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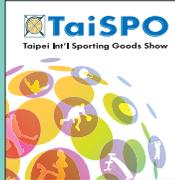
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For TaiSPO coverage turn to page 44



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Advocacy is in the air as 29th Taipei Cycle opens

The 29th annual Taipei Cycle trade show kicks off today as the country's bike industry comes off a high from the just-concluded Velo-city Global conference.



TAITRA President and CEO Peter W.J. Huang (Left) with Tony Lo of Giant and the Taiwan Bicycle Association and and Ralph Wiegmann of International Forum Design.

Taipei was the first Asian host in the 36-year history of Velo-city. The energy from the four-day global cycling and advocacy conference, which ended yesterday, spilled over into the opening Taipei Cycle press conference yesterday afternoon.

"One thing I learned from Velo-city is, it's very, very clear that all the governments in the world are now considering the bicycle in very important decisions about facilities — roads, parking — to make the bicycle again become a very important element of our life," said Tony Lo, president of the Taiwan Bicycle Association and CEO of Giant. "I can

foresee, in the next 10, 20 years, the use of the bicycle becoming explosive." (See our special Velo-city section beginning on page 7).

Taiwanese manufacturers are certainly feeling a rising trend already: Bicycle exports from the island rose 10 percent in 2015, reaching a total value of \$1.89 billion, compared with \$1.72 billion in 2014, the TBA reported.

Exports of complete bicycles grew to 3.995 million units last year, up from 3.75 million units in 2014. That 6.5 percent increase represented a rebound from two previous years of decline.

Unit prices rose 3.3 percent, from \$459

in 2014 to \$474.02 last year. Overall, unit prices have skyrocketed by nearly 25 percent since 2011, indicating that the Taiwanese industry continues to meet its goal of producing high-end products.

Bicycle parts exports grew 5.45 percent to \$1.05 billion from \$1.03 billion, with lighting systems experiencing the most significant increase — a whopping 85 percent.

The TBA credited the expanding popularity of cycling, heightened awareness among cyclists for safety features like lights, and a mature supply chain for lights in Taiwan. The lighting category accounted for \$22.5 million in exports last year.

Electric bikes continue to be a promising category for Taiwanese manufacturers. In 2015, Taiwan shipped 83,000 e-bikes to global markets, up from 66,000 the year before. The vast majority of those (67,000) went to the European Union, while 7,034 units were bound for North America.

But mountain bikes were the star of the export show. The TBA said 1,114,000 units shipped in 2015 at a value of \$763 million; road bikes were second at 911,000 units, or \$652 million; and city bikes represented 585,000 units, or \$155 million.

The European Union remains Taiwan's top export market, taking in 55 percent of all complete bikes, with North America the No. 2 market at 21.8 percent.

The volume and value of shipments of complete bikes to all but two of Taiwan's top 10 export markets increased last year.

Germany fell 4.6 percent in units and 4.35 percent in value, while mainland China slumped 26.5 percent in units and 22.2 percent in value. The value of shipments to Australia fell 14 percent.

Given those numbers, the atmosphere among the 1,110 exhibitors at this week's show should be positive. The show once again is sold out, with as many as 200 companies unable to secure booth space.

The Nangang Exhibition Hall and the overflow at the Taiwan World Trade Center downtown will host 3,307 booths—2,482 local and 830 from overseas—roughly the same as last year.

Taipei Cycle, which has been at capacity for several years, had hoped for relief next year from two new exhibition halls now under construction. However, construction has been delayed.

"Ideally we'd use both halls next year, but the second hall has been delayed so we're not able to use that until probably 2018," TAITRA's Andrea Wu said yesterday.

Wu said TAITRA likely wouldn't have space to host new country pavilions until it the new halls open. Exhibitors from Spain, Thailand and Italy would join existing pavilions from France, Taiwan, the European Union and Japan.

One new addition this year is the Leader's Panel, a discussion with several industry leaders on global trends and consumer demands. (See related story, page 12).

Taipei Cycle runs through Saturday and is open to the public on its final day. ■ NF

What's on today Wednesday, March 2

All events are at the Nangang Exhibition Hall unless otherwise noted.

GENERAL SHOW INFORMATION

Taipei Cycle Show

Hours: 9 a.m. – 6 p.m.

Venues: Nangang Exhibition Hall and Taipei World Trade Center (TWTC) Hall 1, 2nd Floor. Held in association with the Taipei International Sporting Goods Show (TaiSPO) at the TWTC.

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EVENTS

10 - 11 a.m.
Opening Ceremony
Taipei Cycle and TaiSPO
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Conference Room 401

11 a.m. – 12:30 p.m.
Award Ceremony
20th International Bicycle Design Competition
4F
Conference Room 401

2 – 4 p.m.
Leader's Panel
TAITRA and ECF
4F
Conference Room 401

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Good design gets a wider audience

Usually, the innovative products that win Taipei Cycle design awards — the d&i awards or the IBDC honors for conceptual products — are seen only by the industry insiders who attend the trade show.



Taipei Mayor Ko Wen-je studies a design award winner at Velo-city.

But with Velo-city taking place just before this year's Taipei Cycle show, organizers realized they had a chance to showcase these innovative products for people who don't usually see them.

"The audiences are totally different," said Andrea Wu, a spokeswoman for Taipei Cycle, who helped organize a big display of current and past award winners at Velo-city.

"At Taipei Cycle Show we have a lot of product managers, the people who are placing orders for these products. Here, we get people like city planners and traffic engineers. In the past three days I think we've had very good exposure."

Taipei Cycle worked with the Cycling & Health Tech Industry R&D Center, which oversees the International Bicycle Design Competition, to design a joint showcase.

The display was designed to focus on cycling in the city, and to combine conceptual products from past IBDC winners with actual products from this year's d&i award winners.

"Concepts — models and

prototypes — and commercial products are parallel things," Wu said. "Many of these concepts become commercial products."

One high-profile visitor to the design exhibition was Taipei Mayor Ko Wen-je, who was mobbed by television cameras and reporters when he toured the exhibition on Monday.

Ko is no casual cyclist; just the day before his visit, he had completed a 520-kilometer (323-mile), 28-hour bike ride from a lighthouse at the island's northernmost tip to one at its southernmost tip. His ride was in commemoration of the 2/28 Incident, which today is a public holiday and a day of remembrance in Taiwan. It honors the memory of up to 30,000 Taiwanese dissidents who died in a 1947 uprising against the ruling Kuomintang.

According to the local press reports, Ko said he embarked on the ride because he wants to replace the tears of hate with sweat, and usher in a more tolerant, forgiving and loving society. ■ DM

Advocacy theme continues at today's Leader's Panel

On the heels of appearances at Velo-city Global, several of the industry's most influential leaders will take part on a forum today at Taipei Cycle.

The Leader's Panel will be 2-4 p.m. today in the **VIP Conference Room. 4F/401** It's hosted by Taipei Cycle and by the Cycling Industry Club of the European Cyclists' Federation, which is made up of industry leaders in the European market.

Speakers will be expected to include Tony Lo of Giant and the Taiwan Bicycle Association; Claus Fleischer, Bosch; King Liu, Giant; Robert Wu, KMC and the Cycling

and Health Tech Industry R&D Center; René Takens, Accell Group; Robbert de Kock, WFSGI; and Armin Landgraf, Pon.

In a presentation structured like a TV talk show, the group will discuss the development of cycling markets worldwide, including the boom in e-bikes and bike technology, the role of advocacy in growing the cycling market, and why successful policies can boost sales for everyone. ■

Velo-city Global 2016

Advocates, bikemakers come together at Asia's first Velo-city conference

For the first time in its history, Velo-city, the world's biggest bicycle advocacy conference, was held in Asia — specifically in Taiwan, the heart of the global bicycle industry.



King Liu addresses a session at Velo-city

The four-day conference, which ended yesterday, attracted more than 1,000 participants from 43 countries, along with 162 speakers. It was the biggest Velo-city ever hosted outside of Europe.

And it attracted a swath of the most important names in the bicycle industry. Organizers deliberately scheduled Velo-city for the days just before the Taipei Cycle Show to maximize industry attendance.

"The industry has showed up at Velo-city — not just for a short visit, but as

key speakers. And more than ever before, it was the really big names that made their appearance,"

said Kevin Mayne, development director for the European Cycling Federation.

Because of its location in Asia, the Taipei event set new records for participation from Asian participants, ECF vice-president Piotr Kuropatwinski said.



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"The Asian presence started at Vancouver 2012 and got bigger in Adelaide 2014, but now it's really huge, and a healthy sign of the globalization of cycling-related issues," Kuropatwinski said.

For example, the Taipei event drew a 10-member delegation from the Malaysian capital of Kuala Lumpur. Jeffrey Lim, the city's cycling project coordinator, said only two participants from his organization attended the Adelaide event.

"Taipei is a great city and sets an example for all of Asia in becoming cycling-friendly," Lim said. "After all, this city has similar problems with its many scooters and cars, and their solutions make sense for us as well."

The presence of Taipei's popular mayor, Ko Wen-je, helped publicize Velo-city among the Taiwan public. Ko participated in Sunday's bike parade, which attracted 5,000 participants, and visited the conference on Monday surrounded by a throng of reporters.

Anne Chung, Taipei's transportation commission and the event director for Velo-city, said she was more than satisfied with the event.

"The participation at both Sunday's bike parade and at the conference exceeded our expectations," Chung said.

"The presentations and speakers were both comprehensive and very diverse, and my personal highlights were the opening speeches of King Liu, Manfred Neun and Taipei's deputy Mayor Charles Lin. These really touched my heart."

Velo-city next year returns to Europe, to the Dutch cities of Arnhem and Nijmegen.

"Taipei has put the bar high, and we will have to do our best to match that," said Sjors van Duren, a representative of the upcoming Dutch event.

"Coupling the conference with an industry trade show of the size of Taipei Cycle Show is an interesting approach, and the quality of the speakers was very good as well, just like the organization in general," van Duren said. ■ LVR



Manfred Neun

To get more people on bikes, get more funding for infrastructure

To grow the bicycle industry, the obvious answer is: Get more people on bikes.

It seems like a simple solution. But it's actually complicated, and often depends on improving infrastructure so cyclists have safer places to ride.

"So far, 20 percent of the world's population are riding bicycles and 80 percent are not. To keep growing as an

industry, we need to convince those 80 percent to ride a bike," Giant CEO Tony Lo likes to say.

The 80 percent are regular people of all ages, not fit athletes with razor-sharp reflexes.

"We need to create a safe environment that includes everybody, also children and elderly. Unfortunately cities like Kuala Lumpur have forgotten how to cycle and to cater to cyclists, so we need to change the existing designs," said Jeffrey Lim, a cycling project coordinator in Malaysia's capital city.

Several workshops and speeches at Velo-city, which attracted government officials, bicycle industry leaders and cycling advocates from around the world, focused on the need to create safe infrastructure.

"It all starts with local governments investing in cycling infrastructure, because if cycling isn't safe, it'll never really hit a critical mass," said Josh Hon, the founder of Tern. "What we need are

bike paths — ideally, separated ones. Changes to local laws regarding right of way and passing distance, among other things, also make a big difference."

Manfred Neun, president of the European Cyclists' Federation, Europe's largest cycling advocacy organization, said his group is doubling down on the infrastructure issue.

"Proper infrastructure is a basic requirement, but it's not everything. The real question is: Are children safe riding a bicycle on the streets?" Neun said. "If not, something needs to be done. That's why we call for a 'slow down': In town, speeds should come down to 30 kmh [19 mph] on all streets except for the biggest thoroughfares."

Dense inner cities often don't have room to accommodate safe cycling routes on smaller roads. So planners in cities like Taipei have to get creative, Anne Chung, Taipei's transport commissioner said.

"On the main traffic axes of Taipei we are currently changing the design. We are implementing this as new MRT lines are built," Chung said. "The



Jeffrey Lim

sidewalks get extended to a full four meters [13 feet] in width, and half of them are designated as a cycling lane. Four streets have already been redesigned accordingly."

As the Velo-city conference showed, there's no single solution to the infrastructure issue — but without any solutions, it will be hard convincing the 80 percent to get on bikes. ■ LVR



Josh Hon

Trek's CEO says fellow bike industry leaders don't really support advocacy

If the bicycle industry wants more governments to support cycling infrastructure, more CEOs need to support it themselves, the CEO of one of the biggest bike brands said Monday at Velo-city.



John Burke

John Burke, the CEO of Trek Bicycle, said most companies in the industry would get a failing grade based on a simple four-question test of their support for advocacy.

"You would think that the bicycle industry would support more bicycle facilities," Burke said during a session on the role that the cycling industry can play in advocacy efforts. "And yet the reality of the measure is that there are very few bicycle companies who really support the bicycle movement."

If four is a perfect score on Burke's simple test, he said the average bicycle company would rate a 1.32.

"It's not very good," he said, adding that it was a rough estimate.

"If we can't win people in our industry, then we have a real problem," he said. "To me this is a massive opportunity. People in the industry can make a big difference."

Burke said every bicycle company should ask itself the following four questions, and give themselves one point for every "yes" answer:

Is your CEO actively involved in creating a more bicycle-friendly world;

Would local and national advocacy groups say that your company supports their efforts;

Is your company actively educating

government organizations on the benefits of cycling; and

Has your company taken responsibility for transforming your home city, state or country to become more bicycle-friendly.

He called on more of the industry's leading companies to follow Trek's lead and donate a small amount from every sale to advocacy organizations.

For example, he said, Trek donates \$1 from every helmet sale to support a program that pushes for bicycle-friendly communities in the United States.

It donates \$10 from the sale of every mountain bike to IMBA, the International Mountain Bicycling Association. Trek retailers are encouraged to match the company's "taxes" on sales.

"We tax ourselves on every mountain bike we sell. Nobody else does that," Burke said. "What if Specialized and Giant and everybody else were on the same tax program?"

For Burke, cycling advocacy is not just about boosting sales. It involves fighting climate change, urban congestion and obesity.

Advocacy is for "Anybody who cares about the bicycle and anybody who really cares about the environment, anybody who cares about what's going on in our cities, and anybody who cares about

global health — and we still have a long way to go," he said.

Giant CEO Tony Lo said the company, Taiwan's No. 1 bikemaker, had led the effort to transform Taiwan into a "cycling paradise" by advocating for better cycling infrastructure and by encouraging more Taiwanese to ride.

Giant organized the Formosa 900, a 900 kilometer (560 mile) ride around the island, that's been taken up by cyclists as a goal for self-achievement.

It also backed the YouBike bike share system that has taken off in Taipei and is about to expand to six other cities.

Lo praised Taipei Mayor Ko Wen-je for beginning to promote infrastructure, and turning Taipei from a city indifferent to bicyclists to one that is installing bike lanes and encouraging the YouBike system.

"We want to make Taiwan as an example, like a lighthouse. We want to light up Asia," Lo said. "In Europe and North America, cycling is very popular. But in Asian countries, it is just beginning. If Taiwan can do it, all of the other cities should be able to do it."

Lo noted that Ko on Sunday completed a 520-kilometer (323 mile), 28-hour ride, and in January had done a 380-kilometer ride.

"He's a bit crazy — he's a crazy mayor," Lo said of Ko's dedication to cycling. "But in Taiwan now, there are a

lot of people as crazy as him."

The cycling industry can't increase its support for advocacy efforts if it doesn't grow sales. And Robbert de Kock, general secretary of the World Federation of the Sporting Goods Industry, said outdated professional cycling regulations have stifled innovation.

That is changing as de Kock's organization, backed by the major brands in the industry, has begun lobbying the UCI, the International Olympic Committee, and others who set regulations for cycling competitions.

The UCI famously imposed restrictions on bicycle designs for professional racing after the 1992 and 1996 Olympics, but the industry has long outpaced the restrictions it has imposed.

"How can we produce nicer, more beautiful, more aerodynamic, and better performing bikes in the future?" he said.

De Kock said innovation is not only interesting in itself but also drives sales. He mentioned the long battle with the UCI over allowing disc brakes in the peloton.

"Why should we have talked for years with the UCI to get disc brakes going, although in mountain bikes it was there already?" he said. "It was safer. It gives new impulse for sales, and new impulse gives new money that we can reinvest in the sport and in the industry." ■ DM



From left: Robbert de Kock, John Burke and Tony Lo discussed how the bicycle industry can support bicycle advocacy.



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Vicky Young (left), YouBike spokesperson



Velo-city Event Director Anne Chung, King Liu, ECF President Manfred Neun & Mayor of Taipei Ko Wen-je



Velo-city parade



This couple celebrated their wedding on two wheels

The d&i awards: Taipei Cycle's Oscars

"I think this is the most important award ceremony after the Oscars," joked Peter Huang, president and CEO of TAITRA.



Peter W.J. Huang

While Leonardo DiCaprio wasn't in sight Tuesday, plenty of the latest, lightest and loftiest innovations in the bicycle industry were in the spotlight as Huang presented the winners of the coveted d&i design awards.

The Taiwan Bicycle Association and

countries. The number of international entries rose nearly 40 percent, signifying the global attraction of the five-year-old competition.

"By welcoming entries from all over the world, the award has encouraged not only Taiwanese companies, but other companies, to advance their products and innovations," Huang said.

Eligible entries must be actual products that have been on the market for less than two years or are scheduled to go on the market during the current year.

Among the 47 winning entries, judges presented six top awards: five gold award and one gold "young enterprise" award to Coast Cycles of Singapore.

The other five gold awards went to Chuhn Chuan Corp., of Taiwan; Gigantex, of Taiwan; Protanium of the Netherlands; Super B Tools, of Taiwan; and Darfon Electronics, of Taiwan.

"Everyone talks about innovation, but what's innovation? The traditional wrench is not even designed for bicycle parts," said Bing-Rong Chen of Super B. He said his team had been developing the winning chain whip pliers for a year before introducing it this week. "Our team defined innovation as change—just like a smartphone, it makes our life more convenient and efficient."

