

# **TEMOT** world insight

Journal for the Independent Automotive Aftermarket



**Review:**  
**TEMOT celebrates 25<sup>th</sup> Anniversary in Barcelona**

**90 years Hess Automotive:**  
a journey through time

**Interview with Co-CEO Constantinos Kapodistrias**  
on the **companies' 50<sup>th</sup> anniversary**

**TEMOT**

# Content

Dear Reader,

while we still enjoy the last golden summer days, autumn is already quietly knocking on the doors and indicates that 2019 is slowly coming to an end. The days are getting shorter again and soon winter is just around the corner. In the automotive business this may be good news as it's traditionally considered the busiest time of the year.

2019 not only marks TEMOT Internationals' 25<sup>th</sup> company anniversary, but is also a year filled with developments and events which we will be covering in this issue of the TEMOT World Insight.

One of these events is the **90 years anniversary of TEMOT International founding member**

**Hess Automotive in Germany**, a company that has proven its entrepreneurial spirit and foresight for three generations already. **We will take you on an interesting journey through time on pages 16-19.**

Another milestone is the **50<sup>th</sup> company anniversary of Kapodistrias Automotive from Cyprus, TEMOT Shareholder since 2011.** The family-owned company has been growing remarkably ever since and is today the market leader in Cyprus. **Read the fascinating interview with Co-CEO Constantinos Kapodistrias on pages 40-41.**

Moreover, we would like to draw your attention on an **interview with Michal Tochowicz, Vice President of TEMOT Shareholder Moto Profil from Poland**, giving an interesting insight on changes within the company during the last months, goals for the coming years and future challenges for distributors in the automotive aftermarket. **You'll find it on pages 43-45.**

We wish all our dear readers a beautiful and successful autumn and winter time and bid farewell until our next edition in January 2020.

Best wishes,



**Zina Branti**  
Manager Corporate



## TEMOT

### TEMOT Review:

TEMOT's Annual Spring Meeting & Executive Suppliers' Event	4
TEMOT International Cooperation Awards 2018	6
<b>New Shareholders</b>	11

### Shareholder Information

<b>TEMOT America:</b> Brazilian Shareholders stand out	12
<b>Select AG:</b> Dawn of the digital era	14
<b>Hess Automotive:</b> 90 <sup>th</sup> years of Hess	16
<b>Cobra:</b> Innovation in Distribution	20
<b>AAPA:</b> Summer Shareholder Meeting & Information Technology Meeting	22
<b>Novagroup:</b> Supernova & Oncar - „Our“ Promotec	24
<b>CAC:</b> Classic Race for royal touch	26
<b>Bardi:</b> Spotlight on the Auto Industry in Budapest	28
<b>ASC Group:</b> Organic Growth backed by homogenous network	31
<b>Martex:</b> Supplying spare truck parts in the right place at the right time	32
<b>Iaponiki:</b> Protagonists of the Greek Economy	35
<b>Meiji Sangyo:</b> Seiken's Milestone in Automotive Industry	36
<b>Sumber Berkart:</b> Completing the network	37
<b>Kapoditrias:</b> Autofix Show	38
<b>Kapodistrias:</b> 50th anniversary - interview with company's Co-CEO C. Kapoditrias	40
<b>Suan Huat:</b> Positive outlook on the Malaysian Automotive Aftermarket	42
<b>Moto-Profil:</b> Interview with Michal Tochowicz, vice president of Moto-Profil	43
<b>Moto-Profil:</b> Record-breaking attendance	46
<b>CoolDrive:</b> Inducting into AAAA hall of fame	49
<b>Autolia:</b> Hold-up at TVI's platform	50
<b>Autoaibé:</b> What is the key to its success?	52

## Supplier Information

<b>Bosch:</b> Efficient mobility with BOSCH spark plugs	54
<b>Febi:</b> All under control	56
<b>Gates:</b> Digital installation instructions for PowerGrip® kits	58
<b>Hazet:</b> Winning German Brand Award	60
<b>Hazet:</b> New Drive Shaft Repair Problem Solution	61
<b>Liqui Moly:</b> More automotive industry than anyone else	62
<b>Metelli Group:</b> Concentric Slave Cylinder	64
<b>Nissens:</b> Data & Analytics Center in Hungary	66
<b>Osram:</b> With LED upgrades into the future	68
<b>Dayco:</b> Awarded PACCAR quality achievement certification	70
<b>Corteco:</b> Our repair solution	71
<b>Exide:</b> Unveiling new generation Carbon Boost® 2.0 technology	72
<b>Clarios:</b> Launching Europe's first truck AGM battery	74
<b>Elring:</b> Gaskets & gasket sets	75
<b>Denso:</b> Aftermarket Sparkplugs with more power than OE	76
<b>Hengst:</b> Premium market quality	78
<b>SKF:</b> Introducing a new way to protect against wheel bearing orrosion	80
<b>NGK   NTK:</b> The perfect power portfolio	82
<b>Meritor:</b> Axles	84
<b>Haco:</b> Tail Lift Parts	86
<b>GKN:</b> Transfer Technology	87
<b>FAE:</b> Sensors for engine management	88
<b>Mahle:</b> Thermal management from a single source	89
<b>NTN-SNR:</b> „Made in France“ constant-velocity joint kits	90
<b>Continental:</b> More space for the success story	92
<b>Herth+Buss:</b> Smart, smarter, RepSolutions	93
<b>ZF:</b> Extending Lemförder product portfolio	94
<b>GS Yuasa:</b> Online learning platform revolutionises battery training	96
<b>Timken:</b> We didn't reinvent the wheel...but we did make it better	98

<b>ExxonMobil:</b> 3 <sup>rd</sup> consecutive GM „Supplier of the year“ award	100
<b>Knorr-Bremse:</b> Filters - the clean solution	101
<b>KS Tools:</b> Key Service for the rim	102
<b>Lesjöfors:</b> Catalogue App with hybrid applications	104
<b>Schaeffler:</b> Quality offensive	105
<b>Brembo:</b> XTRA Brake Pads	106
<b>Continental:</b> Commercial Vehicle Drive Belts	108
<b>Philips:</b> X-tremeUltinon LED headlight bulbs	110
<b>Philips:</b> X-tremeVision G-force	111
<b>Topmotive:</b> Next generation reaches Greece	112
<b>Remy:</b> A leading manufacturer	113
<b>Filtron:</b> Making car mechanic's work so much easier	114
<b>Stabilus:</b> Fast, safe & durable - OEM quality from Stabilus	115
<b>Hella:</b> Diagnosis of electric and hybrid vehicles	116
<b>Jaltest:</b> Training: the best way to further progress	118
<b>Jaltest:</b> New Tools	120
<b>Moog:</b> Radically Improving durability and performance	122
<b>Delphi:</b> Drive better with us	124
<b>Dinex:</b> Product introduction plan	125
<b>NRF:</b> Added value for the workshop	126
<b>KYB:</b> Worldwide suspension development	128
<b>Aisin:</b> New development framework	130
<b>Valeo:</b> Trust the Wiper Systems Specialist	132
<b>TMD Friction:</b> DON passenger brake pads	134
<b>HaynesPro:</b> The most efficient application from fault to fix	135
<b>TecAlliance:</b> Spare part identification with new vehicle attributes	136
<b>Calendar</b>	
Upcoming Events until November 2019	137



# TEMOT's 25<sup>th</sup> anniversary

Bringing 450  
Aftermarket  
executives  
together



TEMOT International's Annual Spring Meeting & Executive Suppliers' Event, hosted from May 14 - 16 in Barcelona, drew about 450 participants to capital. Around 200 high-level managers from TEMOT Shareholders attended, as well as about 250 business partners and delegates of international Parts Suppliers. The first day was dedicated to a "Shareholders' & Suppliers' Session" under the motto "TEMOT Today & tomorrow", in which TEMOT's President and CEO Fotios Katsardis outlined the TEMOT 2025 strategy and gave an outlook on future developments of the market. Two external speakers gave inspiring insights into critical topics: Hartmut Röhl, President of FIGIEFA, spoke in depth about the issue of fair competition in the Automotive Aftermarket and Daniel Trost, CTO from SELECT AG, introduced SELECT CONNECT and what it means for the digitalization of workshop processes.

The 2<sup>nd</sup> and 3<sup>rd</sup> day were entirely devoted to networking: More than 1,750 individual interviews were held to explore new business opportunities and liaise with new business partners, making the event one of the most successful and – from the perspective of the stakeholders – most valuable TEMOT get-togethers ever. The convention was one of the most successful in the history of TEMOT International.

Comments **Fotios Katsardis**: "In the past 25 years, TEMOT has grown from a domestic network to a global cooperation, bundling the sourcing power of currently 78 Shareholders and acting as facilitator between Shareholders, Suppliers and Workshops. The fact that so many top-level executives came together for discussion and meetings proves the market relevance of this great network we have built upon trust and reliability, all around the world, together with our partners." He adds: "We will keep on working to find the best offerings for market demands and challenges of today and tomorrow."



# TEMOT International Cooperation Awards 2018

Within the framework of the TEMOT International Annual Spring Meeting & Executive Suppliers' Event in Barcelona, TEMOT International invited to its 25 Years Company Anniversary Gala Dinner, which also included the presentation of the TEMOT 2018 Awards. Fotios Katsardis presented the following award categories:

## Special Aftermarket Contribution Awards

- **Aftermarket Support:** *Figiefa*
- **Outstanding Aftermarket Personality:** *Hartmut Röhl*
- **Exceptional IAM Network:** *AutoValue / BUMPER to BUMPER (AAPA)*
- **Outstanding Aftermarket Executive:** *John Washbish*



## Special recognition in memoriam with the Aftermarket Entrepreneurial Award „Piotr Tochowicz“



*Bjarni Juliasson (Stilling)*

## 2018 Cooperation Awards

- **Garage Support:** *ATE*
- **Aftermarket Support:** *TMD*
- **Logistics:** *Nissens*
- **Commercial Vehicles:** *Dinex*
- **Global Supplier:** *Bosch, MannFilter, Schaeffler, ZF-TRW*

SCHAEFFLER



25 Years Cooperation Award: a recognition for  
 "25 Years of continuous cooperation and sustainable growth"



Special Product Awards

- Filters: *MannFilter*
- Clutches: *Schaeffler*
- Electric, Wipers, Climate Control: *Valeo*
- Electronics, Sensors, Diesel, Garage Equipment, Diagnostics: *Bosch*
- Plugs: *NGK*
- Brake Discs and Pads: *ZF-TRW*
- Brake Discs: *Brembo*
- Belts: *Gates*
- Suspension and Emission Control: *Tenneco*
- Steering: *ZF-TRW*
- Bearings: *SKF*
- Data Management: *TecAlliance*



### Special Aftermarket Contribution Award

- Innovation, Technology & Garage Systems: Bosch
- Network Cooperation, Management & Busines Development: Schaeffler



**SCHAEFFLER**



# New Shareholders At a Glance



TEMOT International has welcomed Bramco, one of Argentina's leading Aftermarket distributors, to its network of shareholders. In doing so, the international trading group strengthens its footprint in one of the most dynamic markets of South America. At the same time, Bramco is provided access to TEMOT's supplier network, helping the company in its efforts to become a true one-stop-provider.

