

AMDTM

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Second-quarter sales growth for H-D



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NEWS

2014 model launch



HARLEY-Davidson has reported that its second-quarter 2013 diluted earnings per share increased 13.1 percent on higher motorcycle shipments. Over the same period the Company's net income was \$271.7 million on consolidated revenue of \$1.79 billion, compared to net income of \$247.3 million on consolidated revenue of \$1.73 billion in the year-ago period.

"Harley-Davidson again drove strong financial performance in the second quarter, reflecting the many improvements in operations we have made throughout the Company over the past few years as well as our brand strength globally," said Keith Wandell, Chairman, President and CEO of Harley-Davidson. "Our employees, dealers and suppliers continue to do an outstanding job, working as one team and moving in one direction, to deliver a great experience for our customers.

"During the second quarter, we completed our first year of seasonal surge production at York with great success. We also surpassed a milestone for international dealership growth. With the opening of a dealership in Salvador, Brazil on June 29th, we have added 104 dealerships outside the U.S. since late 2009, achieving our goal to add 100 to 150 international dealerships by the end of 2014," Wandell concluded.

Across the globe the Motor Company's dealers sold 90,193 new H-D motorcycles in the second quarter of 2013, compared to 85,714 in the year-ago quarter. In the US, dealers sold 58,241 new motorcycles in the quarter, up 4.4 percent compared to the year-ago period, while in international markets, dealers sold 31,952 new motorcycles during the quarter, compared to 29,953 motorcycles in the year-ago period, with unit sales up 12.3 percent in the Asia Pacific

region, 1.0 percent in the EMEA region, 39.2 percent in the Latin America region, and 3.6 percent in Canada.

Across the six-month period covering the first half of the year, dealers sold 144,447 new Harley-Davidsons worldwide, compared to 145,391 in the year-ago period, with retail unit sales up 11.9 percent in the Asia Pacific region, 22.8 percent in the Latin America region and 2.4 percent in Canada, and down 2.7 percent in the US and 3.6 percent in the EMEA region, compared to the first half of 2012.

The Company stated that it believed first-half US retail sales were adversely impacted by a prolonged and abnormally cool and wet spring, compared to an abnormally early and warm spring in 2012.

Operating income from motorcycles and related products

Polaris reports continued record sales

Second Quarter Performance Summary (in thousands, except per share data)

	2013	2012	Change	2013	2012	Change
Motorcycle Sales	\$498,812	\$465,122	+7%	\$108,469	\$108,011	+4%
Total Sales	\$686,886	\$716,486	-4%	\$150,896	\$147,736	+2%
Gross Profit	\$252,038	\$276,748	-9%	\$66,066	\$64,172	+3%
Operating Expenses	\$176,296	\$174,530	+1%	\$44,809	\$43,569	+3%
Operating Income	\$75,742	\$102,218	-26%	\$21,257	\$20,603	+3%
Net Income	\$66,868	\$98,612	-32%	\$19,484	\$20,940	-7%



INDUSTRY EXTRA



PRODUCTS



Pete and Lisa Pearson built Gas'd Rat to enter the Modified Harley class at the AMD World Championship of Custom Bike Building but found themselves competing in the Freestyle class instead and placing third



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Giving it some gas

Pete and Lisa Pearson, of Rocket Bobs, originally intended to enter their bike Gas'd Rat in the Modified Harley class at the World Championship, but a last minute change meant the bike found its way into the Freestyle class

WHEN Pete and Lisa Pearson began building Gas'd Rat their plan was to enter it into the Modified Harley class at the 2013 World Championship of Custom Bike Building. However, a change to the class rules that requires the bikes entering the class to be powered by an Evo or later engine stopped that plan. Not to be deterred they simply moved their entry to the Freestyle class.

They could not enter the Mod Harley class due to the age of the engine in Gas'd Rat - the power plant pre-dates the introduction of the Evo, and is in fact a 98ci Shovelhead. However, very little of the original Milwaukee metal remains, as Pete used all the experience he has gained from a career working on race bikes during the rebuild. Starting at the bottom of the motor the cranks have been reworked by Rocket Bobs, and Keith Black pistons are used to give a compression ratio of 11.5:1. Andrews supplied the cam and it operates Evo hydraulic lifters and adjustable push rods. The barrels are Rocket Bobs own and feature shaved lower fins, while sitting atop them are reshaped S&S heads that have been ported and gas flowed and converted to twin spark, with the sparks being fired by twin Morris magnetos. Induction is via an S&S dual throat carb fitted with Rocket Bobs knife edged stainless steel velocity stacks. Spent gases exit from the engine through a Rocket Bobs fabricated exhaust, made from hand rolled and welded 0.7mm thick Inconel sheet. The hard lines on the motor were hand bent by Lisa.

