/14.82%), with Yamaha third (1,191/7.80%), followed by KTM, Harley, Kawasaki, Ducati, Suzuki, Triumph and Husqvarna in 10th spot.

The BMW R 1250 GS has continued into 2023 as the best-selling model so far this year with 1,358 units sold, followed by the F 900 R and S 1000 RR for a BMW clean sweep of the top three spots. The Honda CRF 1000 Africa Twin shows the continuing rise of ADV style models in fourth, and the Z 900 as fifth shows Kawasaki's market resurgence of recent years as continuing.

In electric motorcycle terms, Zero was the top selling brand YTD but on low volumes (33 units sold, down from 24 for the corresponding period in 2022), followed by Vmoto, TKTM, Energica and eRockit. Though road-going electric motorcycles are only part of the EPTW story, they are a bellwether, and with the top-five brands only recording 68 units registered between them (with the full German electric motorcycles only numbering 139), there is clearly a long way to go if market investments are ever to show a return.

In this context, the EU's compromise of its 2035 new ICE vehicle ban in the face of the powerful German auto lobby to allow post-2035 registration of vehicles that run exclusively on e-fuels, puts some of the EPTW forecasts being seen used for ambitions



stock market flotations into an even more ambitious context. Vehicles with internal combustion engines can now still be newly registered throughout the EU after 2035, if they fill up exclusively with CO₂-neutral fuels.

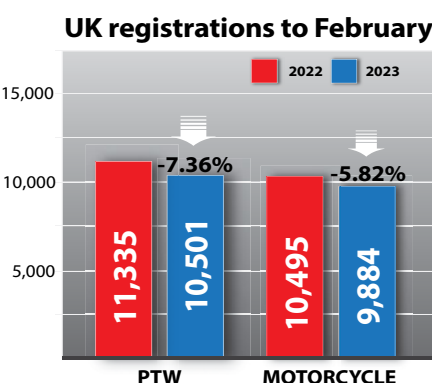
For the record: German motorcycle registrations were -7.22% for the full year in 2022 (107,992 units) thanks to the ongoing beneficial impacts of changes in domestic German licencing; total PTW registrations were essentially flat at +0.69% (201,433 units).

UK: motorcycles -5.82% for January and February 2023

The latest available data from the MCIA (the motorcycle industry trade association in the UK) show a poor start to the motorcycle market in the UK for the first two months of the year, with January -7.07% (5,380 units) and February -4.31% (4,503) to leave the UK market languishing at -5.82% (9,884 units) for the first two months.

Given the economic circumstances in the UK, that is probably a good result. The small (and shrinking) UK moped market was -26.55% (617 units) YTD. Total new PTW registrations in the UK were -7.36% for the YTD at 10,501 units so far. Within that number, 421 new electric powertrain units were registered in the UK in the first two months of 2023 (-55.0% from the 936 units registered in the first two months of 2022). The UK scooter market was -17.8% YTD (3,298 units).

However, one age old idiosyncrasy of how new



motorcycles (and cars) are registered in the UK is the twice annual 'Plate Change' that brings in a new registration number ('Tag' cycle) twice a year, March

and September. The net effect of this is often to suppress new model registrations in the prior 60 days, so it will be what is seen in March that will be an indicative bellwether for the full year in the UK.

Brand share leader in February 2023 in the UK was Honda (936 units), followed by Yamaha, BMW, KTM and Lexmoto.

For the record: The UK motorcycle market was +2.01% for the full year 2022 at 108,510 units - the highest since 2016 and second-best since before 2009. However, growth evaporated in the second half of 2022, with five out of the six months negative; two of those months were greater than -11% down, and that negative trend has clearly continued into 2023 so far. Total new PTW registrations in the UK in 2022 were +1.95% for the full year at 115,633 units.

Spain - Q1 2023 new motorcycle registrations +12.46%

The latest available data from ANESDOR - the motorcycle industry trade association in Spain - show that motorcycle registrations in the first quarter of 2023 are +15.61% (13,171 units), +0.10% (12,436 units) and +21.78% (17,917 units) for January, February and March 2023, putting the market at +12.46% for the first quarter on 43,524 units in total.

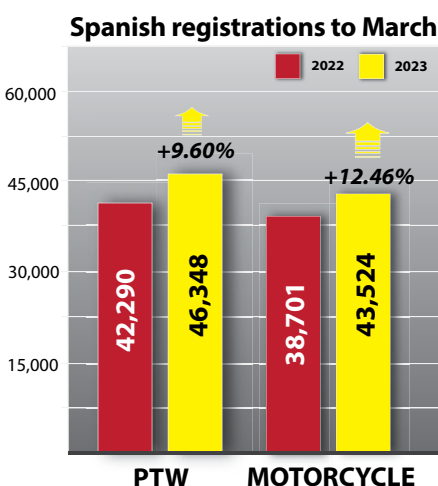
This is by far the strongest Q1 for new motorcycle registrations in Spain since before 2009.

Moped registrations remain soft in Spain at -21.32% (2,824 units) for Q1 - putting total new PTW registrations at +9.60% (46,348 units) for the first three months of 2023 (compared to 42,290 in 2022). The top selling motorcycle brand in Spain in Q1 was Honda (10,914 units for a 25.1% market share), distantly followed by Yamaha (5,213 units, 12.0%

share) and BMW (2,924 units, 6.8% share). KYMCO was fourth, followed by Piaggio, Sym, Zontes, Kawasaki, KTM and Aprilia.

The top selling model in Spain in Q1 was Honda's PCX 125 (1,816 units for a 4.2% market share), followed by the KYMCO Agility City 125 (1,778 units, 4.1% share) and the Honda SH125I (1,374 units, 3.2% share).

For the record: Motorcycle registrations in Spain were +6.30% for the full year in 2022 at 175,525 units - essentially flat with 2019 as the equal best year for motorcycle registrations in Spain since before 2009. In total PTW terms, 2022 was +4.54% (191,225 units). Demand for electric powered PTWs was +53.1% for the full year at 10,188 units, which was 5.8% of total PTW sales.



Japanese made motorcycle exports to Europe +24.63% in January and February 2023

The latest available data from JAMA (the automotive trade association in Japan, which includes representation of motorcycle manufacturers among its membership) is showing exports of Japanese made motorcycles to Europe (over 250 cc) up by +14.49% (20,121 units) in January and +37.51% (19,011 units) in February - continuing the positive trend seen in the second half of 2022 for a YTD of +24.63% (39,132 units).

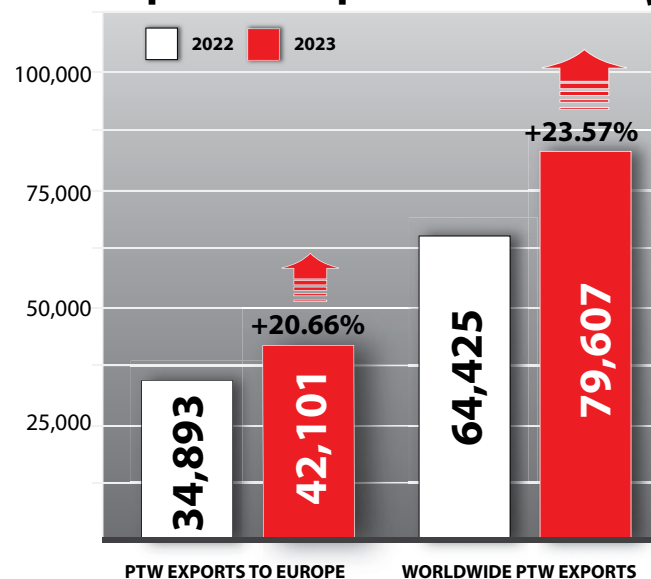
In total PTW terms, exports to Europe from Japan by the 'Big Four' were +20.66% YTD at 42,101 units.

Japanese made motorcycle exports to the USA also picked up in the second half of 2022 and were running at +14.72% for the first two months of 2023 at 11,808 units.

Total global Japanese made motorcycle exports were +24.47% YTD at 64,514 units; total global Japanese made PTW exports were +23.57% YTD at 79,607 units.

For the record: annual worldwide Japanese made motorcycle and moped exports (all PTW) fell off a cliff in 2009 to 583,879 from over

Japanese Exports to February



one million in 2008, having peaked at 1,641 million units in 2000. They have continued to decline most years since then. Most recently they were 463,123 units in 2017; 456,758 in 2018; 396,379 in 2019; 311,998 in 2020, but significantly up in 2021 (for the first time since 2017) at

437,042 units (+40.08%) and again in 2022 at 486,813 units (+11.39%). European PTW imports from the Japanese factories were +37.14% for the full year 2021 at 197,651 units - ahead of 2019 (191,144) and 2020 (144,127) - and +20.21% for 2022 (237,597 units).

Italy - Q1 2023 motorcycle registrations +18.99%

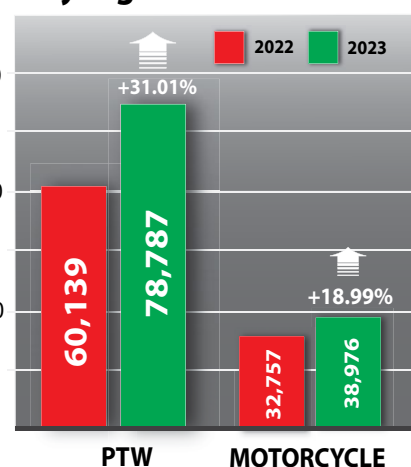
According to the latest available data from ANCMA - the motorcycle industry trade association in Italy - the first quarter has started strongly again with January up by +22.36% (9,482 units), February +7.06% (11,269 units) and March +25.85% (18,225 units).

For the first quarter, registrations were +18.99% at 38,976 units compared to the very good Q1 in 2022 (32,757 units) - the best first quarter in Italy since before 2014 at least.

In total new PTW registration terms, Q1 was +31.01% at 78,787 units - by far the best first quarter in Italy for a generation. Of those, ANCMA is classifying 39,811 as scooters, which is up by 45.39% on Q1 2022.

The Honda Africa Twin is the best-selling motorcycle in 2023 so far

Italy registrations to March



(1,525 units), followed by the BMW R 1200 GS (1,141 units), Benelli TRK 502/X (1,126) and Yamaha's Tracer 900 (1,080 units). Honda dominates the scooter market in Italy with all top five of the best sellers, for a total of

12,866 units registered in Q1 2023, which is more than 12% of all scooters sold so far this year. The Honda SH350 was the top selling scooter, followed by the SH 150, the X-ADV 750 (interestingly, with 2,587 units sold), the SH 125 and the ADV 350 in fifth spot (1,921 units). Indeed, the Honda Forza 350 was in seventh spot, behind the KYMCO Agility 125 R16.

For the record: full year new motorcycle registrations were +6.35% in 2022 at 126,571 units. Total PTW registrations in Italy for the 2022 full year were essentially flat at +0.09%, but the 270,416

total of new model registrations was the best for the Italian market since before 2011; of those, ANCMA classified 143,845 as scooters (-4.84% compared to the full year 2021).

STAT ATTACK

KTM parent company PIERER Mobility has added more detail to the provisional FY2022 results it published in January, confirming a year of extraordinary growth with group revenues of €2,437m (+19%) and unit sales of 375,492 motorcycles (+13%), of which 268,575 were KTM branded units, 75,266 were Husqvarna and 31,651 were GasGas models. In addition, 118,465 e-bicycles and bicycles (+15%) were sold. EBIT was €235m (+22%) and EBITDA was €381m (+15%). The group spent €268 m on "growth initiatives" in 2022, which included the continuing construction of its new 14,000 sq m North American HQ campus in Georgia. The year also saw a 25.1% equity investment in MV Agusta and the takeover of European distribution for KTM's Chinese sales and production partner CFMoto.

The latest available ZIV data for quad/ATV and three-wheeler sales in Germany show 2022 sales of 1,565 quads (+95.87%), with some 95% of those is the sub 300 cc class. Sales of ATVs totalled 20,278 (-15.39%); 4,335 three-wheelers were sold (+6.43%), with Piaggio's MP3 the market share leader (36.19% of sales), followed by BRP/Can-Am, Peugeot, Yamaha and Rewaco.

In Germany in 2022, Zero was the electric motorcycle market share leader, but with just 357 units sold for a +32.2% increase, we are still talking ultra-low volumes at this stage. Vmoto was in second place in market share terms, followed by KTM, Tinbot and Electric Motion. NIU was the electric scooter market share leader (1,390 units/+171.0%) ahead of Scutum, Horwin, BMW and Piaggio.

Ducati has confirmed that 2022 saw it break the one billion euro revenue barrier for the first time in its history (+24%), selling 61,562 units (+3.6%) - the first time it has broken the 60k unit volume mark - and had 821 dealerships worldwide for another record.

Global BMW Motorrad unit sales grew by 4.4% in 2022 to 202,895 units. However, sales in Europe were down slightly (-0.3%/110,788 units) with sales of 24,129 units in Germany representing a -7.1% home market unit decline. The French market took 21,223 units in 2022 (+6.7%) while Italy was -2.3% (15,668 units) and Spain was -0.9% (12,502 units). North, Central and South American sales were +14.4% (45,775 units), of which 17,690 were in the USA (+10.4%). The company only introduced two completely new models in 2022 - the CE 04 electric scooter, which has not sold well yet, and a Roadster styled M1000 iteration.

NEWS BRIEFS

BMW parts and accessory specialist Wunderlich has been voted as 'Best Brand' in the accessories and conversions category by the readers of Motorrad magazine in Germany.

Hoya, Germany based distributor Hartje has added a large part of the Dunlop motorcycle and scooter tyre range to its fast-growing portfolio.

Ducati CEO Claudio Domenicali has been reconfirmed as President of Motor Valley Development for a further two-year term. MVD is the association that brings together all the two and four-wheeled brands of the Emilia Romagna region. The sector boasts some 16,500 two and four-wheel related businesses in the area, employing some 90,000 people with an annual turnover of €16bn, generating €7bn of exports for the Italian economy.

Suzuki has withdrawn from the British Superbike Championship ahead of the 2023 season. Aligning with its global racing strategy - which saw the termination of its MotoGP project as well as a scaling back of factory support in the Endurance World Championship - and following the departure of the current GSX-R1000R model from European markets - Suzuki has suspended its official involvement in the premier domestic Superbike series.

Triumph Motorcycles - has added no less than six new dealers in Germany - at Wuppertal, Heroldstatt, Birkenfeld, Oberhausen, Munich and Bremen - and three in Austria - Vienna, Haid and Wiener Neustadt.

British crash protection specialist R&G has partnered with the new BMW F900 R Cup, where it will be the sole protection equipment supplier and also sponsor the Challenger Series. The one-make series of races replaces the Ducati Tri-Options Championship and will run alongside the BSB programme and nine UK circuits. (BDN)

Ideanomics owned Energica has announced that its Energica Inside division has entered two separate partnerships - with French consultant Phenix Air Corp and Czech manufacturer Pure Flight - to develop all-electric solutions for ultra-light and light aircraft.

Kellermann names Tucker as exclusive U.S. distributor



Award-winning Aachen, Germany based lighting specialist Kellermann GmbH is capitalising on the cult-like popularity of its product range in the United States with the appointment of Tucker Powersports as its exclusive distribution partner there. Known for its innovative designs and high-quality precision German manufacturing, its products are already tremendously popular in the custom bike market in the United States - globally in fact - but now Tucker's thousands of dealers will have easy access to the full Kellermann product range through all seven of its



Bullet 1000



Atto Dark

domestic American warehouses.

Kellermann has been manufacturing motorcycle accessories for over 30 years and its turn signals and bullet lights have consistently set industry standards for brightness and style - earning it design awards from the likes of Red Dot and the Chicago Athenaeum [and International Dealer News].

Dr. Stefan Woeste, CEO of Kellermann, said: "Together with Tucker and its extensive dealer network, we want to take our brand to the next level in the U.S. market. Tucker shares our passion for technology and product innovation."

Kellermann has worked previously with Tucker's Kuryakyn brand to develop the tremendously successful Tracer lighting systems launched in 2021 and 2022. The company's current product line includes lighting products, mounts and related electronics.

"Our current Kellermann product line includes powerful, durable, German precision manufactured lighting products, mounts and related electronics. With Tucker, we are preparing for the launch of our newest products in the United States in the next few weeks, products that will reinforce our technology and quality leadership".

www.kellermann-online.com



Kellermann CEO Stefan Woeste



'Dayron' - ECE-approved intelligent DRL system with smart control

Kellermann

Merlin hires 'Tex' Mawby for U.S. office

British wax cotton apparel specialist Merlin has opened a United States operation, headed up by former Gerbing, TCX boots and REV'IT! man Michael 'Tex' Mawby as its USA and Canada Country Manager. Prior to joining Merlin North America, Mawby was the Director of Sales and Marketing for Just1 Racing owner H&H Sports Protection (Torc, Nitek and Origine helmets).

A former amateur road racer, Mawby has previously won four national championships with the AMA, WERA and US CRA racing series in the U.S. Based in Philadelphia, Mawby will be focused on growing Merlin's distribution and retail network in the States and Canada. Patrick Franklin,



Sales Operations Director at Merlin, said: "Over the last ten years, Merlin has grown strongly based on our mission of providing the best protection in motion from our apparel lines.

"Built through the highest progressive innovation available, yet ensuring that every rider receives amazing 'bang for their buck'. This is a proposition that has seen Merlin generate almost three quarters of our revenue outside our home market in the UK. Merlin has been supplying into the U.S. since 2016 with an amazing consumer response, so with the interruption of Covid-19 behind us, it is the right time to step our U.S. operations up a level."

www.merlinbikegear.com

Cross-Center looking to 'spoke out'

DISTRIBUTORS WANTED

Leading international spoke set manufacturer and wheel builder Cross-Center in Sweden told IDN that the company is closing in on adding its 1,000th spoke set to its application list, with thousands of motorcycle models covered.

Manufactured in-house using high quality Swedish steel and shipped worldwide, despite the uncertainties confronting the motorcycle industry, Cross-Center has continued to grow.

"We are really happy to be in the spoke and wheel business," owner Tobbe Bergh told IDN. "Of all the sectors of



simply making the spoke sets."

The sheer scale of the number of individual spoke set requirements in the international motorcycle industry is almost endless, and Tobbe says that he receives requests from all over the world for spoke sets, so "the time has now come to look for distributors."