Bramco S.A.C.I.F.A. is a family-owned, family-run company established in 1975. It specializes in passenger cars and belongs to the domestic market leaders in clutches and brakes for the independent trade. Additionally, the firm headquartered in Buenos Aires is constantly working to expand its portfolio to become a one-stop-provider of automotive parts and services. Currently, Bramco has 40 employees and supplies more than 2,500 customers nationwide with products from leading Aftermarkets brands with a strong OE pedigree. Half of the company's sales are realized in the metropolitan region of Buenos Aires. A modern warehouse offers 3,000 square meters of floor space and stocks more than 22,000 items from various product groups, brought to the customers by an own delivery fleet in a quick and reliable manner.

#### Bramco S.A.C.I.F.A

Adolfo Alsina 5241  
Villa Martelli (B1603DKM)  
Buenos Aires  
Argentina  
Phone : +5411 4709 6444  
Email : info@bramco.com.ar  
Website : www.bramco.com.ar

Bramco offers customer-oriented service, including a service hotline, technical trainings and individual advice. Also, the company embraces new sales technologies and advances the implementation of digitalization to achieve excellence of service. In particular, it has introduced a digital catalogue which allows for interactive searches, immediate pricing and ordering. Furthermore, it runs an own B2B-platform on the Internet.

*"By offering up-to-date services and products in highest available quality, Bramco has earned the respect of its customers. Being family-run, the company appreciates healthy and sustainable growth and a consistent focus towards the customer – just like TEMOT";* comments **Fotios Katsardis, President and CEO of TEMOT International.** *"We look forward to shaping a successful and longstanding cooperation!"*



Fernando Garcia



Bettina Fresno



Silvina Fresno

# The customers have spoken

## Brazilian TEMOT shareholders stand out



Two Brazilian shareholders of TEMOT International have achieved outstanding results in one of the countries most renowned customer surveys for the automotive Aftermarket. In the overall ranking of the study, Real Moto Peças secured first position, while Cobra Rolamentos e Autopeças ranked second in the overall business performance.

The highly acclaimed survey “Maiores e melhores em distribuicao de autopecas” (“The largest and best performing distributors of spare parts”) has a long tradition: It is carried out by the publishing house Novo Meio, together with Ipsos, one of the leading research companies worldwide. Recently, the results of the study’s 23rd issue were published, based on answers from 500 retailers across the nation. The vote of the participants for the year 2019 is clear: The TEMOT shareholders Real Moto Peças and Cobra Rolamentos e Autopeças take leading positions in the market.

For the first part of the study, the researchers asked the retailers to assess distributors according to product groups. Taking all answers together, Real Moto Peças came out first. Cobra Rolamentos e Autopeças took third position. This picture is consistent with the results for single product groups. In the area of suspension e.g., customers voted Real Moto Peças best. Cobra Rolamentos e Autopeças secured a second place in the shock absorber category. In the field of clutches, most retailers named Real Moto Peças as the best company and Cobra Rolamentos e Autopeças as third. Finally, when asked for the best distributor of bearings, most customers voted in favor of Cobra Rolamentos e Autopeças. Real Moto Peças collected the second-highest number of votes.

The second wave of the study in particular looked at the business performance of the twelve nationwide distributors, which achieved the highest rankings in the first wave. Retailers were asked to evaluate their performance according to five criteria: product range, commercial service, customer relationship, image, relevance and market presence. In the overall result of wave two, Real Moto Peças achieved an average of 8.02 of 10.0 points – more than any other assessed firm. Cobra Rolamentos e Autopeças followed closely behind, taken second place with 7.9 of 10.0 points.

**Fotios Katsardis, President and CEO of TEMOT International**, comments: *“Real and Cobra joined our network in 2016. We are proud to know the two among the very leading distributors of Brazil. All the more so because their customers, the retailers, voted them into this position. We will continue to offer the companies the best possible support in order to maintain and even expand their standing in the market.”*





# Dawn of the digital era

Extensive information on digital solutions in the independent workshop market in combination with an impressive supporting programme: SELECT AG pulled out all the stops at its two-day congress in Stuttgart. More than 1,800 participants, 15 shareholders and 55 premium suppliers came together to make new contacts, exchange ideas and provide information. The focal point of this renowned industry event was digital business processes and telematics services. The first day culminated in a dynamic evening event featuring rousing rock music and a breath-taking motorcycle show.



“One unit – one vision” – at its congress, SELECT AG made it clear how the challenges of the future can be tackled together with workshop partners. The numerous expert presentations and discussions focussed on the digitisation of the independent workshop market. “The industry is in a state of upheaval characterised by intense price competition,” emphasised keynote speaker and CEO of Select AG Stephan Westbrook. “If you want to remain successful in the long term, you have to ensure cost-effectiveness, digitize business processes, and offer new services.” SELECT AG sees itself as a strong partner for shareholders and affiliated workshops to implement innovative projects and pave the way to the digital age. Keynote speaker **Michael Söding, CEO of Automotive Aftermarket at Schaeffler AG**, also emphasised the need for retailers and workshops to take action: *“Megatrends, such as the widespread use of electromobility, do not come about overnight. Nevertheless, those who want to remain successful in the long term should adapt to market developments without neglecting existing core competencies. This is just as important for us as it is for our retail and workshop colleagues.”*

## Smart IT solutions simplify work processes

Together with Thomas Koch from Telekom Deutschland GmbH, IT board member Daniel Trost provided informa-

tion on SELECT AG’s vision for the field of telematics services. Another step along the path to a digital future is the improved IT solutions in the SELECT Connect portfolio, which make it possible to map all the important work processes in the workshop digitally. The ATP (automotive parts pilot) catalogue and ordering system is merged with the cloud-based WAP (workshop accounting pilot), forming an all-in-one solution. After logging in, users have immediate access to customer data and can place orders and create invoices via a single system. The result: significant time savings in day-to-day operations. The innovative communication and ordering system ATM (automotive parts messenger) establishes a direct connection to the wholesaler via an app.

In addition to the presentations, visitors to the SELECT Congress had the opportunity to discuss and receive information on the use and benefits of the products and services offered at the respective exhibitor stands. In the evening, a lively show bought the first day of the event to a successful conclusion. Live music, fire art and daring motorcycle stunts thrilled the spectators. **Stephan Westbrook** was completely satisfied with the event and summed it up positively: *“I am impressed with how directly our workshop partners addressed the new topics and I am sure that the next few years with these partners will be a lot of fun.”*

## 90 years of Hess

# Invitation to a journey through time

The 90-year history of the Hess company is associated with entrepreneurial spirit, creativity, technical know-how, intensive market observation, foresight and the courage to implement. All of this has been proven time and again over three generations.

On the following pages, we will take you on a journey through time over these 90 years.



Hess was already firmly associated with the car: "For everyone taking a taxi in Cologne who wanted to get to Bismarckstraße, the driver already knew – 'Oh sure, to 'Piston Hess'". Anyone having anything to do with cars knew the address," recalls Hans Otto Hess.

Nevertheless, he remained true to aviation. In 1971, he founded "Motair", a company for the development of small turbocharged aircraft engines. When competition from American manufacturers ended the 'high-flying' days, Hans Otto Hess used the acquired company know-how for the automotive sector. Over time, Motair thus became the market leader for regenerated turbochargers.

### ■ About shooting down a Transall on the ground

In addition to the necessary foresight for emerging trends, Hans Otto Hess early on demonstrated creativity, technical acumen and the art of combining the two with each other. As an example, he shares an anecdote from his time as an aircraft engineer.

"The approach to Tehran Airport was being disturbed by high-flying vultures, which had collided several times with approaching aircraft. So the cockpits needed to be tested for avian bombardment. The head of the testing department commissioned us to build a compressed air cannon which we could fire at the cockpit of the "Hansa Jet". We therefore built such a cannon with a measuring track. Then we fetched a freshly slaughtered chicken from a farmer and filled the pressure chamber with compressed air. When we were ready, the Professor said if we could shoot more than five meters with the cannon, he'd buy us all a round of drinks. So we pulled the trigger and whoosh, the chicken was gone. Tremendous clouds of condensation and not a trace of the bird to be seen. We kept walking in the direction of the shot.

The only problem was that some Transall airplanes had been parked there, fully produced and ready to be shipped out, at least about 300 m away. The closer we got, the clearer it became that we had shot a giant hole in one of the aircraft. We then had to patch it up as inconspicuously as possible before delivery.

### ■ The early days

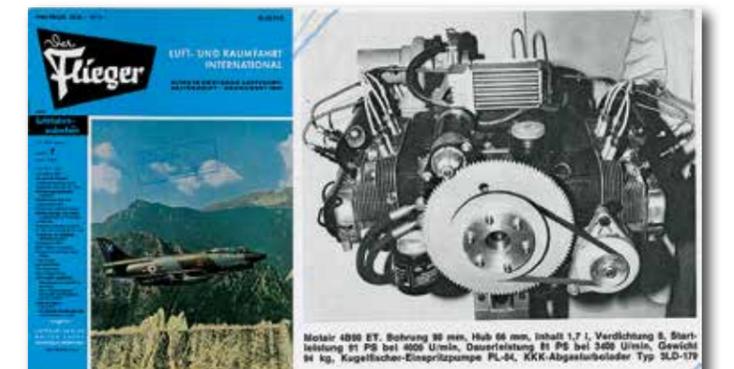
Many associate 1929 with the world economic crisis. But it also stands for economic emergence. In addition, it is the year in which Hans Hess became self-employed and quickly developed an unerring sense for the needs of the growing automotive market.

Hans Otto Hess, son of the company founder, has also played no small part in this success story over the decades. To this day, he is rightly regarded as a pioneer in the German auto parts industry. However, his passion stemmed not from the earthly, but rather the heavenly form of transportation.

### ■ Passion for the skies

After studying aircraft construction in Aachen, Hess found work at "Hamburger Flugzeugbau", the precursor to "Airbus". As an assistant to the CEO, Hans Otto Hess proved skillful, snapping up over €40 million in subsidies from the federal government, and would probably have been looking forward to a great career in civil aviation if his father Hans had not one day asked him to decide whether he wanted to further develop the family business.

Boss or employee – that was the question. In 1965, Hans Otto Hess decided to switch from airplanes to automobiles. At that time, the name





What began in Minden in 1952 as a business for motorcycle parts and all-weather clothing developed over the years into a wholesale company for car parts, which became known not least for its worldwide export activities.

Together with my colleagues, I'm probably the only one who ever shot down a Transall on the ground," A special story indeed, as recalled by Hans Otto Hess.

### ■ A view across the Big Pond

Looking at the Hess company history, it quickly becomes clear that its success was also due to Hans Otto Hess' foresight, or more precisely, his interest in the American market. He traveled many times across the Big Pond, which was always like looking into a crystal ball. During his visits, Hess realized how the German automotive industry, which had been set back by the war, was developing and at the same time what effects this would have on automotive parts suppliers.