Behind the motor there sits a Baker four into six gearbox carrying a Barnett clutch. The open primary was fabricated by Rocket Bobs, and includes a front pulley fitted with an internal

sealed tube containing 35g of mercury that dynamically balances the motor.

The use of mercury to dynamically balance the motor is not the only innovation to be found on Gas'd Rat, as the frame too has been completely reworked and improved in ways not normally seen on custom bike builds.

Starting with a stock 1979 FXR frame, Pete took it completely apart, and cleaned and re-jigged each joint before TIG welding them all back together. Such was the meticulous nature of Pete's work on the detailing of the frame that he spent weeks working on the headstock alone. Pete hand ground and then machine burred and dressed it before bracing it with a 320 stainless 13mm tube. A new seat post in 316 stainless was fitted along with Rocket Bobs' own stainless Voodoo fender struts. Then hidden from view is the bracing for the motor and upper frame, all again made from stainless steel.

For the rear suspension a 1961 Arrowhead swingarm has been extended 30mm with new stainless 320 axle runners to allow the fitting of a 20mm titanium axle. This forms the pivot point for a rising rate wishbone welded to the underside. The mono shock was supplied by Penske and all the bearings in the rear suspension are sealed SKF ceramic. In addition, the ride height at the rear can be adjusted using the tie rods from the wishbone to OEM reinforced lower frame spurs.



Detailing on Gas'd Rat extends to the bike's name being machined into the Harrison Billet supplied brake callipers

More of Rocket Bobs own parts are in evidence at the front of Gas'd Rat, where Rocket Bobs 20mm upper and 25mm lower 7075 billet aluminum triple trees, which have been machined out for light weight, hold a pair of Rocket Bobs stanchions and dampers with shaved Sportster legs sliding over them. The stanchions have been given a titanium nitride coating to reduce friction and then finished off with a set of fork caps from Joker Machine.

Given the high performance nature of the suspension on Gas'd Rat a suitable set of wheels was needed to match and came in the form of a set of Kite billet aluminum hubs laced to 17in Carbon Matrix rims, which have been fitted with Michelin 'full wet' race tires.

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Hidden brackets were made to support the one-off stainless steel oil tank



Photo credit: Axiom Yang

Pete and Lisa Pearson

<<< The wheel package is finished off with a single Beringer disc on the front and a Rocket Bobs disc on the rear, each gripped by three single piston brake callipers. Supplied by Harrison Billet, the callipers have been modified by Rocket Bobs and mount on custom brackets. The front brake is operated by a Rocket Bobs lever, while the back is activated by a Beringer master cylinder that is pushed by a BMX

stunt peg rotated by the rider's foot.

The Lobster Back handlebars that the Rocket Bobs levers are mounted on were built by Pete from 17 pieces of 316 stainless steel and include integrated risers and an internal throttle. The finishing touches on the bars are the hand sewn leather grips.

One of the few pieces on the bike, aside from the frame and drivetrain, not made from scratch by Rocket Bobs is the gas tank, which was originally fitted to a '70 Gilera scooter. Before being fitted to Gas'd Rat it had a new tunnel fitted along with a Rocket Bobs stainless chimney and brass filler cap, Rocket Bobs Gas Light fuel window, and Rocket Bobs stainless outrigger fuel tap mount with brass Golan tap. The remaining bodywork is a Rocket Bobs Voodoo rear fender, and both pieces were finished in Fire Cherry candy by Art Slade. The same paint shop was also responsible for the Gas'd Rat logo on the gas tank.

While Pete and Lisa were disappointed that they couldn't enter Gas'd Rat in the Modified Harley class at the 2013 World Championship of Custom Bike Building, as originally intended, they were more than happy to discover they had placed third in the highly competitive Freestyle class when the final results were announced.

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Art Slade was responsible for the paint and graphics that adorn the heavily modified Gilera scooter gas tank



Details on the drivetrain include a sealed mercury cylinder inside the front engine pulley to dynamically balance the motor

Each frame joint was taken apart and refinished before being TIG welded, while the addition of a stainless steel brace has been added to the headstock, too

