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Making bikes less of a steal

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TONIGHT

17°C (62°F)

Partly cloudy

TOMORROW

26°C (78°F)

Mostly sunny

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ENGLISH

BRAKING NEWS!

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Vox Pop

What's the biggest challenge for your business in the year ahead?



Lauren Smith
Moore Large & Co Ltd.
England

As a distributor of bicycles, parts and accessories in Great Britain, we also source a lot of our brands in Asia. Therefore the exchange rate of the U.S. dollar to the British pound is our main concern. For us, a cheaper U.S. dollar would be favorable, obviously.



Einar Steen-Olsen
Stian Sport
Norway

As the world is getting smaller due to the Internet, direct sellers and their impact on both the pricing structure and the margins are currently our main challenge. As neither their lower operating costs nor the Internet are going to disappear, this is a long-term issue.



Butch Gaudy
eflow Europe GmbH
Germany

Because we produce e-bikes and speed pedelecs, our main challenge is the lack of harmonious rules and regulations. At the moment, someone crossing the border from Germany to Austria on a speed pedelec needs to change his helmet to avoid breaking the rules.



Steve George
Crankstar Bespoke Cyclery
Australia

I'm a retailer in the Brisbane area, and my biggest challenge is to adapt to the constantly changing environment, both regarding products and consumers' habits. My best option is to find ways to bring my strengths to the fore, such as service and competence.



Ashish Nagpal
Firefox
India

As India's biggest manufacturer of premium bicycles, we source many of our products from Taiwan. For assembled bicycles the import duty is at 30 percent, while it's 20 percentage points lower for countries such as Bangladesh, Cambodia and Vietnam.



Gabriella Lauar
LM Bike, Brazil

The Brazilian real has fallen by 70 percent against the US dollar, while salaries have only grown by 10 percent. Thus, consumers are reluctant to spend money. This forces us to carefully manage every item in our portfolio, offer competitive prices and be active in terms of marketing.



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They aim to be good Felloes for boutique wheel builders

A good idea isn't enough without a production partner who can turn it into an actual product. That's why Felloe, a start-up manufacturer, offers itself as a sophisticated workshop for small wheel builders.

The braintrust behind Felloe are no strangers to the industry. Josh Deetz has been involved in cycling for more than 35 years.

His partners are Alan Slade, formerly of Fratelli Industries, and Ricki Nethercote, formerly of Birzman.

These three want to become a "workshop" for others who want to produce their own rims but don't have access to a factory or contacts to build them on a big enough scale.

"Felloe is as interested in its customer's success as it is in its own," Deetz said. "We aim for fun floated by mutual profit."

Felloe Outdoors/O0039 owns the machinery for producing rims, and has extensive contacts with suppliers for the extrusion of alloy and magnesium rim profiles, and for coatings.

Every other step — including the bending and hooping to cutting and drilling to the joining of the rims — is done in-house to shave time and reduce defects.

"Rather than combining a factory, an agent and other middlemen, Felloe offer a direct way — with no

frictional losses and finger-pointing if something goes wrong," Slade said.

Apart from Felloe's widest-profile rim, which has a pin joint, all of the default models are welded. In addition to the experience of its core team, Felloe said it is flexible and has low minimum required quantities.

The company says it has no plans to sell rims under its own brand but will provide only OEM and ODM services to others.

It's a different story with spokes, though, as Felloe has launched its own brand, Pi Spokes, which are also produced in-house.

For now, Pi has single butted spokes in j-bend and straight-pull varieties, but bladed versions are coming soon. ■ **LvR**



Jolly good Felloes (from left): Alan Slade, Jay Chen, Josh Deetz, Joseph Bruce and Ricki Nethercote

What's on today

Friday, March 4

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.

ALL DAY
TestIT Track
E-bike test rides
ExtraEnergy
4F
East Cargo Ramp

Saturday, March 5

Public Day at Taipei Cycle
Hours: 9 a.m. – 3 p.m.

SHUTTLE BUS SCHEDULE

2016 Free Hotel Shuttle Bus Routes
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

Taipei Nangang Exhibition Center
→ Major Hotels in Taipei (one-way)

ROUTES A to C

March 2-4 ... 5:45 – 6:30 p.m.
March 5 ... 2:45 – 3:30 p.m.
Buses leave every 10 to 15 minutes

ROUTE A

Taipei Nangang Exhibition Center
→ Far Eastern Plaza Hotel → Eclat Taipei → Sun World → Taipei Fullerton East → FX Hotel Taipei

ROUTE B

Taipei Nangang Exhibition Center
→ Gallery Hotel → Taipei Garden Hotel → Caesar Park Taipei → Miramar Garden Taipei → Cosmos Hotel → Palais De Chine Taipei

ROUTE C

Taipei Nangang Exhibition Center
→ The Howard Plaza Hotel Taipei
→ The Fullon Hotel Taipei

ROUTE D (Operated by Holiday Inn East)

March 2-4 ... 6:30 p.m.
March 5 3:30 p.m.

Taipei Nangang Exhibition Center
→ Holiday Inn East

RHYTHM IN MOTION



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KT moves the freewheel to the BB

Hub maker Kun Teng Industries has ambitious plans to set itself apart from the large OEM-driven manufacturers it competes against.



From left: Derek Liao of Chao-Wei with Hubert Chen and Eagle Rau of Chun Hong

With its Direct Drive system, which it is showing for the first time here in Taipei, **KT 17/10124** has found an unusual way of allowing mountain bikers with 1x drivetrains to change gears without pedaling.

Traditionally, of course, the freewheel sits in the rear hub, which adds to the necessary number of bearings and the weight of the rear wheel. It also increases costs by complicating the construction.

With the Direct Drive system, KT moves the freewheel to the other end

of the drivetrain. A tough star ratchet mechanism sits between the bottom bracket axle and the chainring. That means the chain can keep running while coasting, so riders can shift without pedaling — a big advantage when riding in rugged terrain.

KT CEO Hubert Chen said the system offers other advantages.

“Moving the free wheel to the bottom bracket results in quicker engagement and stiffer, stronger yet more lightweight hubs that are easier to manufacture,” he

said.

For now, KT combines the Direct Drive with hubs featuring a body to mount standard cassettes, but that is an integral part of the hub shell. This way, the system is aimed at mountain bikers riding 1x drivetrains.

But Chen has more ambitious plans that he expects to come to fruition later this year.

He said KT will build its own internal gear hub without a freewheel mechanism that can be paired with the Direct Drive system. Chen expects the first working units to be finished by the end of May. He wants to premier the system at Eurobike.

He's not stopping there. Kun Teng also produces hub dynamos under the Shutter Precision brand. Chen said the company has partnered with Taiwan light manufacturer Chao-Wei.

“Our goal is to offer a complete package for urban and commuter bikes, consisting of the Direct Drive system, our own internal gear hub, a Shutter Precision hub dynamo and the lights of our partner,” Chen said.

Recently, Kun Teng, which has been in business for 69 years, has been a beneficiary of the abundance of new axle width standards.

As a smaller hub manufacturer, KT is flexible and offers relatively small minimum orders. So it has thrived with the growth of fat bikes, Boost axles and the like. ■ **LvR**



KT will pair its dynamo hub with Chao-Wei lights for an urban system.

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2016 DEBUT



Taiwan producers wary of trade pacts that could benefit Vietnam

ENGLISH

Two pending trade agreements that could lower or eliminate duties from Vietnam to Western countries have some Taiwanese manufacturers wary.

"It's a big issue for most of the industries in Taiwan, not only the bicycle industry," said Ying-Ming Yang, president of Kenda and former chairman of Taiwan's exporter association. "The textile industry has already gone to Vietnam. A lot of Taiwan companies are looking at Vietnam because of the TPP."

The "TPP" is the Trans-Pacific Partnership, an agreement between 12 countries — Brunei, Chile, New Zealand, Singapore, Australia, Canada, Japan, Malaysia, Mexico, Peru, the United States and Vietnam — that was signed last month. It will not go into effect until all signatories have ratified it or unless, after two years, countries accounting for 85 percent of the GDP of the signatories ratify it.

Assuming it does go into force, the TPP could reduce or eliminate tariffs on goods shipped to North America from Vietnam — potentially making the Southeast Asian country a more attractive manufacturing base than Taiwan.

Taiwan has announced its interest in joining the TPP as well, but its complicated relationship with China could preclude its inclusion.

Yang said Vietnam and Europe are also negotiating a separate free trade agreement that could become effective before the TPP. He said the EU pact stands to shift more production of EU-bound bikes and bike parts to Vietnam.

Together, the EU and North America represent 75 percent of Taiwan's complete bike export volume. Other low-cost manufacturing countries are members of the TPP such as Singapore and Malaysia, but Yang said Vietnam is the real threat because of its low wages and its existing ties with Taiwanese manufacturers. Kenda has operated a Vietnamese factory for more than two decades.

Astro Engineering, which is based in Changhua, was the first Taiwanese bike manufacturer to open a factory in Vietnam 15 years ago.

It is now building a new factory that is expected to open in November, boosting Astro's capacity to one million units a year.

"We are ready," said Aileen Lin, an Astro sales manager. Lin said that in the past three years, other Taiwanese frame manufacturers have eyed expanding to Vietnam and she expects that to continue.

Astro is building the new factory in anticipation of the pending trade agreements. Its Vietnamese production has also gotten a boost since 2010, when the EU lifted anti-dumping duties against bicycle products imported from the country.

Astro currently makes alloy and carbon frames and operates a separate plant for painting and molding. It supplies more than 100 customers. The plant under construction will also focus on carbon and alloy frames.

Meanwhile, Sunrise opened a Vietnam alloy frame factory in 2013, and several carbon manufacturers are reportedly eyeing the country as well.

Giant and Merida, however, which manufacture bikes for Trek and Specialized, the two top U.S. brands, have previously said that they will not expand to Vietnam.

Some suppliers said it may not make financial sense to shift high-end production to Vietnam, because other factors may negate the potential benefits of lower tariffs.

Ja-Yu Yang, a Kenstone sales manager, said that manufacturers could save up to 11 percentage points in duties by exporting from Vietnam.

However, if component suppliers don't move to Vietnam, the bicycle makers would have to pay an extra 2 or 3 percent for the cost of shipping their parts to Vietnam.

Yang noted that Vietnamese lead times are longer and that factories are not as flexible as those in Taiwan, many of which have longstanding relationships

with their customers.

Tony Lo, CEO of Giant and president of the Taiwan Bicycle Association, said he doesn't think the potential savings of 11 percent on mountain bikes, 5.5 percent on road bikes and less for parts will be worth the disruption to the supply chain

and the potential sacrifice to quality.

"Taiwan is completely different from Vietnam. Vietnam would have to learn to make as high quality products as Taiwan," Lo said. Lo said that he is hopeful that Taiwan will join the TPP in the next round of negotiations. ■ NF

Taipei mayor auctions off bikes from epic rides

After two epic rides, Taipei Mayor Ko Wen-je looks to make an epic donation to charity.



Taipei Mayor Ko Wen-je signs one of his bikes that he will auction online for charity.

The popular and unpredictable mayor announced yesterday that he would auction the two Giant bikes that he used on the rides, and donate the proceeds to a charity for disabled athletes.

The online auction starts today and runs until March 15. Ko and Giant founder King Liu announced the auction at a press conference that was mobbed with representatives of the Taipei press. Giant had donated the bikes for Ko to use on his rides.

Ko, a 56-year-old doctor, rode 380km (236 miles) from Taipei to

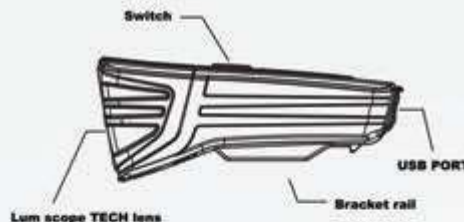
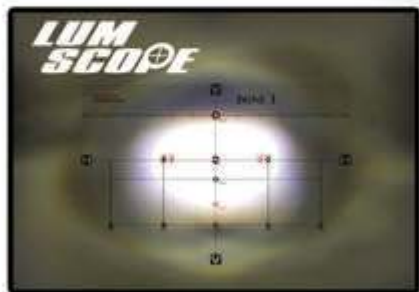
Kaohsiung, in the south of Taiwan, in January.

On Sunday, he completed an even more epic 520km ride — 323 miles — from the Fugueijiao lighthouse, which marks the northernmost point in Taiwan, to Eluanbi Lighthouse, the southernmost point of Taiwan.

He did the 28-hour ride in commemoration of the 2/28 Incident, which honors the memory of up to 30,000 Taiwanese dissidents who died in an anti-government uprising in 1947. ■ AZ



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Day 2 Photo Roundup



Susan Lin, general manager of Infini, toasts employees and industry partners at 10th anniversary party



Serene setting inspires Birzman tool designers

With its big windows, clean lines and a campus with fish ponds and lush, green trees, the Birzman headquarters in Changhua looks more like a serene bed and breakfast than the home of a successful tool company.



Grant Turner (left) with Birzman founder Lawrence Kuo

That was by design.

"We feel like being in nature is the best and most supportive atmosphere to create and design," said Grant Turner, an account manager for Birzman. **4F/L1317a**

And it's worked. In the eight years since designer Lawrence Kuo started the brand, Birzman has steadily created a reputation for innovative, smart tools that are designed well and priced competitively.