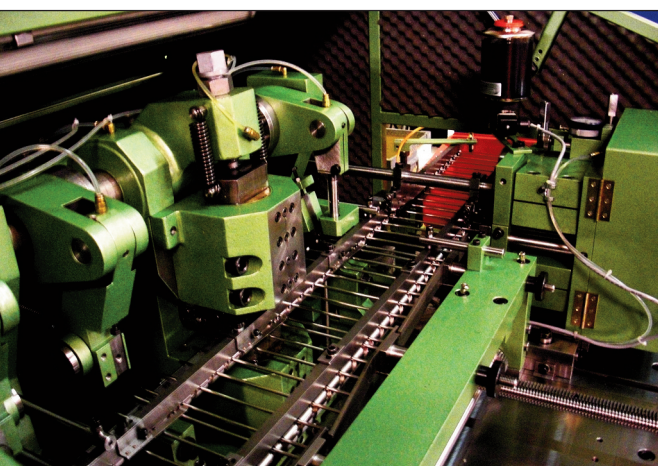
Cross-Center is also a wheel builder, and through its 'CC Products' brand also makes and sells Motocross and Enduro racing parts, but it is the company's large range of spokes that it is best known for.

"From a distributor perspective, we would be a great business to work with because we always carry a deep inventory and are genuinely responsive," Tobbe explained. "We are a genuinely global centre for all kinds of motorcycle spokes, not just MX, but street, ADV, sport, touring, custom, naked style and even electric bike spokes too."

"We can turn orders around very quickly because we have all spoke sets in stock, which is the kind of service level that our customers need," he says.

C.C. PRODUCTS

www.cross-center.com



	
	
<p>A COMPLETE RANGE OF PRODUCTS FOR ALL THE MOTORCYCLES</p>  	
	
	

NEWS BRIEFS

Kreidler Europe Motor GmbH (based near Bielefeld in Germany) is insolvent. Founded by Anton Kreidler in 1903, the cult status of the Kreidler brand (owned by two-wheeler manufacturer Cycle Union GmbH/Prophete Group) was being leveraged for the development and sale of bicycles, scooters, mopeds and small motorcycles from 50 to 125 cc under the "Kreidler" label. Five plus years ago, the production of all ICE series models was discontinued with the focus instead on selling two-wheelers with electric drives, e-bikes and pedelecs. (B&B)

Royal Enfield's electric motorcycles are "in advanced stages of testing", according to reports. A bike coded L1C is expected to be on sale by 2025. Meanwhile, in other and almost certainly not unconnected news, RE parent company Eicher Motors recently made a strategic €50,000,000 (10.35%) investment in Anton Wass' 2019 founded Barcelona based Stark Future SL - of insanely good Stark 'Varga' electric MX bike fame.

Norton has started to make deliveries of its new, re-engineered V4SV - the 185 bhp, 1,200 cc V-four luxury sports bike that got caught up in the fallout from the collapse of the Garner era Norton farrago before the brand was bought out of bankruptcy by Indian conglomerate TVS and rehomed at a new production facility at Solihull, Birmingham, in England. Deliveries of its new Commando variants are also underway in this, Norton's 125th anniversary year. (BDN)

Energica Motor Company has delivered its first shipments to Japan and Australia - deliveries include Energica's newest model, the Experia. In Japan it has signed a strategic partnership with importer Estar & Co., Ltd., who has opened a mono-brand showroom in Kobe, on the man-made island of Rokkō Island. It showed the 2023 Energica range at the Tokyo Motorcycle Show in March. Energica has partnered with Australian Electric Motor Co. to import its electric motorcycles into Australia and New Zealand. From its HQ on the Gold Coast, AEMC is developing a network of dealers throughout the continent. Additionally, Energica recently introduced its products to the Pakistan market.

PDG adds Direct Distribution to Hoco UK

Breda, Netherlands based Powersports Distribution Group (PDG) has further added to its burgeoning UK Hoco Parts operation with the acquisition of Direct Distribution.

A well-known and established UK based wholesale distributor of motorcycle parts and accessories, Direct Distribution will further strengthen the position of Hoco Parts UK "as the national distributor of premium motorcycle parts and accessories in the UK market".

Denis Brouwer, CEO of PDG, said: "Direct Distribution is the next step for our company to become the leading player in the European market. The acquisition fits perfectly into our successful strategy in growing our businesses, both organically and via acquisitions. The employees, customers and suppliers of Direct Distribution will further strengthen our already strong market position in the UK, and we will make sure that they have a warm welcome in the PDG family."

This follows four previous acquisitions in the UK. In 2019, PDG and Hoco Parts Group acquired Bradbury Brothers and Rob Hunter, followed by the acquisition of Neo Distribution in

2020 and B&C express in 2021. The combined company is trading as Hoco Parts UK.

"The complete and comprehensive portfolio of products and services will



be offered from three offices, Shipley, Lincoln and the main headquarters of Hoco Parts UK in Huddersfield".

Arno van de Glind, Managing Director of Hoco Parts Group, said: "We are very pleased to welcome Direct Distribution and its experienced team to our company and we look forward to further developing our UK presence. This is an important step in the further development of Hoco Parts Group, which we are actively expanding with a well-filled M&A pipeline in both the UK and other European national markets."

Nigel Worthington, Director and owner of Direct Distribution, added: "We are very happy that we have been able to conclude this deal. This is a great opportunity for the people of Direct Distribution and will strengthen the position of all our brands and help us to offer an even greater service to our customers."

PDG is structured with three divisions: general motorcycle aftermarket B2B distribution in the non-metric and metric motorcycle parts & accessories market across Europe with Hoco Parts and Motorcycle Storehouse; vintage parts distribution with CMS, a leading global distributor of vintage Japanese motorcycle parts and the Hobbyist, a global distributor of BMW motorcycle parts; category management with AFAM GROUP, an aftermarket supplier to worldwide motorcycle parts distributors with transmission and battery brands such as AFAM, Nitro and Shido.

PDG is majority owned by Torqx Capital Partners (Bussum, Netherlands and Antwerp, Belgium) in partnership with management and former owners.

www.powersportsdistributiongroup.com
www.hocoparts.com

KTM North America - new corporate headquarters

PIERER Mobility AG, the Austria based parent company of KTM North America, Inc. and PIERER New Mobility North America, has officially opened its new North American headquarters in Murrieta, California.

Special guests from all over the world were in attendance for a ribbon-cutting ceremony that officially unveiled world-class facilities dedicated to the company's premium motorcycle brands KTM, Husqvarna Motorcycles, GasGas and MV Agusta; in addition to bicycle brands Husqvarna E-Bicycles, GasGas Bicycles and FELT Bicycles and high-end components under the WP brand.

With global headquarters based in Austria, PIERER Mobility AG is Europe's leading manufacturer of powered two-wheelers and has been an active player in the

North American market since 1967.

"This is an emotional day for me," said Stefan Pierer, CEO of PIERER Mobility AG. "Exactly 30 years ago, I started in the USA with only a dozen employees. Today, we are Europe's leading Powered Two-Wheeler group, we're selling approx. 100,000 units annually in the U.S. market, so more than one billion dollars in sales. Building our new North American headquarters in Murrieta was the biggest single investment we've ever made."

The development was initially announced in August 2021 and the project officially broke ground in November of the same year. Following an extraordinary development phase over the past 15 months, the \$53m corporate campus is now operational with three



state-of-the-art buildings that include over 130,000 sq ft of space dedicated to the company's technical development, administrative offices, media relations, dealer training, warehouse and world championship racing departments, with 12 additional acres set aside for future development.

The group's purpose-built private motorsports facility - RD Field - sits one block south of the corporate campus, equipped with two supercross test tracks, hard enduro test track and a trials competition section for product testing and athlete training.

SGR Group - Jérôme Delziani appointed CEO

Andréa Saporetti, Chairman of SGR Group, has appointed Jérôme Delziani as Chief Executive Officer. Owned by the Saporetti family, the SGR Group is one of the ever-declining number of independent family owned businesses in the European motorcycle aftermarket.

It is now ranked 3rd in the European market for the distribution of parts and accessories for motorcycles and scooters and offers dealers access to a programme with more than 100,000 product numbers.

Founded in 2012, SGR Group (Società Generale Ricambi, Spare Parts Company) consists of five companies, including four distribution businesses - SGR Italy, Euromoto 85 in Spain, Langenscheidt in Germany and MORACO in France, which this year celebrates its 50th anniversary.

The fifth member of the group is Supersprox, the internationally respected sprocket manufacturer based in Ukraine, with additional facilities in Poland and Czechia.

"The group has doubled its turnover over the last ten years and aims to reach €80m in 2023. The group belongs to the Saporetti family, which continues to invest in the development of its activities in Europe.

"Since 2012, SGR Group has continued to grow by strengthening its offer and its teams. It now employs more than 220 people. With more than 50 premium third party brands, and a growing line-up of its own brands such as MIW filters, ES batteries, TOPLINE and UP Design, the group offers a wide range of parts and equipment for motorcycles and scooters and actively invests in the accessories segment.

"SGR Group focuses on a selection of brands with high added value and develops ever-more efficient logistics and IT systems in order to provide a quality service to professionals. Recent investments include 13 automated storage systems and, thanks to its logistics hub for inter-company flows, the group

exports to 20 countries around the world and has one of the most complete vehicle databases in the world. It can supply parts for more than 20,000 models of motorcycles and scooters.

"The DNA of the group is to create close long-term relationships with its 6,500 customers. We go beyond our core business as a distributor by actively supporting riders, teams and motorcycle competitions in Europe.

"Indeed, the group has been able to create a unique position



SGR CEO Jérôme Delziani (left) with Chairman Andréa Saporetti.

as a 'partner of choice' for itself in the powered two-wheeler world by associating itself with major events in the motorcycle industry such as the Dakar."

SGR Group is the only distributor to have competed with a rider in the Dakar under its own name and colours and by forging key partnerships with riders such as champion Randy de Puniet, a MORACO ambassador since 2021. In addition, the group regularly organises customer events such as MORACO DAYS and TUSCANY OFFROAD in Italy.

Chairman Andréa Saporetti stated: "To take a further step in the development of SGR, I have just appointed Jérôme Delziani as Managing Director of SGR Group. He will be assisted by Dennis Andreas and Alain Gérard. This new appointment will support the Group's future developments."

www.moraco.fr
www.sgr-it.com

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NEWS BRIEFS

Based at Remagen near Bonn, E-scooter manufacturer Kumpun (owned by e-bility GmbH) has filed for bankruptcy. Delivery bottlenecks for urgently needed components, high energy prices and seasonal reluctance to buy have led to losses. The start-up, founded in 2010 by the three German-Swedish Tykesson brothers, designs, develops and produces e-scooters in various performance levels and sells them under the brand name Kumpun electric. It is hoped that an investor can be found. (B&B)

BDN reports that uncertainty has been hanging over road racing in northern and southern Ireland with the cancellations a real possibility unless funds can be raised to meet spiralling public liability insurance costs. The events affected could include the iconic North West 200, Ulster GP, Tandragee, Armoy and the Sunflower event at the Bishopscourt circuit. Check the MCIU (Northern Ireland) and Motor Cycling Ireland (Republic of Ireland) websites for updates.

Honda Motor Co., Ltd. has announced a basic agreement on a partnership for software development with KPIT Technologies Limited of India - one of the largest software integration partners for the automotive and mobility industry. The two companies will work together on software development in areas such as operating systems for the next generation of electrical/electronic (EE) architecture; electrified powertrains; advanced safety and automated driving; IVI (In Vehicle Infotainment) and connected technologies.

British MX spoke wheel specialist Talon expanded its Yeovil, England factory last year, with all products designed and produced in-house. Well known for its partnership with HRC, the company followed up its production of extended swingarms for KTM Group brands with a new range of triple clamps. (BDN)

With four victories and four further podium places, BMW Motorrad once again achieved a great result in the Motorrad magazine readers' vote in Germany for 2023.

BS Battery becomes an Official Aprilia Racing Team sponsor

French battery specialist BS Battery and Aprilia Racing Team have agreed a new partnership for the 2023 and 2024 race seasons.

The French battery manufacturer is now an Official Sponsor of Aprilia Racing, supporting its RS-GP bikes and top riders on track with the attempt on the 2023 MotoGP World Championship spearheaded by Aleix Espargaró and Maverick Viñales.

Benjamin Sebban, General Manager BS Battery, said: "We are proud to extend our relationship with Aprilia into the racing world. Brand and bikes are extremely powerful - we share the same DNA when it comes to innovation, passion and sharing.



BS Battery General Manager Benjamin Sebban (left) with Aprilia Racing's Massimo Rivola

"We both fight to keep our sport accessible to all as their club #bearacer claims. Standing by Aprilia Racing's side is an honour, we are excited to start the season with the team and

share exceptional moments with our clients too.

"I thank Massimo Rivola and all the Aprilia Racing management team for the warm welcome received. The BS Battery team stands by your side."

Massimo Rivola, Aprilia Racing CEO, said: "We are proud to have a partner like BS Battery at our side. A collaboration that stems from our enthusiasm and common values of innovation, technology and competition. One which we hope will prove its worth on circuits all over the world. Seeing important brands deciding to support our commitment fills us with pride."

www.bs-battery.com



Andreani USA opens its house

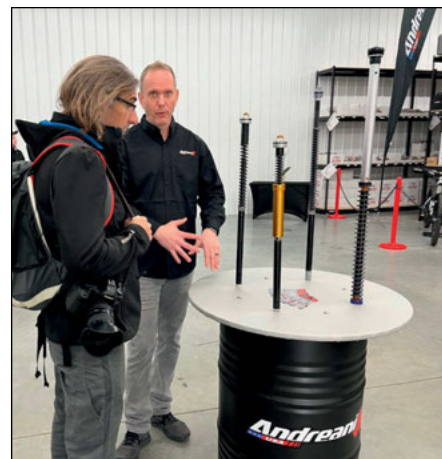
Italian suspension specialist Andreani marked the full opening of its Henderson, North Carolina, United States headquarters with an Open House event in March.

The team at Andreani USA was very happy with the response they received to their first ever such gathering and welcomed over 100 attendees - motorcycle dealers, media and suspension specialists.

Founder of Andreani Group Worldwide and former racer, Giuseppe Andreani,

attended and made a toast to the new company with Prosecco, the traditional drink from its home Pesaro region of Italy.

The tour of the Andreani distribution facility included a visit to the company's training facility, where Andreani experts demonstrated how they create individualised suspension set-ups for bicycle riders and motorcycle riders to help them maximise their comfort and control. There was a display of off-road and on-

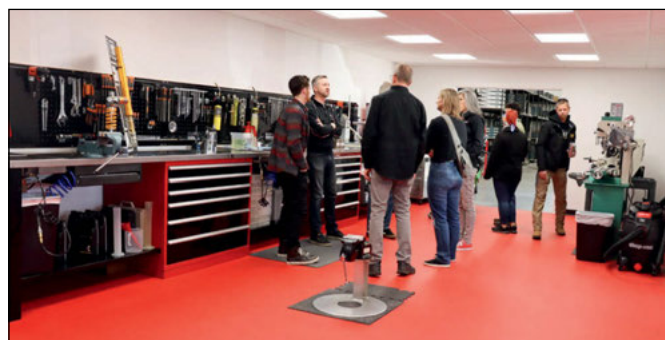


road motorcycles and bicycles featuring Andreani suspension products.

"It's been our dream to bring our company to the U.S. market," said company founder Giuseppe Andreani. "It's a difficult task, but it's in our DNA to take on these challenges."



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NEWS BRIEFS

Yamaha Motor has announced an investment in Andes Ag, Inc., a U.S.-based start-up pursuing research into beneficial microorganism technologies to remove CO2 from the air. This marks the first investment made through the \$100m Yamaha Motor Sustainability Fund, established in June last year specifically for investing in early-stage companies working to address climate change. This investment in Andes was made possible through Yamaha Motor's Silicon Valley-based group company Yamaha Motor Ventures (YMV), the corporate venture capital arm of Yamaha Motor Company.

MV Agusta's restructuring has been completed following the final decision of the settlement with the creditors under Italian law ("Concordato Preventivo in Continuità Aziendale"). In its judgment of December 29, 2022, the court in Varese declared the proceedings to be over. The judges had previously determined that all outstanding debts to creditors and all obligations arising from the settlement had been settled in full. The company explicitly points out that this result was only possible thanks to the strong commitment of the Sardarov family. Four years ago, the Russians took control of the company and have provided financial support since the settlement began in 2017. Since then, more than €180m has gone into restructuring business practices, paying off all debt, supporting MV Agusta's day-to-day operations and ensuring a solid business plan for future growth. In November 2022, KTM AG, a subsidiary of PIERER Mobility AG, took a 25.1% stake in MV Agusta Motor SpA as part of a capital increase and thus holds a blocking minority stake. (B&B)

GasGas won the FIM SuperEnduro Manufacturer's World Championship when Taddy Blazusiak, riding the EC 350F, claimed the championship bronze medal in front of his home fans in the fifth and final round of the SuperEnduro World Championship in Poland.

RMS 'Master Classic' Vespa restoration competition

RMS
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RMS in Italy has announced the RMS 'Master Classic' - believed to be the first European vintage Vespa restoration competition - "dedicated to all enthusiastic Classic fans".

The event will be held on Saturday 23rd September, 2023 on the RMS headquarters premises at via Macallè, 156, 20831 Seregno (MB) - around 20 km north of Milan, near Monza.

The competition will be judged by a technical jury of experienced professionals from the Vespa world and the prize for the winning restoration will be €5,000 worth of RMS spare parts.

There will be 4 categories: Privateer Stock; Factory Stock; Privateer Soft Tuning and Factory Soft Tuning.

In addition, there will be an RMS temporary museum with an 'Art in Motion' exhibition of unique Vespa models that have marked the Italian history of the marque.

"Staged in collaboration with Marco Fumagalli from Seregno, proud owner of a large collection of vintage Vespas, we have selected a series of one-of-a-kind models that, due to Vespa's timeless success, will take you back in time and let you enjoy the feeling of the Italian style icon that is recognised worldwide.

"Are you the best Vespa rider? Are you willing to beat Scud racing times? We are also looking for 'The Best 'Master Classic' Rider'.

"We are offering our participants a quite extensive programme of challenges where they can demonstrate their riding skills - skills

that only someone with a deep bond with their Vespa can ever have.

"Those tests will include - for Vespa 100s - are you the slowest rider of Seregno? The challenge is to drive for 100 metres - in the slowest possible time. For the Vespa Jordan - how many baskets can you score on your Vespa?

'inspired by the past, let's start a new era'

"Then there will be 'The Tyre Changer Challenge' - disassemble your tyre in the shortest possible time, and, finally, and even more difficult, 'The Carburettor Wizard' - disassemble

your carburettor blindfolded".