Early on, it became clear to him that the market for new cars was reaching its limits, but that this would also increase the demand for service and repairs. And unlike many automotive parts wholesalers, he believed that regional dealers would survive.

He was right, which is why not only garages but also trading partners are an integral part of the system at MOTOO.

### ■ A good piece of advice that was probably not meant so well at all

Whether the former head of spare parts at Mercedes, Dr. Rummel, really cared about the future of automotive parts suppliers or whether he just wanted to keep them out of his hair is difficult to determine today. What is certain is that it was this very Mercedes department head who once advised the IGWV shareholders to "leave our Mercedes dealerships alone. Why don't you establish your own garages?"

### ■ David versus Goliath

In its 90-year history, Hess has always struggled against the big automobile companies. Brand repair shops and garages were contractually bound to them, which excluded suppliers like Hess and made life difficult for them.

The Interessengemeinschaft der Werksvertreter (IGWV) [interest lobby of factory representatives], of which Hans Otto Hess was a co-founder and member of the Executive Committee, fought in court against the Volkswagen Group. This legal dispute demanded a great deal of endurance and perseverance and extended on through every possible appeal. In the end, Hans Otto Hess and his co-plaintiffs were fortunate enough to find an EU expert on competition law as a key ally. Thanks to a ruling of the European Court of Justice, the brand garage contracts once again became more open. But the fight wasn't over. To this day, car manufacturers have repeatedly found ways to control "their" garages.



The first MOTOO partner conference takes place in Winter 2005. Despite a snowstorm, many garage owners manage to attend this kick-off meeting.



With Muriel Hess, Philipp Hess and Julia Westermann (from left), the third generation was ready to carry the Hess company story on into the new millennium

garages would thereby no longer be able to access data and thus obtain service and repair orders on an equal footing.

But here as well, the members of the Gesamtverband Autoteile-Handel (GVA), represented by Philip Hess on behalf of Hess GmbH, have no wish to back down.

In Brussels, they are greeted with open ears, especially since free trade and independent garages are even more important for many other markets in the EU than for Germany. Confidence is called for, or as Hans Otto Hess stressed in an



25th anniversary of Motair, employees and customers

interview: "It may well be that the car manufacturers are the profiteers first. But they will be obliged to release the data in order to restore fair competition."

"Good idea," thought the IGWV shareholders and resolved to free the independent auto garages from their dark, oil-smeared backyard image

Their motto was to tidy up, clean up, provide technical and commercial training and, in addition, provide attractive signaling. MOTOO & Co are therefore an integral part of the market today.

### ■ David versus Goliath 2.0

Long regarded as merely a marginal phenomenon, digitized driving now seems like it will be the topic set to dominate the market in the not-so-distant future. This development could acutely threaten the free parts market in the event of monopolization. Independent





27 BRANCHES



SAP, SALESFORCE, QLIK,  
AA RETAIL



02 DISTRIBUTION  
CENTERS



CUSTOMER  
CENTRIC

# Innovation in Distribution

Founded over 30 years ago, COBRA ROLAMENTOS e AUTOPEÇAS constantly seeks for new technologies that provide innovation to your business, offering its customers an ever better shopping experience.

The rapid evolution of the Brazilian automotive market generates a growing demand for spare parts in the aftermarket and to meet this need, COBRA strives to keep its technology and innovation differential updated, standing out as a pioneer in adopting practices and adequate processes of the main market trends, with the commitment to offer excellence in distribution.

All units are interconnected and equipped with SAP ERP technology in addition to the process automation system, Picking by Voice, bringing greater accuracy in order picking and ordering, enabling the requested part to be available for delivery within five minutes of completion of the order.



Distribution Center located in Carliacica - ES

We also integrate Qlik BI and CRM Salesforce® that modernize our customers' shopping experience in an intelligent way, as well as the AA Retail predictive analytics platform that uses artificial intelligence for inventory replenishment.

COBRA is continually investing in expanding customer service throughout the country, with 27 branches and 2 distribution centers strategically located, as well as a vast portfolio of reputable brands to serve the automotive, agricultural, industrial and motorcycle markets.

All of these efforts are part of our strategy of delivering the right product, at the right time and in the right place for an increasingly demanding and ever-changing marketplace.

# Alliance wraps up Summer Shareholder Meeting and hosts Information Technology Meeting

The Aftermarket Auto Parts Alliance concluded its 2019 Summer Shareholder Meeting at the Sheraton New Orleans on June 5. During the four-day conference, hundreds of channel partners as well as Auto Value and Bumper to Bumper shareholders attended committee and board meetings, panel discussions, shareholder workshops, a channel partner mixer, networking opportunities and more.



*"Our summer gathering in New Orleans was an absolute success!"* said **Corey Bartlett, chairman of the Alliance Board of Directors.** *"We welcomed new members, planned for our continued growth, and raised nearly \$50K for the Auto Care Political Action Committee."*

The shareholder meeting kicked off the morning of June 2 with an open Operations Committee meeting as well as a slew of closed committee meetings. That afternoon, the IT, Product, and Sales & Marketing Committees hosted open sessions, followed by an attendee reception in the evening.

On June 3, Alliance team members and shareholders presented updates on various Alliance departments, programs, and more. The following morning, channel partners attended a general session, Latin American shareholders met privately, and the remaining shareholders picked two workshops from a plethora of offerings, including MyPlace4Parts, Technology Scorecard Metrics, Alliance Marketing Tools, Targeted Sales, and more.

Tuesday afternoon, Tom Tucker of the Auto Care Association joined Bartlett on stage to encourage attendees to host hometown summits and to support the Auto Care Political Action Committee. The shareholder session was followed by a Mardi Gras mixer in which channel partners and shareholders mingled and networked.

The Alliance wrapped up the meeting with a short general session Wednesday morning followed by departures and a channel partner advisory council meeting to debrief the summer meeting and prepare for the Alliance's next meeting in Miami this December.

Following the conclusion of the shareholder meeting, the Information Technology committee remained in The Big Easy for further meetings, presentations, collaboration with other committees, and decision making.

*"This year's Technology Strategy meeting is focused on delivering customer-centric solutions that support our shareholder's business strategies, such as sales, marketing, product, etc.,"* said **Dale E. Hopkins, vice president and chief information officer at the Alliance.** *"We work diligently to clearly define our strategy and then execute each component with a sense of urgency."*



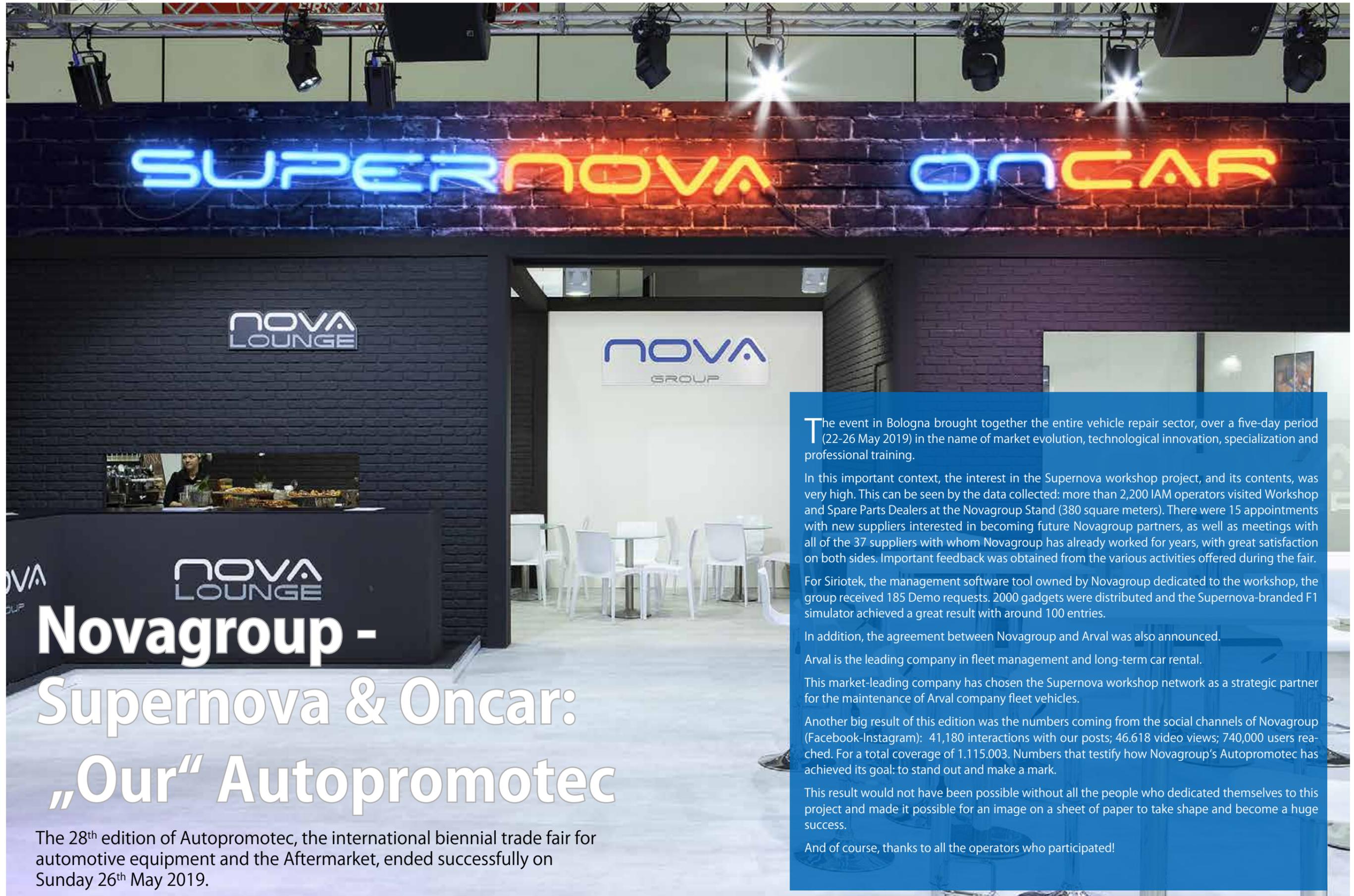
John R. Washbish, President and CEO of the Aftermarket Auto Parts Alliance



General Meeting



Tom Tucker, Auto Care Association



# Novagroup - Supernova & Oncar: „Our“ Autopromotec

The 28<sup>th</sup> edition of Autopromotec, the international biennial trade fair for automotive equipment and the Aftermarket, ended successfully on Sunday 26<sup>th</sup> May 2019.

The event in Bologna brought together the entire vehicle repair sector, over a five-day period (22-26 May 2019) in the name of market evolution, technological innovation, specialization and professional training.

In this important context, the interest in the Supernova workshop project, and its contents, was very high. This can be seen by the data collected: more than 2,200 IAM operators visited Workshop and Spare Parts Dealers at the Novagroup Stand (380 square meters). There were 15 appointments with new suppliers interested in becoming future Novagroup partners, as well as meetings with all of the 37 suppliers with whom Novagroup has already worked for years, with great satisfaction on both sides. Important feedback was obtained from the various activities offered during the fair.