Birzman pumps, mini tools and professional mechanic tools are now distributed in 33 countries. Everything is designed and assembled in Changhua, where Kuo employs two dozen.

Birzman has won more than 20 design awards for its products. But marrying good design with efficient function isn't always easy.

For example, its patented Snap-It pump head, which won a d&i award last year, switches between Presta and Schrader valves with one shift of the collar and easily locks into place onto

the valve to avoid blow-offs at high pressure.

It takes 27 tiny pieces on the inside of the pump head to make the mechanics work correctly.

Birzman has also won an iF Design Award for its specialized wrench tools sets for professional mechanics.

In Taipei, it's showing several prototypes reflecting its current focus on portability. The Wrench Driver Mini is a mini tool that attaches to the underside of the saddle and has 13 functions. The M-Torque Ranger tool packs into a tire lever set.

Birzman seeks to avoid overpromising and under delivering. The company said it has never had any products on backorder.

"We have two R & D meetings per week where we all sit down and have candid talks about ideas and all notes are taken into consideration," Turner said. "A huge process goes into all of this. It's the future of the company so what we put into it is very important."

■ NF

Chinese behemoth tries to squeeze into tire niches

ZC Rubber may not be as well known as some other tire manufacturers. But this Chinese company is a true giant that wants to become big in cycling as well.

With more than 20,000 employees, and with production of 500,000 inner tubes and 100,000 tires a day, ZC Rubber is no small producer. And these numbers are just for its bicycle products; most of ZC Rubber's production is for motorized vehicles.

ZC Rubber 4F/N0531 is the parent company of Chaoyang and Arisun tire brands. As its new products show, the company is not afraid to think outside of the box.

With its Chaoyang brand, it's one of the very few manufacturers to build a fat bike tire that is a massive 5.5 inches wide. You really have to see this tire to believe how voluminous it is.

In case this is not extreme enough, the Yeti Cross also comes with metal spikes. With the Sparrow, Chaoyang also has a 26-inch-tire in a 3-inch-plus-size width, a dimension only a few other manufacturers have included in their lineups so far.

As for 27.5-plus tires, the Chinese giant has another model that defies the mainstream. It's the Big Daddy and is a full 3.5 inches wide.

With its 1.5-inch-wide slick tire, the Viper, riders can convert either a 29- or 27.5-inch mountain bike to a fast city bike.

The Arisun brand, launched in 2014, is intended for the aftermarket. Like its sister brand, Arisun also has some interesting models on display at Taipei.

In its road bike lineup, the Dualaction Plus has shallow, fine studs. With a width of 40mm, it's intended for the growing gravel market.

For comfort-oriented road bikes, the 32mm Rapide is an interesting choice. And for the 27.5-plus-segment, Arisun offers the fast-rolling, 2.8-inch Mt. Baldy.

ZC Rubber was founded in 1958 but only started its export business in 2000. It joined the list of the world's top 10 tire makers in 2014. It operates eight factories in China and a plant in Thailand. ■ LVR



ZC Rubber offers a selection of often nontraditional tires.

Booth No. **J-1217**






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4-SPEED



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11-SPEED



DLM
11-SPEED



CSM
11-SPEED 40T / 42T / 46T



CNZ11
11-SPEED



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



www.necoparts.com

GW opens Belgium office

GW Manufacturing, which says it is one of the leading Taiwanese headset manufacturers, has set up offices in California and now in Halen, Belgium to be closer to its customers.



Mike Flaherty (right) and David Alvarez
(Photo: JB)

Industry veteran David Alvarez is in charge of the new European office for GW, formerly **Glory Wheel** **117/K1109**. He's

formerly worked with Raleigh USA and CatEye until moving to Belgium, where he worked for Ridley until 2009.

"After that I worked outside the industry but stayed in Belgium. Now I'm back. I was hired three weeks ago," Alvarez said yesterday. Mike Flaherty is his U.S. counterpart in GW's office in California.

At the Taipei show, GW is making a big push into complete wheels.

However, Alvarez noted that it also retains several patents for pedals and headsets. ■ JB

Controltech branches out

ControlTech, known for functional, quality products with unique designs, is branching into two new product categories at Taipei.

"The new heavy-duty mountain bike category, Lynx, as well as the new road bike category, Falcon, offer all kinds of aluminum products at reasonable prices," said Alex Chiu, sales manager of **ControlTech**. **117/J0830**

"These mid-level product ranges bring the brand's mantra of unique design, improved function and high quality into new mid-level aluminum product categories," Chiu added.

The Falcon is a compact road drop bar with ergo-section tops to complement the newest road bikes.



Alex Chiu (photo: JB)

Lynx handlebars come in several widths and diameters for gravity riders. ■ JB

FUSION⁵



Kenda

Looking to Europe to get 'bigger and bigger'

In Chinese, "kenda" means "to grow bigger and bigger." Kenda, the Taiwan tire company, is doing its best to live up to its name.



Testing inner tubes at Kenda

With factories in Taiwan, China and Vietnam — and new plants scheduled for China and Indonesia — the Kenda Group has grown to employ some 10,500 around the world.

One factory alone, near Shanghai, employs 3,600 and sprawls over some 500,000 square meters (5.4 million square feet).

Kenda 1F/10716 makes tires — and lots of them — for just about any vehicle that has wheels. Only about 23 percent of its business is related to bicycles, but that still translates into a big number —

the group has the capacity to produce 250,000 bicycle tires a day.

Kenda's headquarters is in the Taiwan rubber capital of Yuanlin. Its factory there runs around the clock for six days a week, plus one shift on Sunday.

At Yuanlin, Kenda manufactures 20,000 bicycle tires and 70,000 inner tubes every day. The company's bicycle business leans more to mountain bike tires than road tires.

The recent upheaval in mountain bike tire sizes puts Kenda in the center of the storm. As the traditional 26-inch

wheels have given way to 27.5-inch, 29-inch, fat bikes and, now, plus sizes, the recent years have been challenging for Kenda and other tire manufacturers.

Because Kenda is strong in Asian markets, it expects to continue making a lot of 26-inch tires, which remain a mainstay in those markets.

To keep up with trends in other parts of the world, Kenda turns to its offices in North America for advice on what to follow and which trends to ignore.

Kenda now looks to replicate its success in Asia and North America in Europe. It has opened a European office and is bolstering its marketing efforts there.

Visiting the Yuanlin factory is like visiting two worlds in one.

The ground floor is filled with hot, loud, hulking machinery that transforms raw components such as natural rubber, Kevlar and steel wire into finished inner tubes and tires.

One floor up, it's an entirely different story: Bright lights and air conditioning create a pleasant environment for Kenda employees who oversee quality control and packing.

Kenda's first factory opened in 1962 in an area of Taichung that today is home to fancy shopping malls like Top



A Kenda prototype tire

City.

Taichung's growth forced Kenda to look for alternatives. In 1982, the company moved a few miles south, to Yuanlin.

Kenda chairman Ying-ming Yang is the son of Kenda founder Chin-Pao Yang, and the company's vice chairman is the founder's grandson.

While it remains a family enterprise, Kenda continues to grow bigger and bigger. ■ **LvR**

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BOOTH: N0126

Tools that look good and work well

Within a decade, Lezyne has established itself as an innovative manufacturer of accessories known for quality, function and style.



Lezyne's factory sits next to a rice paddy on the outskirts of Taichung.

Combining the best of Europe, the United States and Taiwan, **Lezyne 4F/L0416** has become yet another success story from the Taiwan bicycle industry.

Whether it's patching a flat tire or replacing a broken spoke, fixing something on a bicycle is usually unpleasant and keeps you from riding in the first place. So why not make sure that the tools don't add to the hassle?

That was the philosophy of Lezyne's founder, Micki Kozushek, who started the brand in March 2007.

Kozushek was already well known in the industry. While competing as an elite

level triathlete, Kozushek started the Maxcycles brand to bring high-quality bikes and clothing to the German market.

He became famous — and wealthy — from his next venture: the Truvativ brand of stems, handlebars, seat posts and cranks. In 2004, Kozushek sold Truvativ to SRAM for a handsome profit.

For both Maxcycles and Truvativ, Kozushek relied heavily on Taiwan's manufacturing prowess, and its network of suppliers that produced high-quality bicycle parts to the customers' specifications.

From the Truvativ sale, Kozushek

had plenty of capital to underwrite his next venture.

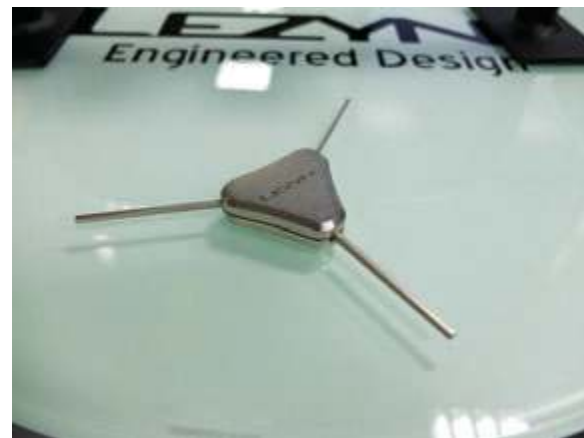
Fed up by cheap tools and plastic pumps that often got in the way of repairing a bike, Kozushek decided to change the way cyclists looked at these accessories.

Rather than thinking of them as something that cyclists hoped never to use, Kozushek wanted to create tools and pumps that both looked good and worked well. He adopted the corporate slogan "engineered design."

The company's goal is to combine exquisite design with intelligent engineering and functional completion. It's a winning formula, evidence by the stack of awards Lezyne has won during its first nine years.

Lezyne said its sales tripled every year in its early years, and continues to double year over year. Lezyne's headquarters are in San Luis Obispo, California, but it relies heavily on Taiwanese suppliers of electronics and high-precision metal parts.

Initially, Lezyne didn't manufacture a single part but was purely involved in design, engineering, marketing and assembly.



A Lezyne Triple Allen key



Laser etching at Lezyne

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TOUCH

ENLARGE THE SENSE

That's begun to change. At its factory, which sits next to a rice paddy at the rural edge of Taichung's Dali district, Lezyne has installed two CNC lathes that can handle round and semi-round aluminum profiles. The company expects to soon add two lathes that can accommodate more complex profiles.

The company is still dependent on Taichung's dense network of small suppliers. They keep Lezyne's Taiwan staff, which grows to 130 employees during peak production, busy in a well-lit, air-conditioned assembly plant.

The biggest part of Lezyne's Taichung factory is its warehouse, where incoming small parts from suppliers are stored, and samples are tested by its quality control department before they are released for assembly.

Some electronic parts, such as LED lenses or the processors and touch screens for Lezyne's new line of GPS devices, come pre-assembled. Other parts for products such as tools and pumps are assembled in-house from scratch.

Lezyne also emphasizes quality control at the other end of the assembly process. Every single pump, for example, is tested before it is shipped.

The company also employs programmers in Hsinchu, which is the hub of Taiwan's IT and electronics industry.

As evidenced by the fingerprint scanners at the entrance to Lezyne's R&D department, the company

protects its intellectual property and proprietary technologies. That section was off limits to journalists during a recent tour of the factory.

Lezyne is outgrowing its factory. It is building a new plant within walking distance of the existing building, which will be used for assembly of its electronic products.

With an extensive sponsorship program and a global advertising strategy that includes its own YouTube channel, Lezyne is poised for a second decade of growth, based on its three pillars of function, design and affordability. ■ LVR



Terry Cooke, Lezyne's global engineering manager



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2016 Overview: Locks and security devices

Locks go beyond steel so bikes are less of a steal

Few sights will ruin a cyclist's day like returning to the bike rack, only to find a gap where her shiny bike was supposed to be waiting.



AXA Toucan

As long as there are bicycles, there will be bicycle thieves. And while the thieves will never go away, lock companies are helping more cyclists avoid becoming victims.

A sturdy lock made of hardened steel and designed to fend off the best-equipped thief remains the mainstay of bicycle security. But the sector isn't resistant to innovation.

Many brands are bringing new thinking to an age-old problem, whether by miniaturizing locks so they are easier to carry, or integrating them in other bike components.

As smart devices become incorporated in so many other aspects of daily living, the heavy metal industry of

lock manufacturing is also becoming more open to electronics. Several models feature built-in motion sensors and piercing alarms — extra levels of protection that can deter would-be thieves before they even attempt to take their tools to a lock.

As one of the first brands to experiment with folding locks, **Abus 4F/L1218** has developed a model that's not only rated Sold Secure Silver, but is knockout gorgeous. (Sold Secure is a British nonprofit organization that rates locks and other security products. A silver rating denotes a medium level of security between gold, the highest, and bronze, the lowest.)

The Abus Bordo Centium is the first to feature a stainless steel body, which looks good and fends off corrosion. A series of pivoting, flat steel plates are finished with a grain leather effect. Because the plates are articulated, it's easy to wind them through odd-shaped bicycle frames and components.

Designed with the discerning city cyclist in mind, the matching bespoke mounting bracket is also fashionable. Made of steel and leather, it won't mar the lines of the most dashing of urban run-arounds.

The Bordo Centium has also caught the eyes of award judges, winning Plus X and iF product design awards.

Less shiny but no less clever is Abus' new Snap Cage mounting system for cable locks. By standardizing the diameter of the company's extensive range of premium coil locks, the Snap Cage allows any of these to be clipped

to the bike for rattle-free transport. It works like a cable tie, and attaches tool-free to any part of the frame, rack or seatpost.

