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# 1994 Heritage Softail Special Edition

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Donny is the Winner of the 2012 International Book Awards. Donny Petersen has been educating motorcycle enthusiasts about Harley-Davidson bikes for years. Now, he has combined all his knowledge into a twelve-volume series masterpiece and this third book is one that every rider will treasure. Petersen, who has studied privately with Harley-Davidson engineers and has spent thirty-six years working on motorcycles, is sharing all of his secrets! As the founder of Toronto's Heavy Duty Cycles in 1974, North America's premier motorcycle shop, the dean of motorcycle technology teaches about the theory, design, and mechanical aspects of Harleys. In this third volume, discover: 1. How to identify the Evolution models. 2. Why the Evolution models are better. 3. Everything you need to know about engines. 4. Troubleshooting every facet of the Evolution. And so much more! The Harley-Davidson Evolution The Japanese had more than quality. Their arsenal included acceleration and speed combining with good braking and handling. They could design, tool-up and build a new motorcycle in a mere eighteen months. The flavor of the day could easily be accomplished with this organizational skill and dexterity. On top of this they had lower prices. The Gang of 13 took over a failing company or did they? By 1982, Harley-Davidson sales went into a tailspin with plunging production. The USA was in a deep recession. Adding to the perfect storm

was the flood of Asian imports that many believe were being sold in the U.S. below their manufactured costs. Whether this was true or not, how did a small country a half-world away manufacture a quality product that was faster, handled better, and was less expensive? Furthermore, these import motorcycles were more functional. Well, of course they did because USA motorcycle manufacturing offered old clunker styling that was slower, did not handle well, and broke down all the time! And for all of this, Harley-Davidson's cost more. Insulting if one thinks about it. It is not that the Evolution was that good relative to their competitors because in my opinion it was not. However, the Evolution was stellar relative to what went before. I was a loyal Shovelhead rider, necessarily becoming a mechanic along the way. I like the rest of my ilk would never consider riding any other product. I did not care that a Honda might be functionally better, less expensive, and not require my newfound mechanical skills. Honda simply did not give what my psyche craved. Importantly, H-D dropped its lackadaisical attitude towards copyright infringement, particularly with knock-off products. Harley-Davidson became extremely aggressive against the counterfeiting of their trademarks. It licensed use of its logos with all manner merchandise that was embraced by mainstream America followed by the world including the Japanese. H-D then saw the birth of HOG, the most successful marketing and loyalty campaign in the annals of corporate sustenance. The world embraced this pasteurized version of the outlaw subculture. You might meet the nicest people on a Honda but Harley riders are all about cool. They adapt a pseudo-outlaw lifestyle that emulates

freedom and individualism. They spend much of their time adopting one charity or another to prove they really aren't bad. Many charities benefitted greatly during the Harley boom. Can these riders be contesting the Honda mantra of niceness? The previous owners AMF deserve much credit for the success of Harley-Davidson. They gave the Gang of 13 a platform from, which to launch. These new guys were brighter than bright. They put a management team together that knew no bounds in success. I am sure that Marketing 101 in every business school teaches and will continue to teach their brilliant story. Harley-Davidson became the epitome of American manufacturing and marketing, the darling of capitalism at its finest. Think about it! How could a rusty old manufacturer whose time had drifted by reach such pinnacles of success? Well, H-D had a little help along the way with two main sociological factors: 1. The post World War II baby boom, the aging bulge in American demographics looking for adventure and whatever (safely) came their way. 2. A generation that worked hard; raised families and then looked back at what they had missed in their youth. Harley-Davidson embodied the freedom and adventure they lacked. Harley-Davidson was granted two decades, in which to plan a lasting and viable future. It sought to be the motorcycle of mainstream America. The world would follow. This venerable company almost pulled it off. The Motor Company updated technology both in their manufacturing venue and in the product itself. H-D balanced on a near-impossible fulcrum, maintaining tradition on one side and complying with environmental dictates on the other. The Evolution's successor, the air-cooled Twin Cam introduced in 1999 with great

success. H-D continued to grow and prosper. I have always viewed the Twin Cam as a transitional model embracing the past but leading into a future of overhead cams and water jackets. The new H-D V-Rod's technological marvels are a wonderful attempt but as much as the Factory hoped, mainstream Harley riders did not take the bait en masse. After all they had their psychological needs. These attempts did not prevent dark clouds from appearing on the horizon: 1. Inexorably, the post World War II baby boom's bulge has grown older, losing interest in reclaiming youth with interests shifting elsewhere. Who is to take over this downsizing market? Who will be left to support the Motor Company in the style it has become accustomed? 2. In my humble opinion, the masters of marketing did not fill the coming void of consumers. I think H-D is good at pretty much everything except lowering prices for the incoming generations. Nor have they developed affordable and desirable product lines for the youth. Certainly, the Factory began to enjoy economies of scale in manufacturing. I for one do not think they have used their profits wisely for continued prosperity. Will I continue to ride a Harley at age 62? Sure I will but I was riding them before they became cool. I am not a dentist looking for a safe walk on the wild side or a movie star acquiring the in-bauble of the day. The Evolution motorcycle saved the Hog's bacon but a new savior is now required. WALNECK'S CLASSIC CYCLE TRADER, JANUARY 1996 Causey Enterprises, LLC This illustrated guide is packed with interesting facts and follows the history of the famous Harley-Davidson company and the development of its famous bikes, which have earned a special place in the hearts of enthusiasts everywhere.