Here are summaries of the top winning products:

X-mini Push Bike. With an adjustable frame angle, handlebar distance and saddle height, the X-mini enhances a child's riding experience. The adjustable wheelbase allows for more stability in the long position and more flexible steering in the shorter position. The CNC-machined aluminum bike weighs 2,470g and the frame folds for carrying. **Chuhn Chuan 1F/K0013**

Coast Cycles Quinn Cargo Bike. The key feature is a central cargo space that sits at the bike's center of gravity, to hold messenger and laptop bags. The bike also fits almost all elevators. The frame has numerous, pre-determined mounting points for stowing other bags or carriers and for a battery if equipped with an

electric drivetrain. **Not exhibiting.**

Gigantex CP016 Disc Brake Carbon Wheel. The CP016 is one of the few carbon spoke wheels made for disc brake systems. The wheel's wide-body aerodynamic rim is made of high-modulus carbon fiber, while the hub body and spokes blend in a one-piece structure to increase energy transfer and maneuverability. It is one of the lightest and stiffest full carbon spoke wheels on the market. **Gigantex 1F/J0733**



Super B Chain Whip pliers

Protanium Inflatable 45 Jacket. The Protanium Diavelo inflatable jacket was developed for speed pedelecs, which travel at up to 45 kmh (28 mph). At that speed, any wind can feel very cold against the body. The jacket inflates to protect against the cold, and when uninflated fits into a backpack or small pocket. **Protanium 4F/MT107a**



X-mini Push Bike

Super B Chain Whip Pliers. Super B Chain



BESV CF1

Whip Pliers differ from traditional chain whips because one can secure the cassette by a pivot with one hand while removing the freewheel. The pliers' adjustable opening can be easily fixed on cogs from 10-19 tooth gear sizes. It's compatible with 5-11 speeds on the sprocket. Because of the recoil spring, the tool fixes tightly to the cassette, preventing the sprocket from falling off the hub after lock ring is loosened and removed. **Super B 1F/I1219**

BESV CF1. The CF1 e-bike integrates a hidden battery and diamond headlight into a simple L-shaped frame, which is easy to step through. It uses an Algorithm power drive system, with a one-step power start-up—simply press the button and the bike is ready to ride. The bike weighs 22kg. **Darfon 4F/M2013**

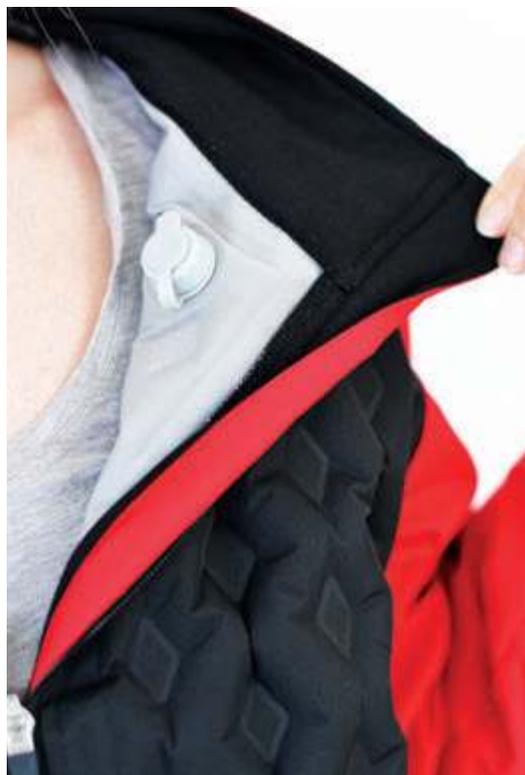
■ NF



Gigantex CP016 wheel

the Taiwan External Trade Development Council honored nearly 50 new products.

The awards have a distinct international flavor: a panel of seven international judges selected 47 winners from 182 entries, which came from 19



Protanium inflatable 45



Coast Cycles Quinn cargo bike

King Liu The 'king' of bicycles prepares to retire

King Liu, a one-time eel farmer who created Taiwan's modern bicycle industry and built his company into the world's No. 1 bikemaker, is calling an end to his reign.



King Liu at Velo-city parade

Liu, 82, will retire at the end of this year as chairman and president of the Giant Global Group. While he plans to continue his advocacy work, this is the last Taipei Cycle Show he will attend as the company's leader.

Liu founded Giant **4F/M0820** in 1972 with friends and family members after a typhoon wiped out his eel farm and

nearly ruined him.

Today, Giant is a \$2 billion company. More than any single company, it is responsible for the growth of Taiwan's bicycle infrastructure that today fills the halls of the Nangang Exhibition Center.

More recently, Liu and Giant CEO Tony Lo have turned their focus from business to advocacy, encouraging Taiwan's government and citizens to embrace cycling as a lifestyle. They also pushed the creation of the YouBike bike share system in Taipei, which Giant is expanding to other cities.

Because Liu is a Taiwan celebrity, not just a leader of the bicycle industry, there will undoubtedly be many huge commemorations in his honor as

retirement nears.

To mark his last "official" Taipei Cycle Show, the Taipei Show Daily's Laurens van Rooijen sat down with Liu for an interview a few days ago at Velo-city.

TSD: At what date will you officially retire?

King Liu: Since Giant is a publicly listed company, the official announcement of my retirement will not be published before the end of the calendar year. Of course the company is ready to fill the void, but how and with whom will only be communicated on December 31st.

TSD: Is there a special reason to retire at the end of 2016?

Liu: I have been running Giant for 43 years, so now I want to give a younger generation an opportunity to take charge. But I will continue to promote the cycling culture in general and the YouBike sharing system, and I will be available for the new management as a consultant.

TSD: What would you most like to be remembered for?

Liu: I wish my legacy not to be focused

on my person but rather on my role within a cooperative network, as one of the protagonists who helped to move the bike business to a new level, in close cooperation with suppliers, partners and the government. And of course I hope that this spirit of cooperation for a mutual benefit will be continued by the new management as well.

TSD: What is your outlook regarding the state of cycling and the industry for the next 5 to 10 years?

Liu: In the past, cycling sometimes was not enjoyable due to the bicycles not being good enough. This has been changed, and cycling is also good for the health and the environment. For these reasons I'm generally optimistic that the market will grow in the future, to the best of all the players in the industry.

TSD: And what do you consider as the biggest challenge for the bicycle industry?

Liu: Over the course of almost 200 years the bicycle has remained pretty much the same. The biggest challenge for the industry will be to adapt the products to changing lifestyles and habits, such as being permanently connected with mobile devices. ■ **LvR**

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Bike sharing is just getting started

A common theme at Velo-city was the importance of bike sharing as a solution to many of the mobility challenges in cities.



Giant's Vickie Yang (front right) and King Liu give a thumbs up to YouBike.

Typical cities are overwhelmed by masses of commuters who fill streets, subways and buses during rush hours. Not only is parking limited for those who drive, but buses and subway cars can be unpleasantly full at peak times.

Bike sharing, introduced in 1996 in

Copenhagen, aims to be the missing link, that at a minimum, can get commuters the last mile to their destinations without the need for more sprawling parking garages.

Today more than 500 bike sharing systems are in operation in Europe, about 400 in Asia, 100 in North America and 25 in South America.

While some fleets consist of no more than 21 bikes, the world's largest system, in the Chinese city of Hangzhou, offers a staggering 84,100 bikes at 3,336 stations.

In Taiwan, Giant sees big potential for its YouBike system, which has already expanded significantly since its launch in Taipei in March 2009.

It now offers 7,200 of its cheery yellow and orange bikes throughout Taipei itself and another 6,675 bikes in New Taipei. YouBike systems are now running in Taoyuan and Changhua, and Giant is building a system in Hsinchu.

Giant competitor Merida also operates a bike share system, C-Bike, in Kaohsiung.

Giant sees plenty of room for growth.

"For YouBike, exporting our system is the logical next step," Giant's Vickie Yang said. "China still has many cities that still have to get into the idea."

Velo-city attracted several bike share exhibitors including Alain Ayotte of Bewegen Technologies. Ayotte, the father

of North American bike share systems, now produces systems that include electric bikes.

"Our bikes can be set up with or without an electric motor, and thanks to our entirely proprietary, modular design we can offer a high degree of flexibility," Ayotte said. "Currently we're working on the integration of smartphones for GPS-based navigation."

Ayotte started the Bixi bike share system in Montréal.

While most bike share systems rely on fixed stations that bikes are picked up from or returned to, the German company Nextbike has gone a step further. Nextbike may be familiar to anyone who attends Eurobike, because they provide rental bikes during the show.

"To get rid of the need for fixed bike sharing stations, we offer options that rely on smartphones to track down and reserve the closest available bike," the company's Sebastian Schlebusch said. "With technologies such as NFC, direct payment per smartphone is another interesting development for the near future."

PBSC, the successor to Montréal's original bike share system, also exhibited at Velo-city.

"Our sharing bikes that are already in use in cities such as London, New York and Toronto are built to be



Alain Ayotte of Bewegen

vandalism-proof and low maintenance," the company's director of operations Jean-Paul Paloux said.

Because urban congestion is not going to disappear any time soon, the future looks bright for bike sharing systems, along with the companies that manage them and those that make bikes and other components for them. ■ LVR

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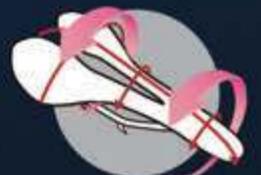
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Haibike to launch e-MTBs in Asia with Yamaha system

Haibike, **#1 in Europe** which dominates the fast-growing European market for e-mountain bikes, plans to launch bikes equipped with the Yamaha e-bike system in Asia. But the company is coy on exactly when it will do so.



Haibike Sduro equipped with a Yamaha e-bike system (Photo: JB)

Haibike has already introduced a full range of Yamaha-equipped e-bikes in its Sduro line in Europe and North America. The Yamaha bikes typically have lower price points than Haibike's Xduro line, which is equipped with the Bosch e-bike system.

Haibike was the first brand to use the new Yamaha system, which Yamaha

developed for the Western market and is more powerful than the systems it sells in its home market of Japan.

"With regards to specs and components, Asia and especially Japan has always played an important role in the bike industry," said Susanne Puello, CEO of the Winora Group, Haibike's parent company. "Of course we see a lot of potential in the cooperation with Yamaha for the Asian market, but less due to the fact that it's an Asian brand and more because of the technical benefits the Yamaha system provides." Puello said Haibike has had a close partnership with Yamaha, citing Winora's electronic damping system, the e:i shock, "which Yamaha fully integrated into their system."

In Taipei, Haibike is showing just a few models from its vast range.

"For us, the Asian market is one of the core markets for business development, with apparently fast-growing sales numbers and great demand for e-bikes," Puello said. "We use the trade show to establish and strengthen our relationships in the Asian market as well as in Australia and New Zealand." ■ JB



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From small hubs, Hubsmith looks to build a big aftermarket brand

Giant and Merida have shown a lot of Taiwan bicycle and component manufacturers how to build a successful aftermarket brand and boost margins and profits.

Now, the company behind **Hubsmith 6F/S0018** is hoping to emulate that success story in hubs and wheels.

Known as Lien-Chin CNC, the company, under Johnny Lai, has a solid 30-year history of producing hubs and wheel parts for several OE customers, including Brompton, and Riese & Müller for its well-known Birdy folding bike.

Many brands turn to Lien-Chin for special products because the company is known for its flexibility and its ability to produce many different designs in small numbers.

So when a manufacturer needs a hub that meets the unusual axle measurements of a folding bike, for example, it often finds it at Lien-Chin. The recent profusion of new axle measurements for fat and plus-size wheels has also played to Lien-Chin's strengths.

The factory is north of Taichung's center in the Fengyuan district. It's a small company by almost any measure, with only 20 employees. Its 500-square-meter (5,380-square-foot) factory houses 14 CNC machines.

Yet Lai said Lien-Chin can turn out 100,000 hubs a year. Half of Lien-Chin's production goes to other brands.

Lien-Chin launched the Hubsmith aftermarket brand in 2010. Despite its youth, Hubsmith has won no less than three d&e awards at Taipei Cycle.

The company manufactures all hub parts in-house, except for quality bearings that it sources from Japan.

Hubsmith hubs feature a number of characteristic details, such as patented cinch caps and cinch nuts that secure the axle, instead of a traditional quick-release axle. Other touches are steel plates that protect the aluminum body and oversized



Hubsmith products at its showroom

axle interfaces with grooves that increase stiffness.

Hubsmith also emphasizes unique designs, from classic, polished high-flange hubs to flangeless hubs for straightpull spokes. One proprietary design is a body with 48 engagement points.

Lai is quick to give a clear "no" when asked if producing in China has ever been an option.

For consistency and quality control, Lai said he prefers to keep as much production in-house as possible. He said he also fears mainland manufacturers copying some of Hubsmith's key technologies.

Here at the show, Hubsmith is presenting a lineup of complete wheels for folding and compact bikes, with rim diameters of 16, 18 and 20 inches. Hubsmith sources the rims from a supplier.

To cover a range of price points, the rims are available in aluminum, carbon, and an aluminum-carbon hybrid. There's even a visually striking wheel with five spokes. Hubsmith is targeting Asian markets including Japan, China, Malaysia and Thailand.

With small wheels like these, Hubsmith looks to grow bigger on the global stage. ■ LVR



Milling a hub at Hubsmith





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Taipei show

K610



Thun partners with Gates on low-priced belt drive

Thun, a German company that manufactures bottom brackets, has returned to Taipei Cycle and is paying increased attention to the Asian market.



Christian Thun (left) and Catherine Hsu (Photo: JB)

Thun is sharing a booth with **Gates 4F/NO623** the U.S. manufacturer of belt drives. It is partnering with Gates Carbon Drive on the Zumba line of bottom brackets that work with a lower-priced belt drive system Gates is marketing to OEMs in Asia and Europe.

The company recently hired Catherine Hsu of Taichung to look after its growing Asian clientele, especially the prospering high-end bicycle market.

Thun has also restructured its approach to global markets this year. Christian Thun, a son of company CEO Alfred Thun, joined the company and oversees international sales to Italy, the

United States and Southeast Asia.

Mario Stauber handles sales to European OEMs outside of Italy, France and the Benelux markets, which remain the responsibility of Patricia Cochez.

With 40 employees, Thun delivers up to 50,000 units a day to the global bicycle industry from its German factory.

Thun produces BB sets with square tapers for mountain bikes, city/trekking bicycles and children's models.

The Zumba line is designed to work with CDN, the lower-priced Gates belt drive system that is intended for city and urban bikes and for e-bikes with front or rear hub motors, not mid-drive motors.

Gates recently hired Chris Vasiliotis, formerly with NuVinci Cycling, to a new position of global product engineering manager.

Vasiliotis will work with Thun and other suppliers to develop new belt drive products aimed at the lower-priced mass market for urban bikes as well as enhancing its line of belt drives for premium bikes, and developing systems for e-bikes, internally geared hubs, gearboxes and alternative transmissions.

■ JB

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Suppliers look for ways to make the bike manufacturing process greener

With the conclusion yesterday of the big Velo-city Global conference in Taipei, there's more talk than usual about the potential of the bicycle as a sustainable mode of transport.



KMC, which has a pleasant park at its Tainan campus, has significantly reduced its carbon emissions.

John Burke, the CEO of Trek Bicycle, said widespread adoption of cycling could alleviate global warming and urban congestion, and help reverse the obesity epidemic that afflicts the United States and many other countries.

"If you build the infrastructure, people will ride their bikes. When people ride their bikes, they can change the world," Burke told a Velo-city audience on Monday.

But just how eco-friendly is the process of manufacturing bicycles?

When it comes to technological innovation, Taiwan's bicycle industry is always eager to set itself apart from other countries where the production costs may be lower, such as China, Vietnam and Cambodia.

"Our target is to turn Taiwan into the global R&D, innovation, production and supply center for high-end bicycles," said Shelly Fan of the Taiwan Bicycle Association.

But as those who work in the industry know, producing bicycles and

components does not come without pollution and the need for a lot of electricity. As green as a bicycle is once a cyclist is pedaling it down the road, the production of that bicycle comes at an environmental cost.

In Taiwan, which has a tradition of allowing its economy free rein in order to spur development, no government entity offers incentives, such as tax credits, for manufacturers to invest in greener production methods.

"For us as a specialist in carbon manufacturing there are no incentives from Taiwan's government to reduce our ecological footprint," said Kenneth Yen of ADK Tech. "And seeing the strong competition from carbon manufacturers based in China, where most of the carbon production is happening, this is unlikely to happen as it would result in an additional comparative disadvantage for Taiwanese manufacturers."

But there are more subtle methods of encouraging greener manufacturing. The Cycling & Health Industry R&D Center

of Taiwan provides the industry with information and courses to implement carbon reduction processes. The same goes for companies from the private sector that specialize in consulting companies on ecological matters such as Norwegian-based DNV.

While there may be no direct government incentives, members of Taiwan's bike industry face another fact that should not be underestimated. That's the expectations of end consumers, and a company's desire to burnish its brand image, especially if it is a global brand.

"Taiwan business people usually react faster than our government, all the more so when it comes to reducing the ecological footprint," said Ann Chen of Velo. "We all know the importance of protecting our earth."

This has prompted some within Taiwan's bicycle industry to act. Folding bike specialist Tern launched its Ekocycle line a year ago, after teaming up with Coca Cola and musician will.i.am.

The limited edition Tern Ekocycle bikes, announced at last year's Taipei Cycle show, are made of hydroformed frames consisting of at least 10 percent recycled aluminum and other recycled components. The rims are made at a solar-powered, grid-neutral factory. The bikes were displayed at a special shop-in-shop in London's famous Harrods department store.

The industry's big players are at it as well.