Another brand whose locks are pretty enough to lust after is **AXA 4F/L0128**. People can get very attached to their bicycles, agonizing over every last aspect of how they look and spending hour upon hour and heaps of money to get them just how they want them. Then they're forced to bolt a large and cumbersome lock onto their pride and joy.

While traditionally a lock purchase is driven more by practicality than aesthetics, AXA bucks the trend with its beautifully designed Toucan lock. Contemporary colors and a neat folding mechanism mean it's elegant enough to complement a trendy single-speed.

While many lock brackets can get in the way of the rider's pedaling motion, the Toucan features a neat frame-mounted holster. It attaches to the bottle cage mounts so the lock stays well out of the rider's way and won't move out of position.

Clad in yellow and orange, higher-end locks from **Kryptonite 4F/L0128** are instantly recognizable, whether poking out the bags or lashed to the shorts of bicycle messengers around the world. The messenger community, which helped popularize mini-U-locks, still drives urban cycling trends. Kryptonite uses messengers as a starting point for its Messenger line of locks.

The Mini+ is a small lock with a supplementary shackle, so it is easier to secure both the frame and a wheel without a full-size lock — something a space-crunched commuter can appreciate.

Many bike couriers wear chain locks around the waist, which turns



Crops Lion-Alarm

out to be a convenient and surprisingly comfortable way of carrying a lock.

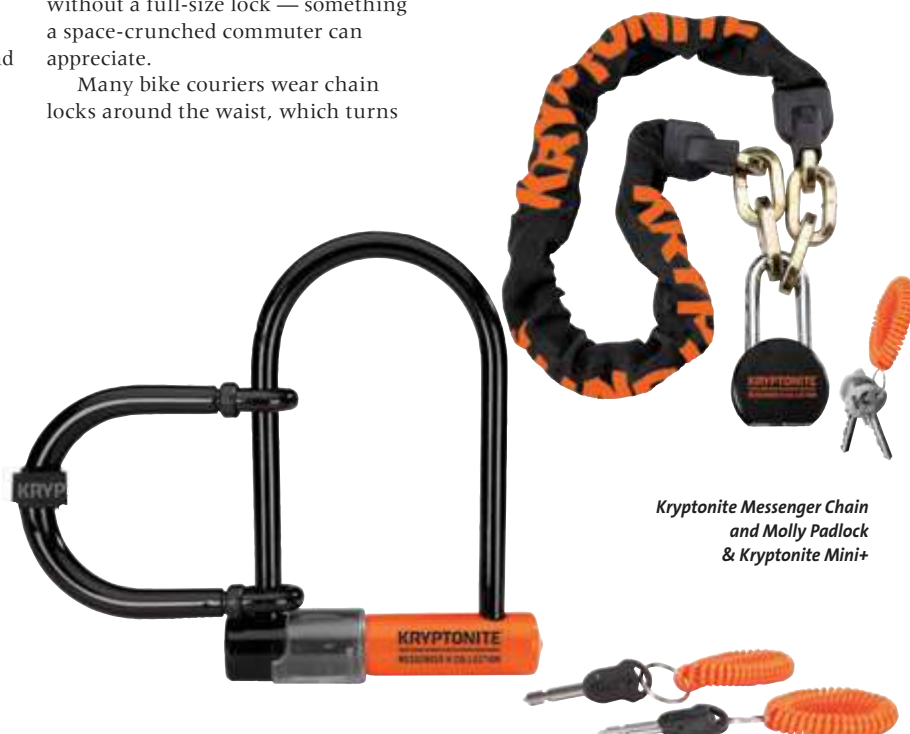
Kryptonite designed its Messenger Chain and Molly Padlock to be carried this way. It's a flexible solution for speedy locking and adjusts to a range of waist sizes. The cyclist can wrap the chain and padlock around the waist without locking them, so it's faster to remove them and secure the bike.

Kryptonite continues to support couriers by sponsoring the Bicycle Messengers Emergency Fund and the Cycle Messenger World Championships.

Along with a huge range of locks to stop criminals running away with a bike, **Crops 4F/N0828** created the Lion Alarm to stop them from messing with the bike in



Abus Bordo Centium



Kryptonite Messenger Chain and Molly Padlock & Kryptonite Mini+



the first place.

The Lion Alarm mounts to the frame and works in conjunction with the Crops Linkstation system. Once armed, a motion detector sounds a warning if the bike is tampered with.

If a thief persists, the Lion Alarm

cuts loose with an alarm of up to 120 decibels (users can also set it at 60 or 90 decibels). How loud is 120 decibels? It's equivalent to someone setting off an air horn one meter, or three feet, away, and is considered to be the threshold where sound begins to cause actual pain.

Needless to say, an alarm that loud gets peoples' attention.

Adrian Solgaard invented the **Interlock 4F/1413** after his bike was stolen, and it's made steady inroads both as an aftermarket product and as a product for OEMs.

The Interlock is a cable lock that retracts into a specially designed seatpost, which means the user is never without a lock.



Adrian Solgaard and the Interlock

Designed for lower crime areas, the Interlock also secures the seat and post plus other parts of the bicycle, including the rear wheel, or accessories such as helmets and panniers.

After receiving initial funding from Kickstarter and garnering several product design awards, Solgaard is now promoting OEM sales to get the Interlock included as standard equipment on more bicycles.

Along with famous European brands like De Rosa and Reynolds, **Helioser 1F/1317** represents Safeman in the Taiwan market. The newest product from the German lock brand is the Safeman-T, a compact and adaptable cable lock with tons of multi-sport, multi-application appeal.

Featuring a neatly coiled 1.85-meter (6-foot) cable, the central unit allows the loop to be continually adjusted. A unique one-way locking mechanism and multiple ports make for speedy fastening without a key.

Rather than just deploying the cable in one big circle, the Safeman-T can form multiple loops to secure accessories or multiple bikes.

Beyond its application to bikes, the Safeman-T is flexible enough to appeal to a range of users, from windsurfers to outdoor enthusiasts.

Bike security isn't just about locks. **Brilliant Systems 4F/N0004** produces clever lights that are motion sensitive. The Smart Turn Signal Light won't just keep cyclists safe while riding; it'll also help keep their bikes protected when the rider

is out of sight.

The motion-sensitive light switches itself on as soon as the bike starts rolling, while a wireless controller allows the rider to indicate upcoming turns to drivers who are following.

Once the bike is locked up at its destination, the Smart Turn Signal Light transforms from a safety device into a security device. The motion sensor also powers a touch-sensitive alarm. Once activated, it will trigger an audible alert if someone attempts to move the bike. ■ JD



Brilliant Systems

Zoom Tech

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Rolling Resistance	★★★★★
Acceleration	★★★★★
Comfort	★★★★★
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Giant's steps

The world's biggest bikemaker perfects the details

Once a company gets to be as large as Giant, Taiwan's leading bicycle manufacturer, it becomes all about the details.



Sky-high storage racks can hold up to \$12 million of completed bicycles during peak production times.

Giant 4F/M0820 continues branching out into related products such as helmets, shoes and saddles. And it has high expectations for the growth of bike share programs around the world. It helped create YouBike, Taipei's bike share system, and supplies the YouBike bicycles.

But Giant is also tending to its knitting, investing in logistics as it seeks to shave delivery times to be as little as possible. One of its newest major

investments is a new central warehouse.

The history of Giant is well known in the industry. Founder King Liu, who used to work for the family eel farm, started Giant in 1972.

From 3,800 bicycles that first year, Giant is now the world's leading bicycle manufacturer. In 2014, Giant produced no less than 6.6 million bicycles from nine factories in Taiwan, China and Europe.

Revenues reached \$2 billion, and it counts some 11,250 bicycle retailers in 80 countries that sell Giant-branded bicycles.

While Giant started as a pure OE manufacturer, some 70 percent of its production is now bicycles that it sells under its own brands: Giant, Liv and Momentum. The rest are for its OE customers.

In addition to its growth in accessories, the company has high hopes for YouBike. YouBike has expanded from Taipei to Taichung, and Giant CEO Tony Lo expects that the system will be exported to large cities around the world. (There's a YouBike kiosk outside of the Nangang Exhibition Hall at the MRT station.)

During a recent press visit, the most impressive new feature at Giant's headquarters was its new central

warehouse. Multiple rows of high-rise racks offer the ability to store 15,000 assembled bicycles, already boxed for shipping.

With each bike worth an average of \$800, the warehouse when full can hold some \$12 million worth of bicycles.

Rows of shipping containers offer additional storage space. Each container holds around 200 boxed bicycles. During the off-season about 15 containers are in use, but during peak production Giant might fill more than 20 containers with completed bikes that

are awaiting shipping.

This extra storage capacity is crucial for Giant because it allows the company to react to seasonal demands with the high degree of flexibility that its distributors and retail partners around the world have come to expect from Taiwan's largest manufacturer.

With all these things put in place, King Liu can make the step into retirement knowing that he has created a lasting, large enterprise. In short: the giant of the Taiwan bicycle industry.

■ LVR



Giant's massive factory includes a wheelbuilding area.

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The M16 Central Motor combines the best of both worlds – the superior riding characteristics of a bracket motor with the lower price of a hub-motor. With a simple frame interface, an integrated design lets this central motor fit into a variety of frames and operate on several different battery types.

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New Products 2016

3T Revo

The Revo represents a 180-degree turn from traditional aerobars. 3T attaches the basebar wing to the front of the grips instead of the back. In addition to being more aerodynamic, this "reverse grip" makes it impossible for a rider's hands to slide forward off the grips, and confers surer handling in more challenging situations, such as descents, rough surfaces, sketchy turns and sprints. **4F/L1108**



WTB Horizon



Plus sizes aren't just for mountain bikes anymore. WTB calls its new Horizon a "road-plus" tire. The 650x47c tire has the same overall diameter as a 700x30mm road tire, and is for endurance and gravel bikes. It's the same philosophy WTB uses for its 27.5-plus system, where an oversized 27.5-inch tire equates to the same height and diameter as a traditional 29-inch tire. **4F/L0826**

SRAM Roam 900 hub

Designed for disc-equipped road, gravel, 'cross, cross-country, trail and enduro bikes, SRAM's new 900 hubs feature its Double Time drive mechanism for rapid engagement, and smooth, long-lasting Speedball bearings. They are available in multiple spoke-count options and for a variety of cassettes. **4F/M0614**



KMC DLC Chain

The DLC chain's superior performance comes from KMC's Double X-Bridge and Optimal Chamfering Design, for seamless shifting on all drivetrain systems. Its Diamond Durability process enhances chain life, and TiCN Tech Coating increases resistance to wear and friction. **1F/J0118**



Schwalbe Pro One

The new Schwalbe Pro One tubeless racing tire weighs 70g less than its predecessor, which Schwalbe says will help establish tubeless in the peloton. Racers have used the Pro One at several UCI races, including the Tour de France, Giro d'Italia, Tour Down Under and Paris-Roubaix. The Pro One is part of Schwalbe's Tubeless Easy series. **4F/M0116**



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New Products 2016

Velo Color Fan grips

Velo's new Color Fan grips use color rings that complement most bikes for an integrated look. The grip is made of very light material. Velo's vise system locks the grip tightly on the handlebar. **1F/J0717**



Airace Windpro V.1 MTB

The aluminum mini pump from Airace features an innovative thumb-lock lever. It's made for mountain bikes, with a recommended maximum pressure of 80psi (5.5 bar). A reversible head accommodates Schrader and Presta valves. **4F/N0126**



Spanninga Forklight 2.0

Up-to-date technology meets slim elegance in the Forklight 2.0. Daytime running lights ensure cyclists are visible at all times. At night, the light switches automatically to full power, changing from an output of 10 to 35 Lux. Trek chose the Forklight 2.0 as a custom solution on its Brontrager front forks. **4F/L0718**



3T DiscusPlus

The new DiscusPlus wheelsets from 3T are dedicated to gravel and adventure riding, a growing niche in the burgeoning market for 27.5-inch wheels. The tubeless-ready DiscusPlus are even wider than 3T's 700c Discus, with ETRTO dimensions of 28x584. They have serious off-road capabilities and support hefty tubeless mountain bike tires. **4F/L1108**



CatEye Rapid X Series

The Rapid X Series helps cyclists be seen. The Rapid X Series lights mount in many different places, and offer the best side visibility in their class. **4F/N1001a**



Wren Inverted Suspension Forks

Wren Inverted Suspension Forks are for serious riders. The 36mm stanchions and 43mm uppers are keyed for strength and resistance to the torsional stresses that hamper other forks. Wren forks come in 100, 110, 135 and 150mm hub widths for all popular wheel and tire combinations. Available travels range from 80mm to 150mm. **1F/J0604**



Tern Eclipse X22



Tern designed the X22 to be the world's fastest-folding bike. It's a full-sized road bike with hand-built 26-inch wheels and race-tuned geometry, but folds in 10 seconds. It comes with an Ultegra drivetrain and Shimano hydraulic disc brakes. **4F/M1119**

Dahon Safeline

Breakages on most small-wheeled folders usually occur near the hinge, a point of maximum stress on the frame. The Safeline is a strong, flexible cable and chain that protects the hinge welding and turns even a cheap folder into one that can pass safety standards with flying colors. Dahon will offer the Safeline at cost to other OEMs as a public service. **4F/L2113**