For Siriotek, the management software tool owned by Novagroup dedicated to the workshop, the group received 185 Demo requests. 2000 gadgets were distributed and the Supernova-branded F1 simulator achieved a great result with around 100 entries.

In addition, the agreement between Novagroup and Arval was also announced.

Arval is the leading company in fleet management and long-term car rental.

This market-leading company has chosen the Supernova workshop network as a strategic partner for the maintenance of Arval company fleet vehicles.

Another big result of this edition was the numbers coming from the social channels of Novagroup (Facebook-Instagram): 41,180 interactions with our posts; 46,618 video views; 740,000 users reached. For a total coverage of 1.115.003. Numbers that testify how Novagroup's Autopromotec has achieved its goal: to stand out and make a mark.

This result would not have been possible without all the people who dedicated themselves to this project and made it possible for an image on a sheet of paper to take shape and become a huge success.

And of course, thanks to all the operators who participated!

# Classic Race for royal touch

Even though the weather was rather unpleasant, when Classic Race Aarhus celebrated its 10<sup>th</sup> anniversary, au2parts, the Danish wholesale chain under CAC, enjoyed a royal touch.



Cortina Racing and HRH Prince Joachim (in the middle) gave a vivid and entertaining presentation at the au2parts stand on Saturday and Sunday.



Guests at the au2parts stand follow the races.

It was the tenth time Classic Race Aarhus arranged the popular race in the beautiful surroundings of the Memorial Park and Marselisborg Palace in Aarhus. Also, it was the 10<sup>th</sup> time au2parts invited customers and partners to their VIP hospitality.

This time, the au2parts VIP hospitality had a royal visit, as member of Cortina racing HRH Prince Joachim gave a high-spirited presentation at the stand. He informed the visitors about the weekend's race, including expectations, challenges and, not least, the internal competition among the team's drivers. A few months ago, au2parts signed a sponsorship contract with Cortina Racing, which, in addition to HRH Prince Joachim, consists of the experienced drivers Martin Berner and Oscar Sisbye Davidsen.

CAC sales director for au2parts Niels Skak says about the collaboration with Team Cortina: "It is a pleasure to sponsor a team like Cortina Racing, as the drivers give all they've got on the track. Especially in the last race on Sunday in the historic 1965 class, we saw HRH Prince Joachim's excellent driving skills, giving the audience full value for money with close duels and suspense."

The 10<sup>th</sup> edition of Classic Race Aarhus didn't offer an all-time weather record and the race on Friday was affected by heavy rainfall. However, there is no doubt that the event has a lot to offer for guests from the automotive industry as well as for motor sports enthusiasts.

"We are pleased once again to support Classic Race Aarhus which is very well-organized", **Marketing Manager Sanne Fredsøe** says, and she adds: "Classic Race Aarhus has grown each year and our au2parts event has expanded along with it. In 2011 when we participated for the first time, our VIP hospitality was marked off with oil drums. Today, our VIP area is far larger, we invite approx. 7-8 times as many guests, and we have fences and guards to prevent unauthorized access. However, the cheerful atmosphere at our hospitality is the same year after year."

au2parts will also have with a VIP hospitality at Copenhagen Historic Grand Prix, which was held 3-4 August.

# Spotlight on the Auto Industry in Budapest, Hungary

## Excellent Results and Overwhelming Success at Bárdi Autó's AutoTech Future Expo and Show 2019

After waiting for many months after last year's AutoTech Future Expo and Show 2018, the industry gap-filling exhibition took place again to fill the void for the professionals, enthusiasts, and business owners of the Hungarian auto industry. AutoTech Future brought to Hungary an exhibition that is the first of its kind with respect to its sheer size and breadth. Attending AutoTech Future meant that members of the Hungarian auto industry were among the first to learn about the newest innovations and developments in the industry while not even having to incur the cost or trouble of having to travel abroad to an international exhibition. AutoTech Future succeeded in creating a truly unmatched world-class experience right here in Hungary. Surpassing all expectations and outperforming even last year's success, AutoTech Future Expo and Show 2019 rewrote the standards.

## Bárdi Autó Raises the Bar Even Higher

Based on our experiences and knowledge of last year, our dedicated event team at Bárdi Autó worked tirelessly to bring to the professionals of Hungary an even larger and more spectacular event than last year. The venue, Hungexpo, which fittingly is the largest expo center in Hungary hosted AutoTech Future Expo and Show 2019. Visitors had plenty to explore throughout AutoTech Future's 19,000 square meter indoor exhibition space and 2,000 square meter outdoor entertainment area.



Having seen the immense success of last year, even more exhibitors joined us this year. Thereby, setting a record! In 2019, 117 exhibitors from 13 countries brought with them their newest innovations and developments in automotive components, commercial vehicle components, motorbike components, garage equipment, diagnostic equipment, and other automotive segments. We were proud to welcome many of our TEMOT International suppliers who joined AutoTech Future, such as Bosch, Continental, Valeo, Mann Filter, Aisin, Hella, and febi.

*"The experience is great. This is the only way you can stay very close to the end user, to the customer, and to the people who are actually working with your products," – Stefan Grosu, Technical Sales Support at TMD Friction.*

*"This is a unique opportunity. You, the suppliers, have the chance to interact and get feedback directly from the professionals and customers. You have the most important brands and the most important customers all in one space. It is fantastic. Congratulations to Bardí Auto to another year of a successful AutoTech Future Expo and Show." – Fotios Katsardis, President of TEMOT International.*



## Professionals at the Front and Center

As it has become a tradition, for the first day of the event, May 3rd, 2019, the event was accessible only to the professionals of the industry. This provides a unique opportunity to our exhibitors, as they are able to promote their brands, products, and innovations directly to a hand-picked audience of the most relevant professionals and business owners in the Hungarian automotive industry.

During the 'professional day', exhibitors have the opportunity to fortify and build loyalty among the key customers and professionals. Given the attention that AutoTech Future and the exhibitors dedicate to the professionals of the industry, it should come as no surprise that the professionals were keen to join the event from all over the country. A large portion of the professionals were not just from the capital city, Budapest, but from all corners of Hungary.



Bárdi Autó provided free dedicated bus transfer for professionals outside of Budapest from their local areas to the event.

There was a record turnout of visitors from our neighboring countries, Romania and Slovakia, as well. Therefore, our exhibitors also had a chance to directly showcase their products, innovations, and brands to another segment of potential customers and professionals beyond the Hungarian market.

**Record Number of Visitors**

During the two days, over 14,000 visitors experienced the innovations and entertainment programs offered at AutoTech Future Expo and Show 2019. Among the newest innovations, visitors had the chance to participate in exhibitors' presentations that highlighted the newest developments offered by the given exhibitor. Some of the largest names in the auto industry, such as febi, Castrol, Textar, and Total, hosted technical and informative presentations at the dedicated AutoTech Future Conference Area for enthusiastic professionals of the Hungarian auto industry.



Visitors had the chance to see with their own eyes AISIN's frame-model demonstration vehicle which was brought to the expo from Tokyo, Japan. This demonstration vehicle displays in a spectacular fashion, how the different systems pertaining to Zero Emissions, Automated Driving, and Connect Car Technologies work. Prior to AutoTech Future, this demonstration vehicle could only be seen at international exhibitions, such as the North American International Auto Show in Detroit, Michigan, USA. Bosch brought their developmental vehicle from their development center in Munich to showcase their newest developments in the autonomous driving sector. For the first time in Hungary, Total displayed an Aston Martin Formula E (Gen2) car. Several weeks later the same car was displayed at the most challenging race of the World Endurance Championship (WEC), the 24 hours of Le Mans in France.

**Valuable Prizes and Lucky Visitors**

The visitors were able to find themselves among many jaw dropping cars that were displayed during the two-day event: Ferraris, Lamborghinis, Dodge Challenger Hellcats, classic soviet-era vehicles, and retro American cars were all among the cars that were brought to AutoTech Future. Those who were lucky were able to win test drives throughout the day in one of the many raffles that went on throughout both days. Numerous visitors went home with valuable prizes by participating in these raffles. Prizes ranged from diagnostic equipment to specialized garage tools. For the first time in history and for two nights only, the biggest names in the Hungarian music industry joined forces to create and perform the main afternoon entertainment production, the Bárdi Autó GarageRock Show at AutoTech Future Expo and Show 2019.

**AutoTech Future Expo and Show 2020**

AutoTech Future outperformed all our expectations in 2019. Alongside the success of the event, it was a great honor that on the night before the event, during the Executive Gala Dinner, we were joined by Milos Marjanovic, International Procurement Director of TEMOT International, and Fotios Katsardis, President of TEMOT International.

We would like to thank again our exhibitors, who with their efforts and contributions to AutoTech Future Expo and Show 2019 helped us to raise the bar once again for next year. We are confident that together we will continue our joint success and we can't wait to serve the region's thirst for knowledge and innovation together at AutoTech Future Expo and Show 2020.

# Organic growth backed by homogenous network

Vietnam's automotive market is considered one of the fastest growing markets within ASEAN.



The number of vehicles has risen to record highs within the past five years, as indicated by the ASEAN Auto Purchase Index of the Financial Times. Together with growing population, this trend will generate a positive impact on automotive industries where transportation demands will continue to rise. Local government initiatives have also lent support by abolishing import tariffs on completely assembled cars, a policy that equally applies for both European and Asian brands.

Strongly anchored in the Vietnamese automotive sector for the past 19 years, the ASC Group has decided to expand further into this highly promising market. By distributing spare parts and services in partnership with garages and retail shops, ASC Group has become the only enterprise to develop the concept of a "car clinic" in Vietnam, which has helped to crown ASC the largest automotive distributor in Vietnam. ASC Group aims to establish more than 60 parts shops (Vietparts.com) and 50 workshops (ASC Service – www.ascgroup.vn) in Vietnam by 2021.

In addition, ASC Group is currently developing a plan for data management, which will aid in identifying counterfeit parts on the market. This initiative will also allow ASC Group to establish organic growth with all TI partners in numerous product categories.

# Supplying spare truck parts in the right place at the right time

MARTEX is a company with a stable and well-founded position on Polish market. Founded in 1992 in Rybnik in the South of Poland with a network of 30 branches located all over the country.

Almost thirty years of efficient management translates to vigorous development and the company's current high market standing. Consistent implementation of the strategy of long-term and sustainable development adopted by the Management Board assumes gaining the position in the top three leaders of truck parts distribution in the Polish market. High work standards and clear principles of operation make up the foundation for implementation of the company's ambitious business goals.

One of the top 2019 marketing goals was MARTEX's fair – a truck event, held every two years in the South of Poland, organized in cooperation with the key suppliers of MARTEX. Dozens of people are involved in its organization. The organizers use a professional event management plan, a timeline, a team of people who support technical, logistic and interesting issues.

They create schedules, PR and marketing activities. Although the main goals are meetings with key suppliers and customers it is also accompanied by many additional endeavours.

The event took place in the local airport in Rybnik. The exhibitors were a group of companies from Poland, Italy, Austria, Germany, Turkey and even from China. The fair was visited by over 1000 people.