At the end of the day, the best five riders will compete in the last 'Fiochi e Fiamme' test ('Flakes and Flames') - a secret challenge that will determine only one winner: **The Best 'Master Classic' Rider 2023.**

There will, of course, be plenty of fun and social opportunities too - from meeting and greeting to food and beer (including handcrafted 10th anniversary La Magra beer) and a Vespa themed menu available all day long.

The event is open to the public upon registration by 30th June and there will be a free parking space for anyone who arrives with a Vespa. Registration is through www.rms-eventi.it/rms-master-classic



GasGas European 2023 Junior e-MX Series

Going into its third season, the all-electric series is revisiting its most popular venues in Spain, Germany and the Czech Republic, with a trip to Villars sous Ecot in France added to the schedule for 2023.

There will 40 spots on the starting grid, and based on the popularity of the series in 2022, it is likely that those will be taken quickly.

The series is being promoted by GasGas, and Rene Esterbauer, GasGas Head of Global Marketing, said that "after two amazing seasons, the European Junior e-Motocross Series continues in 2023 and I've no doubt

that it will be just as exciting as previous editions.

"The series allows GasGas to show

CALENDAR - 2023 EUROPEAN JUNIOR E-MOTOCROSS SERIES

Round 1: 7 May - MXGP of Spain - intu Xanadú - Arroyomolinos

Round 2: 21 May - MXGP of France - Villars sous Ecot

Round 3: 11 June - MXGP of Germany - Teutschenthal

Round 4: 15 July - MXGP of Czech Republic - Loket

Round 5: 16 July - MXGP of Czech Republic - Loket



just how awesome our MC-E 5 is, and for young racers to compete on MXGP tracks is an experience that they will never forget. The European Junior e-Motocross Series really raises the profile of e-motorsports in a positive way - it really is something special for all involved."

www.junioremotocross.com



GO AHEAD

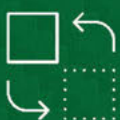
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NEWS BRIEFS

The 2023 French GP at Le Mans will mark the 1,000th event in the history of the championship. MotoGP was the world's first motorsport world championship, having begun in June 1949 on the notorious Snaefell Mountain course on the Isle of Man. That first 500 cc race was won by Briton Harold Daniell on a Norton, ahead of another Briton, Johnny Locket, also on a Norton, and Irishman Ernie Lyons third on a Velocette. At the end of a six-race frost season (IOM, Switzerland,) Assen in the Netherlands, Spa-Francorchamps in Belgium, the Clady Circuit in Ulster/Northern Ireland and Monza, another Briton, Leslie Graham, took the first ever Motorcycle GP Championship title on an AJS, with the Gileras of Nello Pagani and Arciso Artesiani in second and third place in the standings. At the end of that first season, the top 20 consisted of five Nortons, four AJS, three Gileras and Moto Guzzis, and two each of Velocette and Triumph. There were 12 British riders in the top 20 final standings, six Italians, and one rider from each of Ireland and New Zealand.

BDN reports that Moore Large, the UK's largest family-owned supplier and distributor of bicycles and formerly motorcycles and scooters, has gone into administration. Moore Large was a key player in the motorcycle world not so long ago. In 1998, the company returned to the motorised sector for the first time in decades, being appointed UK distributors for Sanyang's SYM branded machines - building a 150-dealer network and registering 4,500 units sold in 2001. SYM moved its distribution to MotoGB in 2010, and although it had a short spell with the Chinese brand CPI and was then the distributor of the KSR Moto, Brixton and Nipponia brands from 2013, it finally closed the doors of its motorised division in 2019.

Well known motorcycle expert Horst Edler, of Team Metisse (Leiferde, Germany) fame, has finally achieved his long-held dream of being able to open a Classic Superbikes motorcycle museum in March 2023 at Gifhorn, near Wolfsburg. Hurrah! Kudos Horst! www.classic-superbikes.com

MORACO - 50th anniversary

Founded in 1973, French distributor MORACO is one of Europe's longest established and largest parts and accessory distributors.

These days, MORACO is a 100 percent subsidiary of the SGR Group - Società Generale Ricambi - in Italy, along with Langenscheidt in Germany and Euro85 in Spain.

"One of the European leaders in the distribution of parts for motorcycles and scooters, MORACO continues its expansion by strengthening its product offer, its teams and its logistics and IT tools in order to bring dealers the best service to professionals in the sector". MORACO boasts over one million items in stock at any one time and sells many of the market's leading brands - from Putoline to MIW Filters, Kellermann, SBS and Supersprox to D.I.D, AFAM, K&N, SP Connect, All Balls Racing (ABR), Athena, Polini, TecMate and both KYB and YSS suspension.

SGR Group Chairman Andréa Saporetto was quoted recently as saying that "the SGR Group is one of the ever-declining number of independent family-owned distribution businesses in the European motorcycle aftermarket."

"It is now ranked 3rd in the European market for the distribution of parts and accessories for motorcycles and



scooters and doubled its turnover over the last ten years.

"The focus of each of the group businesses is on a selection of brands with high added value and the development of ever-more efficient logistics and IT systems in order to provide a quality service to dealers."

"The DNA of the group is to create close, long-term relationships with its 6,500 customers. We go beyond our core business as a distributor by actively supporting riders, teams and motorcycle competitions in Europe."

Indeed, the group has been able to create a unique position as a 'partner of choice' for itself in the powered two-wheeler world by associating itself with major events in the motorcycle industry, such as the Dakar."

www.moraco.fr



Hartje adds Bel Ray in Germany

German wholesaler Hermann Hartje KG (based at Hoya, near Hanover) has continued its expansion programme, striking a deal with German oil specialist Meneks AG to distribute the American Bel Ray lubricants and chemicals range. This latest addition follows the news at the start of the year that Hartje had expanded its partnership with British vendor Oxford Products to distribute the full range of Oxford branded parts, accessories and apparel from its fast-growing portfolio.

"We are delighted to be working with Meneks and Bel Ray," says Jens Engelking, Head of Moto at Hartje. "This partnership enables us to offer our customers in

Germany even more diverse lubricant solutions. From Bel Ray's multi-championship-winning race oils to advanced sports and street bike, ADV, MX and scooter formulations, the Bel Ray range is one of the deepest and best-selling lubricant and chemical product

lines in the world. "The addition of Bel Ray to our brand line-up means that our customers can

offer their partners the highest quality and performance. The partnership between Bel Ray and Hartje is further proof of both companies' ongoing commitment to quality and customer satisfaction."

www.hartje.de



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50 years of Oxford Products

Still family-owned and family-run, British distributor Oxford Products has developed from the humblest of beginnings into the UK's largest distributor of two-wheel aftermarket products - creating an internationally recognised and respected brand in the process.

Now into its 50th year, the Oxfordshire, UK powerhouse brand packs an impressive punch, boasting a range of around 12,000 motorcycle and bicycle products, each one designed, developed and tested in-house at the company's R&D centre, just one part of the 150,000 sq ft campus. In the UK, the company also distributes several thousand product lines from some key global brands. And

it all started in 1973 with the humble top box...

"Motorcycling was somewhat different in those days," begins Oxford founder and Chairman, Alec Hammond, who back in 1973 was a 28-year-old sales manager working in the pharmaceutical industry. "There were massive numbers of folk riding to work, and luggage hardly existed." Around that time, Alec was introduced to a UK-based inventor who had created a range of high-quality top boxes, but had no idea how to get them to market.

"I agreed to show some samples to a few motorcycle dealers whilst travelling in the course of my job," continues Alec. "The top boxes got a



Timeline

1973 - Present owner and chairman Alec Hammond starts selling GRP motorcycle top boxes out of the back of his car.

1974 - Oxford Fairings expands the product range and Alec starts recruiting staff to cope with business growth.

1975 - Launch of complete seat and tank unit for FS1E.

1976 - Track involvement begins with own race team: Les Burgan, Asa Moyce, Mike Hunt, Geoff Johnson all ride for Team Oxford.

1977 - The company expands its range and introduces first security device: Bike Guard.

1978 - Oxford produces carbon fibre bodywork for Mike Hailwood to use at the TT.

1982 - Relocation to Abingdon, business

starts again almost from scratch, after fire destroyed the Botley, Oxford HQ.

1983 - Oxford "HotGrips" are born, the start of a legend!

1984 - Rebuilt business moves to new premises in Kidlington and sponsors Trevor Nation's first ever TT win.

1985 - International sourcing begins apace and Oxford quickly becomes market leader in bicycle security with the "Sentinel" range of U-locks.

1994 - Oxford launches its first Disc Lock, the "Quartz"; international sales growing.

1997 - Revolutionary "Oxford Lifetime Luggage" enables company to become UK market leader in soft luggage almost overnight, and globally recognised within two years.

1998 - Oxford is appointed exclusive UK distributor for HJC helmets.

2004 - Company moves to large, purpose-built premises in Witney, Oxfordshire.

2005 - Cycle products division launched.

2006 - Oxford creates new helmet brand: BOX helmets.

2009 - Oxford sponsors 125 cc GP race winner Bradley Smith.

2010 - Oxford appointed UK distributor for Alpinestars.

2011 - Title sponsorship of Oxford TAG Triumph British Supersport race team, to add to sponsorship of the Buildbase BMW BSB team, Bradley Smith in Moto2 and many more.

2012 - Company wins exclusive distribution for Muc-Off in the motorcycle market, Oxford Products USA launched, launch of B2B website, Oxford-sponsored Bradley Smith finishes stint in Moto2 and

takes first steps into the MotoGP paddock.

2013 - The company's 40th anniversary is celebrated with its biggest ever line-up of new products and brands. Oxford Essential Rider Wear is launched. Wins "Large Business of the Year" in the Oxfordshire Business Awards.

2014 - British Prime Minister David Cameron officially opens the company's 100,000 sq ft expanded warehouse and office complex. Company wins 'Oxfordshire Business of the Year' award. Andrew Hammond wins 'Businessman of the Year' award!

2015 - Voted as 'Distributor of the Year' in British Dealer News and Motorcycle Trader, and second successive Motorcycle News 'Distributor of the Year' award. Major race sponsorship deals with TYCO



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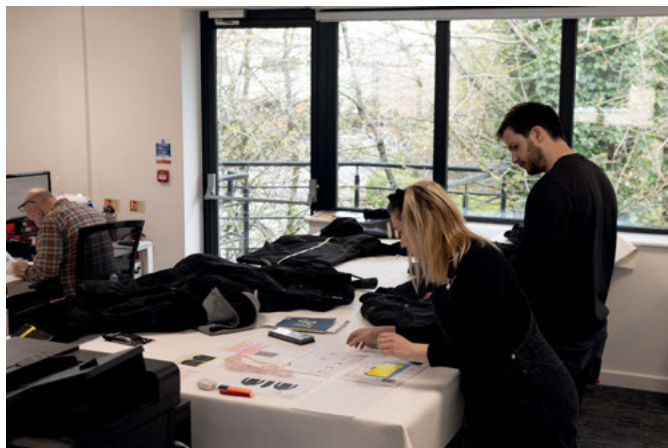
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massive thumbs up from several dealers who clamoured to buy them. I became convinced that I could build a business in the motorcycle world, so I left my comfortable, secure job and pushed the supplier to go into full-time production of the boxes."

From fibreglass top boxes, Alec quickly branched out into bodywork, and it wasn't long before the fledgling Oxford Fairings got into the sportier



BMW, Buildbase BMW and Quattro Plant Kawasaki.

2016 - Oxford passes the 100 staff milestone and a new sales team hits the road. Signs a 16-country distribution deal with Shimano Europe.

2017 - Oxford celebrates 40 years of involvement in racing. In-house design capability increases with development of a Product Test Laboratory.

25th Anniversary of Oxford Team Ducati's last appearance at the Isle of Man TT, celebrated by recreating the team for the **2017** - Classic TT with rider James Hillier.

2018 - Launch of 'Advanced Accessories' range. Launches its first range of cleaning and maintenance products under the name 'MINT'.

2019 - Launch of the Advanced Rider Series. Establishment of a number of

side of motorcycling.

"We got involved with racing fairly early on," says Alec, "sponsoring several riders with our fairings on Peckett-McNab Kawasakis. This evolved over time until I was running our own team in the equivalent of BSB and at the Isle of Man."

Although still very much involved with racing through the title sponsorship of the Moto Rapido Ducati BSB team, the Oxford of today is a far cry from those early days of marketing fibreglass fairings and top boxes.

In the early 1980s, Alec started manufacturing motorcycle locks, then came accessories - including the now legendary Hotgrips, which were born in 1983 and have remained a

exclusive Oxford Group stores. Product display systems and restock programmes continue to drive sales. Oxford Racing Ducati (and sponsored rider Tommy Bridewell) finishes the season in an amazing third place in the British Superbike Championship.

2020 - As the UK and global economies are hit by intermittent lockdowns, Oxford keeps its doors open at all times and swivels its focus to support on-line, export and cycle business. Oxford's cycle business doubles almost overnight, as coronavirus reminded us of the merits of pedal power. On-line sales boom and export sales defy Brexit. The company breaks sales records. In-house design capability increases with development of a Product Test Laboratory.

2021 - Company records its biggest ever annual growth. Race sponsorship

continues at the highest level of BSB, with Tommy Bridewell finally bringing home Oxford Products Racing Ducati in second position and HJC rider Christian Iddon in fourth.

constantly evolving staple in Oxford's line-up ever since. Oxford's huge range of products encompasses everything which makes life better on bikes: from apparel and helmets to accessories, hard parts, locks and luggage. Following decades of unprecedented investment in staff, product development and infrastructure, the company now employs around 170 people. Having established an impressive

growth curve, which has seen turnover doubling every five years, the company still has ambitious expansion plans - both in domestic UK and export sales terms.

www.oxprod.com



continues at the highest level of BSB, with Tommy Bridewell finally bringing home Oxford Products Racing Ducati in second position and HJC rider Christian Iddon in fourth.

2022 - Oxford purchases a new building a short walk from its existing HQ and opens a new Design, Research & Development Centre equipped with new

3D printers, test laboratory and an expanded product team. An additional warehouse is built on the existing site, providing a further 3,500 pallet spaces to accommodate further significant expansion.



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Suzuki electric bike confirmed

By Ben Purvis

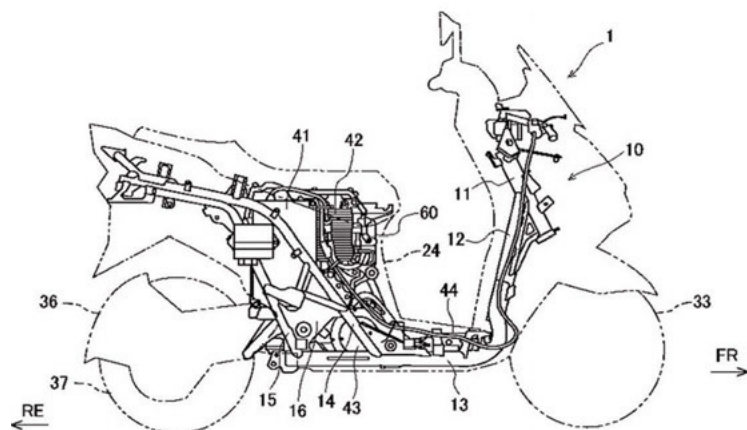
Electric motorcycles seem to dominate the headlines in the industry even though they're few and far between in real life, and now Suzuki has become the final member of Japan's 'big four' to lay out a timescale for an EV range introduction.

The key date in Suzuki's plan is 2024. That's when the company says it will bring its first EV motorcycle to the market. The terminology is important here - 'EV motorcycle' - since Suzuki has already been dabbling in electric scooters, not least with the long-running development of hydrogen fuel cells for a string of **Burgman**-based prototypes.

Under Suzuki's plans, the company envisages a range of **eight EV bikes by 2030**, with the focus on 'small and mid-sized' machines. When it comes to bigger models, the company has its eye - like many others - on **carbon-neutral e-fuels** of the sort that will soon be introduced in MotoGP competition and even F1 racing.

The exact nature of Suzuki's first EV motorcycle remains unknown. The company has been developing an electric version of the Burgman Street scooter for several years in **India** - its main market - and was originally intending to have launched the model by now. However, it's reported to have been delayed by problems in coping with extremes of temperatures that the Indian market experiences, ranging from areas with average lows as cold as -20°C to those with average highs in the upper 40°C range. The bike may also have been delayed as Suzuki, along with the rest of the Japanese brands and several European companies, hammers out a standard for **standardised, swappable batteries**. The Burgman Street Electric model also doesn't fit Suzuki's description of its new 2024 bike as a 'motorcycle', as it's very much a low-performance scooter.

Like other brands, Suzuki's hand is being forced by legislation, and the



target of eight EVs by 2030 may not be ambitious enough. In the UK, there yet-to-be legislated plans to ban the sale of sub-125 cc, CO2-emitting motorcycles by 2030, with all new CO2-emitting bikes due to be removed from sale by 2035. The EU is also in the process of putting a similar timeline in place, as are parts of the USA, especially California.

In comparison, **Honda**'s current plan is to launch ten electric motorcycles and scooters by 2025, with the first four arriving by 2024, while **Kawasaki** has already shown the Z EV model that will be its first all-electric street bike. **Yamaha** has also unveiled production electric scooters, including the E01 and Neos, and is a major player in the e-bicycle market.

Moxiao four-cylinder sports bike

By Ben Purvis

China's motorcycle industry might be taking huge leaps in terms of quality and originality, but there are still brands that perpetuate the stereotype of copying and disregard for intellectual property that's hampered the country for so long.

This is one of them. Moxiao has spent years making bikes that wrap uninspiring parts in Ducati-copying bodywork, and on the surface its latest creation appears to do the same. But unlike older models, which used bland 500 cc parallel twin engines, this machine - the BMT800-A - features a 777 cc four-cylinder, water-cooled DOHC motor. That means this is among the first of China's new breed of four-cylinder bikes, and if it wasn't

for the fake Ducati styling, it could be something of a landmark rather than an object of derision.

The bike hasn't been officially launched yet, but appeared in the latest batch of new models to be type-approved for sale by Chinese authorities. The paperwork shows that it puts out 86 kW (115 hp) and uses a four-cylinder engine with a 69 mm bore and 52 mm stroke. The same engine has also recently appeared in the **Jiajue JJ800**, a naked roadster that takes inspiration from the **Honda CB650R**, and is due to reach a Jiajue sports bike in the near future.

The Moxiao weighs a claimed 216 kg wet, with a 1,475 mm wheelbase and superbike-sized 17-inch wheels

wearing 120/70ZR17 front and 190/50ZR17 rear tyres. The styling is very clearly inspired by the Ducati Panigale 1299, including the vast single-sided swingarm and horizontal rear shock, although the four-cylinder engine means the Moxiao is much wider than the Ducati.