5Links2

The redesigned 5Links folding bike is more rigid and offers better control, while still offering a compact fold that can be carried easily. The bike is made for use with public transportation — trains, buses, boats and even planes. The 5Links2 weighs 9.8kg (22 lbs), and can be paired with a new, two-wheeled carrying case. **4F/N1206**



Bobike One

The Bobike One rear child carrier has a unique double-walled design, so a rider and a child can safely explore the city. The Bobike One maxi fits children between the ages of 12 months and five years, up to a maximum weight of 22kg (48 lbs). Two mounting systems ensure it fits all bikes. With Bobike's Click & Go system, the seat can be moved to another bike without tools. **4F/L0324**



New Products 2016

Spanninga Nomad



The Nomad makes a bike visible in daylight and after dark. It's built with a matte finish aluminum and silicone elements in combination with an integrated reflector. Its USB port can charge a smartphone, camera, and other electronics. The light output is 40 Lux. **4F/L0718**

CatEye Volt 6000

Words don't do the Volt 6000 justice — you have to see it to appreciate the power of its 6,000-lumen output. The Volt 6000 turns dark to light for an unparalleled night riding experience. **4F/N1001a**



MET Rear LED light

The Italian helmet brand launches an LED light that is compatible with a range of helmets over several price points. With six LEDs, it's visible from 500 meters (1,640 feet) and has five modes, including an automatic mode that turns on in the dark and low light. It recharges via a micro USB port. **4F/M0306**



Alex Global Animal 3.5/4.5

The Animal 3.5 and 4.5 are evolutions in plus-size wheels. The 3.5 is a 650b rim built with proprietary EXA material and laced to a light, robust AL7075 hub shell by 32 stainless steel spokes. The 4.5 (shown) has an even wider profile for expedition-ready adventures. **1F/I1117**



CeramicSpeed Oversized Pulley Wheel System

The oversized 17-tooth derailleur pulley cuts friction and saves watts, giving competitive cyclists another edge. The pulleys are fitted with low-friction CeramicSpeed bearings, an aerodynamic cage made of carbon fiber and polyamide and titanium bolts. It's compatible with Shimano 10 speed and 11 speed Di2 and mechanical drivetrains and weighs 55.4g (1.9 ounces). **4F/L1308**



Argon 18 E-119 Tri+



The E-119 Tri+ has a lighter carbon lay-up than the E-119 Tri while offering maximum aerodynamic advantage. It's equipped with new and exclusive brakes, and comes with customizable storage solutions. **4F/M1302**

Hutchinson Gila



The new Gila is a tubeless-ready tire that uses Hutchinson's Skinwall technology. Lateral knobs insure grip on all types of terrain, while central knobs are designed to improve rolling performance. Available in three tubeless-ready sizes. **4F/M1201**

Schwalbe Evo Tube

An inner tube made without rubber? Schwalbe's Evo Tube weighs a third of a conventional tube (68g vs 190g for a conventional 26-inch tube). It uses Aerothan, a recyclable thermoplastic material developed by BASF. Schwalbe offers the Evo only for mountain bikes because it is sensitive to excessive heat, such as from a rim brake. **4F/M0116**



XLC All Mountain dropper post

XLC's All Mountain ICR SP-T06 aluminum dropper post uses compressed air so the rider can lock in the best height in seconds with a remote control on the handlebar. Available in lengths of 350, 400 and 420mm. **4F/M1219**



Agu Go

The waterproof, breathable, all-weather Go jacket is easy to pack and bring along. Rainy days are no longer a reason to stay inside. Agu is introducing three new colors, so the Go now comes in red, blue, black, yellow, orange, grey and denim. Mix and match with a pair of Agu pants. **4F/L0417**





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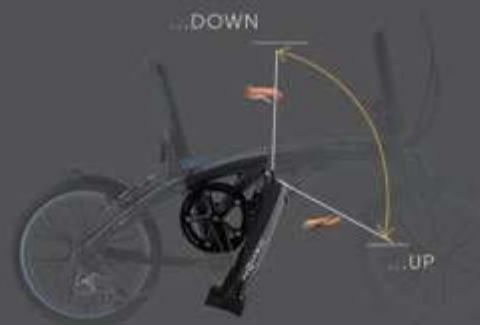
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comfort and convenience!



EEZZ



Concealed Hinge



Powerful folding hinge is seamlessly incorporated into the frame's structural design.



New Products 2016

TranzX M25 system



The M25 mid-drive motor integrates with most frames and is small enough to be virtually invisible, but delivers the power of larger e-bike motors. The new M25GT delivers 70 Nm of torque and is available in 250W, 400W and 500W versions for Europe and North America. The system includes clear, simple controls and durable li-ion batteries. **1F/I0412**

Edco Disc Brake Range

Edco Engineering's disc brake-compatible offerings now include models in the Optima and Prosport Series. Using the Centerlock standard, Prosport disc brake wheels come in 50mm or 35mm depths, including a 35mm tubular option. The Roches Disc brake alloy rim is 22mm deep with an external width of 24mm. Optima (pictured) and Prosport disc brake models use Edco SuperG FD hubs. **4F/M0309**



MET Sinethesis



The Sinethesis Nightlights, upgraded for 2016, is the first bicycle helmet with luminescent material injected into the Icelite Exoskeleton, strap divider and size adjuster, providing additional visibility for night riding. A USB rechargeable LED clips onto the back of the retention system for more visibility. **4F/M0306**

ExaForm SpeedUp

SpeedUp, a sister brand to the famous KS dropper posts, is a simplified dropper for casual riders, commuters and others who may not be familiar with cam-style quick release seat pins. It's fast and intuitive: just squeeze the actuation lever and adjust the seat up or down to the desired height. It's ideal for rental and bike share bikes. **1F/I0429a**



Chaoyang e-bike tires

Chaoyang's new series of e-bike tires offers its best price to performance ratio. Made with a durable compound, the tires handle speeds of up to 30 miles an hour without problems. The 5mm thick Rhino Skin anti-puncture layer ensures that a flat tire won't interrupt a trip. **4F/N0531**



Kryptonite Gravity Line

Kryptonite's new Gravity Line, including WheelNutz and WheelBoltz, secures the wheels and frame with only one lock. The bike is locked when it is upright and unlocked when upside down. No special keys are needed to install or remove. Wheelnutz (shown) come in three sizes for standard fixed axles. The WheelBoltz come as a set – both standard axle lengths of 130mm (front) and 150mm (rear). **4F/L0128**



iXS Xult

The full-face Xult helmet, for racing and riding, uses the Vortex molded aeration system for consistent airflow, meeting the needs of enduro racers. The FRP (fiber reinforced polymer) shell increase strength while reducing weight, without using environmentally unfriendly carbon fiber. **4F/L0905a**



Marwi saddles

Marwi launches comfort saddles for city, trekking, mountain and electric bikes. The saddles, named Vienna, Lindau, Donau, Mosel and Taunus, are designed for the European market. All are made in-house with Marwi's new state-of-the-art vacuum machine for consistent quality. **1F/I1014**



Miranda Infinium crankset

Instead of the usual thick-thin teeth profile on a mountain bike chainring, the Miranda Infinium crankset uses a different, patented design that provides much better chain retention and allows odd teeth configurations. The latest version is optimized for mud clearance in harsh conditions. It's made mostly of titanium alloy for stiffness and powerful pedaling. **4F/L1216**



ControlTech Falcon



The Falcon is a compact road drop bar with ergo-section tops that complements the newest road bikes. A 125mm drop and 70mm reach give riders control, and its glossy black decal adds style. The Falcon also works with the ControlTech Clip-on Bar. **1F/I0830**

Kind Shock創業の許榮裕氏は如何にしてドロPPERシートポストの着想に到ったか

現在マウンテンバイクの定番となっているドロPPERポストの誕生に関してはオフィスの椅子と許榮裕氏の好奇心に感謝している。

台湾南部、台南で自転車部品メーカーを創業者した許榮裕氏はレンタサイクルに関わる問題に頭を悩ませていた。どうしたらシートの高さを乗る人に合わせて誰でも簡単に調整できるか？調整式の事務椅子がその答えを授けてくれた。油圧カートリッジが椅子を上げ下げしてくれる。氏は同じことが自転車のシートでもできるはずだと気づいた。

1998年に氏は恐らく史上初のドロPPERポストを作り上げた。それは現在のものに比べると重くて荒削りのものだった。だが機能はしっかりしていて、しかも現在のドロPPERポスト同様に油圧カートリッジを使った作りだった。「これはいける」と許榮裕氏は確信した。

に自転車業界の主流から少し離れたところに身を置いてきた。台湾のほぼすべての自転車関連メーカーが中部の台中に集まる中でKind Shockは南部の、台湾で最も古い都市である台南に拠点を構えている。会社は元渝機械（Yen Yue Manufacturing）の社名で1983年に従業員およそ30人でスタートし自転車用フォーク、ステム、ヘッドチューブ、B.B.シェルをはじめとするフレーム部品を生産していた。

ドロPPERポストを手掛ける前でも元渝は急成長を遂げていた。1992年には中国の深圳に台湾工場の30倍の大きさの工場を建設して従業員350人を雇い入れた。その後2000年に上海郊外、2001年にベトナムにそれぞれ1工場を構えた。これら台湾本社以外の工場では、フルサスパイク用ショックの付加価値モデル、サスペンションシートポストの各種モデルおよ

ルとしてカーボンとアルミを素材とするステム、ハンドルバー、シートポストの製品ラインをEtherのブランド名で発売している。

抜本的改造。成功は直線的に進んだわけではなかった。2009年にKind Shockのポストの一部に欠陥が生じた。問題の解決を図って許氏は台南工場の改造に手を付けた。技術部門は欠陥の原因が熱処理中に生じる型崩れにあることを突き止めたが、許氏は敢えて原因の後を追おうとはしなかった。

現在の台南工場は、工場というよりもむしろ時計メーカーのアトリエと呼ぶに相応しい。工場内はエアコンで涼しく、床は磨がかれ、明かりは溢れんばかり、騒音レベルも最小限に抑えられている。小物の部品はすべて外注に出したものをここで細心の注意を払って品質検査を施す。ドロPPERポストはすべて手作業の組み立てで、ポストの一つ一つが検査を受けて梱包され世界各国37社のディストリビューターのうちの1社に出荷される。

深圳工場もまた普通の工場では見られないものを目にすることができた。工場の窓からは、2006年以来華南で開かれるユニークな自転車の祭典の会場となっていたBMXのテストトラックが見渡せた。

1992年に建てられた当時、工場は深圳の郊外にあった。だが都市化の波が容赦なく押し寄せ、あげくの果てに同社を飲み込んだ。11月に許氏は新しい深圳工場（東莞市）と併せて新設の競技会場の開設を祝った。その新会場で2015年の競技会が開かれた。

許氏は熱心なサイクリストだが愛用するのは（BMXやMTBでなく）ロードバ



Kind Shock創業の許榮裕氏



Kind Shockの最初のドロPPERポスト。隣が同社の最新ポストのひとつ。

2007年、氏の構想は具体化する。社名を凱薩克科技（Kind Shock）に改めるとともにCobraドロPPERポスト、次いでi-Seriesポストの製品ラインを市場に送り込んだ。Kind Shockは優れたデザインに贈られるiF Goldアワードを2008年に、台湾エクセレンスアワードを2009年に受賞した。（ドロPPERポストの）カテゴリーが花盛りになったようにKind Shock（ホール1階/ブースI0429a）も花を咲かせた。

業界から距離を置く。許榮裕氏は常

びエントリーレベルのドロPPERポストを生産している。

油圧ダンパーがビジネスの重要な部分を占めるようになったことから社名を元渝機械（Yen Yue）から凱薩克科技（Kind Shock）に変更した。現在同社のハイエンドのアフターマーケット向け製品はKSのブランドで展開、ミドルレンジの製品はEXA Formのブランドを冠している。また量販向けとエントリーレベルの製品はKSpeedのブランド名で販売している。昨年にはアフターマーケット向け上級モデ



Kind Shock本社のレクリエーションエリア。

イクである。氏の会社を作る快適性を追求した製品の中には自身の走行体験からヒントを得たものもあった。

許氏はまた台湾の隠れた景勝地を巡るサイクリングツアーを主催していることでも知られる。台南では珍しいアンティーク製品を揃えた自らの別荘を宿舎としてツアー参加者に提供し朝食でもてなしている。

ドロPPERポストの市場が成長するとともにKind Shockも成長した。2009年から2015年の間に同社の生産は6倍に拡大し、2009年にドロPPERポストで被ったような品質管理の問題もその後は発生しなかった。そして今、Kind Shockは再度その原点に立ち返り、先頃成長するシェアバイク市場に向けてシンプルに設計されたドロPPERポストVario を発売している。

品質、革新、柔軟性が三位一体となって支えてくれているお蔭で許氏の会社は自らがその創造を助けた魅力ある成長市場の最前線に余裕を持って留まることができている。■ LvR

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New Products 2017

Crops Lion Alarm with K4-66



ロックとアラームの組み合わせで自転車の盗難防止力がアップ。K4ロックシリーズはツインブレードソケットを組み込みシリンダーは内蔵ダブルロックシステムにより引き伸ばし強度を高めている。Crops Lion Alarmと併用すれば盗難防止力はさらに高められる。