The story dates from 1903 when Bill Harley and the Davidson brothers, with no thought of fame or fortune, decided to build a motorcycle that really worked. So successful was it, that it led to the gradual formation of a company that has survived through good times and bad. Through good times and bad, losing and winning back police contracts, as well as weathering various other vicissitudes, the company has achieved lasting success. In the end, Harley-Davidson came to the ultimate decision of giving its customers what they really wanted, not by providing year-on-year innovations, but by remaining true to the Founders' original concept. The result, as everyone knows, are bikes of mythic status, imbued with a mysterious quality of their own and generating a passion in enthusiasts amounting almost to a love affair. The name has come to personify America and is up there alongside Coca-Cola, Ford and McDonald's. The bikes are described in detail, not only in mechanical terms, but also with glorious photographs, and will be of interest to everyone who loves motorbikes: even aficionados of Japanese and European bikes, who have never even ridden a Harley-Davidson, will be able to recognize the unique marriage of style and nostalgia and the fact that there are no other bikes quite like them.

The Routledge Companion to Automobile Heritage, Culture, and Preservation

Causey Enterprises, LLC

The original version of this guide has sold over 30,000 copies. This new edition has been expanded by 25% and promises to become an invaluable resource. For collectors, dealers and players, this completely updated "field guide" provides specifications, serial numbers, and more for determining the originality of vintage American acoustic

and electric fretted instruments.

Detailing thousands of models by every major manufacturer, the book now includes expanded coverage of Martin, Guild, Mosrite, Dobro, Gibson banjos, Fender amps, Gibson amps, plus updates on the latest models from Fender, Gibson, Rickenbacker, and others since 1990.

WALNECK'S CLASSIC CYCLE TRADER,

JUNE 1996 Causey Enterprises, LLC

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LLC Donny's Unauthorized Technical

Guide to Harley-Davidson, 1936 to

Present Volume Iii: the Evolution: 1984 to 2000i Universe

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*Fretted Instruments* Causey Enterprises, LLC

The Routledge Companion to Automobile Heritage, Culture, and Preservation explores automotive heritage, its place in society, and the ways we might preserve and conserve it. Drawing on contributions from academics and practitioners around the world and comprising six sections, this volume carries the heritage discourse forward by exploring the complex and sometimes intricate place of automobiles within society. Taken as a whole, this book helps to shape how we think about automobile heritage and considers how that heritage explores a range of cultural, intellectual, emotional, and material elements well outside of the automobile body itself. Most importantly, perhaps, it questions how we might better acknowledge the importance of automotive heritage now and in the future. The Routledge Companion to Automobile Heritage, Culture, and Preservation is unique in that it juxtaposes theory with practice, academic approaches with practical

experience, and recognizes that issues of preservation and conservation belong in a broad context. As such, this volume should be essential reading for both academics and practitioners with an interest in automobiles, cultural heritage, and preservation.

WALNECK'S CLASSIC CYCLE TRADER, JUNE 1995 Voyageur Press

Take a full-throttle tour through more than a century of Harley-Davidson history with this definitive e-guide. The Ultimate Harley-Davidson tells the story of the world's greatest motorcycle make--from its origins in a backyard shed to the international company it is today, more than 100 years later. From the early bikes and their key innovations to the v-rods and sports bikes of recent years, it is the complete e-guide for lovers of this American classic.

Gloriously illustrated gallery spreads showcase more than 70 of the best-loved Harleys ever created, drawing out their defining features. Spectacular close-ups of key engines explain how the classic Harleys ran, while an updated catalog of every production model provides technical data and key specs for each bike. Whether you're an easy rider or born to be wild--or just mad about motorcycles--there is only one Harley-Davidson, and this is the ebook for you.

Harley-Davidson Evolution Motorcycles  
Heritage Capital Corporation

Millions of loyal Harley fans can't be wrong. With their distinctive styling and sound, Harley-Davidson motorcycles have won the hearts of people--from all

walks of life and from all over the world. "Harley-Davidson: The Good, the Bad, and the Legendary" captures just what it is about Harleys that make them so popular. This anthology is a tribute not only to this legendary piece of machinery, but also to the stories, history, and lifestyle behind its rise as the world's most popular bike. If you're still in awe of that first Harley, still riding and wrenching on Harleys, or still dreaming Harleys, then this book is for you.

**WALNECK'S CLASSIC CYCLE TRADER, SEPTEMBER 1998** WALNECK'S CLASSIC CYCLE TRADER, MARCH 2002

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