Although wearing Moxiao-branded radial brake calipers, the Chinese characters on the bike's approval document and the side bodywork suggest that the parent company behind Moxiao - Taizhou Senlong - wants to use a different name on this machine. Those characters translate to **'Bimota'**, even though there's clearly no connection between this machine and the Kawasaki-owned Italian

brand of the same name. The use of Chinese characters rather than the Roman alphabet could be an attempt to circumvent Bimota's own trademarks on its name.





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NEWS BRIEFS

The global bicycle industry continues to see unit sales reducing. In the UK, the Bicycle Association's Annual Market Data Report for 2022 showed that UK bike sales had fallen to their lowest level in two decades. Other industry analysts suggest that cycle sales fell by 22% in 2022, down to 1.8 million units and 27% below pre-Covid levels (BDN).

Suzuki UK has launched a new, completely free of charge Service Activated Warranty (SAW), which extends a motorcycle's warranty period after the initial three years through regular servicing at authorised Suzuki dealerships. It is offered once the motorcycle reaches the end of its manufacturer warranty period of three years and is booked in for its next scheduled service within the Suzuki dealer network. This warranty then stays in place until the next qualifying service. It is then simply renewed again, up to a maximum vehicle age of seven years or 70,000 miles, whichever comes first.

Germany has reached a deal with the EU on the future use of combustion engines that breaks an impasse between Berlin and Brussels, or more specifically between German auto makers and the environmental lobby, by the EU agreeing to allow some combustion engines beyond 2035. The bloc and its largest economy had been at odds over the planned 2035 phase-out of CO2-emitting cars. Germany had wanted assurances that new combustion engine cars can be sold beyond the deadline if they run on e-fuels - a request supported by parts of Germany's powerful car industry. Vehicles with internal combustion engines can still now be newly registered after 2035 if they fill up exclusively with CO2-neutral fuels.

Not to be confused with INTERMOT at Cologne every second year, Bike und Business in Germany reports that "full halls and enthusiastic visitors swarmed exhibitors' booths on the three days of IMOT - International Motorcycle Exhibition 2023 - at the new location at the Munich exhibition centre in Riem, Munich". The date for 2024 is already confirmed for February 16 to 18.

QJMotor 1,000 cc superbike

By Ben Purvis

Not long ago the idea of a Chinese motorcycle company manufacturing a 1,000 cc, four-cylinder superbike appeared unlikely - but now there are multiple brands exploring exactly such machines, and QJMotor is at the forefront of them.

QJMotor is part of Qianjiang, Benelli's parent company, and has expanded incredibly fast - launching a model range of more than 30 bikes since 2020 and moving into the European and U.S. markets for 2023. Its current line-up ranges from 125 cc singles to a variety of parallel twins from 250 cc to 800 cc, a 650 cc V-twin and a 600 cc four-cylinder, and the next step appears to be a 1,000 cc four-cylinder superbike.

The company has already made both styling models and running prototypes of the bike, shortcutting the usual development process by using elements, including the chassis and engine, from **MV Agusta's Brutale 1000**.

Qianjiang already has a relationship with MV Agusta. The MV Agusta Lucky Explorer 5.5 adventure bike is essentially a Qianjiang design, using the same chassis and 550 cc twin-cylinder engine that's used in the QJMotor SRT550 but wrapped in MV-designed bodywork.

Harley-Davidson's new X350 is similarly an existing Qianjiang model that's restyled to fit the H-D aesthetic. Back in 2021, Qianjiang announced plans to make a four-cylinder, 1,000 cc bike under the Benelli name, using an



MV Agusta engine as its power source. That hasn't happened yet, but the prototype QJMotor-branded machine is likely to be a stepping stone in that direction. Since MV Agusta itself currently doesn't offer a fully-faired superbike, despite having a suitable powertrain in the naked Brutale 1000, there's no immediate clash between the two brands' plans.

One stumbling block to the relationship between MV Agusta and Qianjiang could be the fact that **KTM** snapped up a 25% share in MV late last year. Some see that as a first step towards a more substantial stake. KTM already has close ties with **CFMoto** in China - a key rival to Qianjiang - so it remains unknown whether the interplay between the brands will be altered by the Austrian involvement. In the meantime, leaked images of the QJMotor 1000RR show a styling

model for a bike that's mechanically identical to the MV Agusta Brutale 1000, using the same frame, engine, suspension and brakes. Even the exhaust is unaltered, although some sources in China suggest that QJMotor won't have access to the most powerful version of the MV four-cylinder engine and will instead use a smaller 921 cc variant.

If the 1000RR does get the green light, it won't be China's only multi-cylinder superbike. CFMoto has been working on a 1,000 cc V4 engine intended for its own superbike project, and another competitor, **Zontes**, is set to launch a 1,000 cc triple in the near future. Meanwhile a number of other Chinese brands, including **Benda**, **Loncin**, **Moxiao** and others, are launching four-cylinder machines in the 600 cc-800 cc range.

Kawasaki - Q3 and nine months to end of 2022

Commenting on the sales performance in Europe and North America for the nine-month period of its 2022/2023 financial year (to the end of December 2022), Kawasaki stated that "the retail market remains strong, despite a slight slowdown".

In Southeast Asia "demand is recovering, although it varies by country" and cites supply chain risks as continuing to be the primary challenge - "shortage of semiconductors and raw materials affect our product supply" but that "logistics disruption is improving".

Motorcycle shipments in developed markets totalled 157,000 units for the nine-month period (+ 20,000 units),

however, Europe was down in Q3 by some 7,000 units at 38,000, with Japan and Australia essentially flat over the year-ago quarter, and Canada up by 3,000 units (to 8,000) and the United States up by 25,000 units at 81,000.

In emerging markets, units were up by 42,000 units in total for the quarter at 238,000 units. Its largest emerging market is the Philippines, which was up by 52,000 units at 158,000.

Third quarter revenue from motorcycle and related sales was +4.2% over Q3 2021 at 413.7bn yen, with developed markets +27.5bn yen at 139.5bn and emerging markets +13.0bn at 85.9bn yen.



Kawasaki

Yamaha Ténéré 700 'Explore' and 'Extreme' editions

By Ben Purvis

When it hit the market in 2019, Yamaha's Ténéré 700 was something of a revolution - fulfilling a demand for an affordable, capable adventure bike that rival machines simply couldn't cater for. Such is its success that the original Ténéré 700 was soon joined by the Rally Edition and the chunkier World Raid, and now Yamaha has

added another two versions to the range.

The Ténéré 700 'Extreme' Edition and Ténéré 700 'Explore' Edition each take the standard bike in a slightly different direction, essentially working like options packages without the expense of selecting customising parts from the aftermarket catalogue.

The 'Extreme' Edition, as its name suggests, is aimed at increasing the Ténéré's off-road ability. It borrows the more capable suspension from the World Raid model, including fully-adjustable **KYB forks** and a longer rear shock, adding 20 mm more travel at each end and the same amount to the ground clearance, but without the big fuel tank and extra weight of the World Raid. The off-road style is enhanced with titanium footpegs, alloy radiator guards and an 'enduro' front fender, as well as a 'rally' seat that's got 20 mm more padding than standard - pushing the seat height up to 910 mm in total.

While most of those parts are straight from the existing options range, the 'Extreme' Edition manages to be cheaper than adding them individually, with a €900 premium in the markets where it's offered: **France, Italy and Germany**. At the moment, other countries don't get either the 'Extreme' or 'Explore' models.

The 'Explore' version takes its tweaks in the other direction, moving the



'Explore'



'Extreme'

Ténéré towards a more touring-oriented role at the expense of some off-road ability. It uses 20 mm shorter travel, lower suspension than the standard bike, dropping the ground clearance by 15 mm and taking the seat height down to only 860 mm, a full 50 mm less than the 'Extreme' Edition.

Adding a taller, wider screen with a total area 50% larger than standard, the 'Explore' promises better wind protection for the rider, and it also gets mount brackets for luggage as standard, with the option of adding either hard or soft side cases as an extra-cost option.

Again, available only in France, Germany and Italy, at least initially, the 'Explore' Edition carries an € 800 premium over the stock Ténéré 700.

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NEWS BRIEFS

In partnership with Cardo, Ducati's new communication system V3 intercom offers enthusiasts "the most innovative communication technologies - such as Dynamic Mesh Communication (DMC) connectivity - without sacrificing the unmistakable Ducati red. The streamlined, antenna-free silhouette makes this intercom aerodynamic, improving comfort, silence and aesthetics, and the magnetic mount for attachment to the helmet simplifies installation".

Brembo has become a MotoGP "Braking Inspiration Partner". This new partnership began at the season-opening Grande Premio Tissot de Portugal, with MotoGP welcoming Brembo to a whole new role in the paddock for the next three seasons. The partnership sees Brembo supplying data for all-new graphics across the global television broadcast, as well as featuring in some exclusive behind-the-scenes content. "Putting even more information at fans' fingertips and unlocking the secrets to braking in the world's fastest motorcycle racing championship, the new graphics, highlighted as Data powered by Brembo, comprise a special replay showing the heaviest braking point on each circuit and a motion tracker graphic showcasing the reality of deceleration in MotoGP".

In its 75th anniversary year, Honda has won Red Dot Design awards in the Product Design category for the European designed CB750 Hornet and XL750 Transalp models. Honda's design team in Rome created the CB750 Hornet "as a new, contemporary expression of technical beauty with sharp lines and aggressive angles". In addition, the XL750 Transalp received top honours from the Red Dot jury. Marking a return of the Transalp name to Honda's motorcycle line-up after nearly a decade, the XL750 Transalp "brings the comfortable do-it-all crossover to a new generation of riders. Built around the same all-new 755 cc parallel twin-cylinder engine as the Hornet, it faithfully references the iconic 1986 original XL600V Transalp, but with an unmistakably modern look, thanks to the sculpted fairing and screen".

Praga ZS 800 - limited-edition relaunch

By Ben Purvis

While there's no shortage of defunct motorcycle brands "resting" at the moment, Praga is a name that relatively few will be aware of, even though the company behind it has been running for well over a century. As the name suggests, Praga is from the Czech Republic, based in Prague, where it's made machinery since 1907. Its first motorcycle came in 1929 when Praga merged with rival company CKD, in the process adopting the BD 500 model, a single-cylinder machine with a bevel-drive overhead camshaft that had been launched two years earlier. However, by 1933 the motorcycle project was ended, and Praga returned to its core business building trucks and buses. The Praga brand reappeared on two wheels in the 1990s with a range of enduro models, but production of those machines ended twenty years ago.

Praga still makes trucks today, but has also expanded to make track-oriented supercars and even aeroplanes, and with the ZS 800, the company is getting back on two wheels again. Designed as a tribute to the BD 500, combining traditional looks with cutting-edge technology, the ZS 800 borrows its 773 cc parallel twin engine from Kawasaki's W800, because it's the only modern, emissions-friendly design that shares the original BD's air-cooled design and bevel-drive



camshaft arrangement. The ZS 800 keeps the engine stock to stick within emissions limits, making 37 kW (50 hp) and 60 Nm (44 lb-ft) - numbers that seem perfectly fine until you discover the ZS 800's price, direct from the factory it is € 86,000. That's before shipping or any import duties or sales taxes are added.

Unsurprisingly, Praga doesn't expect to sell many, with only 28 due to be made. The first was already sold to a customer in Dubai before the bike was even announced.

While the engine can't justify the expense, the rest of the ZS 800 is impressive. The frame might be simple steel tube, but all the nuts and bolts are titanium and the wheels, despite

looking like wires, are actually crafted from forged carbon fibre. Öhlins supplies a TTX22 shock for the girder forks at the front, but there's no rear suspension at all. Any semblance of comfort comes only from another Öhlins shock that supports the rear of the rider's seat.

Another unusual touch, seemingly at odds with the bike's price, is the use of drum brakes front and rear, albeit beautifully crafted ones.

While the ZS 800's huge price makes it an irrelevance to the vast majority of motorcyclists, if all 28 examples find buyers fast, it could encourage Praga to expand the two-wheeled project towards a more mass-made, affordable machine in the future.

Yamaha - Q4 and FY 2022

For its 2022 financial year ended December 2022, Yamaha says that in overall corporate business terms it surpassed 2,000bn yen in net sales (2,248.5bn yen) and 200bn in operating income for the first time.

"Sales increased due to robust demand and profits rose from implementing our break-even-point management style, progress with passing on price increases and foreign exchange effects"; Yamaha maintained a "stable financial footing" with an operating margin of 10.0%. In its 'Land Mobility' segment (which includes motorcycles), Yamaha says that for its 2023 financial year it expects "strong demand for and higher sales of motorcycles in emerging markets" and for it to continue



to benefit from the effects of price increases.

Total Motorcycle unit sales for the period were 4,774,000 units worldwide (up from 4,531,000 in 2021), worth 1,291.7bn yen (up from 1,016.5bn yen in 2021). Unit sales in Europe were 199,000 units (up by +10,000

units over 2021), worth 190.0bn yen; 68,000 units in North America (worth 61.9bn yen), which was up by +55,700 units; 95,000 units in Japan (55.3bn yen) and 3,826,000 units in Asia (723,000 elsewhere), worth 783.2bn yen (201.3bn yen from 'other' markets).



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NEWS BRIEFS

The KBA (Federal Motor Transport Authority) in Germany reported a total of 16,973 newly registered motorcycles in February 2023, +29.5% more than in February 2022. In the first two months of 2023, the 25,410 new motorcycle registrations recorded by the KBA are an increase of +35.7% compared to 2022. Also, according to the KBA, 25,041 used motorcycles changed hands in Germany in February, a decrease of -11.6%. After two months, 44,319 new and used sales were registered, which is -4.7% less than in the same period of 2022. (B&B)

Motorex is the new original equipment supplier for all Fantic production motorcycles and the official lubricant partner for all Fantic racing activities.

The KBA (Federal Motor Transport Authority in Flensburg) has reported that a total of 4,913,099 motorcycles are registered in Germany (the 'Motorcycle Park'). According to Bike und Business, "industry insiders put the average age of German motorcycles continuing to age - at 19 years".

WorldSBK returns to Imola for the first time since 2019, hosting Round 7 of the 2023 championship at the iconic Autodromo Internazionale Enzo e Dino Ferrari di Imola, from the 14th to the 16th of July. All three classes will take to the track that weekend. The legendary track featured on the WSBK calendar for the first time back in 2001.

German distributor Hartje continues on the expansion trail - fuelling growth of its dedicated Moto division with a series of new brand additions to its portfolio. Recently added are a number of product lines manufactured by 3D printing specialist MOTOISM of Munich; www.motoism-customs.com

Internationally respected Dutch apparel manufacturer REV'IT! Sport International will return for a second year as the title sponsor of MotoAmerica Twins Cup Championship for 2023.

KTM planning semi-auto bikes

By Ben Purvis

Patents have emerged revealing that KTM is developing a semi-automatic transmission option for its 1,301 cc V-twin powered models - potentially giving the company a tool to compete with Honda's popular DCT gearboxes with a fraction of the complexity.

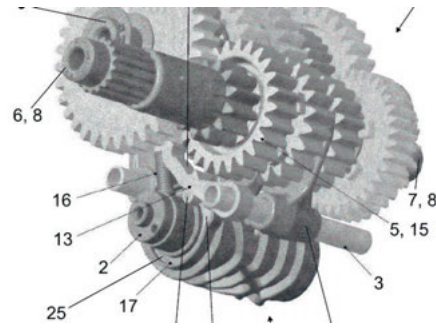
Honda's dual-clutch transmissions allow seamless gearchanges by allowing two ratios to be engaged simultaneously. Essentially, it's like having two gearboxes in parallel, each with its own clutch, so the electronics can feed in one clutch while disengaging the other to provide a shift without any interruption in the power reaching the rear wheel. Its clever, but also heavy, costly and complex. Even so, it's a system that's proved popular, particularly with buyers of the **Africa Twin**, where DCT versions account for close to half the total sales.

KTM's 1290 Adventure is a key rival to the Africa Twin so perhaps it's unsurprising that the Austrian company is working on its own **semi-automatic gearbox**. However, the KTM design is **far simpler than Honda's**. Instead of the complex DCT, it relies purely on the increasingly competent ability of modern quickshifters to achieve clutchless changes. With the ability to modulate throttle and ignition, quickshifters able to make rapid, clutchless upshifts and

downshifts are already commonplace, so to achieve a semi, or even fully-automatic box, KTM only needs to add a system to allow the bike to start and stop, plus a mechanism to electrically replicate the shifts usually made by the rider's foot.

The company's patent explains that the problem of starting and stopping without a clutch lever is achieved simply by using a scooter-style centrifugal clutch. This is something that's already been tried, and **MV Agusta** even offers models with its own 'SCS' transmission - using a **Rekluse centrifugal clutch** and an up/down quickshifter - to eliminate the need to use the clutch lever at all. The second problem - automating the gearshifts - is solved by adding an electronic actuator to turn the shift drum inside the transmission, replacing the usual foot-operated mechanism. That allows gearchanges to be made at the touch of a button or fully automatically, using a map of throttle position, revs and road speed to decide on the appropriate ratio at any particular time.

One element that KTM's design has been forced to add is a **transmission locking system**. The adoption of a centrifugal clutch means that when the engine's turned off, the clutch is disengaged, so you can't simply leave the bike in gear if it's parked on a



slope. The transmission lock solves that problem. It uses a pawl inside the gearbox that drops a claw into the teeth of one gear, locking it solid.

The pawl is moved by the shift drum, only allowing the lock to be engaged when a 'park' position is chosen. Electronics prevent the system from shifting into park when the bike is in motion, rather like a car with an auto transmission.

Such is the detail of the drawings in KTM's patent application, it's even possible to read the part numbers on some of the components. It's from these part numbers that we know the main elements of the gearbox are taken straight from the 1,301 cc '1290' models, with the 1290 Super Duke R and 1290 Super Adventure both using the same components.

KTM is known to be working on a touring derivative of the Super Duke at the moment, which is a potential target for the semi-auto transmission, and the Super Adventure could also benefit from the system as it aims to steal buyers away from the Africa Twin.

Honda - Q3 FY 22/23 to December 2022

Honda has reported global group unit sales of 5,083,000 (the period to 31/12/22) worth 789.6bn yen for Q3 of its 2022/2023 financial year (a +19.7% sales revenue increase), which was up from 3,227,000 units in Q3 of its 2021/2022 financial year; in Q3 2022/2023 consolidated unit sales were 4,602,000 (up from 2,877,000 units in Q3 2021/2022). Motorcycle segment operating profit for the quarter was 151.7bn yen at an operating margin of 14.6%.