ホール4階/ブース N0820

Dosun Exploring

夜間走行には明るいライトが必要になる。DosunのExploringライトは重さわずか27gのアルミ製ボディーが90ルーメンの光を発する画期的新モデルで、特殊設計レンズが路面に光の焦点を当てるため光が拡散されて弱められることがない。

ホール1階/ブース K1220



Neco 3 Intelligent Portable Charger



Neco 3 は自転車に乗っている間も降りている間もスマートフォンをはじめとする携帯アクセサリへの充電を行ってくれる。バッテリーを内蔵しUSBポートからパワー供給する。ステアリングチューブに収められるので目につかない。

ホール1階/ブース I1126

KS Zeta



KS からの最新ドロップパーポストZetaはドロップパーポストの利点をエンデューロからクロスカントリー、チクロクロスへと拡大する。Hollow Alloyスタンションの採用でトラベル幅は35 mmないし50mmに。業界をリードするLEVインターナルを発展させてエア/油圧カートリッジを使用することでショートトラベルのドロップパーに高性能をもたらしている。他のドロップパーと違ってZetaはカラーに、さらにフレームにすっぽりと収まる。

ホール1階/ブース I0429a

Gigapower Organic Disc Pad



Gigapowerのディスクパッドは油に強く安全で擦り減りが少なく、不快な音も立てない。金属素材を使わないのでローターの寿命も延びる。有機複合セラミックスがブレーキを機能低下とオーバーヒートから護る。バックプレートはK5スチール製で熱による変形を低減する。パッドの性能は極端な高温や低温さらに天候条件にも影響されない。

ホール1階/ブース J0520

New Products 2017

ALEX ACLASS CXD4

CXD4は急成長カテゴリのディスクブレーキ装着ロード、チクロクロスバイク用で、Equalizerオフセットスポークベッドがホイール両サイドのスポークのテンション（張り）を均等化する。リムの幅は内側19mm、外側24mmで深さ23mm。泥をはじくのに最適のプロファイルになっている。TRS Tubeless Ready Systemによりチューブレスタイヤのビードロックも完璧。6ボルトまたはCenter-Lockディスク装着の700C用も用意。

ホール1階/ブース M1117



Beto JetAir Tubeless Tire Air Accumulator

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1階/ブース K0615



Biologic AnchorStrap



BioLogicのAnchorStrapを使うと10秒でGoProカメラをハンドルバーに取り付けられる。荒めと細目めの調整でしっかりロックでき振動を最小限に抑えるとともに360度の平面、傾斜調整も可能。

ホール4階/ブース M1119

Cateye Smart Computer Series



自転車に乗るなら“Ride Smart. Train Smart. Race Smart.”がCateyeの信条。Smart Computerはスマートフォンに繋げて走行の詳細データをスマートに読み取ることができる。

ホール4階/ブース N1001a

Chosen Boost 150T Hub



ChosenのBoost 150Tハイレシオ駆動システム新モデルはパワーの伝導を効率化し性能と走行性をアップさせる。ハブはBoostの15x110 mmフロントハブスペーシングと12x148 mmリアスペーシングの標準モデルとの互換性もある。

ホール1階/ブース K0226

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FATBOARD SET



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New Products 2017

Magura MT7 disc brakes grips

4ピストンのディスクブレーキ新モデル MT7はモジュレーションと感覚への対応性に優れ市場最大級のパワーを発揮する。世界的ライダーDanny MacAskillが高難度のスタントをこなす時にこのディスクブレーキに絶対の信頼をおいているのも頷ける。ツール不要レバーとブレーキポイントの調整でどんなライディングスタイルにもたやすくフィットする。

ホール4階/ブース N1207



Haibike Xduro Dwnhll Pro

Dwnhll Proなら坂の登りも下り同様に楽々こなせる。初のDH用電動MTBの量産モデルでワールドカップが狙えるジオメトリを有しダウンヒルライドの要求を的確に満たす。StepInのバッテリー一体コンセプトにより500Whバッテリーはダウンチューブに内蔵されているのでフレームの外観もすっきり。

ホール4階/ブース M1219



SunRace 11-speed Cassettes

SunRace Sturmey-Archer の11速カセットは11-46Tギアレシオで幅広いレンジをカバーする。スプロケットは7075アルミまたはスチール製でブラッククロムまたはシャンペン仕上げ。スパイダー、スパーサー、ロックリングはいずれもアルミ製。

ホール1階/ブース J1217



Sate-Lite M2



ライティングシステムのリーディングメーカーSate-Liteが新開発した湾曲型規格適合リアカーゴラックライトM2はお洒落な電動自転車にぴったりで、単一のLEDは可視範囲220度。50mm/80mmの国際標準ラックマウントがついている。

ホール4階/ブース M1407

Wellgo HR292

他のセンサーによる妨害を受けることなくケイデンスを計測する。Wellgoのケイデンスペダルは内蔵エレクトロニクスでこれを果たし、ギアシフトの最適時を決定できる。ペダルのファームウェアが2.4g ANT+ / BLE 4.0との連結でワイヤーを使わずにデータを更新。CR1632バッテリーは150時間稼働する。

ホール1階/ブース J0517



BOOTH# J0517

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New Products 2017

SRAM Red eTap



SRAM初の電動シフティングシステムRed eTapはすっきりエレガントな仕上がりで、同社先進シフトロジックによりシフティングが素早く簡単にできるためシフティングの手間と時間が省ける。

ホール4階/ブース M0614

Innova Flint

700x38c Flintは電動自転車用にフラットトレッドを採用してローリング抵抗を減らしグリップ力を高め、バッテリー寿命を延ばす設計になっている。暑さ3.5mmのSport Guardがパンクから護る。

ホール1階/ブース I0706



KMC 1x 11-speed chain

KMCの新11速チェーンは1 Xシステムに最適。ダイナミックな溝アングルがギア歯をチェーンに効率よく導き、平行線と対角線でのチェーンの安定性と保持力を高めている。左右非対称のアウトプレートに溝が走行中のカセットギア歯の妨害を軽減するとともに延ばしたX-Bridgeがシフティング性能を高める。

ホール1階/ブース J0118



Tern Roji Bikes

Ternは折り畳み自転車から枝分かれした折り畳まない自転車Rojiを日本のデザインスタジオKitt Designとのコラボで開発した。“Roji”は日本語の「路地」の意味で都市の利用者とアジア人の体格に合わせたスペックを採用。やや小径の650c ホイールと1xギアが汎用性とメンテの利便性を生んでいる。2016年製品ラインはアーバンスタイルのRIPとClutch、クラシックタイプのRallyとGleamの計4モデルで構成。

ホール4階/ブース M1119



Dosun Ripple



Rippleレンズのデザインは湖の水面に立つ波をヒントに作られている。光は層を成して作られる。硬く冷たい層から柔らかく暖かい層へ、金属からプラスチックそしてシリコンへときめ美しいものが作られていく。

ホール1階/ブース K1220

Beto RT-001AW

Beto の3バルブRoto HeadがあるとPresta/DunlopとSchraderのバルブの交換が素早く簡単にできる。取り付け取り外しは片手の作業。ミニポンプとフロアポンプの両タイプが用意されている。このオールインワン2ホールの3バルブシステムは世界数か国で特許を取得または申請中。

ホール1階/ブース K0615



Thun Zumba BB series

ボトムブラケットのスペシャリストThunがベルトドライブ用5本アームのGates Carbon Driveクランクセットの新モデルに対応するBBカートリッジの新シリーズZumbaを発売する。Gatesの低額ポピュラータイプベルトドライブCDNのベルトラインにぴったりフィットする。Gatesはベルトドライブの市場拡大に向けて昨年度低価格ゾーン用のCDNを発売している。

ホール4階/ブース N0623



Dapu M155CH fat bike motors



Dapuの電動自転車用強力モーターは険しい登り坂や重い荷物の運搬に特段のトルクが必要とされる時に威力を発揮する。M155CH-170 が170mm O.L.D. リアハブ用でM155CH-190が190mm O.L.D. リアハブ用。日本企業の品質管理のもと生産、世界40カ国以上の電動自転車メーカーに採用されている。

Tern Cargo Node

Tern Cargo Nodeは折り畳み自転車であって同時に最大160kg（350ポンド）まで運搬できる本格的なカーゴバイクでもある。全天候型のXtracycle CarryAll/バッグは容積70ℓ（4300立方フィート）の荷物を収容できる。24吋ホイール、油圧ブレーキ、ダイナモライトを装備したフルサイズのカーゴバイクはTernの特許取得ヒンジで10秒でサイズを3分の1に畳める。

ホール4階/ブース M1119



CatEye Volt Series

Voltシリーズは付加価値を高めた新モデルで使ってみれば耐久性と性能が一段とアップされているのがひと目でわかる。

ホール4階/ブース N1001a



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Parking & Transport



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- 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)

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Eden Angel
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VP新產品 小創新、大方便



VP 1樓/K0810 今年在台北自行車展展出兩款小創新的產品，但為自行車騎士創造了不小的方便與安全。首先是VP分離式鞋底扣片，從積木的概念出發，將專業的卡鞋扣片一分為二，解決以往騎士在更換鞋底扣片時，不易找回原有位置的困擾。使用此款分離式扣片，可將扣片分開更換，以保持著原有的扣片位置。

另一款新產品，則是為夜間騎乘的騎士增加了安全性，加入特殊反光材料的手把帶，在夜晚，汽車燈光在五十公尺外即可看到大面積的反光手把帶。喜愛夜騎的騎士即使在車燈沒電的狀況之下，也可以依靠被動式的反光，增加自身安全，反光手把帶的特殊材料同時兼具耐磨效果，可使用超過八個月。



太平洋Handy 創下兩項世界紀錄



2月28日在台北市府廣場前開騎的「樂騎台北·國際新年趴」，**太平洋自行車 4樓/N0313** 藉由Handy手搖車創下兩項世界紀錄。台北生命勵樂活輔健會陳奇峯理事長駕太平洋自行車Handy折疊手搖車領騎，與130位身障騎士一同馭風樂騎，手搖自行車創全世界最長之手搖車活動隊伍。另一方面，Handy也可於部分自行車租賃站承租，目前在雙北市、高雄市共有近兩百輛Handy可供免費出借，並且未來預計在知名景點遍地開花，幫身障朋友們打造鐵馬福音，這也是全球首創的手搖車租借系統。

台北展場上的兩台Handy，不僅有手搖版的24段變速，透過貼心的座艙調整區間，讓身障朋友可客製最舒適的騎乘姿勢；此外，亦見到電動輔助版，幫助騎乘過程中能更省力，也較輕易的征服坡度路段，電力約能維持40公里左右！兩款車的後叉採縱向折疊等功能，讓特殊車結合折疊功能，達到輕量、收納與運送便利。



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Haibike將於亞洲發表使用Yamaha系統的電動登山車

主導歐洲快速興起電動登山車市場的Haibike 4F/M1219，計畫將在亞洲發表使用Yamaha系統的電動車，但Haibike目前尚未表態何時將進行此計畫。

Haibike已經於歐洲及北美地區，推出全系列使用Yamaha系統的Sduro電動車。這些搭配Yamaha系統的車款比Haibike的Xdurо系列較為平價。Xdurо系列為搭配Bosch電動車系統。

Haibike同時是第一個採用Yamaha新款系統的自行車品牌，此款系統比Yamaha在日本市場的原有系統，更提升了動力輸出。

Haibike母公司Winora 集團執行長Susanne Puello表示：

「在零件的規格與細緻度上，亞洲、特別是日本，在自行車產業扮演了非常重要的角色。當然，我們看到了與Yamaha在亞洲市場合作的潛力，這不只是因為它是亞洲品牌，更是因為Yamaha在技術面所帶來的好處。」

Puello 表示：「Haibike過往已經與Yamaha有緊密合作的關係，像是Winora的電子避震系統e:i shock，便是由Yamaha充分與其整合而成。」

在台北展，Haibike將會展示其廣大產品線的幾種車款。

Puello表示：「對我們而言，在e-bikes迅速成長，銷售數字明顯攀高的趨勢之下，亞洲市場是未來發展的重點市場之一，我們希望透過展覽建立並加強我們於亞太區的關係。」 ■ JB



Haibike Sduro車款搭配Yamaha電動車系統

Magura立足台中深耕亞洲

Magura 4F/M1207 自從在2011年四月於台中市開辦了工廠以來，已經增加了一倍的勞動力，但產能提高達五倍之多！Magura亞洲公司總經理Bernd Herrmann表示：Magura亞洲公司提高效率，來自於生產技巧，引進了台灣自行車產業眾所周知的豐田式管理。Magura 在台灣組裝所有的避震前叉，以及中低階的碟刹，但輪圈刹車以及其他主要的零件，仍然在德國生產。



Bernd Herrmann

Herrmann表示：為了維持著世人對於德國高級工業產品的印象，我們對於台灣生產的產品是採雙重品質。Magura將組裝線移轉至亞洲，以貼近OE客戶並滿足快速成長的亞洲市場。例如我們提供線材的組裝，並且也滿足零售市場。

Herrmann認為：亞洲區零件的零售市場並不如消費者對於新車款的需求這麼大。台灣生產的新車款已經搭配了各種高端零件，因此對於升級改裝的需求並不大。如果消費者想要高等級的零件，會選擇直接搭配好的新車款。