"Giant has strived to reduce CO2 emissions for years with a number of measures, such as the renewal of infrastructure or by using gas rather than oil to run the boiler,"

said Brandon Chou of Giant's marketing division.

Merida, Taiwan's No. 2 manufacturer, is also taking specific steps to address its carbon footprint.

"At Merida, we are aiming at saving at least 1 percent of the electricity the factory uses year by year," said Cash Yang, of Merida's marketing department. "We also pretreat the emissions of our paint shop to lower the emission of volatile organic compounds. And, of course, recycling scrap items is an important factor in this."

Both Giant and Merida have been certified and awarded for their efforts.

KMC Chain, the world's largest manufacturer of bicycle chains, shows how "little strokes fell big oaks" at companies that systematically addressed their environmental impacts.

"Since the company has implemented its CO2 footprint reduction programs in 2012, it has managed to reduce its carbon emissions by 11 percent," said Adrian Bleiler of KMC's international sales department. "Since KMC Chain also operates factories in China, we're looking to expand these efforts to our factories there as well." ■ LVR



The limited-edition Tern Ekocycle Verge has a frame with a high content of recycled aluminum and other environmentally friendly features.

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Plus-size concept gains speed, and it isn't just for mountain bikes anymore

One year ago, the plus-size concept for mountain bikes was a hot topic at Taipei Cycle. The plus-size phenomenon has only grown since — and now, it's not just restricted to mountain bikes.



Alex Global Animal 4.5

The plus-size concept is simple: By mounting extra-wide tires on rims with a smaller diameter, you end up with a normal wheel circumference. But you get the added bonus of additional traction and puncture protection.

Still, tires with a width of 2.8 to 3.25 inches are much more versatile than true fat bike tires, which excel mostly in snow and sand. That explains why plus size bikes are more popular than fat bikes.

"The plus-size concept offers a real universal off-road character, with enormous grip and traction, without

sacrificing too much in terms of weight and rolling resistance," said Jürgen Falke, Merida's product manager.

Even more intriguingly, the plus-size concept gives cyclists the option to swap out a plus-size wheel and mount a more common larger rim with a narrow, fast-rolling tire on the same bike — in effect, two bikes in one.

This versatility is welcomed by wheel and tire manufacturers because it boosts demand for aftermarket products.

Some of those are on display here at Taipei Cycle.

Spank 4F/L0905 is adding Oozy Boost straight-pull hubs with wider axles to its line-up. **American Classic 4F/M0610** also has its Boost-compatible hubs ready.

Alex Global 1F/11117 is adding more narrow rims to its existing plus-size offering with the MD40 and the XM45, respectively. It's also launching a complete plus-size wheelset, the Animal 4.5.

Atom Lab 1F/K0625 joins the plus-size party with 27.5-inch rims that have an outer width of 44mm.

And **Fatlab Components 1F/11203a** (showing at Chummy Enterprises) is displaying its new, narrower 38mm and



Fatlab 38mm 27.5-inch wheel

40mm rims that will be available in 26-, 27.5- and 29-inch diameters.

Many suspension manufacturers showed their plus-size suspension forks at Eurobike or Interbike last fall. But **RST 1F/K0409** is debuting its Rebel fork here in Taipei. With a 110x15mm Boost axle, aluminium stanchions with 32mm diameters, and a one-piece upper made of magnesium, this fork can be set for travel of between 80 and 130mm.

And **X-Fusion 4F/N1312** will have its McQueen, a plus-size fork with a 110mm axle, on display. The McQueen offers several damper configurations so it can be set up to offer 100mm to 140mm of travel.

The plus-size concept is now migrating from mountain bikes to road bikes — at least, to the gravel segment

of the road market. Gravel riders want tires that are at least 30mm wide. By using 27.5-inch rims instead of 700c rims, there's plenty of space for wider tires.

Open Cycle has won a series of awards with its radical and exclusive U.P. model.

For appeal to a wider audience, the Horizon tire from **WTB 4F/L0826** might open the door to the road-plus concept. The fast-rolling slick tire comes with retro-looking skinwalls and is 47mm wide. But because it mounts to a smaller 27.5-inch rim, it will fit any road bike frame that is designed for 700c x 30mm tires. ■ LVR



X-Fusion's McQueen fork



WTB Horizon road-plus tire

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The virtually invisible M25 motor generates a surge of power as strong as or stronger than many larger e-bike motors. Compatible with nearly every configuration, the new M25GT high torque 70 Nm is one of the first motors to be visually integrated successfully into the frame design — setting a new standard for e-bike aesthetics.

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2016 Overview: Road disc brakes

Road disc brakes are unstoppable, as suppliers now focus on refinements



Gigantex CP016

For road bike brands, there's no getting around disc brakes anymore.

As the UCI, the world cycling federation, opens the door to the use of disc brakes in the pro peloton, component makers are rolling out an increasing number of disc-compatible wheels.

Apart from offering all-weather braking performance, hydraulic discs offer superior modulation and control. The technology is starting to show up even at the big races, as the UCI loosens its restrictions on disc brake use.

This is driving a demand for component suppliers to shave weight from their earlier generations of road disc offerings. We're also beginning to see interesting innovations that optimize other aspects of disc brake applications on road bikes.

The flat mount standard is one such road bike-specific solution, and because it is becoming more and more popular with

bike brands, brake manufacturers need to keep pace with its development.

That's why **Tektro 1F/10112** is showing flat mount versions of its popular Hylex and Spyre disc brake lines here in Taipei.

Apart from complete bikes, there are lots of disc-specific road bike wheels in the halls.

Gigantex 1F/10733 is celebrating a fresh d&i award for its CP016 wheels. Apart from their striking appearance, these wheels feature rims, hubshells and even spokes made of carbon.

The wide shape of the rim adds to the wheels' aerodynamics, and the fact that the carbon spokes are laminated to the flanges of the carbon hubshells sets these wheels apart from the rest.

ControlTech 1F/10830 is a new player in wheels. Already known for its wide selection of other components, this company now also offers disc-ready road bike wheels with a 45mm-deep carbon rim that's designed to fit 25mm tires. For extra-low rolling resistance, the hubs of these wheels roll on ceramic bearings from Enduro.

When a brand has no less than three new disc brake wheelsets on display at Taipei Cycle Show, it's safe to say that it is serious about road disc brakes.

That would be **Novatec 1F/10711**. Its new offerings start with the entry-level 30 Disc, combining 30mm-deep aluminum rims with 24 spokes up front and 28 spokes in the back. Hand-built in Taiwan, these wheels come with centerlock mounts for the disc rotors.

Its mid-range wheelset is the CXD, with a shallow, 23.4mm-deep alloy rim and hubs that convert to accept either quick-release axles or thru-axles.

Novatec's high-end offering is the R3 Disc, with 38mm-deep full carbon rims and off-center spoke placement. By allowing for a more balanced spoke tension, Novatec says this makes the wheels stiffer and stronger.

Both the CXD and R3 Disc are available in clincher and tubular versions.

Edco 4F/M0309 is also laying down a marker in the category with three new disc brake wheelsets, covering different price points.

Edco builds the wheelsets around its SuperG FD hubs, with centerlock mounts that can be converted to 12mm thru-axles.



Alex CXD4

A couple of new products point to the type of innovation the industry is likely to see as the road disc market develops.

Foss 4F/N1131a is showing a road version of its magnetized hub that it first introduced for mountain bikes. The body relies on magnets instead of springs. The company won a 2015 d&i award for its mountain bike version.

With the introduction of secondary wheel retention systems, or "lawyer tabs," there haven't been any true quick release systems in years. Now, Naild is taking a new approach.

"Our goal was to create a system that is reliable and offers easy-to-use ergonomics," Naild's Darrell Voss said.

The system's mating features guide the user naturally and step by step during installation and removal of the wheel through the engagement of the mating faces of both axle and frame.

The engagement points on the fork's dropout have a recess that fits an engagement tab on the axle. After a 90-degree twist, the lever of the axle can be closed. To open the lever a rider first has to push a safety button.

Naild axles are available in various dimensions and in solid or hollow alloy versions.

Marin and **Polygon 4F/10702** are spec'ing the axles on some 2016 models, and the Naild system should also be on display on sample bikes at **Kind Shock 1F/10429a** ■ LvR

Edco makes the UD carbon in-house for its Prosport wheel series. The Prosport series includes clincher versions with depths of either 50mm or 35mm, and a 35mm tubular option. All use a disc brake-specific width of 25.5mm.

The Roche wheelset in Edco's lower priced Optima series has a 22mm deep rim made of 6000 series alloy. The rims are 24mm wide to improve aerodynamics.

From **Alex Global 1F/11117** is the AClass CXD4, made for disc road and cyclocross bikes. The CXD4 comes in a depth of 23mm with a width of 24mm, and its Equalizer offset spoke bed equalizes spoke tension on both sides of the wheel. The rims are tubeless-ready.



Novatec CXD wheel



Naild axle



Edco Optima Roche

How Kind Shock founder Martin Hsu got the drop on dropper seatposts

You can thank an office chair, and Martin Hsu's curiosity, for the profusion of dropper posts that are just about standard issue on today's mountain bikes.



Kind Shock founder Martin Hsu (right) and his wife, Grace Chen

Hsu, the founder of a bicycle components manufacturer in southern Taiwan, was puzzling over a problem with rental bikes: How can someone easily adjust the seat height to fit different riders?

An adjustable office chair provided the answer. A hydraulic cartridge lets the chair move up and down, and Hsu realized it could do the same for a bicycle seat.

In 1998, he crafted one of the earliest dropper posts ever built. Compared to today's offerings it was heavy and crude. But it did the job, and like modern dropper posts it was built around a hydraulic cartridge. Hsu knew he was on to something.

It was 2007 before Hsu's invention finally came into its own. Hsu's company, renamed Kind Shock, brought to market the Cobra dropper post, followed by the i-Series line of posts. The company won an iF Gold award for design excellence in 2008 and a Taiwan excellence award in 2009. As the category has blossomed, so has **Kind Shock 1f/10429a**.

Apart from the crowd. Hsu has always been a little out of the bicycle industry mainstream. While almost all Taiwan bike manufacturers are clustered around the central Taiwan city of Taichung, Kind Shock is in the southern Taiwan city of Tainan, which is the island nation's oldest city.

Hsu's company, originally called Yen Yue Manufacturing, started in 1983 with some 30 employees. It made bicycle forks, stems, headtubes, bottom bracket shells and other frame parts.

Even before the dropper post, Yen Yue was growing quickly. Hsu built a factory in the Shenzhen, China, area in 1992 that was 30 times as large as his Taiwan plant and employed 350 people. Other factories followed: one outside of Shanghai in 2000, and one in Vietnam in 2001.

The other factories produce value shocks for full-suspension bikes and a range of suspended seatposts and entry-level dropper posts.

The hydraulic dampers became such an important part of the business that Hsu changed the company's name from Yen Yue to Kind Shock Hi-Tech Co.

Now, its high-end aftermarket products are branded as KS, while mid-range products carry the EXA Form brand. Mass market and entry-level products are sold under the KSpeed name.

Last year, Kind Shock launched an upper-end line of aftermarket carbon and aluminum stems, handlebars and seatposts under the Ether name.

A total revamp. Success hasn't followed a straight line. In 2009, some of Kind Shock's posts began to fail. In his attempt to solve the problem, Hsu ended up revamping the Tainan factory.

Engineers eventually traced the problem to deformation caused during heat treatment, but Hsu didn't look back.

Today, the Tainan plant resembles a watchmaker's atelier rather than a factory. The air is refrigerated, the floors are polished, the light is plentiful and noise levels are minimal.

All small parts are sourced from outside suppliers and meticulously tested at Kind Shock. Dropper posts are assembled entirely by hand, and each post is tested before it is packed up and shipped to one of the company's 37 distributors around the world.

The Shenzhen factory was also out



Kind Shock's first dropper post next to one of its newest posts

of the ordinary. The factory windows overlooked a BMX test track that, since 2006, was home to a one-of-a-kind bike festival in South China.

When it was built in 1992, the factory sat on the outskirts of Shenzhen. But the city's relentless urbanization eventually surrounded Kind Shock. In December, Hsu celebrated the opening of a new factory in Dongguan — along with an even larger new track, where Kind Shock hosted the 2015 festival.

Hsu is an avid cyclist, although he prefers road bikes.

Some of the comfort-oriented products his company makes were inspired by his own riding experiences. Hsu is known for taking business partners on multi-day bike trips to Taiwan's lesser-known interior regions. And he oversees a bed and breakfast for cyclists in Tainan that he furnishes with unusual antiques.

As the market for dropper posts has grown, so has Kind Shock. From 2009 to 2015, the company

multiplied its production by a factor of six, and hasn't experienced further quality control issues like the ones that plagued its dropper posts in 2009.

Now, Kind Shock is coming full-circle to its origins. It recently released the Vario, a simplified dropper post for the growing bike-share market.

Hsu is now preparing to expand Kind Shock's Taiwan campus, adding more factory buildings next door, to meet a fast-growing demand for aftermarket and OE dropper posts. ■ LVR



The recreation area at Kind Shock headquarters.

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M2



New Products 2016

Chosen Boost 150T Hub

Chosen's new Boost 150-tooth high-ratio drive system offers better power transfer for more performance and a better ride. Hubs are compatible with the Boost standard, with a 15x110 mm front hub spacing and 12x148 mm rear spacing. **1F/K0226**



Haibike Xduro Dwnhll Pro

Going up is as easy as going down on the Dwnhll Pro, a downhill bike that makes lifts obsolete. This first mass-produced downhill e-mountain bike sports a World Cup-ready geometry and withstands the exacting demands of downhill riding. With its StepIn battery integration concept, the 500Wh battery resides inside the downtube, so it blends seamlessly with the frame. **4F/M1219**



SKS S-Guard

The simple, functional SKS S-Guard splashguard mounts under the saddle. It's suitable for just about any kind of bike with tires of up to 2.5 inches, from mountain to road bikes. The S-Guard weighs just 24g. **4F/M0403**



Magura MT7 disc brakes



The MT7 four-piston disc brake is one of the most powerful on the market, with matching sensitivity for modulation and feel — which is why world-famous rider Danny MacAskill trusts it to give him full control when he performs his breathtaking stunts. The tool-free lever and breakpoint adjustment makes them easy to fit any riding style. **4F/M1207**

Dosun Exploring

Nighttime adventurers need a bright light. The Exploring light from Dosun is a pioneer, churning out 90 lumens of light from an aluminum body that weighs just 27g. A special lens design focuses the light on the road, so it isn't diluted by diffusion. **1F/K1220**



Sate-Lite Solar 1

Sate-Lite, a world leader in bike lights, offers the environmentally friendly Solar 1, a solar-powered rear light. Daylight gives it enough of a charge for up to six hours of running time. A sensor turns the Solar 1 on or off automatically. **4F/M1407**



KMC 1x 11-speed chain



KMC's new 11-speed chain is optimized for 1x systems. Dynamic chamfer angles guide gear teeth into the chain efficiently, allowing better stability and chain retention during extreme horizontal and diagonal chain lines. Increased asymmetrical outer plate chamfer design reduces the interference of cassette gear teeth during riding, while the elongated X-Bridge improves shifting performance. **1F/J0118**

Shimano Steps automatic shifting

With a simple software update, Shimano has enabled automatic gear shifting for e-bikes equipped with its Steps e-bike motor and a Nexus-8 Di2 internal hub. The free firmware upgrade allows the Shimano system to select the most appropriate gear based on the rider's cadence and speed. The system temporarily reduces the chain tension so the hub can shift gears smoothly. Riders can override the automatic system and shift manually if desired. **4F/M0814**



Crops Lion Alarm with K4-66

Upgrade your bike protection with Crop's combination lock and alarm. The K4 lock series incorporates a twin-blade socket, and the cylinder has an internal double-locking system that increases its tensile strength. For even more protection, the K4 series works with the Crops Lion Alarm. **4F/M0828**



Cateye Smart Computer Series

CatEye believes cyclists should "Ride Smart. Train Smart. Race Smart." With its Smart Computers, riders can connect the computer to their smartphones, so decoding the details of their ride is a breeze. **4F/N1001a**



New Products 2016

Tern Roji Bikes



Tern branches out from folding bikes with its new, non-folding Roji line, made in collaboration with Japanese design studio Kitt Design. "Roji" means "alley" in Japanese, and these bikes are spec'd for urban riders and Asian body types. Smaller 650c wheels and 1x gearing makes them versatile and low-maintenance. The 2016 line consists of four models: the urban-styled RIP and Clutch, and the more classic Rally and Gleam. **4F/M1119**

Airace iSpeed H2G

With built-in Bluetooth 4.0 technology, the iSpeed H2G transmits pump pressure so it can be read on a smartphone or other mobile device with the iGauge app. The pump's jumbo barrel, CNC'd of aluminum and burnished to a high polish, inflates tires up to 140 psi (9.5 bar). An extractable hose protects the tire valve from damage during inflation. A CR2032 battery is included. **4F/N0126**



Alex AClass CXD4



The CXD4 is for disc road and cyclocross bikes — the fastest growing category in the market. Its Equalizer offset spoke bed equalizes spoke tension on both sides of the wheel. The rims have inner and outer widths of 19mm and 24mm, respectively, and a depth of 23mm — a nice profile for shedding mud. The TRS Tubeless Ready System rim profile ensures positive bead lock with tubeless tires. Available in 700c with 6-bolt or Center-Lock disc mount. **1F/J1117**

SunRace 11-speed Cassettes

SunRace Sturmey-Archer's 11-speed cassettes cover a wide range with an 11-46T gearing ratio. Sprockets come in 7075 alloy or steel, and finishes in black chrome or champagne. The spider, spacers and locking all are made of aluminum. **1F/J1217**