Despite the impact of the semiconductor supply shortage, for the nine-month period, Motorcycle segment sales revenue was 2,202.3bn yen (+37.5%) and total global unit

shipments were 14,285,000 (+1,410,000).

YTD motorcycle wholesale shipments (the nine-month period) were fractionally down in Japan at 179,000 units (-1,000); 339,000 in North America (+7,000 units); massively up in Asia at 12,310,000 units (+1,408,000 - India and Indonesia are by far Honda's largest two Asian markets, and both were up YTD), but down by 17,000 units in Europe at 223,000 units, with 1,234,000 units shipped elsewhere (unit sales in Brazil topped the one million unit mark for the nine-month period for the first time since 2014). Motorcycle segment operating profit for the nine-month period



was massively up (+62.0%) at 376.5bn yen - "due primarily to strong sales [in Asia], the positive effects of pricing that reflects increased product value and favourable currency effects".



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CFMoto 800NK could be a game-changer

By Ben Purvis

Late last year, CFMoto gave a clear hint at its plans for a new KTM-powered roadster when it showed the NK-C22 concept bike, and now the production version has been given a full unveiling in China ahead of a global launch expected later this year.

Dubbed the 800NK in line with CFMoto's normal naming conventions, the bike is the second machine in the Chinese company's range to use KTM's 799 cc LC8c parallel twin engine, as used in the 790 Duke and Adventure models. Both those bikes are, incidentally, manufactured in China by CFMoto on KTM's behalf, and as part of the deal CFMoto gets to use the engine for its own models. The 800MT adventure bike has already proved its worth, using the same motor, and the 800NK looks like it will be even more impressive. In the 800NK, the KTM-designed engine makes 74 kW (99 hp), a little less than KTM's own 77 kW (105 hp) 790 Duke. Importantly, that's still substantially more than the 68 kW (91.5 hp) Honda CB750 Hornet and the 61 kW (81.8 hp) Suzuki GSX-8S, two brand-new machines launched this year to fight in an increasingly competitive middleweight twin-cylinder market. It's lighter than those rivals,

too, coming in at only 186 kg wet for the base version and 189 kg in top-spec form. Those two variants both share the same chassis, with KYB suspension front and rear and brakes from Brembo's J.Juan subsidiary, assisted by a Bosch ABS system, but they differ in terms of technology. The cheaper model is already competitive on that front, with a 5-inch TFT display, including a phone mirroring function for media, calls and navigation, as well three riding modes for the engine. The top-spec bike switches that dashboard for a vast, 8-inch unit, mounted in portrait orientation, that dwarfs all its rivals. That display includes a split-screen mode,

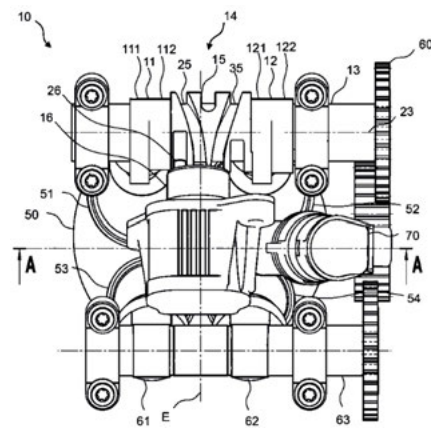
with instruments in the top half and navigation or media in the lower portion and comes with Apple CarPlay as standard. The higher-spec model also gets a standard up-and-down quickshifter and a keyless ignition system. In the Chinese market, where the bike has first been launched, the 800NK is remarkably affordable, with a price that undercuts all its key rivals. Once exported, that margin is likely to shrink, but the CFMoto's combination of performance, specification and technology is still likely to make a strong argument for the 800NK, even when compared against bikes from more established brands.



BMW ShiftC on the way

BMW's ShiftCam design is among the most advanced of all the motorcycle VVT setups, and patent applications have now been filed for a single-cylinder engine using the same technology.

The ShiftCam idea started life in the R1250 boxer engine and has already spread to the S1000RR's four-cylinder. Unlike rival VVT systems from **Ducati**, **Kawasaki** and **Suzuki**, which simply change the valve timing



as revs rise, the ShiftCam setup physically switches between two completely different cam profiles. That means BMW can use a 'soft' cam at low rpm, with relatively little valve lift, as well as a short duration and minimal overlap. That gives good low-down torque and reduces fuel consumption and emissions, but would strangle the engine at higher revs. The ShiftCam setup slides the whole camshaft sideways at a pre-



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am single

Kawasaki ZX-4R revives the tiny four-cylinder

By Ben Purvis

determined point, bringing a much more aggressive cam lobe into contact with the intake valves. That lobe increases the lift, duration and overlap to maximise the amount of fuel and air that can get into the cylinder, ensuring the engine makes as much power as possible.

ShiftCam moves the camshaft by using a solenoid to insert a peg into a spiral groove on the camshaft. When engaged, the turning movement of the camshaft also moves it sideways, and the design means it can only switch lobes when the intake valves are closed and the cam lobes aren't applying pressure to them.

To move back to the low-rpm lobe, another solenoid and peg are engaged in a reversed version of the spiral groove, pulling the camshaft back again. In the S1000RR's four-cylinder engine, a slightly more complex version is needed to allow the lobes for different cylinders to be shifted separately.

Although a single-cylinder engine could use the same version of ShiftCam that's employed on each cylinder of the R1250 boxer twin, BMW's new patent shows a more compact version of the idea. The solenoids and the spiral grooves are positioned between the two intake valves, rather than at the end of the camshaft, to allow the engine to be narrower overall, and as a result the spark plug needs to be moved and mounted at an angle to make space for the ShiftCam actuators.

Japan's motorcycle industry reached its position as the unchallenged masters of technology via an amazing ability to miniaturise. Whether you think of the six-cylinder Honda GP bikes of the 60s or the 'bubble era' production machines of the late 80s, they share a common trait - engines that trade capacity for more cylinders and higher revs in the pursuit of power.

After peaking at the end of the 1980s, when every Japanese brand offered 250 cc and 400 cc four-cylinder, four-stroke sports bikes, the trend for small multi-cylinder machines has receded. Now, thanks largely to Euro 5 emissions limits, even the 600 cc four-cylinder sports bikes that have been a Japanese calling card since the 80s have all but disappeared from the market. Euro 5's harsh limits on unburnt hydrocarbon emissions are largely to blame, favouring larger-capacity, lower-revving engines over screaming, small four-cylinder designs. That's why we've seen an explosion in the number of 600 cc-800 cc parallel twins, and why the launch of Kawasaki's new ZX-4R is all the more remarkable.

Although the ZX-4R has long been an open secret, a larger-capacity development of the existing ZX-25R 250 cc four-cylinder that's sold in Asian



markets, few believed that the bike would be offered worldwide. However, on its unveiling, Kawasaki revealed that the ZX-4R is going on sale not only in Asia but also the USA, and that it will come to Europe as a 2024 model.

With the ability to rev to around 16,000 rpm and an astounding peak power of 57 kW (76.4 hp), the ZX-4R punches much harder than even the best 400 cc fours of the 1990s, although in some markets it is impacted by rpm limits to meet local emissions rules. In the USA, for instance, the bike sadly loses around 20 hp, with a peak of 42 kW (56.3 hp) and just 11,500 rpm. European bikes are, however, expected to be full-power machines when they arrive in late 2023.

Unlike the old 400 cc fours of the 80s and 90s, the ZX-4R is fuel injected and uses ride-by-wire, allowing four riding modes -

Sport, Road, Rain and Rider-Adjustable - each with a different map for the power output and traction control. Three versions of the bike will be offered: the base ZX-4R, the ZX-4R SE and ZX-4RR. The two higher-spec models get an up/down quickshifter as standard, plus upgraded Showa SFF-BP forks, while the top 'RR' version also gains a fully adjustable Showa BFRC-lite rear shock.

The chassis is essentially identical to the smaller ZX-25R, with slight tweaks to the rake and trail, and the ZX-4R manages to weigh an impressively slender 188 kg, including 15 litres of fuel in its tank (189 kg for the SE version, which has extra kit including a different screen, frame sliders and a USB socket). All versions get a TFT dash with phone connectivity and a dedicated 'track' mode among the display options.

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Words and Pictures by Robin Bradley

Forecasting the likely outcome of anything in advance is asking for trouble, but in asking if the then upcoming AIMExpo had "The Big Mo", I'm glad to say that, while there is still a long way to go, and strategic questions persist about U.S. trade show geography, AIMExpo has turned out of the headwinds and had energy (and money) in its aisles...

Leaving aside the two, or maybe even three billion dollars of annual powersports industry sales represented by the exhibitors at AIMExpo this year, I did an entirely unscientific, informal survey of the buying power that I saw walking the aisles on the two primary days of the show, and it had to be

worth at least a further billion dollars of parts and accessory buying budget there, if not more.

Don't get me wrong, the attendance wasn't huge, in numerical terms, and the first day, capped-off by the Tucker Powersports sponsored industry party (in the hall after show hours), certainly helped front-load a level of show traffic that reduced as the three days progressed.

However, on that first day, there was a buzz. Business was being done. Contacts were being made and renewed, meetings held, plans hatched and options weighed. The 'morning after the night before' started slowly, but by midday the show was reasonably well populated again. Personally, I can't speak for the final day as I had an

AIMEXPO 2023 EVENT RECAP

1,676
DEALERS/RETAILERS

875
UNIQUE RETAILERS

1,849
EXHIBITOR STAFF

450
AFFILIATED INDUSTRY PROFESSIONALS

143
MEDIA

328
TOTAL EXHIBITORS

48
STATES + PR

39
COUNTRIES

OFF THE CHARTS
SHOW ENERGY



appointment with my airline.

From what I hear, the hoped for Friday flood of South West, and especially California dealers, didn't materialise (it never does, it never has), but by then I would judge that the show had made its point and secured its fate for at least

the next two to three years.

Here we use our customary vendor booth picture formula to tell the story in the way that matters, and I for one will be going back next year (Las Vegas, February 6-8, 2024).



Galfer USA: Mark Crookston (centre) is Galfer USA's Sr. Sales Lead: "We are celebrating our 70th anniversary and our U.S. subsidiary has been supporting the brand since the 1990s." In addition to new race-bred brake pads, recent new product introductions include the Cubiq and revolutionary Floatech rotor designs. Cubiq rotors feature a brake track design with hexagonal shapes to optimise pad contact - reducing wear, weight and dust; www.galferusa.com, www.galfer.eu



MIC: Moderated by MIC President and CEO Erik Pritchard, the MIC Board of Directors got proceedings underway on the first morning with a panel discussion - the first in a sequence of MIC symposium sessions billed by AIMExpo as "Disruptive Thinking". The topics under discussion were as wide ranging as the opinions - though the consensus formed round the importance of the industry coming together, asking the tough questions about where we go from here, and where the next generation of door-swingers are going to come from, and what are they going to want to see in their local powersports store. From left to right - Marc McAllister, CEO Tucker Powersports; Tim Calhoun, Tim Calhoun Powersports; Shawn McLean, BMW; Rod Lopusnak, Triumph; John Hinz, KTM; Derek Brooks, Yamaha; Bill Savino, Honda and Jim Woodruff, NPA.



Marc McAllister: Much of the credit for seeing AIMExpo starting to regain its status has to go to Tucker Powersports. After the 'jury was out' following last year's show, his decision to double-down and invest even more heavily in centering Tucker's dealer appreciation investment on attracting them to AIMExpo has been one of, if not the primary catalyst in seeing the relevance of the show start to recover ground.

Connect. Engage. Unite: Or was it going to be the much-anticipated industry distributor Q&A with LeMans Group (the privately held owner of Parts McAllister, CEO and President of (Monomoy Capital) encounter, Chera Gibb, Snr VP Marketing and Communications is the owner of WPS/HardDrive in the United States. The mega \$33bn private equity investor Genstar Capital was "dishing it out". In what was a good-natured, insightful and interesting debate. One that shared like from the distributor perspective - not least the picture you are looking at the collective distribution of some 20 warehouses and \$2bn in powersports industry sales.



Central Powersports Distribution: CPD of Watertown, South Dakota, is a well-known European motorcycle distributor who handles U.S. sales for the likes of Rieju and Torrot in Spain, SWM in Italy and Portuguese manufacturer AJP; www.rieju-usa.com



SBS Friction: Christel Munk Pederson is leading the Danish manufacturer into a "green and pleasant land" as the first manufacturer to have embraced the 'Better Brakes' regulatory programme with transition into manufacturing brake pads with 0% copper, nickel and antimony in a new range of ceramic and sintered brake pad formulations. The results have been spectacular, proving that green manufacturing does not need to compromise performance. This new generation of SBS pads has a similar wear profile to its previous pads, but with an improved sense of grip and performance stability, with improved fade performance and coefficient of friction; www.sbs.dk



Heidenau Tires: Distributed in USA by Moto Amore LLC, Heidenau was founded in 1946 and still makes its tyres in Germany. When it started handcrafting its tyres 77 years ago, Heidenau employed a dozen people and produced 35 tyre designs. These days the company employs more than 200 people at its global headquarters just outside Dresden and produces 550 unique tyre designs and distributes them to 45 countries around the world; www.heidenautires.com



Lock, Load and Shoot? Many wondered quite what to expect when the bell went for between the market's premier distributors. In the left corner, Paul Langley, Chairman of Parts Unlimited, Parts Europe, Thor, Icon, Moose, Drag Specialties etc); on the right, Marc Danyluk, President of Tucker Powersports and, expected to be the referee of the communications for Arrowhead Engineered Products (AEP) in the middle of the ring. AEP manufactures and distributes Vertex Pistons among others - AEP is, in turn, owned by Vertex (Capital Partners owned). In the end, to the limited extent that there was any 'to and fro', it was Gibb who emerged as the winner, it was generally an encounter in which key issues facing the powersports industry were discussed with the audience just what the primary issues facing the powersports industry look like now the parts and accessories industry market secures its post-pandemic future. In this edition power sports



Parts Unlimited, Drag Specialties, Parts Europe: Just four weeks after its successful Spring NVP New Product Expo at Louisville, Kentucky, the management of LeMans backed AIMExpo on the basis that an industry-wide nexus is an important foundation for a market that needs to take every opportunity to influence the shape of its own future - just as vendors do. From the left - CEO Mike Collins, President of Parts Canada James Danyluk, industry legend and Drag Specialties 'lifer' Tom Motzko, VP of Sales Jeff Derge and Chairman Paul Langley; www.dragspecialties.com



Antigravity Batteries: USA made lithium batteries featuring Restart Technology and Bluetooth Battery Trackers - a monitoring system allows the rider to track the battery's voltage, health and status, and notifies if the battery is going dead. Available for lithium and lead/acid batteries, Battery Tracker allows riders to track battery status from their smartphone; www.antigravitybatteries.com



INNOVV: Rock Liu's genuinely innovative INNOVV brand is a 'Do-It-All' range of dual action cameras that feature dual 120-degree field of view and simultaneous front and rear facing recording (the INNOVV K3 dash cam). It has been designed, specified and "built specifically for powersports. It allows riders to protect their vehicles and record their road trips". The easy install kit brings top-end capabilities and robust construction within every motorcycle rider's reach. The K3 cameras are small enough to be hardly noticeable; www.innovv.com



K&N Engineering: It is easy to overlook just how diverse the product offer from the Riverside, California based filter specialist really is, but even by its standards, the move into engine oil is a major brand extension. K&N's fully synthetic "Ultra-Premium" engine oil is available in 20W-50 for V-twin applications and 10W-40 for sport bikes and ATVs, featuring K&N 'Synthmax' additive technology. It can be used as a 3 in 1 formula as K&N says that it can be used as an engine, transmission, wet clutch and primary oil; www.knfilters.com



Spectro Oils: The Intercontinental Lubricants subsidiary has been bought by the U.S. subsidiary of Swiss oil brand Motorex (manufactured by Bucher AG). The deal sees the assets, including IP, commercial activity and blending and storage operations at Brookfield, Connecticut. Alex Josefson, the founder's grandson and current President of Spectro, is quoted as stating: "We have a longstanding and excellent relationship with Motorex, so when this agreement was first discussed, it seemed like the natural next step for our company; www.motorex.com



GPR Italia: Founded in 1968, GPR's reputation for race success and huge range of exhaust products and applications is gaining traction in the United States. Its new GPR Tech accessories programme is opening doors for the company worldwide; www.gpr.it



BMC: The Italian air and oil filter manufacturer numbers Formula 1 race teams among its test benches; www.bmciairfilters.com



National Cycle: Recent new product introductions from the world-famous Maywood, Illinois based windscreen manufacturer include replacement screens for 2021-23 Honda PCX150 manufactured in 3.0 mm Quantum hardcoated polycarbonate for outstanding scratch resistance and strength. Quantum hardcoating gives these windscreens much better optical definition and clarity, and they will stay that way a lot longer. The durable polycarbonate construction means 23 times greater impact resistance than acrylic/Lucite plastic, with the Quantum hardcoating increasing scratch resistance 30 times over inferior plastics; www.nationalcycle.com



Innteck USA: Founded in Piedmont, Italy, in 2004, Innteck has grown steadily ever since and is now one of the principal distribution businesses in Italy and elsewhere around Europe. The company sells to some 2,000 dealers worldwide, ships over 200 orders per day and lists nearly 10,000 part numbers in its catalogue, from Meteor pistons and Pod Active knee braces to Showa suspension and SKT, from Trigg and KYB to PBR and Rekluse - in which connection, Innteck's USA facility is also based in Boise, Idaho; www.innteck.com



UBCO: Founded in New Zealand in 2015, and now with a U.S. HQ at Portland, Oregon, UBCO describes its designs as "two-wheel drive, electric, lightweight utility vehicles". Rugged, robust and righteous, UBCO's vehicles are versatile and fun and distributed to the powersports market in the U.S. by Tucker; www.ubco.com



Fantic Motor: Acquiring U.S. distribution of the electric PTWs for the well thought-of Italian come-back brand was a coup for Tucker Powersports and is proving to be a catalyst for its ambitions to achieve critical mass and take ownership in the electric two-wheel space in the United States; www.tucker.com, www.fanticmotor.it



Partech USA: Ron Stimpson of the U.S. operation for the high-tech Taiwanese precision manufacturer of advanced ergonomic rearsets, lightweight, high-strength handlebars and top clamps, footpegs, levers and more; www.partech.com.tw