亞洲的自行車市場本身的潛力豐厚，不只是中國市場，東南亞市場也同樣具有潛力，這一區的中階車款的銷量成長快速，並且有意願購買高階零件。當人們消費力增加同時又有休閒的時間，高階的自行車就如同必備的身份象徵。特別是健身的風氣日漸流行，這表示單車的用途在於運動休閒，而非代步通勤。 ■ JB



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4F/M1219

New Products 2017

Zipp 808 NSW輪組



作為Zipp NSW系列最新上市的輪組之一，Zipp 808 NSW碳纖維輪組具有新的輪圈造型，可以有更低的空氣阻力表現，同時降低側風受力，而新的花鼓降低了阻力並提升了耐用性。輪圈高度82mm專為計時賽及鐵人三項所設計。

4樓/M0710

Edco Prosport 碟刹專用輪組

Edco透過可相容碟刹的系統，增加最受喜愛的Prosport產品線廣度，碟盤使用標準的Centerlock鎖上方式，讓Prosport的框高35mm及50mm產品都能使用碟刹，同時也兼容35mm框高的管胎輪組。Prosport的輪框是使用UD碳纖維布編織，並且在Edco自家打造，Prosport的花鼓軸心則為12mm寬，可以使用在前後輪上。

4樓/M0309



Kryptonite The Gravity Line



Kryptonite Gravity Line提供給車輪、相關組件在安全性的創新解決方案，即使你只有一個鎖，也不用怕兩個輪子都被小偷給偷走。Kryptonite Gravity Line不需要特殊工具來完成拆裝。透過WheelNutz與WheelBoltz的搭配，只需要將自行車倒置180度，並透過15mm的六角扳手就可以輕鬆把WheelNutz拆下，而WheelBoltz則需使用5mm的六角扳手。目前Wheelnutz可使用在單速車M9, M10, 3/8" 三種不同軸心寬的輪組上，WheelBoltz則可使用在標準的130mm（前輪）、150mm（後輪）長度的心軸上，且WheelBoltz與Wheelnutz都擁有終身保固。

4樓/L0128

KINDSHOCK SpeedUp伸縮座管

ExaForm在伸縮座管的產品線再加強，最新的SpeedUp伸縮座管成為焦點。ExaForm是伸縮座管在國際獲獎無數榮耀KS的姊妹品牌，最新力作SpeedUp伸縮座管「品如其名」，提供給騎乘者快速調整座管高度的時間，以及簡易的使用方式。當車友們要提升座墊的高度，只需在伸縮座管上的拉柄上拉，反之要降低座墊的高度，只要把拉柄往下推，完全不需要理會傳統的伸縮座管如何操作，使用就是這麼簡單。此外SpeedUp的簡單操作，也非常適用於公共自行車系統上，同時若沒有特殊的工具，無法將SpeedUp從車架上卸下，減少被偷走的機會。

1樓/I0429a



Bone Bike Tie單車行動綁

隨著智慧型手機的運動軟體不斷進化，越來越多車友將手機作為騎乘時運動紀錄、路線規劃或多媒體播放的工具。為了解決手機不易固定於單車上的問題，台灣創意設計品牌Bone發表了Bike Tie單車行動綁，是一款可兼容4~6吋各式手機的單車手機架。Bike Tie設計甫獲得2016年德國IF設計獎的殊榮，採用耐候性強的矽膠一體成形製作，搭配獨家的四角扣具和背扣設計，可快速拆裝於各式管徑的單車把手，是目前市面上最簡易、輕巧且穩定的單車手機架之一。



Spanninga Nomad



無論白天黑夜，Nomad 可讓您的單車清楚可見。它用鋁和矽元素呈現霧面效果、結合反光裝置、甚至連智慧型手機、相機或其他電子裝置都可以用它的USB孔臨時充電。Nomad 輸出光強度：40流明。

4樓/L0128

Overade Plixi折疊自行車安全帽

Plixi折疊自行車安全帽可以瞬間將安全帽的體積縮小到三分之一，方便每日騎乘的單車通勤者，或是其他市區騎乘的使用者。當Plixi縮折時，可以放入一般的袋子、背包或是公事包。Plixi的方便設計，克服了以往安全帽體積過大不易攜帶的觀念，目標在於改變70%騎車不戴安全帽的想法。

1樓/I0512



Marwi 全新座墊系列



Marwi全新舒適座墊產品線，提供城市車、Trekking及電動輔助自行車使用，同時也能在登山車上給予騎乘者良好舒適的乘坐感受。這幾款座墊主要針對歐洲市場進行開發，特別命名為VIENNA, LINDAU, DONAU, MOSEL與TAUNUS，所有座墊100%在Marwi工廠最先進的真空機精心打造，以確保穩定的質量。

1樓/I1014

CeramicSpeed 加大導輪系統

CeramicSpeed OSPW系統17齒超大後變導輪不但節省瓦數輸出，還可降低磨擦力，替分秒必爭的自行車手增添戰力。OSPW系統的配置包括低磨擦係數的CeramicSpeed 陶瓷培林、符合空氣動力學設計的碳纖維/Polyamide複材變速導架、以及固定用鈦螺栓。CeramicSpeed OSPW系統總重 55.4克，相容於Shimano 10速、11速，電變或機械變速都合用。

4樓/L1308



3T DiscusPlus

3T 針對公路越野車及Gravel Bike（砂石車）新開發的產品 DiscusPlus 輪組，將滿足快速成長的 27.5 吋輪徑市場。採無內胎設計的 DiscusPlus 寬度更是超越 3T 700c Discus, ETRTO 尺寸達 28x584，具極佳 off-road 性能並可支撐粗壯的無內胎設計登山車外胎。

4樓/L1108



Marwi白董踩踏出屬於機器人的競爭力

台灣製造商的成功關鍵之一在於維持競爭力。為了維持競爭力，Marwi集團「**不將製程外移**」，而是利用別出心裁的新方法，投資最頂尖的製程科技：機器人。

擁有橫跨全球的700名員工又持續投資研發，董事長白政忠（Patrick Pai）帶領Marwi集團，守護台灣的座墊與踏板製造商龍頭地位。

在印尼的Xerama分支聘僱高達550名員工，但2011年才開始營運的Marwi台灣總部（台萬工業），卻可以憑藉以行政為主的區區125名員工，讓Marwi的產品順利運送到位於歐洲、亞洲、與美洲等主要市場。

高溫高噪音的生產製造在工業建築物內進行，而光線充足具空調的房間內，進行的是高精度組裝工作。

身為自動化的忠實粉絲，白董不斷擴張Marwi集團的機械設備，最近更從日本進口一系列等真人尺寸機器



白董最鍾愛的Marwi員工是個機器人。

人來組裝踏板。

Marwi正在建置踏板成品裝配線，並計畫配置五個白色小型工業機器人。日前我們到廠參訪時，該裝配線已進入最後組裝階段。

選用台灣製造的機器，不僅為台灣創造附加價值，也增加公司的生產力。白董計畫在不久的將來，繼續利用這種裝配線取代人工組裝，使Marwi集團持續保有競爭力。 ■ LvR



董事長白政忠。

Thun重返台北展

專門生產中軸(BB)的德商Thun義大利、美國與東南亞的海外國際業務。公司，將再度亮相於台北國際自行車展，反映出亞洲市場的重要度日益高漲。

Thun將與美國傳動皮帶製造商Gates分用攤位**4樓/N0623**。Patricia Cochez繼續負責義大利、法國和比荷盧業務，而其他歐洲OEM則交由Mario Stauber負責。

「公司現在部署了非常完善的全球銷售網絡，將可充分滿足客戶的期待，」Alfred Thun的助手、Christian的手足Alexander Thun表示。



Christian Thun (左) 與 Catherine Hsu

Thun生產登山車、City/Trekking系列車種、與兒童單車用的四方軸BB。最近更與Gates Carbon Drive針對亞洲與歐洲的OEM市場推出的平價皮帶傳動系統合作，生產該系統專用中軸。

Thun在德國工廠的40名員工，一天可生產出五萬顆中軸運往全球各地單車產業。 ■ JD

此外，Thun也在今年重整其全球市場：剛加入公司的執行長Alfred Thun之子Christian Thun將負責包括




ZUMBA

The new line of bb-sets

... jointly engineered with Gates Corporation and Universal Transmissions in order to perfectly match the new Gates CDN belt drive system.

Find us at the Taipei Cycle 2016 (Gates booth, booth no. N0623)







工具從不會這麼有型又好用

Lezyne 在十年內憑藉高品質、高性能又超有型的配件產品，替自己豎立起創新製造商的名聲。結合歐洲、美國、與台灣之最於一身，這個品牌已名列於台灣單車產業成功故事之一。

在路上遇到單車故障，不但中斷騎乘樂趣，維修單車（不論是補胎、換鋼絲或調整剎車線）大概也不是什麼開心的事。那所以，至少別讓不順手的工具增加你的困擾吧！

這就是Micki Kozushek於2007年3月創建Lezyne的初衷。

當時便已頗具業界知名度的Kozushek，不僅是三鐵菁英組選手，也已建立了Maxcycles品牌，替德國市場引介優質單車與車衣。

不過，真正讓他名利雙收的卻是Truvativ：銷售有質感龍頭、手把、座管與曲柄的品牌。Kozushek在2004年將

Truvativ品牌賣給SRAM，換得豐厚利潤。

Kozushek經營前兩個品牌Maxcycles與Truvativ時，對於台灣的卓越技術以及能依客戶規格生產高品質單車零件的供應製造商網絡，便已相當依賴。

售出Truvativ所獲取的資金，使Kozushek得以投入下一番事業。

因為受夠了經常阻礙單車維修的廉價工具與塑膠製打氣筒，Kozushek決定扭轉車友對這些配件的看法。

為了徹底扭轉「維修工具是備而不用」的看法，Kozushek要創造有型又順手的工具和打氣筒—品牌標語「精工設計」冉冉浮現。

公司的目標是將精品設計、智能工程與功能完整性完美地結合。Lezyne創立九年以來贏得的無數獎座，就是這道成功方程式的鐵證。

剛創立時，Lezyne的銷售額以每年

三倍的速度增長，而後持續每年倍增。雖然Lezyne總公司位於加州San Luis Obispo，企業的核心卻在於提供精密金屬與電子零件的台灣供應商。



Lezyne初創立時侷限於設計、工程、銷售與組裝，從未自行生產過任何零件。

但改變正在發生。

位於台中大里區鄉下稻田旁邊的Lezyne工廠已設有兩台可處理圓形和近圓形鋁合金工件的CNC車床，不久會增設兩台車床處理更複雜的形狀。

有勞台中綿密的小型製造商供應鏈，Lezyne在生產旺季時能僱用130名員工，在光線良好、有空調的裝配廠內勤奮工作。

倉庫占了Lezyne台中廠絕大部分面積：除了存放來自供應商的小型零件之外，品質管理部門也在此區對組裝前樣品進行出貨前測試。

部分電子零件（如LED鏡片、處理器、以及Lezyne新推出的GPS裝置所使用的觸控螢幕）到貨的時候已組裝完成，

而工具和打氣筒用的其他零件則在廠內，從零開始進行組裝。

Lezyne對於組裝流程末端的品質控管也給予同等重要性。舉例來說，每一支

打氣筒都必須通過測試才能封箱運出。

公司也從匯聚台灣資訊與電子業菁英的新竹聘請工程師。

研發部門大門設立門禁森嚴的指紋掃描器，反映出Lezyne對公司智慧財產與專屬技術的重視；想當然，研發部門列為謝絕記者參觀的禁地。



Lezyne廠內雷射雕刻加工

由於規模成長已超過工廠負荷，Lezyne在原工廠鄰近位置正在興建新工廠，未來將用來進行電子產品裝配。

透過大量贊助計畫與包括經營YouTube頻道的全球廣告策略，再加上功能、設計與可負擔性這三大支柱，Lezyne已蓄勢待發，準備迎接下一個豐收成長的十年。 ■ LvR



位於台中郊區稻田旁的Lezyne工廠。

傳動系統未來論Shimano提前引爆

身為傳動系統的龍頭品牌，Shimano向來最受專業騎士的推薦，秉持高性價比的訂價策略因而在傳動系統中搶下最高的市佔率。今年台北展，Shimano來勢洶洶一次帶來三個新訊。其中最引人注目目的為Shimano將於今年四月推出METREA，一款專為城市車開發的傳動系統，其命名是來自於METRopolitan(大

都市)和REAL(現實)，融合了最能代表城市車的元素。這套全新系統擁有獨特的變速操作方式，H-type車手把是一個全新的騎乘概念，使騎乘者的前手臂位於自然的位置，模仿手的位置握於下把位剎把，制動系統則是採用可靠的油壓碟刹。

另外兩項新訊則分別是SORA推出全新代號R3000套件以及部分針對11速的

優化新品。R3000曲柄繼承簡潔的四爪設計，搭配9速STI雙控把手，擁有簡潔的內走線設計，另外更提供機械式碟刹的制動選擇，再次說明公路車碟刹化將是不可擋的趨勢。而11速新品則包括全新11速鏈條用快扣，設計上免安裝工具，可更快速的

即時路況維修。

在過去一年，傳動系統有劇烈的科技進化，Shimano自從主掌Di2電變地位後，SRAM也推出eTap無線電變，Camagnolo EPS電變系統也來到第三代。此外，兩大零件廠也積極開發變速系統，以橢圓盤聞名的Rotor推出Uno油壓變速，以高品質龍頭把手聞名的FSA也有推出電變的消息。身為傳動市場龍頭的Shimano，除了上述三項的新品更新，預料在今年環