There is no better opportunity to meet and exchange experiences between our key suppliers and customers. The event is supposed to bring people together and extract the greatest potential from common relations. In recent years it has also become one of the best and biggest truck events in the Polish market - summarizes Grzegorz Nosiadek.



Grzegorz Nosiadek, President of MARTEX and Chairman of the Board

The official part of the event was opened by the Vice President Andrzej Parzoch, who presented successes and actions of two recent years. The extraordinary dynamics of sales growth, the number of opened branches



Andrzej Parzoch, Vice President of the Board



The MARTEX's fair – one of the biggest truck event in Poland

and main investments - mainly in issues concerning logistics - were only some of the key messages presented to all the guests.

■ **The dynamic development of the sales network is a major challenge for MARTEX logistics**

We focus on the development of logistics and its improvement in 2019 through huge investments in the Central Warehouse, located in Dąbrowa Górnicza. These include the construction of a conveyor line, a multi-level mezzanine and the organization of a transshipment warehouse in the northern part of Poland for the transshipment of container ships from China and distant corners of the world – Grzegorz Nosiadek MARTEX president enumerates.

A major challenge for the logistics department is the dynamic development of the sales network and growing sales. Ensuring an efficient supply chain and delivery of goods to branches and customers is a major challenge for logistics. MARTEX invests in logistical solutions. Therefore a new, fully automated, multi-level mezzanine has been completed and operating. An investment of almost 5 mln Euros, which provides MARTEX customers with greater availability and faster delivery. Thanks to this new system, the main warehouse has been enlarged from 20,000 m<sup>2</sup> to

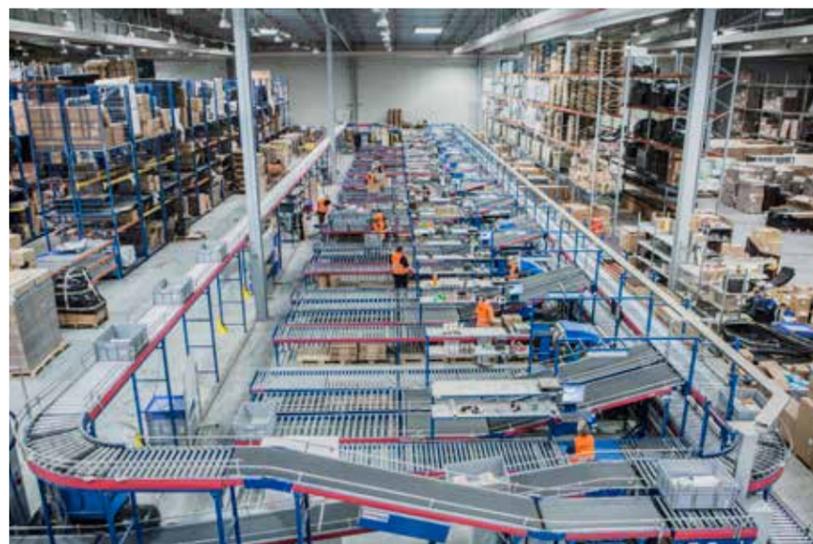


Central Warehouse, Dąbrowa Górnicza

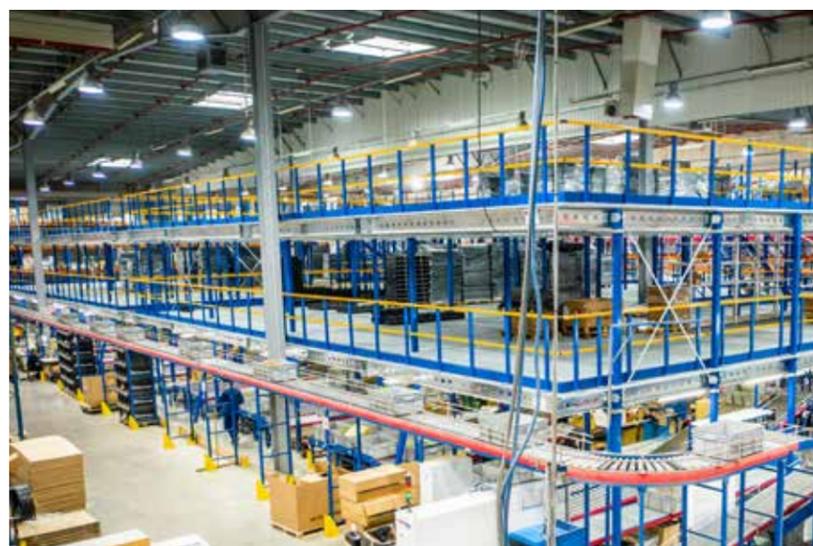


almost 25,000 m<sup>2</sup>, which will accommodate 21,000 pallet spaces.

The greatest advantage of our distribution is the safety and security of our deliveries, flexibility and constantly increasing our level of customer service, thanks to implemented ISO 9001:2015 certificates.



New automated a multi-level mezzanine is finished and operating



in the northern and central part of Poland.

*The transshipment warehouse also gives us the opportunity for quick and effective expansion in the area where MARTEX is planning to locate new branches. Sustainable and stable development for our company is the possibility to ensure a smooth supply of assortment for each region in Poland. The Hub in Łysomice gives us these kind of opportunities – says Mr. Nosiadek.*

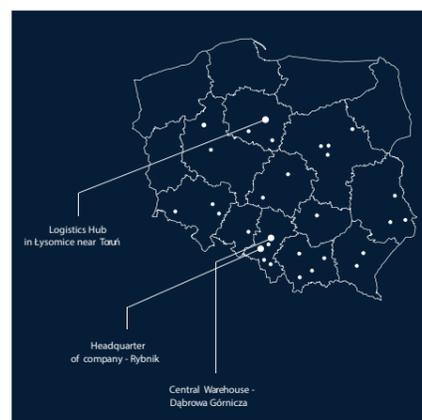
*Thanks to its central location, which makes it an important transport hub, and thanks to its advanced logistics infrastructure, Łysomice is a perfect place for the development and supply of assortment to the planned branches of our company in Central and Northern Poland. We assume that within a few years we will fill the area and become a leader in the distribution of parts for commercial vehicles in Poland. The company still invests in modern logistics solutions, actively develops its sales network and expands its offer with new brands and products. It would not be possible without the commitment of employees who, through their knowledge, professionalism and experience guarantee the dynamic development of the company. - summarizes Grzegorz Nosiadek.*

Every day nearly 300 employees and 200 vehicles are involved in the distributions of our product range. This gives us the possibility of 2 million issued goods lines and over 10 million parts to be delivered per year.

Thanks to advanced warehouse management systems and customized logistics solutions, we are able to meet the requirements of our customers.

■ **A new chapter in the development of MARTEX logistics - the transshipment hub in the north of Poland**

The hub, located in Łysomice (North of Poland) provides excellent connections to all cities in Poland and, above all, thanks to the proximity of the A1 motorway leading from the South to the North of Poland, efficient communication with the central warehouse located in the South. The time of container and lorry reception has also been reduced due to close proximity of transshipment ports located in Gdańsk and Gdynia. The hub's priority is also to support the current branches of the company developing its operations



MARTEX network of branches and logistics in Poland

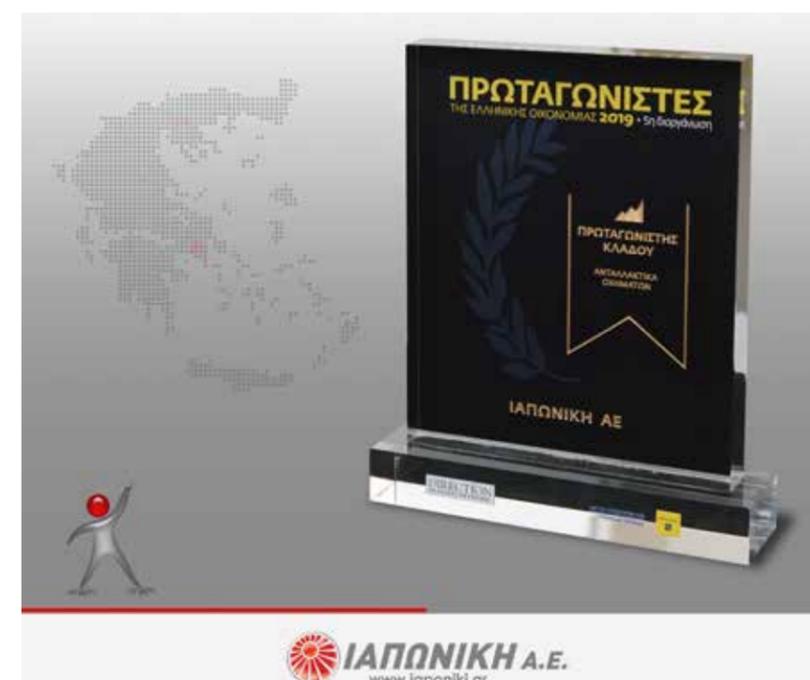
# Protagonists of the Greek Economy

The Official Award Ceremony “Protagonists of the Greek Economy” took place for the 5<sup>th</sup> consecutive year, on the 10<sup>th</sup> of June, at Athens Concert Hall “Megaron Mousikis”.

This an institution that rewards leading businesses that play a major role in paving the way and in actively supporting the Greek economy. The awards arise from official data of published balance sheets as well as the general impression and the market’s assessment about the enterprises’ progress in Greece.

IAPONIKI S.A. has been awarded this year as the strongest company in the automotive market for the second time in a row, and has been considered to be the leading company in the Greek market in the category: sales turnover, earnings before taxes and cash and cash equivalents based on the official data of 2017.

„This award is dedicated to our precious staff and to our partners. We would like to thank each one of you separately for the strong cooperation with us.”, said **Nikos Magopoulos, MD Iaponiki S.A.**



# Meiji Sangyo – Seiken’s Milestone in Automotive Industry

Seiken Chemical Industry Co., Ltd. is an affiliated manufacturer of Meiji Sangyo Company. It was established in 1959 based on Seidouki Kenkyujo (the brake R&D department). Seiken produces various range of automotive products focusing on: brake parts, brake fluid and coolants. Meiji Sangyo as the sole sales agent of “Seiken” products, has distributed the products to both OE and independent aftermarket sector



In Shizuoka Prefecture of Japan, Meiji Sangyo – Seiken Chemical Industry Co., Ltd. is producing its high-quality brake fluid and coolants by implementing novelties in their production line.

Being the sponsor of Team Kunimitsu, a prestigious and anticipated racing team of Super GT500 class in Japan, Meiji Sangyo – Seiken Chemical Industry Co., Ltd. enforces “Seiken” brand presence and awareness. Seiken Brake Fluid usage is not limited only to race cars. It is also highly recommended to be used on other applications namely: passenger cars (PCs), commercial vehicles (CVs) and the off-road vehicles.

Team Kunimitsu and Seiken’s range of brake fluid



# Complementing the network

In recent years, the automotive aftermarket has experienced numerous advances. Local mechanics therefore critically require sound understanding and skills to assure smooth adaptation to product developments. As a committed believer in this approach, Sumber Berkat Group took the initiative in gathering and presenting the latest innovations to the mechanics, who enjoy the closest contact with end-users.