MITAS Tires: Still making all its tyres in Europe, the Slovenia based tyre manufacturer can trace its history back to 1920 - but there's nothing outdated about its contemporary range of street and off-road tyres; www.mitas-moto.com



Technical Touch USA: The North America subsidiary of the Lommel, Belgium based distributor imports KYB genuine parts and A-Kit racing suspension, Xtrig triple clamps and shock preload adjusters and the Dutch Moto-Master brakes range. In a reverse deal, Technical Touch USA sells the American made Hinson Racing clutch to domestic U.S. dealers, with Technical Touch Belgium importing the Hinson line for European dealers; www.technicaltouchusa.com



Unibat: Owned by SamAuto, the Unibat battery brand can trace its Italian origins back to 1940 and these days specialises in SLA, AGM and lithium batteries to aftermarket vendors and prestigious OEMs - such as Ducati, Benelli, Beta and Carraro, TM Racing and Husqvarna. Unibat is a major sponsor of MXGP Team Gresini, equipping their race bikes with its Lithium-X batteries; www.unibatitalia.com



Zard: Owned and operated by automotive metal-forming specialist G.P. Tecnica Group, the Zard exhaust brand is known for style, quality and innovation. AIMExpo saw the company taking its performance message to dealers and distributors in the American market; www.zardlab.com



Gunswear Apparel: The Anderlecht, Belgium headquartered apparel brand's Aventura, Florida based U.S. distributor showcased a U.S. market-specific Gunswear collection; www.gunswear.com



R&G: Simon Hughes, Managing Director. The British protectors and accessories specialist is building a strong following in the United States. This year has seen it renew what is turning out to be a long-term sponsorship partnership with the MotoAmerica racing programme; www.rg-racing.com



CounterShox: Based at Olathe, Kansas, Nathan Loony's CounterShox is a bolt-on device designed to provide a tuned counter-reaction to potholes and road obstacles in street riding, racing and extreme racing environments. Impulses to the front fork are used to provide an automatic reactionary force; www.countershox.com



Factory Links/MKBS: Pierre Mege, left, and former Bihir man Yannick Futin. OEM series off-road bearings packaged in convenient kits - including front and rear wheel bearings, steering stem bearings, swingarm and lower shock bearings, linkage bearing rebuild kits and fork seal kits; www.factory-links



Athena USA: 2023 marks the Italian performance parts and components specialist's 50th anniversary, and leveraging its MX and off-road own brand and famous name distribution partner's products is driving increasing sales through its U.S. operation; www.athena.eu



NG Brakes: Founded in 1969, the Barcelona based manufacturer started making brake discs in 1999. With exports to more than 30 countries worldwide, NG has switched its production from 90% OEM to 90% aftermarket with applications for all kinds of bikes, from superbikes and street bikes to MX and dirt bikes, ADV models, mopeds, V-twin, custom, roadsters, ATV/UTV and bicycles, all made in-house using 100% European raw materials; www.ngbrakes.com



FunnelWeb Filters USA: The Watertown, South Dakota American importer of the Australian made (Infiltration Pty. Ltd.) foam air filter. Using open cell foam 3D profiling, the 'secret sauce' is the pyramid profile that effectively doubles the filter's outside surface area without increasing its overall size. The result is a technology that is claimed to trap and hold more dust on the outside surface of the filter, maintain optimal airflow by spreading dust build over an increased surface area and enable longer filter service intervals. The majority of FunnelWeb filters are manufactured with a shrink-, stretch- and tear-resistant urethane/foam combination seal for strength and longevity. Distribution in Europe is through CTE Parts B.V. in the Netherlands; www.funnelwebfilter.com.au



SW-MOTECH: Founded in 1999, the German touring and ADV and accessories manufacturer now has its own U.S. operation at Portland, Oregon. From those humble, three riding friends' beginnings nearly 25 years ago, SW-MOTECH now employs over 400 people and sells to over 70 countries; www.sw-motech.us



Texa: The Italian/American electronics specialist offers what it claims are the "most advanced and capable diagnostics and connectivity solutions available". Its new TXT Multihub VCI "provides smarter connectivity for multi-environment vehicle interfaces. Now supporting a built-in display to visually confirm connection status, new protocols and connection options for versatile modular vehicle diagnostics, it has a stand-alone Linux operating system for adaptable vehicle connection and greater security, as well as new certified durability for rugged environment use; www.texausa.com



Electro Sport/Procom Engineering/SPC: Manufacturer of replacement components such as stators, regulator/rectifiers, CDIs. Procom is distributing the brand-new SPC Power Clutch for North America described as "an indestructible, sintered, track-based clutch kit for use in motorcycles and ATVs and will make its market debut in the North American market in 2023. Distribution in Europe will be through Delta Braking; www.power-clutch.com, www.electrosport.com, www.delta-braking.com



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USB-C is upon us - OptiMate is ready

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USB-C has now been mandated in Europe to be the single communication and charging connector for all phones and other communication-ready devices.

TecMate has taken note of this and designed a new range of OptiMate USB chargers with USB-C ports to enable charging of all USB-C ready devices.

"All OptiMate USB chargers have a unique feature that protects the vehicle's battery that it is drawing power from - the OptiMate USB charger senses when the vehicle's engine is turned off and will turn itself off within one hour.

"So, if a rider has stopped somewhere scenic to admire the view, and they need to also charge their phone or camera or Bluetooth-ready helmet, the OptiMate USB charger remains on for an hour before it goes to standby mode. That prevents even the smallest lithium battery from totally discharging, leaving sufficient power to start up the vehicle and ride on."

The OptiMate USB O-118 is the first USB-C ready charger, delivering 3.3 amps of fast charge through a single port. The



case is fully sealed and ready to be permanently installed on the motorcycle.

The USB-C port is fully protected against ingress of dirt and water, a sealing plug ensures nothing enters when the vehicle is parked, and a USB-C charger cord plugged in the innovative rubber sheath seals against the inserted USB-C connector.

"The USB-C port is equipped with zip-tie loops for easy mounting where you need to charge your device; attach it to a clutch/brake cable, handlebar or any available strut. A fused battery lead with M6 (1/4") rings completes connection directly to the battery."

During 2023, more OptiMate USB chargers with dual port USB-A and USB-C will be released. In the meantime, the current range of USB-A ready chargers are also available to keep riders charged and communicating.

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www.optimate1.com/usb



QD for Desert-X

Italian exhaust manufacturer QD has added a new 'modular system' slip-on for the Ducati Desert-X "queen of the desert".

Based on the QD Tri-Cone series, this Euro 5 muffler has a titanium can with a carbon fibre end cap; the outlet port has a grid to "enhance the aggressive look and racing style" and keep the dB killer in position.

"To remove the dB killer, just unscrew the screws that hold the carbon end cap, remove the grid, pull out the dB killer, replace the grid and the end cap" The kit includes a link pipe that fits on the stock catalyst, the titanium muffler, a carbon fibre heat



shield, all the fixing hardware needed for a quick and easy install, plus the compliance certification.

As with all QD replacement and performance exhaust systems, it ships with a Service Card provided in the kit that allows the customer to extend the warranty programme to 30 months, with the special Service Card programme reserved exclusively for QD exhaust owners.



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Kellermann 'Dayron' - ECE-approved intelligent DRL system with smart control

Award-winning German lights manufacturer Kellermann is internationally respected for innovative, high quality, ECE-approved LED lighting solutions that set the benchmark for durability, design and safety.

New to its range is Dayron - the world's first high-performance daytime running light for motorcycles with intelligent light control and ECE approval.

Described as "the world's first motorcycle lighting technology that can be completely integrated into the onboard electronics of the motorcycle", Dayron is offered as a pure daytime running light with position light and as the Dayron i, a daytime running light with position light and indicator function.

"No other manufacturer in the world has a comparable innovative lighting product in its range - Kellermann is successfully breaking new ground and creating a complete system solution for modern motorcycles," says CEO Stefan Woeste.

"The Dayron daytime running light system is installed with the support of motorcycle-specific plug and play solutions. The integration into the onboard

electronics of the motorcycle is done by the DRL device (Daytime Running Light module). This intelligent DRL device controls the perfect coordination and communication of all components with the motorcycle's onboard electronics.

"The system also delivers automatic light control between low beam, daytime running light and the position light - as required by law in Europe. Kellermann is therefore the only manufacturer to date to offer a retrofit daytime running light with ECE approval for installation on the latest generation of motorcycles."

Dayron features a unique, new, brilliant luminous surface "with outstanding new lens technology. It can replace the existing daytime running light as well as position light and turn signals and features automatic deactivation of daytime running light and position light during turn signal operation".

The system is completely integrated into the onboard electronics and installation is 100 percent plug and play with model-specific add-on kits. There is automatic switching of the daytime running light to position light when low beam is activated.

It is permanently illuminated when the low beam is switched off. When the low beam is switched on, the daytime running light automatically switches to position light mode. If the indicator signal of the Dayron i is activated, the daytime running light is automatically deactivated temporarily and the indicator signal lights up on the full surface area.

The auxiliary lights and other functions can continue to be operated as normal after the daytime running light system has been installed.

"With the highest light output of all ECE-approved daytime running lights on the market, the Dayron ensures greater visibility of the motorcycle and thus reduces the risk of accidents. Thanks to the sensational brightness, every motorcycle with Dayron daytime running lights is seen much better by other road users during the day and at dusk - increasing safety through increased visibility.



"Kellermann is the first manufacturer worldwide to offer the Dayron i with the combination of daytime running light and turn signal. With the Dayron i, the entire light surface changes from white to yellow during the indicator signal process. This light power and signal effect combination is legally available only from Kellermann".

Dayron is built into a high quality, black, flow-optimised aluminium casing with M8 x 20 mm mounting adapter. The LED technology features Kellermann's Long-Life Protection Guard, is IC controlled, runs at 330 kHz and is suitable for 12 volt DC applications.

Initially, this intelligent system solution is available for the Harley-Davidson Pan America ADV models and the BMW R 1250 GS and R nineT model range, with other brands and models to follow later.

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KV56 full-face by Kappa

Available in two versions and certified to the new European ECE 22-06 standard, the KV56 technically advanced, triple shell full-face thermoplastic helmet has a removable interior lining and an efficient ventilation system and "impressive technical and aesthetic details, available in a wide range of sizes and unisex".

Versatile and bold, it comes in two versions: solid colour (the basic version) and Graphic Neon, featuring



sophisticated and ultra-modern graphic elements. Up close the lines resemble a bright web, a laser beam that extends across the shell, with glossy and matt finishes and vivid contrasting or tone-on-tone colours, and almost iridescent shades.

Standard equipment includes a nose guard and wind deflector, anti-scratch visor suitable for a Pinlock lens, an inner sun visor and a micrometric strap fastening. The removable and washable interior lining enhances comfort, as does the efficient ventilation system with two front air vents (one upper and one on the chin guard) and two rear extractors.

The weight is 1,490 g +/- 50 g and colours include matt black, matt titanium, white (solid colours) and matt black/red, matt black, matt black/pink, black/blue, grey/yellow and white/red (Graphic Neon).

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More 4-stroke off-road pistons



We wrote about Italian specialist Vertex Pistons' GP-Racer's piston in the last edition of International Dealer News. The range of 4-stroke off-road pistons is completed by the hi-tech **Replica, High Compression and Big Bore models**, all with a molybdenum disulfide coating to enhance smoothness and wear resistance - each equipped with their own and specific features that respectively guarantee a perfect replacement of standard pistons with an excellent quality/price ratio, an increase in the compression ratio, which improves power and torque, and an increase in displacement, which greatly improves performances.

Vertex Pistons also offers the off-road market a range of high-performance pistons for 2-stroke motorcycles - its **'Race Evolution'** series pistons.



Developed in many of the leading race series, including the world championships, in collaboration with numerous and winning motocross and enduro teams, Vertex pistons stand out from other piston product lines due to their reduced top land, an 0.8 mm special ring, special MoS2 coating, featuring

specific pockets to facilitate cylinder/piston smoothness, and a dedicated racing profile.

Alongside the Race Evolution range there's the **Vertex Replica line** "which is an excellent alternative to the respective standard pistons - an excellent compromise between performance and durability," said Lina.



Extended to the best-selling 2023 motorcycle models, and now also available for the Sherco SE 250R '17> '23 and SE 300R '16> '23', their main properties are the use of gravity casting from aluminium alloy with high silicon content, the T5 or T6 heat treatment reclamation cycle, and the high-quality Japanese made components Vertex uses that are interchangeable with the original products.

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POD Active partners with VR46 Riders Academy

POD Active, a leader in motocross and action sports knee protection, has announced a new collaboration with nine-time MotoGP World Champion Valentino Rossi and his VR46 Riders Academy. The Australia based brand, which is available from distributors in Europe including InnTeck in Italy, says it is on a mission - "to protect current and future stars of MotoGP."

"With cross-training being an integral part of training and racers' preparation - whether at the race circuit, dirt track or Supermoto course - it was only natural for



"Knee protection for the VR46 Riders Academy that we can trust," - Valentino Rossi.

the VR46 Riders Academy to want the same high level of protection POD Active provides its professional motocross, off-road and action sports athletes for its student racers".

The VR46 Riders Academy was launched in 2014 by Rossi as a way for aspiring Italian road racers to graduate to the MotoGP World Championship. Riders accepted to the VR46 Academy receive everything needed to learn, progress and succeed in the MotoGP paddock, including advice from "The Doctor" himself, Valentino Rossi.



From regimented training programmes to the best equipment and personnel available, the VR46 Academy's ultimate goal is to help its riders achieve MotoGP success. Since its inception, the VR46 Riders Academy has produced top-level talent, including current MotoGP contenders Marco Bezzecchi, Franco Morbidelli, Luca Marini and 2022 MotoGP World Champion Francesco "Pecco" Bagnaia, all of whom train in their POD braces.

Byron Marsh, Marketing Manager for POD Active said: "Valentino and his team only use products that allow their riders to perform at their best. POD knee braces are produced using leading-edge materials and technologies with a focus on comfort and injury prevention.

"Our patented Human Motion technology allows athletes to move freely while providing industry leading ligament protection. We're thrilled to work with the VR46 Riding Academy as they train the next generation of MotoGP stars."

Meanwhile, in the United States, POD Active has added Haiden "Danger Boy" Deegan to its athlete roster. As one of the most popular and hyped racers to turn pro in years, Haiden Deegan leads a talented list of Gen Z racers transitioning from the amateur to professional ranks.

POD ACTIVE
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Scooter screen options

French windshield and accessory specialist Ermax offers dealers access to a programme of windscreens and shields for all most popular makes, models and styles of motorcycles and scooters.

Seen here are options for the Vespa GTS/HPE 125/300 from 2008 and up.



The "Mini Sportivo" nose screen in 3 mm Perspex is 40 cm high with five colours and several screen-printed designs available.



The "Sportivo" nose screen in 3 mm Perspex is 45 cm high with five colours and several screen-printed designs available.



Finally in the selection seen here, the 3 mm Perspex "Piccolo" is 30 cm high with eight colours and several screen-printed designs available.

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Barkbusters for Adventure Bike Models

Leading handguard manufacturer Barkbusters (Australia) continues to grow its range of applications - "allowing discerning riders to switch out inferior OEM offerings with the best quality hand protection on the market".

New model-specific handguards (that include all mounting hardware) are now available to fit the KTM 1290 Super Adventure R/S from 2021 and up, Triumph Tiger 660 Sport 2022 and up (seen here), Ducati Desert X 2022 and up, and Aprilia



Tuareg 2022 and up. The full wrap-around two-point mount aluminium hardware kit is compatible with several of Barkbusters' most popular handguard designs, including its Jet, Storm, VPS and Carbon.

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Polini Motori - new Racing and R&D Department



Recent news from Polini Motori, the legendary scooter parts and performance specialist has opened a completely remodelled and restyled new Racing and R&D Department at its headquarters just outside Bergamo.

The 2,000 sq m facility is "entirely dedicated to conceiving, designing and developing our core 'Special Parts' programmes, with the emphasis on working ergonomics - functionality and efficiency". Reimagined with attention right down to the smallest detail and tolerances, "the latest generation technology, advanced quality control equipment and optimised working procedures facilitate the processing of our special parts designs by our specialised and experienced staff, under the direction of our technical managers, Denis and Iuri Polini.



Polini's remodelled in-house R&D centre now provides some 2,000 sq m of ergonomically efficient space, designed with the same attention to detail and style that its entire headquarters facility is famous for.

"The goal remains the same - to establish more and more the value of Polini as a leading brand in the production of spare parts and special parts for scooters and motorcycles, electric motors for e-bikes and paramotors for flight".

Recent new products include a Polini **ECM and valve springs upgrade** for Euro 5 Vespa and Liberty 50 4-strokes.

Developed and designed by the Polini racing department, the ECM upgrade allows choice of three tuning maps; the addition of Polini valve springs lets the restrictor reach all the way up to 10,000 rpm with



This ECM and valve spring upgrade kit for Euro 5 4-stroke Vespa and Liberty 50 models offers three map settings.



improved speed and performance and a more dynamic response and smoother handling.

The original Polini muffler has now evolved into a **racing version**, recommended for Vespa 125 Primavera ET3 tuned engines.

"It fits perfectly with the original frame, both in terms of space and aesthetics, with its shape and embossed Polini logo evoking the iconic street performance mufflers that have been a hallmark for a generation of Vespa riders".

The 29 mm increased diameter manifold has been redesigned with a conical inlet and increased diameter exhaust pipe to increase performance while keeping the noise low. Interchangeable with the original, it allows 3.10-10 larger tyres to be installed. Of course, one of Polini's best known and most popular performance parts programmes are its **'Variators'**. Among the recent additional applications is the Euro 5, 4-stroke Peugeot Speedfight and NECO 50, delivering "thrilling performance without compromising safety or reliability".

The half-pulley has been designed with a different belt travel angle for improved performance and the inside of the roller's sliding surface has been subject to a polishing treatment to reduce power-robbing friction. Rollers are available in a 5.3 g pack, coated with a new nylon and aramid fibre material. The spring load has been increased by 15%, while the clutch springs' load has been increased by 20% - increasing the clutch engage by 600 rpm.

Additional recent new 'Variator' applications include the 125 cc Yamaha XMAX (2021), Euro 5 Piaggio Beverly and MP3 400 HPE, and the 2-stroke Euro 4 and 4-stroke Euro 5 Peugeot Kisbee 50.

The new Polini **Maxi Speed 3G race clutch** for maxi scooters with Piaggio Euro 5, 4-stroke 125, 150, 250 and 300 cc engines has been conceived to better resist the stress of the maxi scooter transmission, especially at starting. It is designed with three centrifugal masses for perfect balance and greater uniformity of friction.