除了整套METREA傳動系統，亦包括專屬輪組。

法賽前哨更新當家旗艦Dura-Ace，屆時這款新作會怎麼優化騎乘體驗，確實令人期待。但在台北展我們已看到充滿未來科技感的METREA，讓傳動預見未來。



光滑和抗腐蝕的曲柄設計，提供單盤或兩盤的選擇。



H-type整合式剎變把：可操控機械變速及油壓碟刹。



New Products 2017

Tern Eclipse X22



Tern這次的設計要讓X22成為全世界跑得最快的折疊車。這是一台最接近人車比例的Full Size公路車，採用26吋手編輪組，並擁有競速取向幾何設計，卻能在10秒內快速折疊。它配置 Ultegra 的傳動系統與Shimano油壓碟刹。

4樓/M1119

MET Sinethesis

2016年升級的Sinethesis Night-lights 是第一頂在Icelite Exoskeleton 帽體、帽帶環扣、與頭圍調整器中均注入螢光材料的自行車安全帽，大幅提升夜間騎乘的辨識度。還可在後方束鎖裝置扣上USB充電式LED燈，加強醒目性。

4樓/M0306



CatEye Rapid X 系列

Rapid X系列就是要增加辨識度。Rapid X系列從多角度加強光源，與同等級車燈比較，可提供最高側光能見度。

4樓/N1001a



iXS Xult

競賽與一般騎乘都適用的Xult全罩安全帽採用Vortex通風模型保持空氣流動，最適合enduro賽車手所需。捨去製造過程高污染的碳纖維，改用FRP（玻璃纖維強化塑膠）打造安全帽外殼，同時滿足輕量化與強度增加的雙重需求。

4樓/L0905a



中文



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TaiSPO

SHOW DAILY

TWTC Exhibition Hall

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Strength Master prefers the strong, silent type

You won't hear the sound of clanking weight plates on Strength Master's forthcoming line of strength machines. The company is developing a system that lets users adjust the weights electronically.



Strength Master moved to a spacious new headquarters in Changhua County.

"With this technology, you can measure the weight and the resistance very precisely," said Pauline Lin, senior sales manager at **Strength Master Hall 11F/B0024**. A prototype of the system, called *Ampera*, is on display at the company's TaiSPO booth.

Strength Master's new strength range, which it will market for commercial gyms, will also let users send workout data directly to online fitness programs.

The system is compact, and Lin said it saves workout time because users won't need to manually load or unload weights. Being able to precisely adjust the

resistance allows for pin-point training and helps reduce the risk of injuries.

The equipment also keeps users engaged and motivated by giving them instant feedback on their workout performance on a built-in screen.

Strength Master designed the system to communicate with Interactive Health Partner, or IHP, an online health management program developed by Lifespan, its U.S. subsidiary.

IHP analyzes data from users' workouts on Strength Master equipment to suggest exercises and provide advice on performing them properly.

Consumers, and, if they choose, their health professionals, can monitor their progress with an exercise program. Several corporations and health centers, along with individual consumers, now use IHP.

The new Strength Master system will be able to tap into IHP to prescribe custom strength, cardio, balance and flexibility exercises for individual users. Users can also send the data to their smartphones.

IHP is central to Strength Master's broader strategy involving the

development of cloud-based health and fitness apps. For example, users can upload data from their own fitness trackers to IHP, as long as the devices are compatible with Apple Health or Google Fit.

Strength Master is also launching its own fitness tracker, the IHP Go Smartband. The band will connect with certain Lifespan and Strength Master systems, as well as with IHP.

"That way, even if you don't have our equipment, you can buy our smart band and get your exercise uploaded to the IHP," said Eling Wu, the company's marketing manager.

Strength Master anticipates the fitness band will boost the number of IHP members, which currently exceeds 150,000. The company is launching the band in the United States, which accounts for a third of its business, and in Taiwan.

In other product news, Strength Master is celebrating strong consumer ratings it received for an elliptical that went on the market in November. The elliptical uses the company's Core Balance Technology to improve posture and reduce the risk of injury.

"You need to have a precise posture when you're exercising. This elliptical has a sensor on each side, so it directly shows on the screen how much force is used on



The Strength Master Ampera system

both sides," Wu said.

The company is growing quickly. It's preparing to expand its production capacity in China to meet a growing demand for its cardio products. The strength range will be made in Taiwan.

Strength Master recently moved to a larger headquarters in Changhua County, and expects to open another office in July.

The roomy new headquarters offers plenty of space for exercising and for team sports.

Strength Master employees are encouraged to use the same desk treadmills that Lifespan sells to international corporations. That explains the athletic shoes under the managers' desks. ■ BS

Circle Fitness preps cloud-connected console

Circle Fitness is upgrading the software built into its commercial fitness equipment, to integrate body analysis into a cloud-based training and fitness management program.

The idea, on display at **Circle Fitness Hall 11F/B1229a**, to enhance the functionality of its software with input from body analysis machines such as the InBody 570, which gyms use to evaluate the physical condition of members and measure their progress.

"It will help to more closely monitor the impact of the training. You could also show the data to your trainer to get more specific and expert advice," said Timothy Hsieh, sales and marketing manager at Circle Fitness.

Machines equipped with its new E Plus 2.0 console should hit the market in August. Through the Circle Cloud system, users will be able to access workout data and analysis.

Circle Fitness says the new system allows for a continuous training program, so users don't have to reset their targets.

The E Plus 2.0 includes an easy-to-use touchscreen that displays entertainment and outdoor exercise

apps. Through a program called Virtual Connect, treadmill users can embark on 10 scenic virtual runs.

The cloud-based program is also intended to boost the motivation of club members, giving gym owners and trainers another tool to help drive their business.

"It will be helpful for member retention and to study the behavior of the members," Hsieh said.

The E Plus 2.0 is an upgrade of the E Plus console that has supported the expansion of Circle Fitness in the commercial fitness market.

Commercial fitness accounts for about 80 percent of Circle's sales, Hsieh said, with home fitness gear accounting for 20 percent.

The Circle M8 treadmill, which has a larger running area, has helped the brand make inroads in the U.S. commercial market in the past two years. Hsieh says that previous products were lighter and more suitable for

smaller fitness centers.

"The M8 treadmill provided access to more distribution and helped us to get into gyms," he said.

With the rise of its commercial business, the United States is now the biggest single market for Circle Fitness, although Europe as a whole accounts for about half of sales.

The company sells its Circle Fitness brand to more than 40 countries.

Circle Fitness is part of the much larger P&F Group, named after Paul and Frank Chang, the brothers who established it in 1974. Their main business is to supply tools and machinery for such customers as Bosch.

P&F moved into the fitness market about 10 years ago when it acquired a home fitness

equipment brand. The company quickly ditched the brand to focus on OEM manufacturing. Five years ago, it began developing its own Circle brand.

Circle Fitness products are assembled at the group's factory in Taichung. Hsieh said that about 70 percent of the components for Circle products are sourced from the same suppliers that produce components for leading international brands. ■ BS



Timothy Hsieh with the Circle E Plus 2.0 console

News service for Europe's fitness industry launched

The European fitness market, the world's biggest, now has a dedicated independent business news service.



Fitness News Europe was launched last month by well-known specialist journalist Barbara Smit, who brings a wealth of experience and contacts to the project. "Europe is now the biggest fitness market in the world yet there was no independent publication with business news and analysis," said Smit. Established in February, Fitness News Europe consists of a bi-monthly newsletter and a website, providing exclusive business news and analysis of developments in the European fitness market.

According to the latest market reports from Deloitte/Europe Active and IHRSA, Europe's fitness club industry generated revenues of €26.8 billion in 2014, with 48,000 facilities, compared to revenues of \$24.2 billion and 32,000 gyms in the U.S. "Europe represents the industry's most profitable region as it totals the greatest amount of revenue, and is second only to North America in total memberships,"

says the global market report by the International Health, Racquet and Sportsclub Association (IHRSA).

Smit has been the editor of the TaiSPO Show Daily since its inception five years ago. She has more than 15 years experience reporting business news for specialist publications in the sports, outdoor and fitness industry. Smit is also the author of 'Sneaker Wars', a best-selling book on Adidas and Puma, which has been translated into 12 languages including Chinese.

Fitness News Europe is a subscription-only service targeting managers and investors throughout the fitness industry. Smit invites TaiSPO exhibitors and visitors from the fitness industry to register for a free trial at fitnessnewseurope.com.



Barbara Smit, publisher of Fitness News Europe

TaiSPO will continue to run in parallel with cycle show

The TaiSPO show will be held concurrently with the Taipei International Cycle Show for at least two more years.



TAITRA's Chin-Ling Yu & Paul Liu

Paul Liu, TaiSPO show manager, acknowledged that this option was not the most popular among the fitness companies in a survey of exhibitors last year. Fitness suppliers account for more than 65 percent of the exhibitors and would prefer buyers to spend more time at TaiSPO. Exhibitors selling sportswear and accessories are more enthusiastic about the concurrent shows, because Taipei Cycle draws more buyers for their products.

However, the choice was strongly influenced by constraints in terms of timing and location for a separate TaiSPO show. Although the exhibitors favored April, that month appears unfavorable for fitness companies since FIBO is taking place in Cologne in early April and the China Sport Show has been moved from May to April.

"Another reason is that about 45 percent of the buyers at TaiSPO are also visitors of

the cycle show," explained Liu. "In terms of promotion it's also easier to have an integrated platform, because they're related products."

The TaiSPO show enjoyed an increase of 2.5 percent in foreign buyers for its first day. About 68 percent came from Asian countries, led by China, South Korea and Japan. The number of exhibitors increased to 358, up from 347 last year, and the organizers expect that the number of visitors for the entire show will remain stable or increase slightly.

The fair was livened up this year by demonstrations held at the Johnson Health Tech and Dyaco booths, among others. While Johnny G himself whipped up interest in the In-Trinity board for the Matrix Fitness brand, Dyaco teamed up with a local fitness chain to demonstrate exercises with its award-winning six-in-one multifunction trainer.

"We will encourage the exhibitors to organize more on-site activities next year," says Liu. "It helps to attract more visitors and to make the show more enjoyable and attractive."

The fitness management forum held for the third time this year drew about 250 people and will be repeated at the next TaiSPO, scheduled for March 22-25.

After the retirement of Jilly Lai, Chin-Ling Yu took over as the TAITRA team manager for TaiSPO and Taipei Cycle in August. She has spent many years at the organization and 15 in Germany, where she was posted three times in Munich, Berlin and Düsseldorf.

Vox Pop

What is the main fitness trend in your country?



Tasanee Triratanapitak
Fusen Enterprise
Bangkok, Thailand

Fitness is definitely growing in Thailand. We have Virgin Active now; they have three gyms so far and are expanding quite rapidly. Functional training is coming up, and Thai boxing is always popular. A big trend is that lots of women have started exercising. We have opened two gyms, called Fitbox, in Samutprakan near Bangkok.



Dmitry Voronchikhin
Hasttings
Moscow, Russia

Many people in Russia are into sports nowadays, because our president [Vladimir Putin] loves sports. The government is building stadiums and other sports facilities, investing to get more children playing sports, and we'll have the football World Cup in Russia in 2018. When it comes to fitness, cardio is still most popular in Russia and CrossFit is coming up.



Mark Chiles
NPD Team
Tustin, California, USA

CrossFit is still the big thing in the United States. It's growing at a record pace and it's going to continue to grow. It's a challenge for suppliers because CrossFit clubs are not treadmill clubs. They want to buy sledgemarkers and tires and that sort of thing. Another thing that is coming up is Orangetheory. It's a trendy take on circuit training.



Andrea Caporusso
Decathlon
Lille, France

The two big trends in France for fitness equipment are connected objects and recovery items. We have seen these connected objects come up in the last five years or so. When it comes to gyms, CrossFit and combat sports are growing. The market is doing well in general because French people are increasingly taking care of their physical wellbeing.



Steven Decommer
DKN Technology
Hamme, Belgium

The trend is declining for home fitness equipment in Belgium. People spend their money on other things. When it comes to gyms, people don't want to pay for subscription anymore. They go for gyms where they pay less and train only with equipment and without personal coaches — the gyms where you have to pay for any extras.



Sanjay Shah
Turaco Limited
Nakuru, Kenya

Fitness is a growing market in Kenya, with all the lifestyle issues coming up and all the fast food coming in. For the time being it's mostly about treadmills and cycling. The market just started to take off about five years ago, so it's the same as in other markets. They start off with treadmills and other products will follow.

TaiSPO Photo Roundup



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.



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.