Hosted in Bali, Indonesia, on 10<sup>th</sup>–11<sup>th</sup> April 2019, the event was attended by over 250 mechanics gathered from the neighboring provinces of Bali. The mechanics expanded and deepened their product knowledge during two days of training, while also participating in an open discussion forum where they could share their accumulated experiences over the years.

The mechanics each have their own individual understandings and approaches. Sumber Berkat Group will thus be able to learn more about market preferences while potentially discovering economical and efficient ways to most applicably serve the region.

Having received considerable positive feedback on the event, Sumber Berkat Group is now striving to replicate a similar approach in other regions of Indonesia. This will allow Sumber Berkat Group both to develop and maintain a strong presence in the Indonesian automotive aftermarket



Sumber Berkat: Mechanic Gathering 2019



Auto mechanics during the events

# AUTOFIX SHOW 2019

Kapodistrias' 4<sup>th</sup> In-House Exhibition took place on Sunday, April 7 in Cyprus with more than 50 foreign exhibitors participating



Crowds of professionals and others interested in the latest developments in the automotive aftermarket sector, spent Sunday, April 7<sup>th</sup> at the State Fairgrounds in Nicosia, Cyprus, visiting the 4<sup>th</sup> «AUTOFIX SHOW 2019». The bi-annual in-house exhibition organized by Cyprus' leading auto parts

company, attracted more than 50 exhibitors from abroad. These included giant companies such as Castrol, Goodyear-Dunlop, Robert Bosch, Hankook, Schaeffler, ZF, Beissbarth, Mahle, TMD Friction, Brembo, Mann Filter and many others. More than 80 foreign delegates coming from more



than 15 European countries, arrived to tend their companies' stands and get in contact with Cypriot professionals at an exhibition which has become well-established, since first taking place in 2013. What makes «THE AUTOFIX SHOW» stand out is the fact that it is the only purely automotive aftermarket exhibition in Cyprus. It gives the local automotive industry professionals the opportunity to come into direct contact with the reputable suppliers and manufacturers of parts and equipment.

Fotios Katsardis, President and CEO of TEMOT International, came to Cyprus from Germany especially for the exhibition.

Many orders for products and equipment were made during the exhibition, as a significant number of the exhibits were presented in Cyprus for the first time. Attracting particular interest were the market's fastest lift, put on display by the German company Nussbaum, the equipment by Beissbarth (the exclusive supplier to

BMW's authorized garages around the world) which participated in an exhibition in Cyprus for the very first time, as well as the various live demonstrations, such as the Fiat/Alfa Romeo twin-clutch replacement by Schaeffler, Hella-Gutmann's live demonstration of ADAS, etc.

In this year's «AUTOFIX SHOW», which coincided with Chr. Kapodistrias & Sons Ltd 50<sup>th</sup> anniversary, two new platforms were presented. These involve a platform for orders and a platform for technical information, both of which will be updated every month. These constitute two extremely useful tools in the hands of motor industry professionals while, at the same time, heralding more changes and the arrival of a new era for Kapodistrias.

Besides the professional car mechanics, the exhibition was also visited by automotive engineers, represen-

tatives of companies with vehicle fleets, motorsport enthusiasts, professional drivers, professors and students of automotive engineering, as well as drivers who were interested in the latest trends and developments of the automotive industry.



## Video

A short video of the **AUTOFIX SHOW 2019** can be viewed by scanning this QR Code:



# 50<sup>th</sup> anniversary

Interview with the company's Co-CEO Constantinos Kapodistrias

## This year you celebrate Kapodistrias' 50th anniversary. What thoughts and emotions come to mind when you think about that?

First of all, we feel very proud for our company's 50-year anniversary. Every single year has been marked with growth and today we are, by far, the market leader in Cyprus. It is a family-owned



Co-CEO Constantinos Kapodistrias

company, therefore special values and sentiments are involved. On an occasion such as this, we can't help but remember our late father and founder of the company. Unfortunately he passed away suddenly and unexpectedly 6 years ago and didn't manage to see his company reaching this important milestone. We dedicate our celebrations to his memory.

## How did Kapodistrias come about? What inspired the founders to create the company?

Our company was founded in 1969 by our late father Christophoros Kapodistrias. After nine years of working at the parts department of the local Volkswagen dealership, he decided to quit his job and start something on his own. So, on March 1<sup>st</sup>, 1969, he opened his first store in Nicosia. 6 months prior to that, I was born. I am the oldest of two sons. From that point on, my father started thinking of creating his own business, in order to secure a better income for his family. Basically, his financial situation urged him to start his own company.

## What are some of the challenges you faced during all that time?

First, the fact that our late father took the big step to start his own company 50 years ago, with very limited financials, was a huge risk for him. He had to succeed. So, this was the first big challenge. The journey all these years has not been easy. We had to overcome many obstacles and deal with difficult and unethical competitors. However, the biggest challenge and difficulty in the com-

pany's history was the unexpected passing of our father, who was also the company's CEO, in July of 2013, in the middle of the huge economic and banking crisis in Cyprus.

## What do you see as the biggest accomplishments since the start?

In a company which has been growing and developing from day one, it is a bit difficult to isolate some accomplishments, because there have been many. However, in my opinion, the most important accomplishments were three: The first one is when we joined TEMOT in 2011. This was an enormous strategic step for Kapodistrias and, without a doubt, it formed our company's future. The second accomplishment was the way my brother and I led the company in 2013 after the unexpected death of our father, as I mentioned earlier, who was also the acting CEO of the company, amidst the heavy economic crisis that hit our country. Immediately, we took the management in our own hands and led the company to its new era. The growth of the company in the last 6 years has been remarkable. Finally, the third accomplishment was the prestigious award we received this year in the last "In Business Awards" in Cyprus as "Company of the Year". This award is given regardless of industry and it was a great recognition of our company and efforts in the last years.

## What is your favorite part about your job? What excites you most?

I personally like that our industry is dynamic and constantly developing. There is no end in this development. Every day you learn something new. Regarding my day-to-day job, I like managing the biggest and most reputable automotive parts company

in my country. It gives me a sense of pride. My brother and I are the CEOs of the company. We make decisions every day and these decisions form the future of the company. This alone is exciting!

## Who has inspired you to have the work ethic that you do? Who is your business role model?

In a family business like Kapodistrias, ethics and values play a major role. As I said in my speech at our company's 50-year Anniversary Gala Event: "In a family business, respect, reputation, honesty, honor, are a direct reflection of the owners. As such, the man is a reflection of the company and the company is a reflection of the man. This is especially so in a country like Cyprus".

Without a doubt my father inspired me and my brother to have the work ethic we do today. He was also our business role model

## What is the best piece of leadership advice you have received?

Throughout my career in the company, but also my 2 ½ year military service and then during my university studies in the USA, I received and heard many leadership pieces of advice. Many of them I try to enforce every day. However, the most important advice I ever received was from my father, who was also the best example of that advice: "Be human and ethical". Being human and ethical is very important, especially in small societies like Cyprus. It really pays back.

## How do you see Kapodistrias developing in the future? What goals would you like to achieve? Are there any new products or services in the pipeline?

We want our company to grow further and become more modern and efficient. We want to have a very modern and efficient logistics system. We cannot achieve this without a modern and big central warehouse and distribution center. The company grew rapidly in the recent years and the existing facilities are not adequate at all. We have been struggling every day to perform our job effectively and efficiently. Last year, we acquired a big piece of land in an industrial area outside the capital Nicosia. Now, we are in the planning process of the new central warehouse and distribution center.

We hope to have it finished in 2 years. This will bring our company to a different level. Currently, we are re-designing the company procedures and system in order to become more modern and efficient. In the future, new branches may open. At the same time, we are following closely the developments in the automotive industry. We want to be prepared for the future. Right now, I am 50 years old and my brother is only 48. We are still young (!!) and have many years ahead of us, but at some point the issue of succession will start going through our minds. We want our family business to have a safe transition to the 3rd generation and keep growing in the future. We want to deliver to the next generation, not just a good company, but an extraordinary one!

# Positive Outlook on Malaysian Automotive Aftermarket

There was no doubt 2018 was a fruitful year for Suan Huat Auto Corporation. Not only goals were accomplished but also surpassed. New connections were nurtured while additional product line-ups were introduced in addition to enhance its presences in Malaysian automotive aftermarket.

SHAC enforces their presences by participating in both local and international roadshows along with their business partners' events. Earlier this year, SHAC bagged two prestigious awards from its business partners.

First category was 2018 Best Pay Master of Passenger Car, which proves SHAC provides strong commitment and reciprocal relationships. In addition, SHAC came out as a sole winner on 2018 Million MYR Platinum Award, proving SHAC's continuous passion to expand.

SHAC General Manager, Mr. Ryan Chan Kin Yip remarked "This reward represents commitment of SHAC towards the growth of Malaysia Automotive Aftermarket. We strive to be pro-active and tenacious organisation by promoting substantial collaborations with the key stakeholders."

"This reward represents commitment of SHAC towards the growth of Malaysia Automotive Aftermarket. We strive to be pro-active and tenacious organisation by promoting substantial collaborations with the key stakeholders." – Ryan Chan Kin Yip, General Manager of SHAC.



SHAC won the 2018 Best Pay Master of Passenger Car



SHAC Management among the invited guests in the event.

# Interview with Michał Tochowicz, vice president of Moto-Profil

In March 2019, Piotr Tochowicz - the co-founder and president of Moto-Profil, who for many years was also a member of the Supervisory Board of TEMOT International, passed away. For the automotive industry it was a loss of a visionary, charismatic leader and, above all, a loyal friend and man of honour.

Presented below is a conversation with Michał Tochowicz, Piotr Tochowicz's son, who is currently the vice president of Moto-Profil.



Michał Tochowicz, Vice President of Moto-Profil.

## Could you please tell us about the changes that have taken place in Moto-Profil in recent months?

The death of my father forced the introduction of organisational changes in Moto-Profil's management board. The shareholders selected Leszek Zurek, co-founder and vice-president of the company, to take over the position of the company's president. I was appointed vice president. The composition of the board was also supplemented by two members, Bogumił Papierniok – managing director and Adam Pawlak – financial director. And just at the beginning of August Mr. Adam Kapek, the former CEO of MOTO Flota, was nomi-



**For years you have been responsible for the strategy and development of the ProfiAuto brand. Does the experience gained help you in fulfilling the duties of the vice president?**

The ProfiAuto brand currently gathers 240 automotive wholesaler and stores as well as over 1,800 car service centres in Poland, the Czech Republic and Slovakia. During my time as the ProfiAuto strategy and development director I learned the principles of the spare parts market. I was responsible for contacts with suppliers, commercial, marketing and promotional issues, etc., thanks to which I perceive recent years as extremely fruitful in terms of professional development. The experience I have gained directly helps me now in the duties of the company's vice president and in boldly undertaking new professional challenges.