Dapu

M155CH fat bike motors

Dapu's robust and powerful e-bike motors excel when substantial torque is needed to climb steep hills or move heavy cargo. The M155CH-170 is for 170mm O.L.D. rear hubs, while the M155CH-190 is for 190mm O.L.D. rear hubs. Dapu motors are built under Japanese corporate management and used by e-bike brands in more than 40 countries. **5F/F0512**



KS Zeta

Zeta, the latest dropper post from KS, expands the advantages of dropper posts from enduro to XC and cyclocross. Zeta uses a Hollow Alloy stanchion and offers 35 or 50mm of travel. By using an air/hydraulic cartridge evolved from industry-leading LEV internals, Zeta brings high performance to short-travel droppers. Unlike other droppers, Zeta is always fully installed down to the collar into the frame. **1F/I0429a**



Neco 1

The Neco 1 Intelligent Wire Hidden Headset is designed for different outer-diameter headtubes that fit a 1-1/8-inch steerer. The Neco 1 prevents brake and shifter cables from cluttering up the front of the bike. Instead, the Neco 1 routes cables cleanly from the headtube to the top and downtubes. **1F/I1126**



M-Wave

Cycling Computer

The M-Wave cycling computer range from Messingschlagel has six new models for 2016. All offer clean, easy-to-read displays. They offer attractive price-performance ratios, from the 30-function M30, with cadence, altimeter and a heart rate monitor — including belt — on the entry level M12 with 12 functions. **1F/I0512**



SRAM Red eTap

SRAM Red eTap, the company's first electronic shifting system, was made to be uncluttered and elegant. SRAM's advanced shift logic makes shifting intuitive and easy, so riders can shift with less effort and less time. **4F/M0614**



Thun

Zumba BB series



Bottom bracket specialist Thun launches a series of BB cartridges compatible with the new five-arm Gates Carbon Drive crankset for belt drives. The Zumba series ensures a precise belt line for Gates' lower-priced belt drive, CDN, which Gates launched last year to expand the market for belt drives to less expensive bikes. **4F/N0623**

New Products 2016

Wellgo HR292

Track cadence without cluttering the bike with another sensor. Wellgo's cadence pedal does the job with internal electronics, and can determine the best times to shift gears. The pedal's firmware updates wirelessly through a 2.4g ANT+ / BLE 4.0 connection. A CR1632 battery keeps it running for 150 hours. **1F/10517**



Boardman Air 9.8

The Air 9.8 features enough of the incremental improvements that can make the difference between second place and a win. The Air frame is finished with a world-class package of components. Triathletes Alistair Brownlee, Olympic champion in 2012, and his brother, Jonathan Brownlee, the 2012 Olympic bronze medalist, ride the Air 9.8. **1F/K0816**



Xbat-D

Xbat makes lights that are environmentally friendly and user-friendly. The Xbat-D, for bikes with disc brakes, mounts on a QR or axle. Waterproof with a weight of 16g (0.5 ounce), the Xbat-D features an "energy-harvesting" dynamo. **6F/S0004**



Polisport Groovy

Groovy, a new baby seat from Polisport, sports a fresh, ergonomic design with an arm rest for additional comfort. Groovy also offers integrated foot protection, better lateral protection and a large reflective sticker. And it fits children wearing helmets. Groovy holds children up to 22kg (48 lbs.) The seat can be installed and removed without tools. **4F/10317**



Winride FV Bits System

Winride's new minitool includes a redesigned chain breaker with better grip. Its 17 functions include several spoke wrenches, hex tools and a bottle opener, all in a small, easy-to-carry package. It weighs about 120g (4 ounces). **6F/S0002a**



Gigapower Carbon Rim Pads

Gigapower's carbon rim pads won't overheat expensive carbon fiber rims. Ceramic fiber brake shoes insulate against heat buildup caused by friction, and keep rim temperatures cooler — to about 100 degrees C (212 degrees F). They're reliable in dry and wet conditions and on all types of terrain, and are guaranteed not to squeal. Because there's no metal in the pad compound, rims last longer. **1F/10526**



Biologic AnchorStrap



Mount your GoPro camera to the handlebars in 10 seconds with the BioLogic AnchorStrap. The AnchorStrap installs without tools. It locks down with coarse and fine adjustments, minimizing vibrations, and allowing 360 degrees of pan and tilt adjustments. **4F/M1119**

Beto JetAir Tubeless Tire Air Accumulator

For a tubeless tire to create an airtight seal with the rim, a lot of air has to be pumped into the tire at once. The JetAir works with most floor pumps to accomplish this. A patented valve system lets air from the pump bypass the reservoir and go straight into the tire. Recommended working pressures are 100 to 160 psi, but the rugged steel JetAir can withstand pressures of up to 700 psi. **1F/K0615**



Zephyr Moxos

The Zephyr Moxos e-bike is for commuters, recreational rider or even racers. A high-tech axial torque sensor, which measures real two-sided torque, is integrated with an affordable 350-watt mid-drive motor. A belt drive and Shimano Nexus 8-speed internal gear hub keep things simple and maintenance-free. The complete bike weighs 18kg (40 lbs.) OEM customers can order small quantities for testing. **4F/N0428**



Innova Flint

Made for e-bikes, the 700x38c Flint uses a flat tread to reduce rolling resistance, improve grip and extend the battery's range. A 3.5mm thick Sport Guard protects against punctures. **1F/10706**





1X CHAIN CHAMPION

OPTIMIZED FOR 1X SYSTEMS

KMC Chain Solution for 1X System

KMC innovative 11 speed chain provides superior chain retention and shifting performance while riding 1x drivetrains in the toughest conditions. Speed of sprocket:11.10

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KMC
Chain

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メッシングシュラガー 輸入転じて輸出に注力



メッシングシュラガーは現在ドイツのディストリビューションセンターでホイールセットのアクセエブルを行っている。

メッシングシュラガー ホール4階/ブース J0512 はアジアの自転車製品を欧州に輸入する大手インポーターだがいまその流れを逆流させようと挑んでいる。台北ショーではドイツ・パウナッハの巨大なディストリビューションセンターでアクセエブルされた幅広いホイールセットを出展している。

「間違いなくヨーロッパは我々にとって一番の市場だが、メッシングシュラガーは世界に向けて販売しており、その数は増加を続けている」とペノ・メッシングシュラガーCEOは語る。「ドイツで作られる高品質製品は世界のどの顧客からも興味を持たれるはずである」

同社のミハエル・ケニグ広報担当によると、パウナッハの流通センターに収めてある製品の中にはチェコのRemerxのリムや台湾のNovatecのハブとともにCN Spokesのスポークがほぼすべての長さを揃えて総計3000万本保管されている。OEMや卸の顧客のためのサービスの延長としてホイール組みを始めるのは自然な決定だったわけ

ある。「リムからハブ、スポーク、ニップルまでホイールセットを作るのに必要なものをどれも各社のニーズと予算目標に合わせて当社の幅広い選択肢から選ぶことができる」とケニグ広報担当は話す。ブランドを入れたホイールもあるいは入れないホイールも選べるし、あるいはまた仕上がり製品に自社の名とロゴを入れることもできるという。

「パウナッハの本社では高精度のホールを1日80セット組み立てられる。そこから出荷されるホイールセットのすべてが社内品質管理によってチェックされている」とメッシングシュラガーCEOは話す。その7万平方メートルの本社ディストリビューションセンターからメッシングシュラガーは65カ国の延べ2000を超えるホールセラーとサプライヤーに向けて製品・サービスの供給を行っている。■ JB

ハイバイクがアジア向けに ヤマハシステム搭載のe-MTB発売

急成長する欧州の電動自転車市場でトップのシェアを誇るハイバイク **ホール4階/ブース M1219** がヤマハのパワーユニットを搭載した電動MTBをアジアで発売する計画だが、正確な発売時期については明かされていない。

ハイバイクはSduroの製品ラインでヤマハユニット搭載の電動自転車フルレンジをすでに欧州と北米で販売している。ヤマハ搭載モデルはボッシュ (Bosch) のパワーユニット搭載のXduroシリーズよりも価格を落としている。ハイバイクはヤマハが欧米市場向けに開発した日本国内向けよりもハイパワーの電動ユニット新モデルを初めて採用したメーカーでもある。

「スペックとコンポに関してはアジアとりわけ日本が常に業界で重要な役割を演じてきている」とハイバイクの親会社であるヴィノラグループ (Winora) のスザンヌ・ブエッコCEOは話す。「もちろんアジア市場に向けてのヤマハとの協力関係に多くの可能性を見出しているが、ひとつにはヤマハがアジアのブラン

ドであること、そしてそれ以上にヤマハのシステムによって授かる技術的利点大きい」

ブエッコCEOはさらにハイバイクとヤマハとの密接なパートナーシップについて触れ「ヴィノラの電動衝撃システム、e:iショックにはヤマハのシステムが一体化されて組み込まれている」と明かしてくれた。

台北ショーでのハイバイクの出品は広範な製品ラインのうちのほんの数モデルに絞られているが、「ハイバイクにとってアジア市場はビジネス発展のための重要な市場のひとつで、販売急増と電動自転車に対する大きな需要が見えている」(ブエッコCEO)という。「このトレードショーをひとつのステップにアジア市場、さらにオーストラリア、ニュージーランドとの関係の樹立・強化を図っていきたい」■ JB



ヤマハのパワーユニットを搭載したハイバイクのSduro

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CHOSEN
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2016年総括:ロック/防犯装置 ロックはスチール以外の素材活用で自転車の スチール(盗難)防止カアアップ

駐輪場に戻って見たら待っていてくれるはずの新しい自転車がなくなっていた。こういったちょっと目を離したためにサイクリングの1日が台無しにされてしまうケースはよくある。そこに自転車があるかぎり自転車泥棒は現れる。そして自転車泥棒の種が尽きない一方で自転車の盗難事故から護ってくれるロックメーカーの役目も増している。

強化スチール製で道具完備の泥棒を寄せ付けられない頑丈なロックが依然として自転車の防犯の主流になっている。だからといって業界が革新に抗っているわけではない。

多くのメーカーが古くからの問題に新しいアイデアで取り組んでいる。ロックをコンパクト化してより持ち運びやすくするとか、あるいはその小型ロックを自転車の他のパーツと一体化させるといった具合に。日常生活のあらゆる面でスマートなデバイス(装置)が取り込まれるようになってロックを製造する重金属業界もエルトロにクスを取り込む製品が増えていく。

そうした製品の中には、モーションセンサーや大音響のアラームを内蔵して泥

棒をしようにもさせない超高度な防犯装置もある。折り畳み式ロックのパイオニアの1社であるアブス **ホール4階/ブース1123** が開発した新モデルはSold Secure Silverを授かるだけの性能もさることながら、そのデザインは超豪華である。(Sold Secureは英国の非営利団体でロックをはじめとする防犯製品を選定し最上級のGold、次いでSilver、Bronzeの順で格付けする。)



Abus Bordo Centium

Abus Bordo Centiumはロック本体をステンレススチール製にした第1弾モデルで見た目が美しく腐食に強い。ピボッ

ト、スチール製平面プレート式がグレインレザー効果で仕上げている。プレートは繋ぎ式なので自転車の変形フレームや部品に回し付けることができる。目の肥えた都市のサイクリストを念頭にデザインされているのでブラケットもお洒落だ。スチールとレザーを素材とした洒落たロックはモダンな街並みにも映える。Bordo Centiumはアワードの審査員の日もとらえPlus XとiF製品デザイン賞も受賞している。

Bordo Centiumほど輝きはないが性能では引けを取らないAbusの新製品にケーブルロック用取り付けシステムSnap Cageがある。同社の幅広い高級コイルロックの径を標準化することでSnap Cageは自転車に取り付けるコイルロックのどのタイプでもかちかちと音を立てずに走れるようにした。ケーブルタイのようにツール無しでフレームやラック、シートポストのどの部分にも取り付けられる。

魅力あるロックを生産しているもう1社に**アクサ** **ホール4階/ブース10123** がある。人々の自転車へのこだわりは強く、外観の良さを見せるために細部にわたっ



AXA Toucan

て頭を悩ませたり、これはと思う形に仕上げるために時間という時間をかけたっぶりのお金を費やしている。だから重くて厄介なロックは彼らのプライドや満足感からいっても無用の産物となる。

昔からロックの購入は美的感覚よりも実用性で選ぶ傾向にあったが、アクサはこの流れをその美しいデザインのToucanロックで跳ねのけている。時代に合った色使いとスマートに折り畳めるデザインはトレンドなシングルスピードのアクセサリとして十分な優美さを備えている。ロックのブラケットはペダリングの邪魔になるものが多いがToucanはシートポストに装着するボルトケージマウントに取り付けるのでペダリングの邪魔にならず所定の位置から外れることもない。

イエローとオレンジ色を身にまとった**クリプトナイト** **ホール4階/ブース10123** の



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- EZ SINGLE VALVE**
Presta Only or Schrader Only or Dunlop Only
- PROFESSIONAL EZ DUAL VALVE**
Presta & Schrader or Schrader & Dunlop or Presta & Dunlop

USA PATENT: 8,839,809 TW PATENT: 1509173
Various Patents granted or pending on various countries

www.BETO.com.tw





Kryptonite Mini+

よりハイエンドのロックはバッグから突き出ているあるいは世界各国のバイクメッセンジャーのシャツに括り付けられていてもひと目で目に留まる。

ミニU字ロックの普及を助けたメッセンジャー（宅配サービス）業はいまなお都市のサイクリングのトレンドを動かす原動力になっている。クリプトナイトはMessenger ロックの製品ライン拡販の起点にメッセンジャーを使っている。

Mini+は小さなロックだが付属のシャックル（U字型掛け金）が付いているのでフルサイズのロックを使わずにフレームとホイールの両方を簡単にロックできる。混み合ったスペースに駐輪する通勤サイクリストには有難い製品だ。

多くのバイク便のスタッフがチェーンロックを腰に巻いているが、ロックを持ち歩くのにこれほど便利で快適な方法はない。クリプトナイトはMessenger ChainとMolly Padlockをこの方法で携帯できるように設計した。素早くロックできて様々なウエストサイズに合わせて調整できる。チェーンとパッドロック（南京錠）をそれぞれロックを掛けずに腰に回して付けられるので外すのも自転車に乗るのも素早くできる。

クリプトナイトは自転車メッセンジャー緊急基金（BMEF）やサイクルメッセンジャー世界選手権（CMWC）のスポンサーとしてバイク便の支援を続けている。

自転車の盗難防止用ロックの幅広い製品ラインを揃える**クロップス ホール 4階/ブース N0828** は自転車に盗もうとする初期段階でそれを阻止する防犯システムLion Alarmを開発した。Lion Alarmはフレームに取り付けてCrops Linkstationシステムとの併用で機能する。ひと度装備されて自転車が無断で持ち去られようとするモーションディテクター（動作探知機）が作動して警報を鳴らす。それでもなおかつ盗もうとすればLion Alarmが容赦なく警報の音量を120デシベルまで上げる。（60または90デシベルに設定することもできる）120デシベルとはどれほどの音量か？1分（3フィート）離れた所から発せられる汽笛の音と同じで、実際に身体に苦痛を覚えさせる起点となる数値とされている。言うまでもなく、大きな音は周りの人たちの注意を呼ぶ。

エイドリアン・ソルガートは自分の自転車が盗まれたのをきっかけに**インターロック ホール4階/ブース I1413** を立ち上げ、今ではアフターマーケット向け、OEM向けの両製品で市場に食

い込んでいます。同社のInterlockはケーブルロックで特別仕立てのシートポストに収めてあるのでロックの持ち忘れということが決して起きない。

比較的盗難事故が少ない地域向けに設計されているInterlockはシートやポストに加えてリアホイール他の部品やあるいはヘルメット、パニエといったアクセサリーも護ってくれる。起業製品のキックスターから資金を得て、数々の製品デザイン賞も受賞しているインターロックは目下Interlockをスタンダード製品に仲間入りさせることを目指してOEMでの拡販に力を入れている。



エイドリアン・ソルガート氏と Interlock

ヘリオサー ホール1階/ブース I1317 はDe RosaやReynoldsなどの欧州有カブランドとともにSafemanの台湾市場での販売を担当している。ドイツのロックメーカーの最新製品Safeman-TIはコンパクトな調整可能ケーブルロックでスポーツをはじめ用途多彩、魅力たっぷりの逸品である。Safeman-TIはきれいにコイル巻きした1.85分（6フィート）のケーブルが特徴で、ケーブルをただひとつの大きな輪にする代わりに複数のループ（輪）を形づくれるのでアクセサリーや複数の自転車を盗難から護ることができる。ユニークな単方向のロックシステムと複数のポートがキーを使わずに素早い締めつけを可能にする。



Safeman-TI

自転車用に止まらずSafeman-TIはウインドサーフィンからアウトドアスポーツまで幅広いユーザーを引き付けるに十分な柔軟性を備えている。

自転車を盗難から護るのはロックだけに限らない。**ブリリアント・システムズ ホール 4階/ブース N0004** は動作を探知する高機能ライトを生産する。同社のSmart Turn Signal Lightは走行の安全を護ってくれるだけでなく自転車が目に届かないところにあっても盗難から護ってくれるだろう。動作探知器の付いたライトは自転車が動き始めると同時に自動的にスイッチオンするとともにワイヤレスコントローラーで次の角で曲がることを後続の車に知らせることができる。

目的地に着いて自転車にロックが掛かるとSmart Turn Signal Lightは安全装置から防犯装置に変わる。動作探知器は接触反応アラームの機能を働かせ、誰かが自転車を動かそうとすれば警報を鳴らす。■ JD



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J-0830

New Products 2017

Spanninga Nomad

Nomadがあると自転車は日中でも日が暮れてからでも目に留まりやすい。マット仕上げのアルミ/シリコン素材と一体型リフレクターを組み合わせた設計で、USBポートからスマートフォンやカメラなどエレクトロニクス製品の充電ができる。ライトの出力は40ルクス。