It is adjustable (without disassembly from the transmission) and "can be calibrated to obtain the

best setting for both touring and race use in track competitions. The friction material has been specified for high grip and exceptional resistance to abrasion at high temperatures".

For the Euro 5 Vespa 125 GTS and GTS SUPER 4T 4V, Polini has a **new muffler design** - available with



Polini's Vespa 125 Primavera ET3 street muffler has evolved to offer a racing version with increased 29 mm manifold.



Recent additions to the Polini 'Variator' programme include the 4-stroke, Euro 5 Peugeot Speedfight (seen here), the 125 cc Yamaha XMAX (2021), Euro 5 Piaggio Beverly and MP3 400 HPE, and the 2-stroke Euro 4 and 4-stroke Euro 5 Peugeot Kisbee 50.



Polini Maxi Speed 3G race clutch for maxi scooters with Piaggio Euro 5, 4-stroke 125, 150, 250 and 300 cc engines.



Vespa Special/Primavera/ET3 clutch case - interchangeable with the stock design, it has a rackwork pusher that allows fluid sliding with low friction coefficient. Suitable for standard and upgraded spring load clutches on race spec engines.



This new Euro 5 Vespa 125 GTS and GTS SUPER, i.e. 4T 4V, muffler design - available with or without catalyst - is around 3 kg lighter than stock.



For Vespa models, this updated Polini cast iron big bore cylinder kit with 68.5 mm cast iron cylinder increases the displacement to 210 cc and delivers +12% greater performance (at the same rpm) than its prior version.

or without catalyst. Easy to assemble, it is very light, weighing around 3 kg less than the stock muffler for increased performance and optimised engine tuning, especially in sprint and pick-up terms.

Equipped with an aluminium end cap with a modern design and carbon-like texture, it has a gritty but pleasantly muffled sound, thanks to the use of sound-absorbing materials that keep the noise level within the regulatory limits.

The research and development staff of Polini Motori presented the **cylinder kit** for Vespa 200, increasingly modernising all its parts in order to improve performance and reliability. Finally, and also for Vespa models, this Polini cast iron big bore cylinder kit

A "must-have" for tuners, this increased internal volume filter box with mixer for Vespa PX125/250 and PE 200 models delivers increased performance and improved durability for original or upgraded SI carburettors.

with a 68.5 mm cast iron cylinder increases the displacement to 210 cc. Featuring a new duct and exhaust port design for increased engine efficiency, the completely redesigned piston has larger passages on the skirt to help feed the transfer lines.

The increased finning on the head allows for maximum heat dispersion and the dome is entirely machined and coupled with a copper gasket to improve performance and optimise cooling; the dowel pins with the cylinder allow for a constant squish area over the entire diameter of the cylinder.

Polini says that its R&D team has designed this cylinder kit for a 12% performance increase compared to its previous model, at the same rpm.

Founded in 1945, Polini sells to some 3,200 distributors and dealers in 64 countries worldwide.

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PRO GUIDE

E46 'Riviera' top case

GIVI says that this is its "most high-tech top case" due to its range of technical features, improvements and new solutions. The made in Italy 'Riviera' can contain two modular helmets, comes with mounting plate and universal fitting kit and is recommended for owners of scooters and small/medium sized motorbikes.

The 'Riviera' top case is made using a system of moulds, known as undercuts, which allow for the creation of a structure with greater rigidity along the line where the two shells meet, while maintaining aerodynamic, streamlined and rounded lines. The resulting look is clean and the overall product structure more resistant compared to the normal standard.

The rear hinges do not protrude and, thanks to the high resistance and rotation locking of the lid, have allowed for the removal of the classic cords (pulleys) as well as the cross holes and screws on the seal perimeter. The lid opening/closing concept is the same as GIVI's 'Alaska' aluminium cases. It has concealed external fastening and uses rotation hinges on the lid. The inner capacity has been optimised by reducing the distance between the outer parameter and the inner seal perimeter.

Unlike the Monokey line, which uses the Monolock attachment for each individual motorbike model, 'Riviera' uses the original support (usually the luggage rack).

It also boasts a significant resistance/weight ratio in that the top case weighs 3.28 kg and has passed the toughest tests ever carried out on Monolock top cases. Monolithic reflectors are finished with durable



internal paint. There are two 'Riviera' versions: E46N red reflectors, E46NT silver reflectors (brand-new shade), both featuring external photoengraving, on both the lid and the base, with different textures.

The 'Riviera' offers a soft removable mat, attached by Velcro to the base, and can contain two helmets. The internal space offers room for a soft bag and the lock is compatible with the SL101 security lock key (optional). The top case is suitable for use with the E207 back panel (coming soon) and with electrical contacts.

The case offers excellent waterproofing, having been tested both in the lab and on the road in storms and hail. The maximum load is 3 kg with a volume of 46 litres. Dimensions are 578 x 448 x 305 mm (LxDxH).

GIVI S.P.A.
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www.givimoto.com



Upgraded Andreani suspension toolbox functionality



Andreani, one of the most popular suspension equipment brands, has announced the release of an upgraded version of its famous suspension technician's toolbox, powered by Beta. "This new toolbox is not only changed in terms of style and look, but also provides upgraded functions compared to the previous version.

"The newly designed toolbox is now available in a sleek black colour and contains all the essential tools required to set up suspensions for the market segment of your choice. The Andreani toolbox is available for both motorbike and MTB segments, with the latter undergoing a significant restyling to include main features that simplify the daily work of technicians - as well as many other tools developed by the company and included in the toolbox or in the additional packages.

"This professional-grade tool kit is designed to cater to all types of suspension available on the market. The Andreani toolbox offers tools that can be purchased singularly or as a package. The additional packages are divided into different categories: for the motorbike sector there are Track/Street packages and Off-Road packages, while the MTB sector packages are divided by suspension brand - with Öhlins, Fox, Cannondale, Cane Creek and RockShox options available.

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Athena Yamaha-Minarelli horizontal engine race kit



This new race kit for Yamaha-Minarelli horizontal engines consists of a 70 cc cylinder kit and accessories that, installed together, will deliver a race-ready performance on the engines of the iconic Aprilia Rally, Malaguti F10, F12 and F15 and Yamaha Jog models. Produced by Alonte (VI), Italy based Athena, this additional race kit follows on from the success of its Yamaha-Minarelli vertical engine race kit. Marking its 50th anniversary this year, Athena has been a high-performance motorcycle, scooter and moped spare parts industry leader.

"Athena's R&D team has brought the innovative, patent-pending technical solutions to the design of the kit and its components - consisting of the cylinder kit and coordinating accessories that, together, will reach performance levels never achieved before".

This 47.6 mm big bore cylinder kit is described as the most powerful of its kind. "The cylinder ports are revolutionised by a new fixing system to the crankcases (patent pending) with special dedicated bolts, replacing the normal studs. The exhaust ports



are thus redesigned for an increase in the engine performance in terms of torque and power.

"The 1.5 mm protrusion of the cylinder head profile allows a perfect centering of the cylinder and a further improved sealing capacity. Finally, the Athena racing

crankshaft, available with 10 mm and 12 mm piston pins, is forged in steel and has lightened counterweights with aluminium inserts for improved balance at any speed".

Developed in collaboration with Selettra, the new variable advance ignition kit has a control unit with high calculation capacity, and it is perfect for the management of speed acceleration, with two selectable race mappings.

"The racing exhaust kit has been designed to make the most of the air-cooled horizontal Minarelli engine. The exhaust system is manufactured with precise craftsmanship and treated to handle the smallest particulars".

The kit is complete with the components designed for the intake unit: three air filters of different shapes, race-ready carburetors (one 24 mm with a Powerjet system and one 28 mm) and a big valve kit for engine supercharging.



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AISI 420 WRP brake discs

According to Italy based distributor Wind Trading, WRP brake discs are designed to "provide superior braking performance, improved durability and increased safety".

Made from high-grade material, WRP brake discs are laser-cut from plates of AISI 420 grade stainless steel and then heat-treated. "WRP brake discs for off-road bike applications are a superb alternative to the original fitments.

"They give quicker braking reaction, perfect heat dissipation and excellent disc and pad contact with constant brake pad cleaning. These new 2023 WRP brake discs are now available for several off-road motorcycles, at extremely competitive prices".



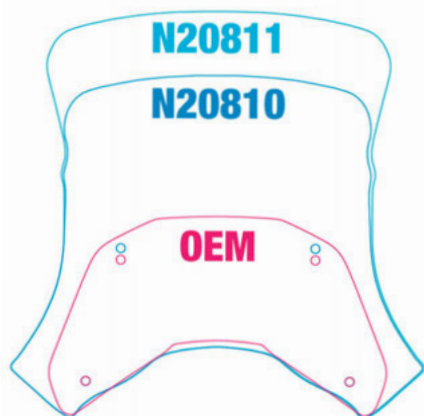
WIND TRADING SRL
Ravenna, ITALY
Tel: +39 0544 64024
windtrading@windtrading.it
www.wrpracing.com



VStream - KTM 1290 Super Adventure S

Maywood, Illinois based National Cycle's new windscreens for the KTM 1290 Super Adventure S "can take any abuse that an aggressive adventure bike rider can throw at them," says International Sales Manager Paul Gomez.

Two different sizes and tints "ensure a perfect windscreens for almost every rider size or riding preference. Both will offer improved wind protection and riding comfort compared to OEM or other aftermarket windscreens".



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

These windscreens are made from tough 3.0 mm Quantum hardcoated polycarbonate. This high-quality material, along with state-of-the-art manufacturing techniques, provides outstanding clarity, impact strength and scratch resistance "unmatched by any windscreens maker worldwide". "Quantum hardcoated polycarbonate is the material of choice for serious motorcycle riders. It is ten times more abrasion resistant than FMR hardcoated polycarbonate, and 30 times more than windscreens made from commonly used acrylic or 'aircraft plastic'."

Easy to install, VStream windscreens are protected by a market-leading three-year warranty against breakage. Available in dark or light tint.

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Lightech for Tracer 9 GT

Internationally respected Italian parts and accessory manufacturer Lightech has designed and tested a new line of accessories for the new Yamaha Tracer 9 GT - showing that the company is not always and only focused on Supersport bikes, but eclectic in its choice of new challenges. Model-specific design products include precision



CNC-machined complete and adjustable rearsets in 7075, T6 heat-treated aluminium with three possible configurations: basic with fixed footpegs, "W" version with folding footpegs and the "R" version equipped with carbon heel guards, titanium bolts, high-quality bearings and folding footpegs. The rearset allows both standard and reverse shifting. A complete suite of spare parts and accessories allows the customisation (and service) of Lightech rearsets.

The chain adjuster seen here is available in black, red, gold and cobalt colours, and allows a more precise and easier adjustment compared to the standard Yamaha design - simply by turning the knob located at the end of the chain adjuster. Each click corresponds to a shift/moving of 0.25 mm. A metric scale is engraved on both sides of the chain adjuster to make the adjustment more ergonomic.

Lightech wheel axle protection for the Tracer 9 GT is available in black, red, gold and cobalt; the ultra-light licence plate holder kit, with holes for OEM or

aftermarket LED turn signal, is customised with coloured washers on the sides, and a similar customisation can also be seen on the handguards - where the gold of the Lightech washer attracts attention.

The accessories line includes also frame protections equipped with an aluminium ring, a magnesium bushing to reduce vibrations and coloured antishock rubber. There are also newly designed fuel tank caps (spin locking or quick release), a choice of oil filler caps, colour-match or contrast colour hardware and much more.

All Lightech parts are designed, tested and manufactured in-house at its headquarters facility north of Treviso, Italy.

LIGHTECH S.R.L. S.
Lucia de Piave (TV), ITALY
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info@lightech.it
www.lightech.it



YSS front fork upgrade kits for Meteor 350

Hamburg based Matthies, the European master distributor for YSS suspension, has added these fork upgrade kits for the Royal Enfield Meteor350.

The kits include an upgrade set of springs, bushes (if needed for the application), a set of YSS PD valves, adjustable fork caps and washers.

The springs are harder than the perfect (new) stock spring and give the rider a better feeling, better handling and more feedback from the street.

"The PD valves add additional damping where, before, the OE set-up is just a spring-based suspension; the bushes make up for the missing length. In general, a spring should be as short as possible to avoid bending, as a result scratching

inside the fork tubes - so the bushes compensate for the rest of the missing length to the stock spring".

The fork caps add an extra 12 mm of spring preload adjustment.

All YSS shock absorbers are designed, manufactured and tested in-house at YSS' state-of-the-art factory in Thailand by a team of 270+ knowledgeable and innovative staff. Each shock is heat-treated for optimised strength and durability and shot-peened for a professional finish.



"YSS has been producing motorcycle suspensions for over 30 years and is said to be the world's largest aftermarket shock absorber manufacturer, producing over two million units per year and is supported by its Europe based research and development team". All YSS suspension products are covered by a two-year manufacturer warranty.

JOHANNES J. MATTHIES
Hamburg, GERMANY
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info@matthies.de
www.matthies.de

Merlin to produce BSA apparel collection

British protective motorcycle apparel brand Merlin has partnered with the 'new-gen' BSA Motorcycle business in the UK to release a dual-branded collection of protective clothing and lifestyle apparel.

The collection, which will be distributed alongside the new BSA Gold Star, will consist of protective jackets, jeans and gloves as well as a selection of hoodies, T-shirts, sweatshirts and accessories. Each item is branded with both BSA and Merlin logos.

James Franklin, Brand and Product Director at Merlin, said of the collaboration: "As a proud British brand we found it fitting to team up with BSA to support its relaunch. BSA is a household name and we are excited to

release this range with them.

"This comprehensive collection allows BSA riders and fans to represent two great British names and experience the high quality that Merlin has always provided. We proudly produce this collection using staple ingredients from the core Merlin collection, such as Halley Stevensons waxed cotton, DuPont, Kevlar, D30 armour and YKK zips."

Highlights of the range include the 'Liberation' leather jacket in soft, supple cowhide leather with pre-fitted D30 armour to the shoulders and elbows, removable 100 g thermal vest and a short jacket-to-jean connecting zip.

The 'Empire' jacket is a 12 oz Halley Stevensons waxed cotton outer for the traditional waxy feel that most retro riders look for. There is a fixed Reissa waterproof membrane and a removable full-body 150 g thermal for weatherproofing, pre-fitted D30 armour at the shoulders and elbows.

BSA x Merlin clothing is available from Lukas Distribution, distributors of the BSA brand.

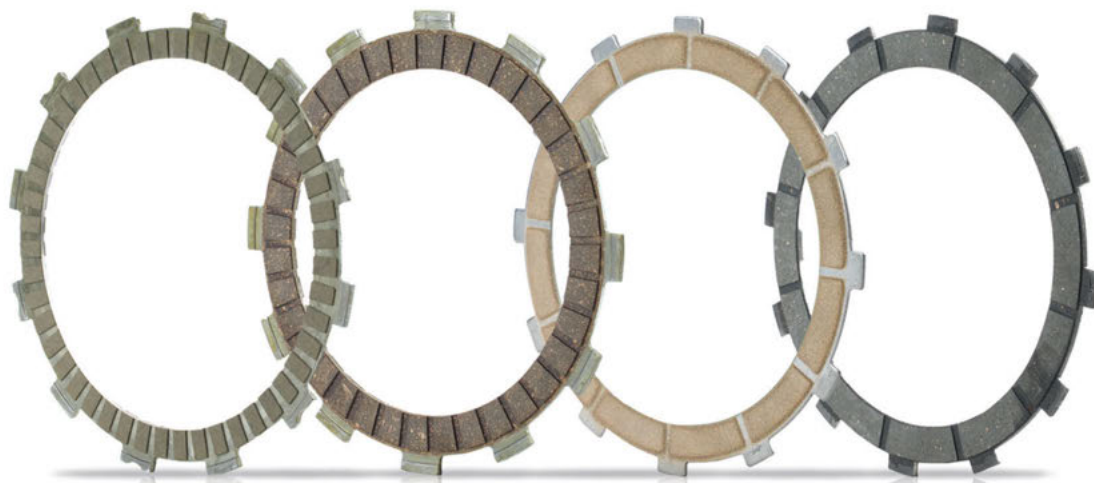


'Liberation' leather jacket



'Empire' waxed cotton jacket

MERLIN MOTORCYCLE CLOTHING
Burntwood, Staffordshire, UK
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info@merlinbikegear.com
www.merlinbikegear.com
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Suspension upgrade options for MT-09



Italian suspension specialist Matris has a complete set of suspension upgrade options available for the 2021-2023 Yamaha MT-09.

To improve and upgrade the setting and the handling, at the front, a full range of hydraulic, asymmetric quad-valve system cartridge kits are available - all fully adjustable for compression,



rebound and spring preload.

The choice is between the 25 mm asymmetric "sealed and pressurised" F25SA, Matris' top high-end cartridge; the 25 mm asymmetric "classic" quad valve F25R, its classic race-track cartridge, and the 20 mm asymmetric quad valve F20K "entry level" cartridge for sport model use.

As usual with all Matris front suspension designs, they are fully "plug & play" and totally reversible, replacing all the original internal fork parts - ready to fit without any modifications.

At the rear, the Matris MT-09 offer includes the choice of M46KF and M46KD rear shock series. Both are multi-adjustable and equipped with a knob-hydraulic spring preload unit, for an easy and fast setting change in response to driver need.

The front fork cartridges and the rear shocks are available in spring rate options for differing loads, driver weight and riding preferences.



In addition, for the reduction of the front wheel shake and to provide greater safety at high speed, riders report excellent and reliable results with Matris' fully adjustable "speed sensitive system" SDR or SDK steering damper kits - supplied ready for modification-free, fully reversible install with all necessary hardware.

MATRIS S.R.L.

Camisano Vicentino (VI), ITALY

Tel: +39 0444 411636

info@matrisdampers.com

www.matrisdampers.com

LeoVince LV One EVO for Tiger 1200

Featuring "aggressive style and sharp lines", LeoVince has developed a new line of exhaust systems for the Triumph Tiger 1200 GT/Rally.

The LeoVince Nero is the muffler for motorbikes and maxi-scooters with a dark and modern look, "the result of LeoVince's constant research of quality steels and advanced and exclusive processes".

The body in AISI 304 stainless steel makes the LeoVince Nero impact-resistant, and the ceramic black paint gives excellent heat resistance.

"With the LeoVince logo laser-etched on the silencer, showcasing the technological innovations that our production is known for, it is perfect for emphasising the racing

look of a muffler that optimises the performance of motorbikes and maxi-scooters, but still stays within compliance with EU regulations.