**In May, during the gala of the 25<sup>th</sup> anniversary of TEMOT International, the Piotr Tochowicz Award was granted for the first time. What is the message behind it?**

The Piotr Tochowicz Award is above all a distinction for young visionaries from the aftermarket industry. It accentuates the important ideas for it, honours innovation and commitment to the development of modern technologies. A visionary imagination has always been a characteristic trait of my father, who loved all kinds of novelties and gadgets. Few people know that he was the first to build a remote controller for the transistor radio when he was still at school. The device functioned thanks to a complicated system of connectors allowing the volume and radio waves to be controlled. This story shows that my dad was always looking for opportunities to improve something, make it better, unique. He was always on the frontline of changes and focused on development - hence the idea to find young talent in the aftermarket market and with the help of the Piotr Tochowicz Award distinguish the value of implemented ideas.

**What are the goals for Moto-Profil for the coming years?**

We set the goals a while ago, and now we are focusing on their implementation and setting further ones. Our development plans are intense and the actions taken are dynamic. Time has shown that we are able to follow the vision and strategy we

nated a second vice-president in Moto-Profil. This also shows our firm conviction that fleet cars and operations on them are more and more important for IAM. He will make even better link between the two organisations. The management board is responsible for the company, its strategic decisions and daily operations, together with a team of directors and managers who have been working in the company for years.

**What actions have been taken to maintain the continuity of the company's operations?**

All of us at Moto-Profil are working with the idea in our minds that we will best honour my father by strengthening the company even more, acting on the basis of far-reaching plans and in accordance with a strictly defined development strategy. Moto-Profil's current position on the automotive market is the result of many years of consistent business activity, intelligent decisions and a modern approach to business, and this is what the employees, who know the market well, commercial directors, purchasing directors, logistics directors, IT directors and many others, are focused on. We have many extensive development plans and we concentrate on them.

have outlined for ourselves. There are many challenges ahead of us that we are undertaking or continuing, which are also the driving force for further development. We are implementing a new WMS, enabling the efficient and effective management of warehouse inventory in two distant hub warehouses in Warsaw and Świebodzin. This second warehouse is another step towards the even faster supply of our partners in north-western Poland, where we will also launch daily deliveries. We are consistently implementing my father's plan and now we're acting on our own. Although time has come to say goodbye to one of the founders of the company, we are fully convinced that we can follow the designated path, and what's more, we know how and with whom it should be done.

**What is the importance of membership in TEMOT International for Moto-Profil?**

At the beginning of our shared path with TEMOT International, the most important aspects for us were the establishment of relationships with suppliers, access to catalogue and technical data as well as the possibility of improving the financial conditions of purchases. Now, after several years of membership, we know that these are just some of the advantages of being in the group. It is not only about establishing relationships, but about taking them to a higher level. Not only access to IT solutions, but above all a significant reduction in their costs. Finally, most importantly - it is easier to prepare for future requirements and trends with the help of the whole group's know-how. It is difficult to be a single company in today's IAM, without support and a network of contacts. Each shareholder of TEMOT International can draw on each other's experience and knowledge and the power of intelligent management of the supply chain elements. TEMOT provides consolidated diversity. The more joint projects the group carries, the more values it creates for both shareholders and suppliers.

**What are the future challenges in the automotive aftermarket for companies like Moto-Profil?**

The aftermarket industry is dynamically changing under the influence of modern technologies. Market trends are constantly being transformed and require that the business offer of both parts and shop equipment is adapted to current trends. The automotive industry has been inextricably linked with IT for years which, in turn, requires that distributors of parts and representatives of repair shop networks invest in modern solutions in this area. Electromobility also forces the industry to adapt to trends, although, according to my observations, Poles approach this issue with

great distance. There is widespread belief that electric vehicles are the future, although we cannot really say what will be the drive of the future. It is also forecasted that, as a result, owners of car service centres will soon have to be re-trained to preserve their source of income. It is already necessary to prepare for it and start adapting to the changing market. The completely new sales models and channels also pose a challenge for the entire IAM. The e-commerce sector is clearly turning towards a specific consolidation, i.e. from among a large number of small and medium online stores, giant worldwide or at least nationwide platforms emerge, which graciously allow goods to be sold via their stores, taking a large commission. All kinds of price comparison websites try to play the role of intermediaries in sales, without bringing in additional great benefits, while intensifying price pressures. And what is the future? Looking at the rapid development of technology, from telematics to Bitcoin and Libra, it is impossible to predict. You just have to be ready for change.



# Record-breaking attendance

The 16<sup>th</sup> edition of ProfiAuto Show took place under the motto “Driven by Passion”. Over two days, the fair was visited by 46,000 guests. Almost a quarter of them were professionals, for whom the main value of the event were conversations about industry-related topics, training sessions and the opportunity to meet over 150 exhibitors - representatives of the largest automotive brands available in the Moto-Profil offer.



ProfiAuto Show 2019 showed that a skilfully organised fair, supported by conscious and committed partners, is still a powerful tool for the automotive industry, despite voices foretelling the end of this idea. The possibility of talking to the representatives of manufacturers, checking out their solutions, testing equipment, discussing technical issues, and above all - direct contact - is a unique value for the visitors to the fair. Relationships established in this way become fuel for business activities throughout the whole year.

## ■ Meeting of professionals

The most important group visiting the ProfiAuto Show were industry professionals, mainly owners and representatives of car service shops and mechanics, who want to improve, expand their skills and business offer. Among them, the majority were representatives of the ProfiAuto Serwis network, involved in the development of their companies as part of ProfiAuto and with the support of the brand's partners. We are extremely pleased about this as we operate in a dynamically changing market, which requires the representatives of the automotive industry to constantly develop their competences and update knowledge, thanks to which they can stand out from the competition.

## ■ The most interesting industry trends

The presentations and technical trainings prepared by exhibitors, as well as attractions at the stands, corresponded with the product offer very well. There were also references to industry trends: electromobility, autonomous vehicles and the broad topic of the future of the automotive industry. Bearing in mind that the fair is visited not only by professionals, but also people passionate about cars, the exhibitors and organisers also prepared a lot of attractions for the wider audience.

## ■ Valuable training

The training which took place during ProfiAuto Show covered all the most important aspects of the functioning of a modern car service shop - from its equipment, through management and sales to customer service. Mechanics gained valuable



knowledge about the use of modern systems, tools and the adaptation of their shops to the latest standards and legal requirements. Thirty-six lectures took place in the training rooms during the first day of the fair, attended by several hundred industry representatives.

### ■ Debut of the Workshop Zone

The Workshop Zone, debuting during the 2019 fair in this form, attracted a wide range of professionals. Mechanics and shop owners appreciated the convenient grouping of repair shop-related topics in one place. From the point of view of the exhibitors - it was valuable that the visitors to the Workshop Zone were industry professionals - persons strongly committed to the topic, focused on broadening their competences. The ongoing competition for the "Mechanics Cup" skilfully combined industry and entertainment elements, proposing a competition at the highest level, with valuable and practical prizes.

### ■ Entertainment driven by passion

The attractions organised during the ProfiAuto Show proved that motorization is linked with adrenaline at the highest level. For the first time on the fair in Poland, an exciting car bungee jump with stuntmen inside from over 80 meters was shown. The main attractions of the Entertainment Zone were: motorcycle shows, drift, go-karting, fire&dance show, bungee jumps, simulator stands, and, above all - a virtual car workshop.

### ■ See you next year

The ProfiAuto Show formula, which for years has been combining professional and entertainment layers, constitutes the unique character of a trade fair - which is one of the largest automotive events in Poland. The next edition of ProfiAuto Show will take place next year.

Moto-Profil management would like to thank all the suppliers for preparing really outstanding booths this year and providing entertainment at the highest level.



# Inducting into AAAA hall of fame

CoolDrive Auto Parts' founder John Blanchard Senior (W.J) has been inducted into the Australian Automotive Aftermarket Association Hall of Fame.

After a lifetime in the automotive industry, W.J was officially added to the Hall of Fame at the Australian Automotive Aftermarket Expo Awards Dinner in Melbourne last week.

Now officially retired, but still active as an advisor in the CoolDrive business, the 84-year-old began his career in the automotive industry at his parents' garage ABC Motors in Clifton Hill (Melbourne), helping his father as a five-year-old.

That led to the ability to service cars by age 11 and then, after leaving school, a long career with the likes of VW, Kenworth, Land Rover, New Holland and Girling, before a stint overseas and then striking out on his own.

In the late '70s, W.J established Melbourne Auto Air with his wife Shirley, becoming the first person to import automotive air conditioning systems into Australia, and since then that business has grown exponentially.

Today, CoolDrive Auto Parts is one of Australia's largest suppliers of automotive air-conditioning, engine cooling, engine management, rotating electrical, accessories and workshop products to the automotive and related trades.

Known to everyone at CoolDrive simply as "Senior", W.J was acknowledged for his meticulous attention to detail, high level of organisation and entrepreneurial spirit, and today is extremely proud that CoolDrive remains an Australian family-owned business.

*"Dad was very moved by being recognised by his peers and the many kind words expressed about his life's work in the industry," John Blanchard, CEO of CoolDrive Auto Parts said.*

*"It's been a long journey and one that he's loved, and I don't think he will ever really retire. He continues to be a great resource to the business as an advisor and mentor, and we're all delighted that he's been recognised in this way by the industry."*

At the Australian Automotive Aftermarket Association's awards dinner, W.J was quick to acknowledge the loyalty and work of CoolDrive's founding employee Robert Piccone, who is still with the business today.

He also recognised the love and support of his wife of 63 years, Shirley, who has worked alongside him and supported him throughout his career.

A lifelong motor racing enthusiast, W.J has been heavily involved with the Victorian Historic Racing Register for many years and continues to donate office space to them, as well as supporting the racing exploits of son John and more recently eldest grandson Tim, who also works in the CoolDrive business.

W.J credits his long involvement with and passion for the automotive industry with providing him many lasting life-long friendships.



For further information on CoolDrive, please visit [www.cooldrive.com.au](http://www.cooldrive.com.au).

# Hold-up at TVI'S platform

In Angoulême on May 22<sup>nd</sup>, several villainous groups broke into the TVI Group logistics platform Cedilog with one objective: steal as many truck spare parts as possible. And incredibly, the TVI team let the thieves get away – it turns out they were partners in crime! Indeed, TVI allowed several members of its network of distributors and truck repair shops to plunder the warehouse and escape with their precious booty. To celebrate the launch of its 24-hour business, TVI cooked up the rather original idea of permitting its members to “rob” its warehouse.



The next day, TVI organized a professional fair with its partner suppliers. More than 90 TVI center salespeople were able to meet 50 parts manufacturers in a splendid venue located in the center of Angoulême. It provided everyone with a good experience and opportunity to learn new selling arguments and innovations. Their one goal was to speed up business interactions and processes.

Called “Hold-Up” and “Mini-Salon Business”, the objective focused upon the cohesion of a network that experienced a positive financial year in 2018. Sales amounted to €222 million (of which the platform generated €15.8 million) – an encouraging figure that resulted from many factors, especially the launch of a new warehouse management system (WMS). This tool enabled the automation of logistics workflows. Productivity has risen by 20% while delivery errors have decrea-

sed by 60%! The overhaul of the TVI logistics tool has also enabled the Group to expand its inventory, which today numbers more than 11,000 items valued at approximately €3.5 million. And there's more to come – work has begun on expanding the storage area to 1,000 m<sup>2</sup> before the end of the summer.