ホール4階/ブースL0718



Tern Eclipse X22

TernはX22を世界最速の折り畳み自転車に仕上げた。半d pメイドの26吋ホイールとレース仕様のジオメトリのフルサイズロードバイクだが10秒で折り畳める。UltegraドライブトレインとShimano油圧ディスクブレーキを装着している。

ホール4階/ブースM1119



Agu Go

防水、通気性に優れあらゆる天候で着用できる Go ジャケットはバックにして気軽に携帯できる。雨天はもはや家に閉じこもる理由にならない。新しく3色が加わりカラーはレッド、ブルー、ブラック、イエロー、オレンジ、グレー、デニムの7色が揃いAguのパンツとのカラーコンビネーションも楽しめる。

ホール4階/ブースL0417



CatEye Volt 6000



言葉ではVolt 6000の良さが正当に伝わらない。照度6000ルーメンのパワーの凄さは見なければわからない。Volt 6000は夜間走行で比べものにならないほど暗闇を明るく照らしてくれる。

ホール4階/ブースN1001a

Argon 18 E-119 Tri+

E-119 Tri+はE-119 Triよりも軽いカーボン製レイアップ装着でエアロダイナミクスの利点を最大限に発揮する。専用ブレーキが新たに用意されたほかニーズに合わせて収納できる工夫も施された。

ホール4階/ブースM1302



Bobike One

Bobike One リアチャイルドキャリヤはユニークなダブルウォール設計なので子供を乗せて安全に街中を走ることができる。Bobike One maxi は1歳~5歳、体重22kg(48ポンド)(Tom, these weight figures seem to be wrong, please check.)までの子供が乗せられる。2種類の取り付け法があるのでどんな自転車にも対応できる。BobikeのClick & Goシステムを使えば「ツールを使わずにシートを別の自転車に移すこともできる。

ホール4階/ブースL0324



iXS Xult

レース、一般両用のフルフェイス型XultヘルメットはVortex成形通気システムを採用して通気性を良くしているのでエンデューロのレーサーには恰好のヘルメットだ。シェルは環境に優しくカーボンファイバーを使わずFRP(繊維強化ポリマ)を使うことで強度を高めるとともに軽量化を果たしている。

ホール4階/ブースL0905a



XLC All Mountain dropper post



XLCのAll Mountain ICR SP-T06アルミドロップパーポストは圧縮空気を使用しているのでハンドルバーに装着したリモコンを使って数秒でポストをベストの高さにロックできる。ポストの高さは350mm、400mm、420mmが可能。

ホール4階/ブースM1219

NEGO

TAIWAN / SHUNDE / JURONGTIANWANG / TIANJIN

TAIPEI INTERNATIONAL CYCLE SHOW
MARCH 2ND - 5TH, 2016 BOOTH NO. 1126



NECO 1
Intelligent Hidden Wire Headset
NECO1 Patent No. China: 4118628/EPC: 14176833.3

NECO 3
Intelligent Portable Charger
NECO3 Patent No. China: 201520350512.0/Germany: 202015104197

New Products 2017

3T DiscusPlus



ゴム無しで作られたインナーチューブ? Schwalbe のEvo Tube は従来のチューブの3分の1の重さ(従来の26吋チューブの190g に対して68g)しかない。BASFによって開発された再生可能な熱可塑性素材エアロタンを使用している。Evo Tube はリムブレーキから発するような超高温の熱に敏感に反応するためMTB用に限定して販売する。

ホール4階/ブース L1108

MET Sinethesis

2016年に向けてグレードアップした Sinethesis Nightlightsは発光素材をIcelite Exoskeleton、ストラップディバイダー、サイズアジャスターに使用した初の自転車用ヘルメットで夜間走行での可視性を高めている。USBから充電できるLEDを記憶システムに裏付けすれば可視性はさらに高まる。

ホール4階/ブース M0306



CatEye Rapid X Series



Rapid X Seriesのライトはサイクリストが目にとまりやすくしてくれる。ライトが様々なところに付けられているのでその可視性は同クラス最高と言えるだろう。

ホール4階/ブース N1001a

Bkool Smart Trainer + Simulator



Bkoolの室内トレーナーとシミュレーターの最先端モデルは世界各国60万超のルートを走行体験させてくれる。スロープ(坂道)をリアルに再現し現地の現在の天候まで映し出す。シミュレーターにはVelodrome Gamesなど同モデルならではのプログラムが用意されている。

ホール4階/ブース N0027

Hutchinson Gila



Gilaの新モデルはHutchinsonのSkinwall技術を使ったチューブレス対応タイヤで側面ノブがどんな路面でもグリップ力を発揮させ、センターノブがローリング性能を高める設計になっている。チューブレス対応の3サイズが用意されている。

ホール4階/ブース M1201

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New Products 2017

Velo Color Fan grips

VeloのColor Fanグリップ新モデルはどの自転車にもぴったりマッチするカラーリングを使っている。グリップの素材は極めて軽量で同社ヴァイス（万力）システムロックがグリップをハンドルバーにしっかり取り付け

ホール1階/ブース J0717



5Links 2

新しくデザインされた5Linksの折り畳み自転車はコンパクトに畳めて簡単に持ち運べる利便性を保持しつつ堅牢性とコントロール性を高めた。電車やバス、船さらに飛行機など公共交通機関への持ち込みにもすこぶる便利。重さ9.8kg (22ポンド)で新しく用意された2輪キャリーケースとペアで使うこともできる。

ホール4階/ブース N1206



Schwalbe Evo Tube

ゴム無しで作られたインナーチューブ？SchwalbeのEvo Tubeは従来のチューブの3分の1の重さ（従来の26吋チューブの190gに対して68g）しかない。BASFによって開発された再生可能な熱可塑性素材エアロタンを使用している。Evo Tubeはリムブレーキから発するような超高温の熱に敏感に反応するためMTB用に限って販売する。

ホール4階/ブース M0116



CeramicSpeed Oversized Pulley Wheel System



オーバーサイズの17歯ディレクタープリー（滑車）は摩擦を削減しエネルギー消費を減らすのでレースで使えばさらに一歩優位に立てる。プリーは低摩擦CeramicSpeedベアリング、カーボンファイバー/ポリアミド製エアロダイナミックケージ、チタン製ボルトで構成。シマノ10x、11x Di2およびメカニカルドライブレインと互換性があり重さ55.4g (1.9オンス)。

ホール4階/ブース L1308



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台湾メーカーが成功する最大の理由は競争力を維持するその能力にある。生産を他国に移す代わりにマルウィーグループ

ホール1階/ブース1014 は競争の先端に留まるためのさらに革新的な方法を見出している。最先端の生産技術、すなわちロボットへの投資である。

世界におよそ700人の従業員を擁し弛まずR&Dへの投資を続けるマルウィーグループ（パトリック・パイCEO）は台湾のサドルおよびペダルのリーディングメーカーの1社としての地位を堅持する確実な路線に乗っているように見える。

インドネシアの生産拠点（Xerama Indonesia）は約550人の従業員を抱えるが台湾本社の従業員数ははるかに少なく125人である。その多くが業務管理の職でマルウィーの製品が欧州、アジア、北米および中南米の主要市場にデリバリーされるのを見届ける。マルウィーグループの新本社は2011年に開設されたばかりである。

暑くて騒がしい生産工程が別棟の工場棟で行われている一方で精密な組

み立て作業はすべてエアコンの効いた明るい作業室で進められている。自動化を強く支持するパイCEOはマルウィーグループの機械化を着々と進めている。マルウィーでは数年前から日本製の大型ロボットを使ってペダルケージの組み立てを行ってきたが、現在小型で純白の産業ロボット5基を導入したペダルの完組みラインの設置を進めている。本誌の取材で他の報道関係者とともに先頃工場訪問した時点でロボットの設置は最終段階に入っていた。新規のロボットは台湾製で、付加価値を高めるとともに生産性の向上につなげている。

パイCEOによると、ペダルの組み立てラインをほどなく増設してさらなる省力化を進めるとともにマルウィーグループの競争力保持を図る計画である。 ■ LvR



マルウィーの組み立てラインから続々送り出されるリフレクター



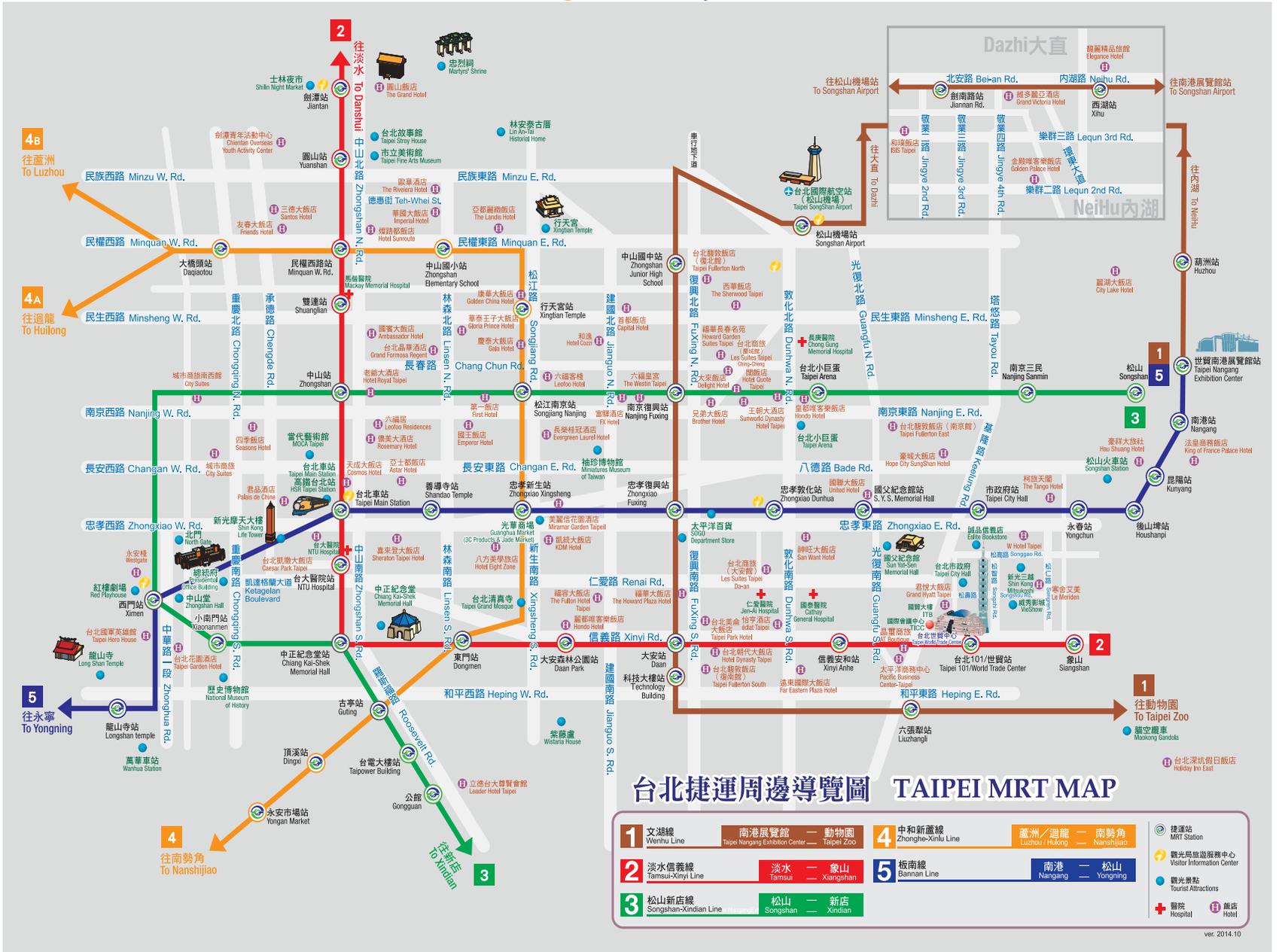
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BOOTH 10429a

Getting there: by MRT



TWTC Nangang Exhibition Centre Parking & Transport



1a) PARKING LOTS

- P1 TWTC Nangang Underground Parking (620 spc.)
- P2 Taiwan Fertilizer C2 Parking (352 spc.)
- P3 Taiwan Fertilizer C3 Parking (768 spc.)
- P4 Taiwan Fertilizer C4 Parking (82 spc.)
- P5 R53 Temp Parking (147 spc., 24/7, NT\$20/h)
- P6 Xingzhong Park Tower (647 spc., 24/7, NT\$30/h)
- P7 .. MRT Neihu Depot Parking (584 spc., during exhibits)

1B. TRANSPORT INFO

- 1 Shuttle Bus Stop (drop-off /pick-up)
- 2 Regular Bus Stop
- 3 Taxi Drop-Off
- 4 Small Vehicle Drop-Off
- 5 B1 Taxi Pick-Up
- 6 Underground Parking Entrance
- 7 MRT Neihu Depot Parking Lot

PLEASE NOTE: PARKING FEES ARE SOLELY FOR REFERENCE PURPOSE.

環島1號線

不用帶地圖就能騎回原點



近年來，積極打造台灣成為自行車島漸收成效，從遍地開花的自行車道，走進各大城市的公共自行車系統，甫規畫完成的「環島1號線」也在去年12月30日完成通車。「環島1號線」透過完善的告示系統，讓有意環島的騎士，可以說不用帶著地圖就能環台灣一周近千里，相隔約十來公里就可見到一面路示告示，或甚至是有提供「鐵馬驛站」的警察局、沿線營業場域較大的便利店，都有設置單車休息站的告示。

這些造價不菲的告示，對環島騎士有幫助嗎？似有似無，端視你的騎車資歷，很顯然對於人生地不熟的國際旅客，很有幫助。

回想起十多年前筆者第一次環島，雖然那時已有五年的車齡，但在出發前還是臨時抱佛腳向前輩跪求指南。那時候有環島過的人並不多，網路上的路線分享也寫的零零落落，正所謂物以稀為貴，我們通常要請吃飯才能獲得大師的開示。

由於前輩知道筆者有騎車的底子，便在開場時來個下馬威：「會騎車跟環島是兩件事喔！當你迷了路，有再好的體能也回不了終點。」這句話加深筆者對這趟未知旅程的恐懼，因為前輩給我當頭棒喝，我雖然不是路痴，但地理知識真的差。

印象中在國中的地理課，台灣最北的城市筆者都填答高雄，接著才是台北，因為我認為高應該是比起北要更上面一些。至於基隆則是填答在嘉義附近的位置，因為嘉義有雞肉飯所以不意外要有雞籠。但我真的忘了把嘉義填在哪裡了。

加上筆者算是生不逢時吧！GPS導航及智慧型手機尚未問市，只好到書局買地圖塞在車手袋，卻忘了買指南針。那次一個人的環島，七天的行李全掛上車。為什麼不找朋友呢？因為聽說勇者必須忍受孤獨，事實上，是找不到一起環島的朋友啦！

那一次前輩給的指南，說了很多但聽懂的很少：西部騎台一，東部可選台九或台11線，看你是要大環島還是小環島？老實說，要在這些省道上迷路並不容易，印象中筆者只在台南市區及枋寮轉進壽卡時走錯路，雖然現在說得一派輕鬆，但當時可是騎得戰戰兢兢，也向很多檳榔西施問路兼買水。

也因此，政府花費數千萬或是數億來建構環台自行車路網，說實在只是插旗告示，卻沒去改善騎士更重視的路面品質，引起很多車友批評是浪費公帑。

人人的心中都有正在燃燒的小宇宙。如果我們換位思考，今天要環島是剛考上大學的新鮮人，又或是地理知識比筆者更薄弱的騎士、要來台灣騎車的外國人，對於環島1號線就有需求。整體而言，筆者所接觸到的外國騎士，都對這項自行車基礎建設抱持正面的看法，而未來想挑戰環島的騎士再也不能用路痴來作為藉口。單車環島，說走就走。



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HAIBIKE

New Products 2017

ALEX ACLASS CXD4輪組



CXD4是專為碟刹公路車及CX越野公路車所設計的輪組。這也是市場上最新、成長最快速的車款。其搭配了等距中心的花鼓，使得兩邊鋼絲的張力平均相等。輪圈的內外寬度分別為19mm及24mm，搭配23mm的框高，最適合泥地的使用。搭配了TRS準無內胎系統，為使用無內胎系統已經做好準備。目前提供700c規格，可對應中鎖式或六孔碟盤鎖孔。

4樓/J1117

Shimano Steps邁向自動變速

經由簡單的軟體升級，Shimano可以讓其e-bike 馬達模組Steps 與Nexus-8 Di2電子內變花鼓達成自動變速的升級。免費的軟體升級之後，這套系統會以騎士的迴轉與速度來判斷，自動找到最佳的齒輪比。由於內變速的鏈條張力固定，因此可以提供滑順的變速效果。當然，騎士也可以選擇手動或是自動變速。

4樓/M0814



Beto JetAir無內胎加壓器

對於無內胎的輪胎而言，要一鼓作氣使用強大的氣壓，瞬間讓輪胎與輪圈接合處密封。JetAir可與多款落地式打氣筒配合使用。其專利的氣嘴系統讓氣壓由打氣筒經過此加壓器進入輪胎。建議工作壓力為100至160psi，但JetAir最大的能耐可以直衝700psi。

1樓/K0615



Airace iSpeed H2G打氣筒



配備內建藍芽4.0科技。iSpeed H2G打氣筒可將壓力訊號傳送至智慧型手機或可安裝其 iGauge APP的裝置。此款打氣筒具有加大的氣筒，CNC鋁合金加工拋光的外光。最高可以打氣至140 psi (9.5 bar)。可抽取式的管子可保護輪胎氣嘴。配備CR2032電池。