"The asymmetric and aggressively cut end cap is entirely constructed in high-strength, lightweight, high-quality carbon fibre and works perfectly with the blacked-out look of the muffler".

LeoVince

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Galfer - MXGP, EnduroGP and MotoGP

Galfer has announced the continuation for 2023 of its cooperation with Infront Moto Racing, which began in 2021 and now enters the 3rd year as an official partner of the FIM Motocross World Championship.

"Founded in 1952, Galfer has won 107 world titles in motorcycling and cycling thanks to riders of the calibre of Kiara Fontanesi and Nancy van de Ven in



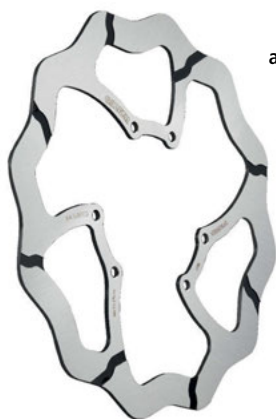
WMX, and many others, in various disciplines.

"Galfer will be present both on and off track in MXGP - supporting teams such as MRT Racing Team Beta, SM Action, SDM Corse Husqvarna, Yamaha JK Racing, MX Fontaracing, Team Ceres 71 Yamaha, Team VRT KTM Factory Juniors, Steels Dr Jack TM Racing, among others.

Galfer is internationally recognised for its MX and street brake products, and for its deep commitment to MotoGP and WSBK, but its passion for racing has also given it a leading position in the Enduro brake products space.



Galfer offers a number of different "Disc Wave" versions for the leading Enduro motorbike brands - such as KTM, Beta, Honda, Sherco, GasGas, TM Racing, Husqvarna, Yamaha, Kawasaki, Suzuki and Fantic.



Enduro floating 'Disc Wave' (FLW-FRS), available for the front in original size and oversize and two versions - holes or grooves.

In Enduro brake pad terms, Galfer offers a semi-metallic compound, standard sintered compound and a top-of-the-line, highly durable sintered racing compound.

Galfer has been a major player at the top levels of



Enduro fixed 'Disc Wave' (W-WLL) original-size rear disc, available with holes or as a solid disc.



Enduro for many years, winning a total of 28 world titles and many national titles in the last 13 years, including the top EnduroGP class titles won by Steve Holcombe (2017, 2018 and 2020) and Brad Freeman (2021).

Galfer has reaffirmed its support for Enduro racing this year with its support as an Official Sponsor of the EnduroGP World Championship again in 2023, with an impressive roster of Galfer riders on the international Enduro scene. Riders and teams such as the Beta Factory Team: Steve Holcombe and Brad



Enduro semi-metallic compound (G1054)



Enduro standard sintered compound (G1396)



Enduro sintered racing compound (G1396R)

Freeman; TM Boano: Matteo Cavallo, Matteo Pavoni and Daniel Milner; Sherco CH: Wil Ruprecht, Zach Pichon, Morgan Lesiardo and Hamish McDonald; KTM WP Eric Augé: Jaume Betriu, Nico Kutulas, Sam



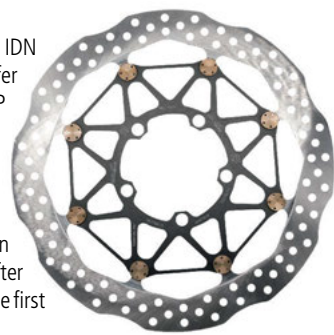
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Round 3	26-28 May - GP Finlandia (Heinola)
Round 4	1-3 June - GP Svezia (Skovde)
Round 5	30 June-2 July - GP Slovacchia (Gelnica)
Round 6	29 September-1 October - 1 GP Portogallo (Valpacos)
Round 7	6-8 October - 2 GP Portogallo (St Andre/Santiago do Cacem)

Davies, Hugo Blanjoue and Àlex Puey; Rieju: Léo Le Quéré, Mireia Badia, Rosie Rowett and Adrià Sánchez; MGR Team: Davide Soreca; Honda Impala: Alejandro Ceballos and Beta Trueba: Alejandro Navarro.

As this edition of IDN went to press, Galfer started the MotoGP season with a double podium at Portimão (Portugal) with David Muñoz and Diogo Moreira finishing on the Moto3 podium after great comebacks in the first race of the season.



"All Galfer riders and teams in the MotoGP World Championship have a range of different Floatech disc brakes available to them, with different sizes and thicknesses to choose from depending on the type of track and temperature conditions at each GP". Galfer's high-performance Racing G1310 sintered brake pads are said to give its riders a competitive advantage over other brake brands.

"Brakes are an essential and differentiating factor in today's motorcycle racing, with riders and bikes very evenly matched, especially in the Moto2 and Moto3 categories. Galfer is one of the major players in this area with its range of products specially designed for the market, such as Floatech brake discs and Racing G1310 sintered brake pads".

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GPR Tech top cases for BMW ADV models

GPRtech

Italian exhaust specialist GPR Italia recently leveraged its manufacturing expertise to start a new line of luggage and related touring accessories called GPR Tech.

The new brand is dedicated, initially, to accessories for Adventure models, and seen here is a new model-specific case kit for the BMW R 1200 GS Adventure and R 1250 GS Adventure.

Made of aluminium and equipped with a beautiful internal padded lining to protect the helmets, it is

available in black and silver in 35, 45 and 55 litre capacities. The easy install kit is equipped with a model-specific mounting plate - designed especially for the geometry of the BMW Adventure series models.

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Puig Additions

With materials, technology and performance R&D continuing to be driven by its technical partnerships with Honda Racing (HRC in MotoGP and Kawasaki Racing Team (KRT) and others, Barcelona based parts and accessory specialist Puig (Motoplast S.A.) offers dealers a wide range of new products for 2023 - all detailed in its new catalogue.



New generation sport windshield for the 2023 GasGas SM700



Chain tensioner for 2023 Yamaha MT-09 2023



Downforce race side spoiler for the 2023 Kawasaki ZX-10R

For the handlebar area of the motorcycle, new product highlights include High-Road screens, its 'Mirage' semi-fairing and brake and clutch lever protector with mirror included. At the front of the motorcycle, Puig is offering a new LED Lumen Z headlight, 'Balance' handlebar end weights and the 'Adhere' headlight protectors.

For the chassis and engine there are new adjustable brake and gear levers, chain tensioners and CNC chassis trim plugs, with new rear seat cowl and brake disc cooling covers also added to the range for

Royal Enfield Himalayan touring screen



2023.

Additional new products announced recently include Puig chain tensioners for the 2023 Yamaha MT-09, the 2020 and up YZF-R1 2020, the 2023 Suzuki GSX-S1000 and other makes and models - check website for full current list of applications.

Recent new screens include touring screens for the 2020 and 2023 Royal Enfield Himalayan, touring windshields (with or without visor) for the Triumph



Licence plate holder for Honda CB750 Hornet

Front spoiler for Honda CBR1000RR-R Fireblade



Tiger Sport 660 and a new generation sport windshield for the 2023 GasGas SM700.

For the 2023 Kawasaki ZX-10R there are downforce race side spoilers, while there are a range of parts for the 2023 Honda CB750 Hornet, including a replacement licence plate holder design and a frontal GP style spoiler for the 2023 Honda CBR1000RR-R Fireblade.

Finally, the Puig R19 frame sliders - seen here for the

Touring windshield with visor for the 2023 Triumph Tiger Sport 660



CB750 Hornet and Fireblade - "guarantee integral protection of the chassis and engine as well as providing additional protection to the knees with the included rubber endings.

"The carefully designed pucks are made of nylon and will fit perfectly with the looks of the bike, as it does not extend from the handlebar or touch ground before the footrests do. They come with gray rubber as standard, but a range of additional brand and model-match colours are also available. Each protector is model-specific, and rubber and nylon replacement components are available.



R19 frame sliders for Honda CB750 Hornet

PUIG/MOTOPLASTIC S.A.

Granollers (BCN), SPAIN

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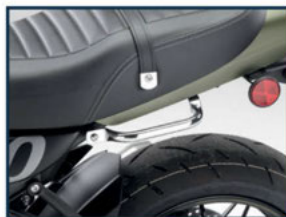
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Complete clutch disc kit for GasGas TXT trial models



These Surflex clutch plates kit for the GasGas TXT 125/250/280/300 trial models (2018-2022) "come from the experience and commitment of over 70 years of product development and patient bench and track tests.

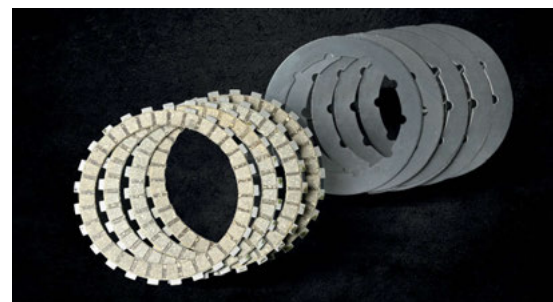
"Trial is a very rigorous specialty, demanding both ability and self-control of the pilot and the perfection of the bike, that means high demands on the performance of each component, all working in a harmonic ensemble.

"The clutch has one of the most important roles to play: it should be light - allowing prompt and precise engagements. That's why, to complement and upgrade the original components, Surflex kits include a set of plain plates of different thicknesses to adjust total disc pack height, so compensating for

tolerances and wear.

"Surflex has taken up the challenge and is proud of its never-ending commitment to excellence in this most demanding branch. It is the most difficult in motorcycle drive terms, and what we learn in trial competition riding helps inform improvements in the clutches we can produce for the other sectors of motorcycling. Several teams have successfully used these products and cooperated in testing them".

The kit for TXT 125/250/280/300 Pro (Surflex codes 2222 and S 2843) consists of three lined discs and two plain steel discs. Three further plain discs are added in varying thicknesses to reach a perfect adjustment of the clutch and to keep it acting properly for a long time.



SURFLEX S.R.L.
Tradate (VA), ITALY
Tel: +39 0331 811795
surflex@iol.it
www.surflex.it

Ergonomic Ducati SAE adapters

German electronic accessories specialist BAAS Bike Parts started as long ago as 2001 when Dirk Baas spotted that motorcycle and scooter riders were already facing the need for better, more advanced and certainly more ergonomic functional accessories for the growing use of electronics on PTWs of all kinds.

Recognising that the demands being placed on on-board power sources have grown exponentially ever since, these new BA5 (Euro 5) and BA6 (Euro 4) SAE adapters for Ducati applications are intended for

connection to the Ducati DDA series socket.

With the SAE Multi Connector on the other side, they provide an improved and much more ergonomic and user-friendly connection to various BAAS automatic chargers and other accessories.

The BAAS business model has always been to sell through wholesalers, distributors and importers, and ever-increasing product demand meant that Dirk had to move his business into larger premises three times since he started. He moved into his current 280 sq m (3,000 sq ft) warehouse and office space of 280 sq m in Abstatt in southern Germany in 2015, where a team of six processes hundreds of orders for thousands of parts every month.

The BAAS programme of universal motorcycle and scooter accessories includes socket systems, USB chargers, accessory cables, chargers and plastic parts and components.

Dirk has always been quick to respond to the 'direction of travel' in electronic accessories, with



BA5

new products coming to market regularly. A major accolade for his small business came in 2016 when KTM selected a BAAS USB on-board socket as original equipment on a KTM model - and it can still be selected as an accessory in the KTM vehicle configurator.

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HP Corse - KTM ADV

Italian exhaust manufacturer HP Corse has new Euro 5 approved applications available for the KTM 890 Adventure (MY 2022-2023) - the brand-new SP-1 Carbon Short Titanium, the SP-1 Short Titanium, the 4-Track R Short and the SPS Carbon Short.



4-Track R Short



SPS Carbon Short

The SP-1 Carbon Short Titanium has a 300 mm long oval shape body made in titanium (available in natural finish or black chromised) with conical inlets and outlets and features carbon heatshield and end cap. Described as reinterpreting the "classics" with its oval-shaped body with simple lines that complement the carbon components, it is equipped with slip-on fitting with quick release by springs, triple carbon heat shield, billet coupling bushings and TIG welding. It weighs 2,550 kg and meets directives 134/2014 and 2016/1824 G.

The SP-1 Short Titanium "reinterprets the 'Rally' exhaust, drawing inspiration from the great African rallies. Made of titanium (natural finish or black ceramicised), it is 300 mm long, very light, has an oval shape body and weld-free outlet with TIG hand-welded support brackets. It has a slip-on fitting and billet bushings".

The 4-Track R Short features a seamless hydroformed steel spout and is available in three different materials - titanium, black chrome steel and satin brushed steel. "It is dyno tested, lightweight, reliable and able to guarantee superior performance compared to the original exhaust, especially at low and medium revs. It is 300 mm long, has TIG welding, an octagonal case back and silencer body, double outlet barrels and a carbon heat shield".

Unlike the 4-Track Short, the SPS Carbon Short has a "carbon finish that wraps around the spout and continues the lines of the silencer body. It generates a peak of power at low and medium revs and delivers extraordinary torque. It has a 300 mm octagonal shape, is offered in titanium, black ceramicised stainless steel, satin stainless steel and is equipped with a carbon heat shield".



SP-1 Carbon Short Titanium



SP-1 Short Titanium

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Airoh's golden son

In any discipline, nine World Championships is quite an achievement. To celebrate Airoh rider and race legend Tony Cairoli's career, among the initiatives to mark his achievements, Airoh donated a special edition gold Aviator 3 helmet to him at the end of his last race in MXGP, as a tribute to his legendary career.

Fast forward to 2023, and Airoh has now made a replica of that helmet available for sale.

"This is not just a mere and simple replica, rather it is an ECE 22-06 homologated special helmet with all the innovative features of the Aviator 3 - a top of the

range off-road helmet created by hand by skilled Italian craftsmen paying maximum attention to even the smallest detail - including golden inner linings.

"It is available in four shell sizes and designed in the Airoh wind tunnel to optimise shape, performance and comfort. Each helmet will come complete with a special postcard with the signature of the nine times world champion".

The product has the "revolutionary" AMS² Plus (Airoh Multiaction Safety System Plus) to dissipate kinetic energy in case of impact, the AEFR (Airoh Emergency Fast Release) for quick removal of the cheek pads, and the AMLS (Airoh Magnetic Lining System) that includes both crown padding and cheek pads.

The eight air vents and the spoilers with integrated extractors and cutting-edge AHS hydration system (Airoh Hydration System) are directly integrated in the EPS to maximise comfort.

In other news, Airoh is celebrating its 126th World Championship title with Billy Bolt's successful defence of his Superenduro World Championship in Poland in March 2023 - with a perfect season of five victories out of five races.



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INTERNATIONAL DEALER NEWS

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NEWS BRIEFS

British importer Vmoto UK, the distributor of Super Soco - the bestselling brand of electric bikes in the UK - went into administration in February. The Vmoto Soco Group has bought up the business and key assets and will continue the business as Vmoto Soco UK. Vmoto Soco Group Managing Director Charles Chen is quoted as saying that "this is a strategic acquisition that will provide Vmoto with direct access to more than 50 active B2C dealers in the UK." (BDN)

Athena has renewed its collaboration with MXGP and is running its "Best Rider of the Year" contest for a third consecutive season. "Athena has partnered with MXGP for many years, displaying the Athena and GET logos alongside the track at MXGP events. The contest gives motocross fans the power to award the best rider of each Grand Prix. The athlete who is voted the most throughout the season will ultimately receive the final prize and become the 'Best Rider of the Year Sponsored by Athena' at the end of the year". Last year's winner was Tim Gajser, champion with the HRC team. As usual, some of the best MXGP and MX2 teams and riders will use GET's Electronic Engine Units (ECUs) and other accessories during the season, including Monster Energy Yamaha Factory Racing Team's Maxime Renaux as well as F&H Kawasaki Racing Team, JM Honda Racing and Fantic Factory Team Maddii, among others. Athena will also provide a GET rpm dash with launch control system to MRT Racing Team BETA with Alessandro Lupino and Ben Watson, as well as Standing Construct Honda MXGP riders Pauls Jonass and Brian Bogers.

Duell has agreed to acquire UK based TranAm

Mustasaari, Finland based Duell Corporation has acquired 100 percent of the share capital in respected UK based importer and distributor TranAm - a leading player in the UK market with a strong reputation in the premium motorcycle apparel and accessories sectors.

A latest stage in Duell's growth strategy in support of its geographical expansion and brand portfolio development, "the acquisition significantly strengthens Duell's foothold in the large UK market and provides a platform for future growth."

"Through the acquisition, Duell will gain access to the most important retail chains in the UK and can achieve cross-selling synergies by utilising TranAm's wide dealer network to sell selected Duell house brands. Additionally, Duell expects to achieve post-Brexit operational benefits by delivering products directly to and from TranAm's UK warehouse."

"In total, the acquisition is expected to bring annual cost synergies of around €200,000, which are expected to be realised within 12 months of the closing of the transaction. Duell acquires the entire share capital and full voting rights of TranAm for a total purchase price of €11.875m."

"TranAm has a strong balance sheet with a net cash position and high profitability, which, combined with the



From left to right: Rick Lloyd (Founder and Owner TranAm), Jarkko Ämmälä (CEO Duell Corporation), Pete Lloyd (CEO TranAm)



contemplated equity issue to finance the acquisition, strengthens Duell's financial position."

Founded in 1976, TranAm had net sales of £10.7m and EBITA of £2.1m in fiscal year ending March 31, 2022 (unaudited, according to UK GAAP). TranAm offers its products to over 400 dealers.

The motorcycle category represents over 90% of sales, while simultaneously the company also has

a smaller offering of ski, snowboarding and pet accessories. TranAm currently employs 28 people and has its office and warehouse in New Milton, UK. The business was built and is owned by the Lloyd family. Duell plans to merge TranAm's operations with its existing UK operations.

Pete Lloyd, TranAm's Managing Director and one of its current owners, will continue to head the operations after the acquisition.

Jarkko Ämmälä, CEO of Duell, said: "I am very pleased that we can significantly strengthen our market position in the UK. The acquisition of TranAm provides us with fast access to the large UK market and a strong foothold to further grow our business by also bringing our own brands to a wide range of consumers in the UK through TranAm's existing distribution channels."

TranAm has been very successful with motorcycle clothing business."

Pete Lloyd commented: "I am delighted to join our forces with Duell to grow our business jointly and as part of one of Europe's leading powersports wholesalers. I believe we will achieve significant sales synergies by offering a more comprehensive product portfolio to our established customer base."

The acquisition will have no impact on Duell's financial outlook for the financial year 2023 or on the company's medium-term financial targets.

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