Visions

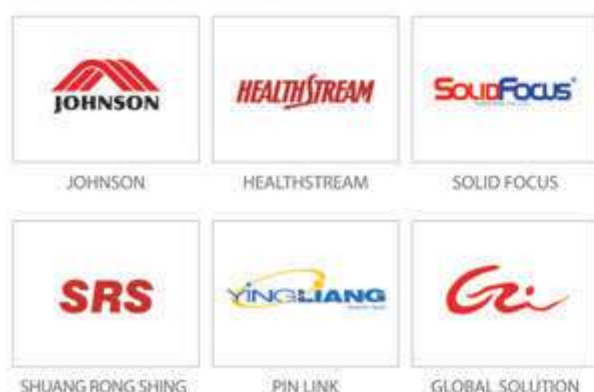
Google Fitness, Taiwan's Best

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

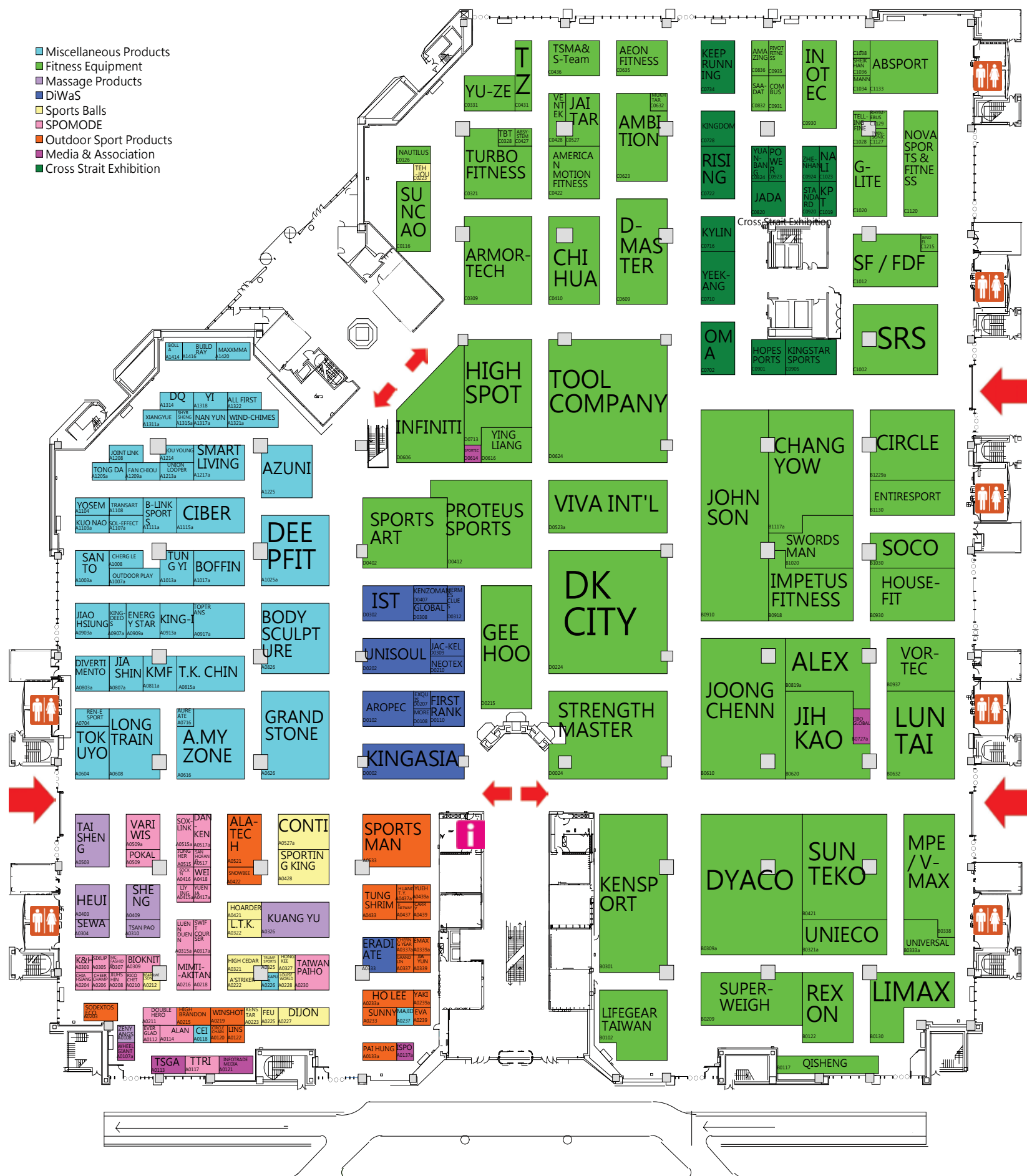
S-Team Logo is the symbol of high-quality fitness

Central Factories



Satellite Factories

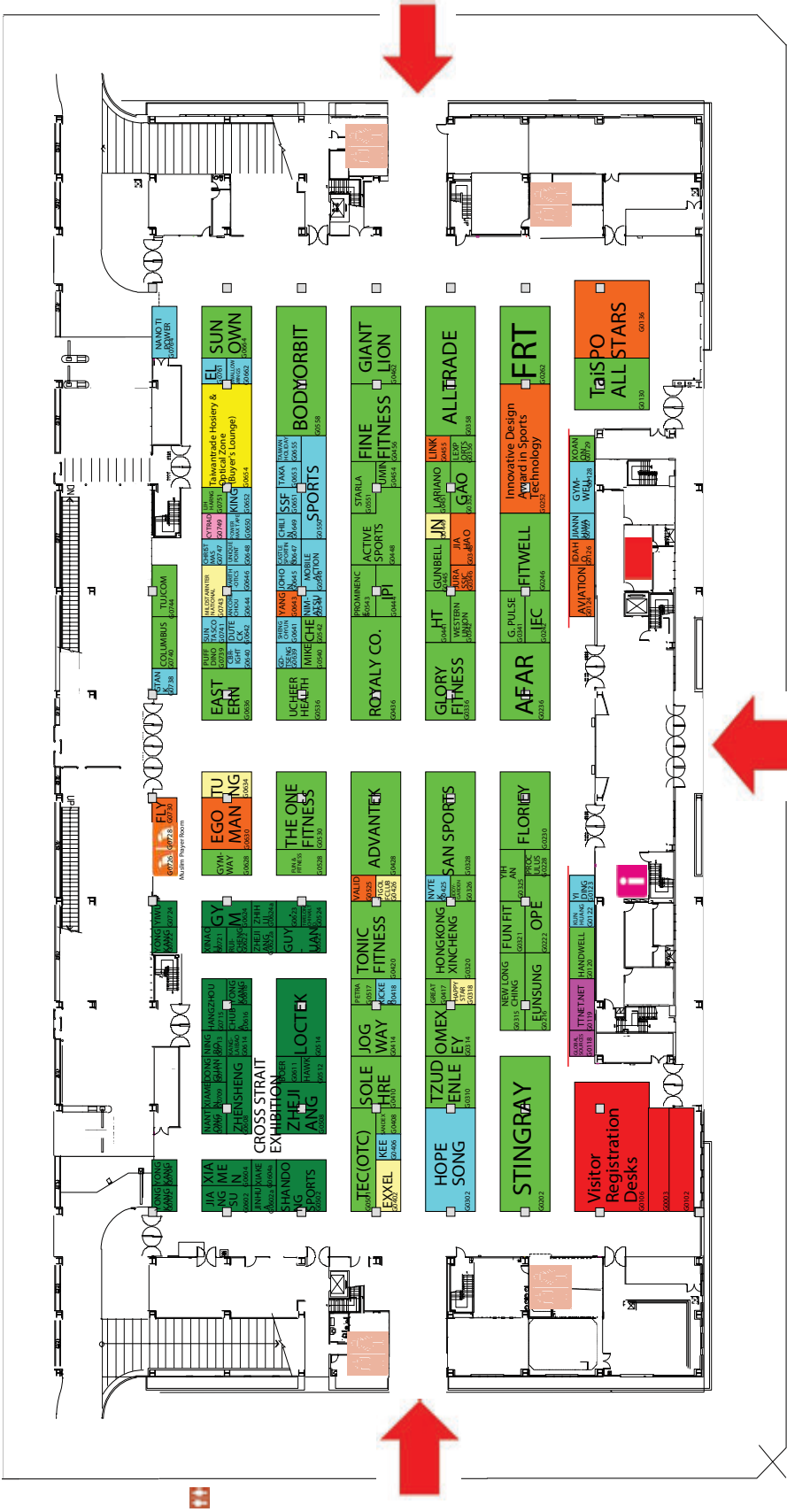






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New S-Team chairman wants to promote Taiwan's manufacturing prowess abroad

New S-Team chairman Mark Chang believes Taiwan's top fitness suppliers should offer "one-stop shopping" for international customers by creating an integrated supply platform.

Chang, the president of Healthstream Taiwan, was named head of the S-Team last week. The S-Team is a group of Taiwan fitness suppliers who banded together to create a more efficient supply chain, develop quality standards, and centralize production of shared components.

Chang said he would like the Taiwan government to allow S-Team members access to independent labs that would certify the quality of products produced by S-Team members.

The S-Team could then use the certification to promote Taiwan internationally as a hub for high-quality production.

"It would be easier for the suppliers to share with an independent organization, and then use that to carry their products to the international market," he said.

Chang envisions the establishment of an integrated supply platform that would link S-Team members. "The S-Team could then offer a one-stop-shop solution for international customers," Chang said.

Created four years ago under the leadership of Johnson Health Tech chairman Peter Lo, the S-Team has faced recent pushback from some Taiwan fitness manufacturers.

The S-Team started efficiently by establishing standards for fitness equipment makers and suppliers, and performing factory checks to help members meet those standards.

But some members were reluctant to share details of their production processes and technologies with competitors. In the last two years, several companies have left the S-Team.

Now consisting of 12 members, the

S-Team is looking to work with suppliers from outside of the fitness industry who have strong reputations, such as the Taiwanese firm that helps make motors for Tesla electric cars.

Chang's company, Healthstream, manufactures fitness equipment for brands including Life Fitness and Kettler, and markets commercial fitness equipment under its own Intenza brand.

Its Tainan factory, which opened in 2013, is highly automated. The plant is also notable for its environmentally friendly touches, such as solar panels and a rainwater recycling system.

The Taiwan Sporting Goods Manufacturers Association, which has backed the S-Team from the beginning, supports Chang's initiatives.

"The change will be an opportunity to review all that has been done in the last four years, and to come up with different ideas to drive the partnership," TSMA president Catherine Wang said. The larger TSMA has been pushing Taiwan manufacturers to focus more on value-added, branded sports products and reduce their reliance on OE manufacturing.

She said Chang, backed by Healthstream's reputation, will be an effective leader of the S-Team.

"They're very advanced in automation and they are willing to share with others. That's important for the S-Team because they need big industrial partners, like the A-Team with Merida and Giant," Wang said. The A-Team is an association of leading bicycle industry suppliers whose success helped inspire fitness manufacturers to create the S-Team. ■ BS



New S-Team chairman Mark Chang is in the middle.

Teaming up to help seniors stay active

Fitness classes are a great way for senior citizens to stay active and healthy. But classes take space, and seniors may not be willing to travel far to find one.

So to bring exercise classes closer to seniors, Taiwan fitness manufacturers are trying a novel approach in cooperation with the city of Taichung.

The city is donating space in underused government buildings around Taichung, and the manufacturers are donating fitness equipment.

"We are trying to help by encouraging healthy behavior," said Catherine Wang, president of the Taiwan Sporting Goods Manufacturers Association, which is backing the program. "Some older people stay at home all day or sit in the park together, but exercising together is much more fun."

In October, Florie Industries International, a Taichung fitness manufacturer, equipped Taichung's first such center. Organizers hired

certified instructors with experience leading "active aging" classes.

Supporters of the program, which include the **TSMA Hall 11F/C0436** and the Corporate Synergy Development Center, envision a network of centers across Taichung. In addition to underused buildings, schools can host fitness classes after hours.

Wang said the program started in Taichung because it is home to many fitness equipment manufacturers and because it has relatively few gyms.

Florie Hall 11F/G0230 was an obvious choice to provide equipment for the program. Last year, it introduced a line of compact fitness equipment for seniors.

Called the Circling Range, it encourages group training. The equipment has been downsized for easy access, and so seniors are comfortable stepping on or off. ■ BS

2015: A mixed year for sporting goods exports

Exports of sporting goods to the United States, Taiwan's biggest market by far, rose 5.1 percent to \$690.6 million in 2015.

But the picture was not as bright for Taiwan's sporting goods industry as a whole. Total exports fell 4.0 percent to \$1.71 billion, with declines in seven of Taiwan's 10 biggest markets. (These numbers exclude the country's large bicycle manufacturing industry.)

Exports to mainland China, Taiwan's second-largest market, fell 3.7 percent to \$174.9 million. They contracted by 7.6 percent to Japan and 12.6 percent to Germany.

The Netherlands and South Korea were the only top 10 markets besides the U.S. where exports increased.

Exports of fitness equipment, the No. 1 category for the Taiwan sporting goods industry, held up relatively well, slipping by less than 1 percent to \$753.1 million.

Exports of golf equipment, the second-largest category, dropped 5.9 percent to \$349.5 million. Golf has been

in a global slump, although there are signs of a recovery from participation figures and from the recent performance of larger golf brands.

Other significant categories experiencing declines included watersports, down 6.3 percent; sports balls, down 22.1 percent; and outdoor equipment, down 4.9 percent.

Smaller categories such as billiard equipment and sports gloves posted gains.

Taiwan consumers still have an appetite for sporting goods, however. Sporting goods imports jumped by 17.2 percent to \$699.2 million, with products from China, Vietnam and Indonesia leading the way. Imports of Japanese sporting goods were flat.

Categories seeing the biggest increases included skiing, camping, table tennis and bowling. ■ BS



Catherine Wang of the TSMA.



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