4樓/N0126

Airace iGauge



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iGauge iSPEED F2 G AM-93BT



iGauge iWINDPRO Road AP-14BT



iGauge iWINDPRO Mountain AP-16BT



iGauge WINDPRO A AF-14BT

BOOTH: N0126

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標準盤 × CT盤 不再左右為難

52/36半CT盤

踩在您腳下的齒盤正進行一場無聲的革命，你或許還沒發覺，但它已靜悄悄的改變了一切。在過去十年，小巧俐落的CT盤（50/34）取代了標準盤（53/39），而傳統盤（52/42）在競速公路車上可說是銷聲匿跡了，不禁讓騎士好奇：未來的齒數潮流將走向何方？翻閱2016新車目錄，有幾間車廠的空力車系（GIANT、MERIDA、SCOTT等）採用52/36的新齒數規格，這款介於標準盤與CT盤之間的齒數搭配，會是兩全其美的終極解答嗎？以下先分析標準盤及CT盤能提供的騎乘性能。



為何選擇標準盤？

「標準盤」是指大齒片用53T搭配39T的小齒片。搭配11-28飛輪，這種齒輪比組合是職業選手的標配。如果你以競賽為目標，那標準盤會比較適合你。53x11的重齒比絕對能滿足你的腿力（100 RPM可達60.7 KM/H），並且每段變速的檔位落差較小，造就綿密順暢的齒比區間。如果你的腿力強大或是騎乘地形以平路居多，標準盤會是不二選擇。

為何選擇CT盤？

CT盤（Compact Chainings）是指大齒片用50T搭配34T的小齒片，搭配11-28飛輪，可提供你更為廣域的齒輪比組合，讓你在面對爬坡時可以保持高迴轉數(RPM)。使用50x11檔位，應可滿足多數騎士的腿力輸出（100 RPM可達52.4 KM/H）；34x28可游刃有餘的縱橫群山。筆者認為50/34齒盤適用於大多數騎士，

幾乎可克服任何地形，對於台灣的多山環境，CT盤是理想的選擇。

半CT盤— 兩全齊美的中庸之道

不確定？那你可以選擇中間地帶，或許對你而言正是兩全其美的選擇。52/36半CT盤（Semi-compact）搭配使用11-28飛輪，對覺得標準盤的齒比太重、CT盤又顯得過輕的騎士，52/36正是理想的選擇。

那您該選擇哪種齒盤？

以現今頂級款的齒盤，例如CAM-PAGNOLO、FSA、SHIMANO（以上三品牌的四爪齒盤）都相容於各種齒數的齒片，例如FSA K-Force Light無論是哪種齒數的齒盤，都使用CT盤的孔位圓徑(Bolt Circle Diameter, BCD)，孔距為110mm，可視騎乘地形來更換齒片。因此，即便是在購買後發現齒數不足以應付騎乘需求，僅需更換齒片就可變換齒數，讓騎士在面對高山爬坡時，可迅速更換CT盤；而對於平路繞圈可更換標準盤。至於面對丘陵或多變的地形，可選擇半CT盤。

半CT盤真的適合我嗎？

如果你的腿力強大或是以平路騎乘居多，就選53/39標準盤；如果你愛爬山就選50/34 CT盤。當你的騎乘地形多變，或是在上述齒數之間拿捏不定，那你可選擇52/36半CT盤。最好的選擇？買一組可相容於各種齒數的齒盤，即便是在購買時選擇錯誤導致檔位不足，日後也能更換齒片。而對於專業以競賽為目標的騎士，有個兩組不同齒數的齒片是很正常的。



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228樂騎臺北X國際新年趴



迎來20度適合戶外活動的溫熙陽光，下午兩點的市府廣場已「騎聚」超過四千名車自行車愛好者，近百位來自全球的嘉賓，以及為Velo City大會揭開序幕彩粧各類

打造臺灣自行車島是政府及自行車產業共同目標，多年來持續的自行車基礎建設漸收成效，YouBike公共自行車系統創下全球最高週轉率，甫建構完成的環島1號線也在去年12月30日通車，再藉由舉辦2016全球自行車城市大會(Velo-city Global 2016)，讓臺北成為亞洲第一個舉辦全球自行車大會的城市，於今日2月28日下午兩點以樂騎臺北X國際新年趴揭開序幕。

告別過去一週的陰雨綿綿，二二八

主題的花車遊行，二十二支車隊好不熱鬧。現場最引人注目的就是各式特殊裝扮的花車大遊行隊伍，總計有22隊。鑲著施華洛世奇水晶的自行車新郎新娘禮車也加入遊行隊伍，留下永恆的紀念；中華大學陽光青年搭配學校的管樂隊以敲鑼打鼓的方式慶祝猴年的喜氣；R.O.C鋼管車殿堂以自行車的演進為主題，展示歷年經典老捷安特鋼管車及國內外古董鋼管車，並搭配復古服飾騎行；自行車女性專業品牌Liv展現女性騎

車的俏皮魅力，要以蓬蓬裙奪取大家的目光；培力藥品也不干示弱，以「我的女力style」為主題，各種不同職業裝扮的女騎士，傳達各行各業的女力魅力與價值；企業團體新光人壽、新光銀行、老爺酒店集團、VP鈺光公司、3M、KHS功學社、寶悍運動行銷...等也一起騎上街頭，展現特有的企業特色；騎車風氣盛行的歐洲國家當然也不能錯過這樣熱鬧的盛會，歐洲學校、荷蘭辦事處也紛紛組隊要代表國家跟臺灣隊伍一較高下。

來自各國的自行車意見領袖也藉由17公里的單車逍遙遊、以不快不慢的速度體驗臺北悠閒的一面。車隊回到臺北市政府後，由舞龍鼓陣、八家將、布袋戲熱鬧的表演揭開國際嘉年華晚會序

幕，讓參加大會的外國朋友們感受濃濃的臺灣味。



自行車新文化基金會董事長劉金標(左二)一直致力於打造自行車島，他表示見到Velo City參加者的熱情與創意讓他年輕了好幾歲。照片人物：捷安特臺灣內銷總經理鄭秋菊(左一)、全球自行車城市大會專案經理林麗玉(右二)、自行車新文化基金會執行長劉麗珠(右一)。



近五千人的自行車逍遙遊，封閉仁愛路及新生高架道路，讓單車族在這特別的日子擁有專屬路權。



沿著河濱自行車道優遊，體驗臺北慢遊樂活。



臺北生命勵樂活輔健會的陳奇峯理事長率領130位身障騎士，騎乘太平洋Handy折疊手搖車，創下全世界最長之手搖車活動隊伍。



2016年臺北成為首個舉辦Velo City的亞洲城市，也將在2017年迎接世界大學運動會。



一場屬於全家人的單車嘉年華，以兒童Push Bike向下扎根。

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中文

解放手機軟實力 單車APP大觀園

比起其他運動，自行車騎士更熱愛擁抱新科技，GPS車錶、功率計等應用都比其他運動更普及，而隨著人手一機的滑世代來臨，眾家APP開發商也針對智慧型手機推出殺手級的單車應用，這些免費或是數十元的軟體，可解放手機成為強大的運動紀錄器。以下單車APP大觀園，特蒐18款高實用性APP作為下載指南，分為GPS紀錄、運動訓練、實用工具、賽事分析；獨漏遊戲類的原因，我們該享受難得的戶外時光啊！



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STRAVA

這可說是單車界的Facebook。除了可透過GPS紀錄你的跑步和騎車活動，亦可分析成績表現，與朋友PK，或甚至是參加各項挑戰，透過Strava界面來認識或連接不同車友，讓騎車從獨樂樂變成眾樂樂。此外，這款軟體也頗受職業選手喜愛，可見到山路王者的KOM成績，亦可表列出你在該路段的成績表現。

Strava可說是單車人必裝的軟體，功能也不僅於此，更可透過藍芽或加裝ANT+接收器來連接速度、踏頻、心率、功率等。雖然說這款APP是免費的，但若需要用到進階功能，則必須支付月費。



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iOS



Android



WAHOO

Wahoo是活化自行車應用的先驅，2008年就推出支援智慧型手機的配件，如ANT+訊號發射器、速度踏頻傳感器、心率帶等，Wahoo新款APP除了結合藍芽及ANT+（需加裝ANT+發射器），不僅可配對使用速度、rpm、心率帶等，更可與虛擬訓練台配對，透過控制手機來調整訓練台阻力。完成騎乘後，亦可將資料上傳到Strava、TrainingPeaks、GarminConnect等單車網站。



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iOS



Android



GOOGLE MAPS

市面上導航軟體百百款，但使用率最高且最容易上手的應是Google地圖，你在電腦上查過的地址都可與手機同步，導航時提供GPS語音導航功能，不論開車、騎單車或步行均可使用，更可實境查詢路況，對於要參加比賽或是需要事先路勘的朋友，是必備的免費軟體。



Free
Pay

iOS



Android



PANOBIKE

由台灣創新配件廠TOPEAK開發，相較於Strava強調分享的力量，Panobike聚焦於完整發揮智慧型手機的潛力。APP除了可透過GPS紀錄行車資訊，亦可透過藍芽連接踏頻器及心率帶，更可在紀錄的同時觀看即時地圖、撥打電話、聽音樂，完全不需離開Panobike的界面。整體而言，Panobike的分享功能雖不及Strava，但衝著無料使用這一點，你還有不下載的理由嗎？



Free
Pay

iOS



Android



MAP MY RIDE

除了紀錄行車資料，Map My Ride更是規畫騎乘路線的好幫手，特別是你首次騎乘陌生路線，可藉由路線規畫來取得里程、地形、標高等資訊。若上述功能仍無法滿足你，亦可升級VIP會員使用進階分析功能，例如音控教練、即時軌跡等。



TIPS



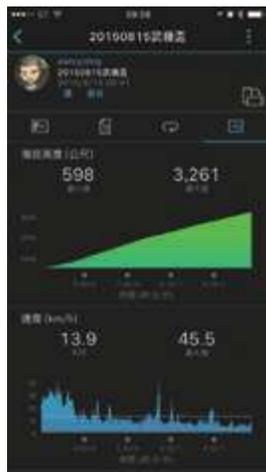
Siri—蘋果裡的行動祕書

身為iPhone使用者，很幸運我們有Siri來打理生活中的大小事，而我們也確實發現Siri對於單車族無比貼心。當你迷路時，跟她說這裡是哪裡，它能播報你的位置，更可請她導航你回家之路；想知道這裡海拔多高，問她這裡標高幾公尺？要找便利店補給或加油站借廁所，這些也都可以請Siri代勞。



GARMIN CONNECT

新一代GARMIN車錶可透過藍芽與智慧手機連接，以Edge 1000而言，連接手機啟用GARMIN Connect後，車錶即可取得氣象資訊、預報和警報，來電顯示，更可即時分享騎乘資訊(Live Track)給朋友或社群網站，讓關心你騎乘動態或安全的朋友，可在遠方掌握你的騎乘動態。完成騎乘後，Connect以圖形化分析界面方便騎士查看。



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Android



JOISPORTS

速度、心率、功率、rpm太多令人眼花撩亂的運動指標，對於一般市民反而成為門檻。JoiSports聚焦於一項指標—心率，認為有效運動可以由心率判斷。使用者在選購一條藍芽心率帶並配對後就能使用，可應用於任何戶外運動，包括騎車、跑步等，以圖表呈現的心率分布，標示出無效區、有氧區、耐力訓練區、無氧區一目了然。完成訓練後，手機會自動上傳紀錄上雲端，彙整個人成就，更可以與朋友連線來進行一場網路的體能遊戲。

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ELITE & TACX

ELITE及TACX是職業選手的訓練台首選品牌，來自於義大利及荷蘭都分別推出對應的APP，將手機變身成個人教練。當然，要使用這APP的第一步是具備該品牌的訓練台，在手機上找到對應的訓練台款式，並在手機或平台連接上速度、rpm訊號，APP即可換算功率，更可進行室內實境騎乘，稱得上是最平易近人的練功法。



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BIKE GEAR CALCULATOR

對於一位追求自我提升的騎士，手邊有幾組齒盤、幾顆不同齒比的飛輪是很正常的，但問題是今年騎武嶺要使用什麼齒比？這款APP可以解決你對齒輪比的疑難雜症，在選擇輪胎尺寸、曲柄長度、rpm、以及齒盤及飛輪的齒數後，系統會自動算出你的齒輪比及速度，讓你在針對不同騎乘地形時有很好的參考依據，提升運動表現。

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Android



TRAININGPEAKS

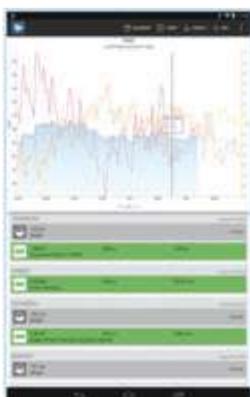
隨著GARMIN、PIONEER等運動錶導入Wifi、藍芽，使用者在完成訓練後再也不用插USB來讀取運動資料，當你完成訓練按下儲存的下一秒，資料就即時傳上雲端了。基本上，無論你使用哪一款運動錶，大多會具有上傳到Trainingpeaks網站的選項，這網站很受專業運動員推崇、最進階的訓練分析平台，對於有志於提升自我實力的運動員不可或缺，完整紀錄心率、功率等資料；然而，許多進階功能都需要開通VIP會員才能使用，例如圖形量表、PMC體能趨勢圖等。

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Android



音樂MV騎飛輪

殺死訓練台無聊的好幫手。Cycling VJ透過獨特音樂分析技術，針對不同的音樂歌曲都能安排出適合的有氧飛輪課程，適用於騎訓練台、健身車、飛輪車等健身器材使用。讓你運動時聽音樂看MV，還有免費的飛輪體驗課！亦可付費購買更完整的健身課程。

Free
Pay

iOS



Android



生活氣象

在APP市集裡搜尋「氣象」，會跳出近百款APP，我們最推薦由中央氣象局開發的「生活氣象」，實際上它的操作界面、分析資訊、預報準確度等還小輸給其他外國APP，但我們還是要愛台灣啊！如果它預測明天會下雨，但起床後睡眠惺忪的你驚覺地是乾的，在心裡咒罵氣象局後，也可以無罪惡感的回床挑戰枕頭山。上述基本上是開玩笑的，這款免費APP氣象預報的準確度是很高的。

Free
Pay

iOS



Android



New Products 2017

Biologic AnchorStrap



只要十秒鐘，就可以將你的GoPro輕鬆的綁在手把上。使用Biologic AnchorStrap 無需使用工具，就可以輕鬆的鎖定、調整，並將震動降至最小。同時可以做360度的旋轉及傾斜調整。

4樓/M1119

Boardman Air 9.8空力公路車

Boardman Air 9.8空力公路車具有足夠的前衛設計，為爭取勝利助一臂之力。此款空力公路車獲得無數好手的肯定：包括2012倫敦奧運的鐵人三項冠軍選手Alistair Brownlee，以及其兄弟Jonathan Brownlee也是銅牌得主，均採用Air 9.8車款。

1樓/K0816



Winride FV Bits System



Winride的新設計款迷你工具，包括重新強化的打鏈器固定座，而此款具有17項功能的迷你工具，包括了輪輻扳手、六角工具、開瓶器，120公克的重量使其小而易帶。

6樓/S0002a

Zephyr Moxos 電動車

Zephyr Moxos電動自行車可作為通勤、休閒甚至於競賽。車上具中軸具有扭力感應器，此感應器可感應雙邊扭力。車上整合搭載了350w的中置馬達。採用皮帶驅動Shimano Nexus內8速變速花鼓，外觀簡潔且易於保養。成車重量為18公斤，接受OEM客戶少量下單測試。

4樓/N0428



Gigapower 碳纖框剎車塊

Gigapower的碳纖維輪圈專用剎車塊，內含陶瓷纖維的煞車皮，可以有效保持溫度不超過攝氏100度，絕不因摩擦累積高溫而損傷高貴的碳纖維輪圈。並在乾燥情況中仍然提供可靠的制動力，由於其中無金屬成份，保證在剎車時不會發出尖叫聲，增長輪圈壽命。

1樓/J0526



Xbat-D 節能單車LED燈



Xbat量產了這款環保節能並且友善使用的節能單車LED燈，只要是使用碟煞的車款，都可方便快速安裝這款防水且僅有16公克的車燈。Xbat-D採用了目前最新的能量收集系統 (energy-harvesting) 作為電量來源。

6樓/S0004

CatEye Volt系列

CatEye Volt系列車燈以強悍性能聞名，騎士可受惠於高亮度的照明，並且電池續航力也相當好，讓夜騎安全沒煩惱。

4樓/N1001a



KS Zeta升降坐管

Zeta是KS最新款的升降坐管，將升降坐管的應用領域由enduro擴張至XC乃至於公路越野。Zeta採用高級鋁合金材料，提供35mm或50mm的行程，內部採用領先業界的LEV氣/油壓模組。Zeta提供短行程高性能的表現。而不像其他的升降坐管，Zeta與車架的結合在外型上也是無懈可擊。

1樓/I0429a



Chosen Boost 150T花鼓

對於無內胎的輪胎而言，要一鼓作氣使用強大的氣壓，瞬間讓輪胎與輪圈接合處密封。JetAir可與多款落地式打氣筒配合使用。其專利的氣嘴系統讓氣壓由打氣筒經過此加壓器進入輪胎。建議工作壓力為100至160psi，但JetAir最大的能耐可以直衝700psi。

1樓/K0615



Polisport Groovy車座

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Set your gym apart with ideas from the Fitness Industry Forum experts

With competition intensifying between gyms, owners are searching for ways to thrive and set themselves apart from rivals.

That's the focus of tomorrow's keynote speeches at the Fitness Industry and Fitness Club Management Forum. Speakers are Ray Algar, managing director of Oxygen Consulting, and Luke Carlson, CEO of Discover Strength.

Johnny "Johnny G" Goldberg, one of the biggest celebrities in the fitness world, will also make appearances today and tomorrow afternoon to demonstrate In-Trinity, a new fitness program. Goldberg is the co-founder of Spinning, which launched the indoor cycling craze. See tomorrow's *TaiSPO Show Daily* for more details on his and other fitness demonstration programs.

Stuck in the middle. Algar, who researches changing business models for gyms, is a consultant for the European fitness industry. He recently studied mid-market health clubs, which are increasingly squeezed between low-cost gyms and boutique fitness studios.

In the United Kingdom, a number of low-cost gyms offer a self-service model: Members receive little more than access to the facilities in exchange for low monthly fees.

One such success story is the Gym Group. Seven years after opening its first gym, the Gym Group was valued at £250 million (€322 million; \$363 million) when it went public in November on the London Stock Exchange. It had 74 clubs and some 376,000 members at the end of 2015.

Meanwhile, high-end boutique studios offer specialty workouts that focus on the experience. Soulcycle, the U.S. indoor cycling chain, is the poster child for these outlets, where the price of a single session may be as much as the monthly fee at a low-cost gym.

British consumers don't even have to go to a gym for their workouts. Parkrun, for example, organizes 375 timed outdoor runs of 5 kilometers (3.1 miles) every Saturday morning across the U.K. — for free.

Founded in London in 2004, Parkrun is now available in 12 countries. It boasts some 1.3 million participants in the U.K. and more than 2.3 million registered runners in all.

"Gym owners have to decide

what their function should be in a market where consumers have more choice and their expectations around the fitness experience are rising," Algar said.

One piece of good news for gym owners, he added, is that consumers are increasingly turning to multiple providers for their fitness needs.

Think different. Discover Strength owns three personal training studios and employs 20 trainers in the United States.

"The dynamics of the fitness industry have been changing globally, with a lot of segmentation and specialization," Discover's Carlson said. "The operators that don't understand their differentiation points are really going to struggle going forward, even if they have been successful for quite some time."

Instead of talking about lofty concepts, Carlson's company offers tools that enable gym owners to understand what differentiates them, and how they can translate those points of differentiation into a business strategy.

He said many owners lack the discipline to stick to their differentiation, which may end up confusing the consumers.

As an example, Carlson said the

personal trainers at Discover Strength avoid fads and offer only proven training techniques.

They specialize in strength training and work only at the studios. And, just as important, all trainers have advanced certifications or degrees.

Carlson also emphasizes the importance of execution over concepts.

"The concept of ideas is overrated," he said. "As business leaders, we don't have a lacking of ideas but we often have a lacking of ways to implement these ideas. We're unable to grow and scale our company because we haven't mastered the tools and mechanisms to execute on the ideas."

For example, he said, few gym owners have procedures in place to hire the best people, train them, employ them effectively or fire them when necessary.



Ray Algar

"They talk very surface-level stuff but often can't articulate their strategy around one of the most important aspects of their business," Carlson said. ■ BS

2016 TaiSPO Fitness Industry and Fitness Club Management Forum

Thursday, March 3

9:30 a.m. to 4:50 p.m.

Conference Room 3, 2nd Floor
TWTC Exhibition Hall 1

Morning Session

9:30 - 10 a.m.

Registration

10 - 10:10 a.m.

Opening remarks and group photo

10:10 - 11:10 a.m.

Fitness Club Management and Market Analysis I

Ray Algar

Managing director, Oxygen Consulting

11:10 a.m. - 12:10 p.m.

Fitness Club Management and Market Analysis II

Luke Carlson

CEO, Discover Strength

Afternoon Session

1:30 - 2 p.m.

Registration

2 - 2:50 p.m.

Fitness Program Demonstration by Amor Lin: Fight Do

2:50 - 3 p.m.

Registration

3 - 3:50 p.m.

Fitness Program Demonstration by Amor Lin: X55

3:50 - 4 p.m.

Registration

4 - 4:50 p.m.

Fitness Program Demonstration by Johnny "Johnny G" Goldberg: In-Trinity (At Johnson Health Tech, TWTC Hall 1, Booth B0910)



Luke Carlson

Dyaco bulks up to take on the 'big guys'

Dyaco is getting out of the house and hitting the gym.



Brian Murray

The Taiwan supplier is launching a range of cardio equipment for the full commercial market, widening its business focus from home fitness users and light commercial markets to commercial gyms.

"Going into full commercial is an exciting move and logical step from our current light commercial line. We will be initially focusing on growing our market share in the vertical commercial markets, which is a sector in which we already have a significant presence," said Chris Hancock, Dyaco's global brand director.

Dyaco **Hall 11F/B0309a** believes it can achieve \$50 million in sales within three years in the full commercial market.

Brian Murray, Dyaco's chief technology officer, said the company expects to capture market share by offering price points that are some 10 to 15 percent below those of similar top tier products from established brands.

He said Dyaco's new commercial range was designed to the same standards as the leading brands.

"When you're going after this market, you have to be just as reliable as the big guys," Murray said.

A new spirit. The new Spirit 900 commercial series consists of a treadmill,

an elliptical, a recumbent bike and an upright bike.

Some of the models use a touchscreen console that Dyaco introduced last year, which connects to an app on the user's mobile device via Bluetooth. The user can upload workout data to Nike Plus, Apple Health, Myfitnesspal and other fitness platforms. Gym owners, meanwhile, may appreciate the console's built-in calendar function.

Dyaco, which is showing the line at TaiSPO, expects it to be on the market by the fourth quarter. The commercial line will be sold under the Spirit brand name.

The Taichung manufacturer sells home fitness equipment under the Fuel and Xterra brands, and more elaborate home gear and vertical market equipment under Sole and Spirit Fitness brands.

Its Spirit Medical Systems division supplies medical and rehabilitation markets.

Lengthy preparations. Dyaco has been laying the groundwork for the full commercial line for some time. The company received a capital infusion last year from an investment bank to help underwrite the expansion. Dyaco and a key distributor are also investing in staff to support the rollout.

Last year, the company began production at a rebuilt, vastly expanded factory that replaced a plant that had been destroyed in a fire (see related story, this page).

Dyaco has also recovered from a recent market slump, said Allen Ting, special assistant to the chief executive. Although sales slipped by about 6 percent in 2015, that was after a particularly successful 2014 when sales reached about \$140 million. Despite the drop in sales, Dyaco's profits were stable

in 2015.

Ting, who joined Dyaco last year to help map out its growth plans, is one of several new hires.

Dyaco hired Hancock in December. He is a veteran of several fitness companies, including Forza Fitness, Yowza Fitness and RFE International, which licenses the Reebok and Adidas brands for fitness equipment.

The company is also expanding its European infrastructure. In November, it hired Mark Wegenroth as manager of its German sales office, and expects to expand its German staff to seven employees from three by June.

New Level, Dyaco's U.K. distributor, recently hired three seasoned fitness industry managers to support the Spirit commercial range in Europe.

Jamie Burton, general manager of New Level, said the commercial line would nicely complement Dyaco's current European offerings.

"We have done very well with Sole products in the consumer market and Spirit Fitness in the vertical market," Burton said. "It's great that Dyaco is now investing in more heavy-duty equipment to pave the way for natural progression into the full commercial market."

Europe is particularly attractive because of a proliferation of low-cost

gyms. "They often have the same requirements as others but they are looking for more cost-effective suppliers," Murray said. Another target is hotels with smaller fitness areas that may not want to invest in a full range of machines offered by top-tier brands.

Brain training. Meanwhile, Dyaco isn't ignoring its other market segments.

For its light commercial range, intended for customers such as hotels and condos, Dyaco is adding a strength training series this year that works the major muscle groups. The series consists of eight dual stations that each address reciprocating muscle groups — pairing leg extensions and leg curls, for example.

It started shipping to most international markets toward the end of last year.

For the medical and rehabilitation segment, Dyaco developed the Cognibike, a recumbent bike for cognition therapy. Built at the request of Japanese partners, the Cognibike uses a tablet that lets the user play games like Sudoku while exercising.

Murray said research shows that a light physical workout, in combination with cognitive training, is an efficient way of helping people recover or maintain their cognitive function. ■ BS



Dyaco's Spirit 900 commercial series

TaiSPO 2016 Events

Wednesday, March 2

9 a.m. - 6 p.m.

TaiSPO All Stars Awards Display
Hosted by TAITRA and the Cycling & Health Industry R&D Center
Booth G0136
TWTC Exhibition Hall 3

10 - 11 a.m.

Opening Ceremony, Taipei Cycle and TaiSPO 2016
Conference Room 401
4th Floor
Nangang Exhibition Center
By Invitation Only

2 - 4 p.m.

Cross-Border E-Commerce for Sporting Goods (Chinese only)
Conference Room 2
2nd Floor
TWTC Exhibition Hall 1
Free Admission

2 - 5 p.m.

TaiSPO Procurement Meetings 2016
Conference Room 5
2nd Floor
TWTC Exhibition Hall 1

3:30 - 4 p.m.

In-Trinity demonstration
By Johnny "Johnny G" Goldberg
Johnson Health Tech
Booth B0910
1st Floor
TWTC Exhibition Hall 1

Free shuttle service to Nangang

TWTC Exhibition Hall 1 to/from Nangang Exhibition Hall (round-trip)

March 2-4 8 a.m. to 6:30 p.m.

March 5..... 8 a.m. to 1:30 p.m.

Buses leave every 15 minutes

New factory boosts Dyaco's production

"It's like synchronized swimming," said Brian Murray, Dyaco's chief technology officer, as he walked along an assembly line at factory in Taichung.

The completely revamped factory began production last year and has a capacity of about 20,000 units a month, including ellipticals, stationary bikes and treadmills.

Dyaco built the plant after a 2011 fire destroyed a smaller factory on the site. The new factory has a workforce of some 300, who cut, weld and assemble fitness products. It includes a \$3 million coating facility that Dyaco uses for painting.

Dyaco has also adopted just-in-time manufacturing techniques. Its warehouse stocks long-lead components, along with inventories of finished goods intended mostly for the local market.

Dyaco will manufacture the new Spirit 900 series entirely at the

Taiwan factory.

The company also has a plant in Dongguang, China. To make a clear distinction between the commercial range and Dyaco's less expensive home fitness range and other products, Dyaco has created a separate production company, Yong An, for the lower-end assortment. ■ BS



Testing an elliptical at Dyaco's new factory

Indoor cycling revival proves a welcome tonic for Tonic Fitness

Loud, sweaty and not necessarily cheap, indoor cycling classes are undergoing a revival that is fueling demand for indoor bikes from Tonic Fitness Technology.



Andy Wu of Tonic Fitness with one of the stationary bikes it makes for Peloton

"We have doubled our bike sales last year," said Andy Wu, founder and CEO of **Tonic Fitness**. **Hall 3/G0420** "Other companies have seen the trend and they come to us because we have been manufacturing bikes for many years and

we have patents."

Boutique gyms such as Soulcycle and Flywheel are making indoor cycling trendy again. Les Mills, a workout brand, is promoting Les Mills Cycle programs around the world. Italy's Technogym

and other brands are reimagining indoor cycling equipment. And Peloton, a U.S. company founded in Silicon Valley, is growing quickly by letting indoor cyclists tap into the energy of a group class from home.

Tonic Fitness, in Tainan, is seizing the momentum with a new generation of connected indoor bikes that tap into the cloud. Now used at selected indoor cycling studios, the bikes have sensors that capture workout data in real time and let riders review them after class at the studio.

Later this year, Tonic plans to release an app that will let users send the workout data to their smartphones or other devices.

Tonic Fitness believes that the data collected by typical fitness trackers isn't detailed enough. In addition to such standard metrics as heart rate and calorie consumption, the Tonic Fitness bikes also track watts generated, RPMs, and power for each leg.

By comparing a user's results with those of other Tonic Fitness users, the company can deliver detailed exercise and health recommendations and boost a user's motivation.

It's also rolling out a platform to support fitness centers that offer group cycling classes. The Cloud-Based Indoor Cycling Club Management can track inventory, schedule appointments, and manage and analyze member workout data.

"It's the next step in our development.

We want to focus on the combination of equipment and connection to the 'Internet of Things,'" Wu said.

The company has benefited from the rise of Peloton Interactive, the U.S. indoor cycling company. Instead of opening studios, Peloton encourages consumers to buy their own Peloton indoor bike that's equipped with a tablet computer, at a cost of nearly \$2,000. The Peloton bikes are made by Tonic Fitness.

Consumers buy a monthly subscription to participate in virtual classes, streamed live from Peloton's studios. The company says it has nearly 100,000 members, and in December raised \$75 million from Catterton Partners, a U.S. private equity firm that also has stakes in Pure Barre and Sweaty Betty. In February, Peloton announced a partnership with Strava, a popular mobile app that connects cyclists and runners.

With the growth in business, Tonic Fitness recently boosted its production capacity to 70,000 units a year from 60,000.

Wu founded Tonic Fitness in 1985 and has been making indoor bikes for more than two decades, beginning with a partnership with Schwinn and Johnny G, the co-inventor of Spinning.

Its Taiwan factory makes commercial products, while a mainland factory in Ningbo, Zhejiang province, turns out home fitness equipment. The Ningbo plant is owned by the company's vice president. ■ **BS**

JCI bulks up its Steelflex line for multisport functional training

Functional training remains a major fitness trend, and Steelflex is launching the FTS360, which lets users train for a multitude of sports, from rock climbing to boxing and martial arts.

"This system is compact and designed for multi-sided training," said Charles Chen, marketing manager of Joong Chenn Industrial, or JCI, which owns the Steelflex brand. "That way you can offer new training movements and a bigger variety of exercise."

The FTS360 allows for circuit training on at least nine stations at the same time and workouts in the three planes of motion — sagittal, frontal and transverse.

Another TaiSPO highlight for **JCI** **Hall 11F/B0610** is its NTR2 functional training rack, with accessories that expand the range of available exercises. The NTR2 is built on wheels so it can be moved outside for use by several people at once.

JCI sells Steelflex cardio and strength equipment on the full commercial market. JCI also sells the Body-Solid brand outside of North America as part

of a joint venture, and the Fitnax brand of home cardio products.

JCI manufactures the FTS360 and other systems at its Nantou factory.

The company is steadily expanding its international business as Steelflex and Body-Solid gain recognition. Plans for a European distribution center, probably in the Netherlands, are in the works.

China is another focus for JCI, which builds home fitness gear at a large factory in Suzhou. It has distribution near Guangzhou and Shanghai, but wants to expand to other provinces. Asia accounts for more than half of the company's sales.

JCI employs about 350 in Taiwan and China. The Body-Solid brand accounts for about 60 percent of sales, while the faster-growing Steelflex brand generates 20 percent. The Fitnax brand and OEM production account for the rest. ■ **BS**



Charles Chen demonstrates the Steelflex NTR2.

The spirits of craftsman from Taiwan

A craftsman is contemplating, fully undistracted and dedicated. The work in hand is an unborn child. Horney-handed, he continues. Going through the tests of time, he faces the hardships. There is no stop on the way to perfection. Precision is the final goal. Once there is something wrong, he will exam and restart until he smiles and feels satisfied.



SPS Award Winners



2015 SPS Award
Rhymebus Corporation
Shuang Rong Shing Traffic
Material Factory Co., Ltd.

2014 SPS Elite Award
Healthstream Taiwan Inc.
Johnson Health Tech. Co., Ltd.

Visions

Google Fitness, Taiwan's Best

Taiwan is the leader of the future global fitness

Taiwan is the global supplying base and service centre for both commercial and high-end home-use fitness equipment

S-Team Logo is the symbol of high-quality fitness

Concepts & Goals

- To strengthen the core activities of "Lean Management" among Taiwan S-Team Elite League members. And these activities of cooperation & competition will be highly valued by other industries.
- To upgrade Taiwan's fitness production, to stabilize quality control and to better divisional work distribution ; thus, the whole fitness clusters will be solid.
- To promote mutual observations, to increase learning activities and to share experiences.
- To establish a brand image of S-Team's fitness made in Taiwan.
- To set the Central National Standard (CNS) of Fitness Equipment so that key model parts can be standardized and commonly used.
- To upgrade the production technology with the vision of the future.
- To encourage the participation of S-Team members, mutual evaluations among members will be carried out ; thus, members can make substantial improvements.
- To establish Taiwan as the global high-end fitness manufacturing and R&D hub.

Central Factories



JOHNSON

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SOLID FOCUS



SHUANG RONG SHING

PIN LINK

GLOBAL SOLUTION

Satellite Factories



DIRECTION

KING I

CHYUAN SHENG



J-STAR

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RHYMEBUS

Floor Plans TWTC Exhibition Hall 1, 1st floor

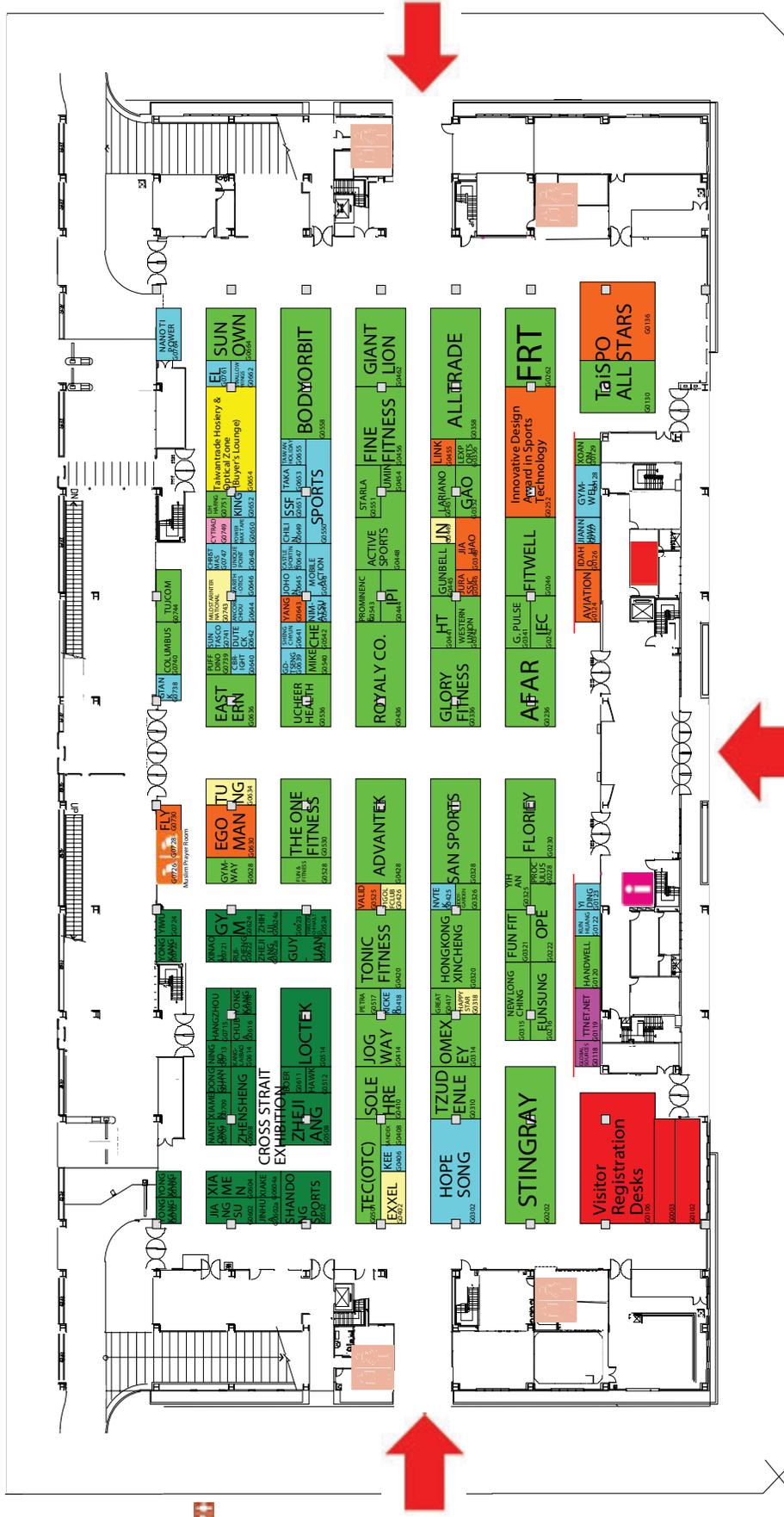
- Miscellaneous Products
- Fitness Equipment
- Massage Products
- DiWaS
- Sports Balls
- SPOMODE
- Outdoor Sport Products
- Media & Association
- Cross Strait Exhibition



TWTC Exhibition Hall 3, 1st floor

市府路 Shih-Fu Road

- Miscellaneous Products
- Fitness Equipment
- Sports Balls
- SPOMODE
- Outdoor Sport Products
- Media & Association
- Cross Strait Exhibition



Marketing tents to consumers gives Sportsman a sporting opportunity

Sportsman Corp., which supplies camping tents to international retailers, is looking to turbocharge its Turbo tent brand.



Sportsman co-founder Jack Chen with a Turbo tent

Last year, **Sportsman Hall 11F/A0533** began selling Turbo tents directly to consumers, starting in its home market of Taiwan. The company estimates it has sold 5,000 units in Taiwan.

"We have changed the business model, which requires more exposure," sales manager Peter Chen said. "Our products were previously promoted by other brands but now we are directly facing the end user."

This year, Sportsman will expand sales of its Turbo brand to countries with few tent suppliers, including the Philippines, Thailand and Malaysia.

With the shift in its distribution strategy, Sportsman has refreshed its logo and made its merchandising and marketing materials more attractive. Instead of brown boxes, for example, Sportsman now packages its tents for direct sales in colorful boxes.

The relative absence of other tent brands in these markets gives Turbo an opportunity, Chen said.

He estimated the Turbo brand could account for as much of 40 percent of

company sales in five years.

Sportsman makes tents for the international outdoor industry, supplying such retailers as Cabela's in the United States, Herzog in Germany and Columbus in Spain.

Sportsman chose Turbo as a brand name because its tents set up quickly. The frame and inner tent are assembled in the factory. A camper needs less than three minutes to unpack a tent, unfold the frame and click the special knuckles into place.

Other manufacturers use fiberglass frames for their easy-to-pitch tents, but Strongman opts for aluminum because it supports tents that are tall enough for most people to stand up in.

Sportsman says the standing tents, which it has made since 2004, are most popular with families.

The company constantly tweaks the design of the knuckles and other components to make them easier to use.

One popular feature is a "living room" that attaches directly to the main tent. The company has also been working on

such details as zipper pockets for guylines and hangers to prevent leakage.

Instructions are now available both in the box and online. And based on feedback from distributors, Sportsman is working to make its spring product line more colorful.

Chen said Taiwan's outdoor market is growing. Turbo tents are familiar sights at campgrounds such as Longmen Camping Site, which is easily accessible from Taipei and in summer hosts as many as 800 campers a night.

While the site's supervisor says the number of campers has remained stagnant, Chen believes that Taiwanese consumers are increasingly trading up. Taiwanese customers look for tents that are comfortable in humid and warm conditions, and suitable for weekend car

headquarters.

The company employs about 100 and can produce 3,500 to 4,000 pieces a month. All components, from the fabrics to the frame, are made in Taiwan — an important selling point for Sportsman.

Sportsman makes other structures that use similar aluminum frames. It won an iF design award last year for its Turbo Motor Home, a car "tent" with a retractable cover that can be operated by remote control.

The Turbo Motor Home is fixed to the driveway and protects a car from snow, rain and other bad weather. Setup takes about an hour.

Brothers Jack and David Chen founded Sportsman in 1975. Jack Chen is general manager and David Chen is the company's president.



Assembling a Turbo tent at the Sportsman factory

camping excursions.

Sportsman assembles its tents at a factory in Tucheng Industrial Park in New Taipei, where it also has its

Its products range from one-person tents to military camping tents. Family tents are its biggest category, along with special projects for rescue teams. ■ BS

Sponprene: Think neoprene, but better in heat, humidity

From wetsuits to cycling gear, neoprene is almost as ubiquitous in sports products as spandex.

Now, a Taiwan company has developed a material that is like a first cousin to neoprene. Executives say it is more appropriate for humid and warm conditions.

Called Sponprene, the material is a blend of synthetic rubber and plastic. It's made by Neotex Union Industries of Tainan and is used mostly in sports braces.

"It's very flexible and breathable, so you won't feel uncomfortable when you're sweating and your skin won't get irritated. That makes Sponprene most suitable to be used for health support,"

said Eva Wang, international sales representative at **Neotex Hall 11F/D0210**

Neotex sells Sponprene products at sporting goods retailers under its brand, Sunforte.

Sponprene isn't meant to be an alternative to neoprene. Neoprene is waterproof, while Sponprene is an open cell material that absorbs moisture.

Wang said the blend of synthetic rubber and PU is laminated with fabrics using environmentally friendly, water-based adhesives instead of volatile organic compounds.

"The development started about

three years ago when our owner decided to set up a new department to develop new eco-friendly materials," she said, referring to Neotex founder Jack Wu.

About 50 percent of the company's business comes from sales of raw materials including neoprene and PU foam sheets.

Neotex also makes a range of finished products that range from oven mitts to cycling apparel. ■ BS



Jack Wu braces himself in Sponprene.

With an eye on triathletes, Sable sells an outdoor swimming goggle

Chen Feng-Hua, manager of a Metroasis sporting goods store in Yilan City, isn't a diehard triathlete. But she recently competed in a popular triathlon at nearby Meihua Lake so she could become more familiar with the gear that her store sells.



Chen Feng-Hua at the Sable display at Metroasis in Yilan City

"My performance at the triathlon wasn't great, but I have to be able to talk about the products with the customers," Feng-Hua said. And when the product is goggles, she is eager to talk about the Sable brand.

Sable Hall 11F/A0333 for years has been an established supplier of prescription goggles in Taiwan and internationally. It is also a longtime sponsor of triathlons at Meihua Lake and Sun Moon Lake.

The company says participation at the events has been on a sharp rise. As more swimmers, runners and cyclists flock to triathlons, they are increasingly demanding technical swimming goggles. That's created a new opportunity for Sable.

Seeing on open seas. Sable recently launched the GX-100XPT Extreme Sport Swimming Goggle for triathletes and others who swim outdoors, featuring

polarized lenses and a special coating. "Goggles are mostly used for indoor swimming but we've been emphasizing their use for outdoor water sports, because clear vision is all the more important for people who swim in lakes or the open sea," said Wendy Song, marketing manager at Eradiate, the Taipei parent company of Sable.

While earlier versions of Sable's open water goggles used a bulkier frame for protection, the GX goggle is more streamlined, while still providing comfort and performance.

Song said the GX line incorporates six technical features.

Thanks to a special coating technology, the lens has a hardness rating of 3H, which means it can't be scratched by a pencil rated up to a 3H.

The lens has an anti-glare, polarized blue tint, and its surface is completely flat so it does not distort vision underwater.

A hydrophilic treatment provides UV protection and acts as a "fog eater," while the gasket is made with a very smooth silicone material.

Song said Sable is the first to incorporate an anti-glare treatment on a polarized blue lens for prescription goggles.

"This is most useful for activities such as diving and fishing and reducing exposure to strong sunshine, or the reflection of the sunlight on the water," she said. "The blue lens also makes the scenery clearer."

The "silicone leather" gasket is comfortable and practical. Song said it's similar to the material used for mobile phone cases. Unlike other kinds

of silicone, the gasket doesn't get dirty easily. A solid grip ensures the goggle won't slip off in the water.

A clear-sighted display. Sable's merchandising, which simplifies the selection of prescription lenses, is another brand strength. Retailers need to stock lenses with varying degrees of correction, and consumers need a quick way to choose the appropriate lenses.

Two years ago, Sable developed a retail display that simplifies the process for retailers and consumers. The displays let retailers assemble a custom goggle for a customer by easily clicking the lenses into the goggle frame. Left and right lenses are handled separately, since many people need different corrections for each eye.

One of these award-winning displays takes center stage at Feng-Hua's Metroasis store. The Yilan City retailer is one of 16 Metroasis stores in Taiwan.

Although the store sells all sorts of sporting goods, watersports is one of its biggest categories because it is close to some of Taiwan's most popular beaches in Yilan County, in northeastern

Taiwan.

Feng-Hua said she focuses on the Sable brand because goggles from other manufacturers are more likely to leak and tear. The display adds visibility to the brand and makes it easy to customize prescription goggles for customers.

Sable now hopes to bring this kind of success to other markets, including the United States, where the brand is sold through a distributor.

Looking for a boost. Song said Sable's market position in Taiwan could get a further boost. Beginning this year, prescription goggles will be classified as medical devices. That means suppliers will be required to obtain a special license, which Sable received last year.

Sable makes all of its lenses and nearly all of its goggles in Taiwan. Eradiate maintains a sales office and a small factory in Shanghai, where it assembles products for the mainland Chinese market. The company has deemphasized OEM production and now focuses on the Sable brand. ■ BS



Sable is a sponsor of the popular Sun Moon Lake triathlon.

Amy Yin gets into the zone for affordable compression wear

Amy Yin discovered running a few years ago, but didn't like the runaround involved in finding decent running tights.

Performance running tights available in Taiwan, typically from international brands, were too expensive and didn't fit many Taiwanese women. So Yin refocused her company — **A.Myzone International Hall 11F/A0616** — toward making affordable compression wear.

She found a textile engineer who ran marathons, and three suppliers who were also running enthusiasts.

"Others said it would be too complicated to make cheaper compression garments," Yin said. "But these managers were from the new generation. They also like to run, and they immediately went

for it."

Apparel in the A.Myzone range uses graduated compression based on medical research. The line includes tights, shorts, socks and calf sleeves.

Yin focuses on the fashion as well as the function, and makes garments that also look good in the supermarket.

This year, A.myzone is introducing seamless garments for endurance sports. A warp knitting technique produces pieces that are light and smooth against the skin, but is adaptable enough to create a variety of patterns and compression fits. ■ BS



Amy Yin.

By making a splash in several sports, Conti shows its manufacturing prowess

One Saturday morning at the Taipei College of Maritime Technology, the swimming pool echoed with the sounds of colliding canoes, crashing paddles and enthusiastic youngsters.



Leo Tsai with a Conti canoe polo ball

Two teams of three players engaged in an intense canoe polo game, wielding their paddles with impressive agility as they rushed for the ball and attempted to throw it into a goal suspended over the churning water.

They were taking part in a national youth championship in canoe polo, as their high school mates, parents and other supporters cheered them on.

Taiwan has only a few hundred registered canoe polo players, but its men's team has won the Asian championships six times in a row. Now the sport is spreading among younger players.

"It's fun and fast, and it's exciting

to play a new sport," said Jumbo, a 13 year-old player from the Kang Chiao International School, whose coach is a former national team player. Kang Chiao fields one of Taiwan's best teams and sends its players to competitions around the world.

In the center of this flurry of activity was the canoe polo ball itself. The Conti-branded ball came from Continental Chemical Industries, a leading OE manufacturer of sports balls.

A solid grip. Although its production for other brands is the mainstay of its business, **Continental Hall 11F/A0527a** is working to promote its Conti brand.

The Taipei company has a partnership with the International Canoe Federation, which oversees canoe polo.

Conti, which also supplies the much larger water polo market, has been an official supplier of canoe polo balls for years.

Having the backing of the international federation is important because canoe polo balls are particularly technical.

"The most important aspect is the grip, because the ball is always wet and the players have to be able to hold it with one hand," said Leo Tsai, marketing manager for Conti. The company developed a rubber compound in-house to meet the sport's unique requirements.

Canoe polo typically involves two teams of five players who play in a swimming pool or on a rectangular "field" on open water. Canoes are equipped with nose and tail bumpers.

The rules aren't hard to learn, but the sport requires plenty of stamina.

Players have to accelerate and change direction in short bursts when chasing the ball. They aren't allowed to hold the ball for more than five seconds.

Canoe polo is also a contact sport. Players wear helmets with faceguards to avoid paddle hits.

They need to be adept at Eskimo rolls, because opponents are allowed to capsize the canoe while a player is holding the ball.

Like Conti's water polo balls, canoe polo balls feature a patented channel area with three bumps for improved grip.

"We have worked out the pattern so that the fingers always cross the channel, which helps for the grip," said Paul Yang, the company's vice president.

Conti reinforced the layer of windings in the balls because they are inflated to high pressures.

Staying flexible, wet or dry. Conti's success in making high-quality balls for activities like canoe polo, along with more established sports, underscores its flexibility. That has helped fuel demand for its OEM business.

For example, Conti supplies basketballs to Li-Ning, a leading Chinese sporting goods brand, that are used in Chinese Basketball Association games. The agreement, in place for about a year, has boosted Conti's brand recognition on the mainland.

"We're continuously building orders with existing customers because we supply balls of a quality and a price that make them unbeatable in the market," Yang said.

Conti combines large-scale production at its mainland factory with a focus on customer relations and investments in product development and manufacturing.

From its headquarters in Taipei, Conti oversees sales, purchasing and finance. Its factory is near Dongguan in the southern Chinese province of Guangdong.

As an example of its investment in manufacturing processes, Conti is developing a lamination machine that should save time and cut costs when it goes into operation later this year.

Yang said it takes three months to train a factory worker how to laminate a ball, which is the process of joining together and strengthening the separate panels that make up a ball. On the production line, a worker needs eight to 10 minutes to laminate one ball.

The machine should be able to accomplish the same task in six or seven minutes — a substantial savings.

While the Conti brand allows the company to showcase its technical prowess, about 90 percent of Continental's sales come from its contracts with OEM customers, including Wilson, Baden, Gala, and Golty. ■ BS

Coaching boards? Electronic whistles? Go see Jiao Hsiung

From Mikasa to Penalty, Spalding to Decathlon, buyers for global sporting goods brands and retailers usually find their way to a six-story factory on the outskirts of Taipei.

There, at a company called **Jiao Hsiung Hall 11F/A0903a**, they can source an assortment of sports gear that may not be glitzy, but is essential to letting teams play and coaches coach — from ball pumps to marker cones to coaching boards.

Because most athletes and trainers don't like a lot of accessories rattling around in their equipment bags, Jiao Hsiung has developed a number of products that serve more than one function.

For example, one new ball pump is also a pressure gauge.

"You can screw the gauge onto the pump, or the needle," sales manager Vincent Yang said. "That way you can check if the pressure is right, or you can use the two parts individually."

Last year, Jiao Hsiung released a pump with an attached fixed gauge. The new version allows the gauge and the

pump to be used independently, and includes built-in storage for needles.

The company makes many other interesting products, such as a battery-powered whistle for Japan.

Another is a boxing set that electronically tracks the number and force of the punches and transmits the data wirelessly to a smartphone or other smart device.

The company owns 39 patents and has applied for five more.

Jiao Hsiung, which turns out millions of units a year, is investing in new equipment to make the factory more efficient and "greener."

To reduce labor costs, it plans to boost the number of semi-automated equipment by about 30 percent a year for two years. The equipment runs with less human oversight.

One of Jiao Hsiung's strengths is that it makes nearly 80 percent of its own

machinery, so it can design equipment to meet its specific needs.

Half of the company's plastic injection molding machines — which can turn out some 50 million pieces a month — is slated to be replaced with more ecologically friendly equipment over the next decade.

Another 10-year project is an in-house chemistry lab that will help the company ensure that its products comply with all international standards.

"It will save time for us to test the products at our own lab and adjust them if required, instead of having to go back and forth," Yang said. ■ BS



Jiao Hsiung general manager Jeff Wu with ball pump and pressure gauge



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