TVI has even bigger aspirations as it aims to build its network according to an action plan focused on maintaining and developing 92 geographic locations. TVI General Director Benoit Migeon reminds us: “TVI needs one service point covering every customer business area every 30 km in France.” Since June, the TVI team has expanded thanks to the arrival of a new network facilitator responsible for covering the South/East regions.

In addition to the durability of the network, TVI is taking on training. TVI centers are looking for new skills

and the center wants to help trainees more easily find local employment. “There is a real shortage of manpower in all skill areas,” says B. Migeon. To inform young target candidates about opportunities in the field of mechanics, this year TVI conducted several open days in many high schools in partnership with the federation of car distributors (FEDA). By 2020, the network hopes to meet 20,000 young people and recruit 100 new employees.

In parallel, TVI has strengthened its training arsenal by creating new business modules specific to inside and outside sales. Thanks to this program, TVI hopes to facilitate integration into its network of collaborators with diverse profiles. Between 2020 and 2023, TVI wants to train 140 employees in its centers.

## Videos to watch

<https://www.youtube.com/watch?v=Dt8OXEFWfSs>

<https://www.youtube.com/watch?v=opjxpE79Xlw&t=0s>

# What is the key to its success?

AUTOAIBĖ celebrates 27 years in the Lithuanian market - what is the key to its success?



New AUTOAIBĖ store in Telšiai.

AUTOAIBĖ Director Arūnas Vaišvila clearly and succinctly states that attention is mainly focused on development and the staff of AUTOAIBĖ, who are closest to the clients and continually work to enable easy maintenance for their cars. While affirming that the key to success lies in taking a set of actions, the Manager nevertheless insists that AUTOAIBĖ could not achieve

its continued growth without development and motivated staff.

The company celebrates its 27<sup>th</sup> birthday this year. To mark this occasion, the Company organized a motorbike tour around Lithuania that included visits to every single AUTOAIBĖ store (today there are 16 AUTOAIBĖ

stores located in 12 cities and towns of Lithuania). The goal of the tour was to congratulate the colleagues on 27 successful years and also to engage in a friendly chat.

Happy employee, happy client – the Company has faithfully lived by this maxim for several decades, which most likely is the real key to its success.

## Brief rundown of upcoming half-year plans and results of AUTOAIBĖ.

In the beginning of 2019, the Company opened a 1,000 m<sup>2</sup> store in Telšiai, with a virtually identical store opening scheduled to follow in Šilutė by the end of summer. This year, AUTOAIBĖ also plans to start construction on a new 1,000 m<sup>2</sup> store in one of the major cities. The development plan is now set and ready for the next three years.

At present, the number of new employees in the Company has increased by 6% compared to 2018. In order to maintain quality, AUTOAIBĖ takes enormous care in recruiting new staff, continually striving to enhance effectiveness and increase results.

*“We are constantly improving our training system for ever better and faster integration of new personnel into the AUTOAIBĖ system. Experienced staff members tutor and break in new employees, whose beginner knowledge is tested at least four times to ensure that our clients receive the highest quality service. Frequent feedback and testimonies help us to evaluate both our new colleagues and staff tutors, thus enabling us to know whether the training process is being implemented accor-*

*ding to plan,” says Arūnas Vaišvila.*

Director Arūnas Vaišvila personally participates in the new staff selection and hiring process, while also visiting stores and meeting with employees. He is interested in how employees are doing and where the problems and expectations lie for both new recruits and longtime Company staff

members. Always and everywhere, he strives to maintain the highest standards of service.

The Company results speak for themselves – sales revenue in the first half of 2019 has grown more than 15% compared to the same period last year.



A motorbike tour stop at AUTOAIBĖ in Kretinga.



Extremely cheerful employees from AUTOAIBĖ in the seaport city. Company Manager Arūnas Vaišvila is on the left of the photo.

# Efficient mobility with Bosch spark plugs

Many vehicle manufacturers rely on the high quality, reliability and performance of Bosch spark plugs for their vehicles' original equipment.

### System and component developer

Thanks to its close cooperation with vehicle manufacturers, Bosch gained outstanding know-how – concerning components such as spark plugs as well as gasoline injection systems. It allows Bosch to offer a comprehensive range of spark plugs and ignition components matching the specific requirements of different engines on the aftermarket.

### Technological competence

The aftermarket also benefits from motorsport and original-equipment innovations. Future trends and technologies are implemented at the production of spark plugs for series-production passenger cars and are often even further developed before being launched onto the workshop and retail markets.

### High market coverage

With a worldwide market coverage of almost 95%, Bosch supplies matching spark plugs for almost any vehicle – and geared to the specific requirements of the respective engine.

### High quality

Following the first Bosch spark plug launched in 1902, several other patents have also been filed. These include, for instance, the Continuous Wave (CW) laser welding method significantly increasing the durability of the welded connection on the center electrode. Innovative alloys such as nickel, yttrium and precious metals ensure a long service life. Production procedures such as the heat-shrink assembly, nickel-coated spark plug housings and threads ensure a high reliability and a long service life.



# High-performance spark plugs Technology

Optimized design of the insulator

Special ceramic material with high dielectric strength

Aligned and welded ground electrode for reliable ignition

### Did you know?

- Back in **1902** Bosch presented its first spark plug together with a high-voltage magneto ignition system.

Newly developed design of the insulator nose

Extremely fine precious-metal center electrode welded via CW laser welding method

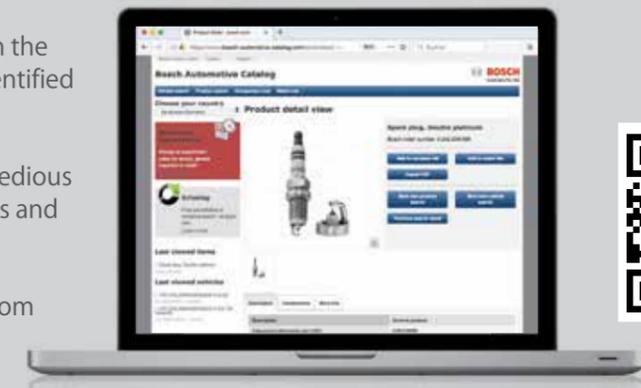


### Bosch Automotive eCat-online catalog

All vehicle-specific products within the Bosch product portfolio can be identified both accurately and quickly.

The eCat online catalog prevents tedious searching – for retailers, workshops and consumers alike.

[www.bosch-automotive-catalog.com](http://www.bosch-automotive-catalog.com)





# All under control...

... with febi Engine Management

## febi Engine Management highlights at a glance:

- Range of 1,500 engine sensors and actuators
- Covering more than 65,000 European and Asian vehicle applications
- OE matching quality, tested and verified in-house
- Dynamically growing range with 300+ articles per year

The number of built-in electronic components is growing steadily which, in turn, has made cars into high-tech vehicles – safer, more comfortable, and more environmentally friendly. With numerous areas of expertise, febi is No. 1 in the Automotive Aftermarket for Engine Management replacement parts.

### ■ Looking Closer at Engine Management

Due to the evolution of the internal combustion engine, continuous enhancements to the efficiency and performance of a vehicle have been paramount. This has been achieved by improving the internal components and by adding electronic engine management.

Modern engine management systems can assimilate megabytes of sensor information quickly and control a multitude of engine actuators all while evaluating both sensor input and actuator data for plausibility and integrity.

This makes up the management system of the engine which enhances the engine performance and provides smooth delivery of power and economy to meet emissions standards and the driver's expectations.

### ■ Sensing and Actuating

As part of Engine Management, sensors and actuators play critical roles in maintaining the functionality of the engine.

Sensors are devices which are able to acquire one or more physical characteristics including temperature, position, movement, speed, etc. and convert these into an electronically usable signal for the electronic control unit (ECU) to process.

Actuators are components which convert the electrical output signals from the ECU into physical quantities in order to control the internal combustion engine for efficiency, economy, and performance. Actuators send feedback to the ECU with variables including position, power consumption, and load to provide greater control.

### ■ For Cleaner Emissions: the EGR Valve

Choosing an example from the comprehensive portfolio which febi supplies, Exhaust Gas Recirculation (EGR) valves are the embodiment of febi's dedication to high-quality.

The purpose of the EGR system is to reduce the emissions of oxides of nitrogen (NOx) from the engine's exhaust.

There are two main types of EGR valves. One is vacuum operated. It uses an electro pneumatic pressure transducer and is controlled by the ECU to open and close. The other is electronic and is operated by a DC electric motor, or stepper motor. Both electronic and vacuum types are opened and closed subject to engine load.

### ■ Combating Defects with High Standards

A defective EGR valve not only results in a significant increase in NOx in the exhaust, but can also have a negative impact on other components in the vehicle. As a means of combatting defects while also reliably reducing the amount of nitrogen oxides produced during combustion, EGR valves must be robust and durable.

To meet these needs, all EGR valves supplied by febi are therefore intensively tested by our certified quality management team. The quality control of electronic components is carried out with the aid of a high-resolution X-ray device to check the integrity of the circuitry.

### ■ Quality you can Trust

Every febi part has been designed and manufactured to meet Original Equipment standards. With regular destructive and non-destructive testing, febi ensures a continued supply of quality products to the Independent Automotive Aftermarket.

# Digital installation instructions for PowerGrip® kits

Gates (NYSE: GATES), a leading global provider of application-specific fluid power and power transmission solutions, is setting new standards, supplying digital, engine-specific installation instructions with every timing belt kit.

Since May 2019, QR codes are included in all timing belt kit boxes, providing mechanics a direct link to OE-based and engine-specific installation procedures on screen. In place of paper instructions within each box, mechanics can access mobile-friendly, digital instructions by scanning a QR code or entering the product key via a computer (<https://install.gates.com>). As well as introducing more visual content and a step-by-step format, the changeover allows Gates to add further digital enhancements over time.

*"Mechanics are now be able to consult a fully illustrated version of the most up-to-date, engine-specific installation instructions online. Instructions are available in 27 different languages, offering garages throughout the EMEA region (Europe, Middle East and Africa) greater clarity and time savings as they can process the information in their local language,"* says **Jean-Christophe Etienne, Gates director of strategic business & product development, automotive replacement.**

After scanning the QR code and selecting the appropriate vehicle, installers are directed to OE-based and engine-specific fitting instructions that contain clear drawings to help guide them through the entire installation process, step by step. All the information needed to perform the proper replacement job is at hand, including belt routing and torque settings; even the special tools are listed and pictured.

*"The changeover is part of Gates' 'We Think Garage' initiative. We continually work to help mechanics improve performance and eliminate installation errors, ultimately reducing the number of workshop comebacks,"* Etienne says. *"The digital application also provides an added layer of security to help garages identify counterfeit parts before they are fitted."*

The digital login process used to access the installation instructions detects non-genuine parts, reducing the risk for garages of installing poor-quality fake parts. An incorrect code triggers an 'error' message, generating a reporting form which the mechanic can use to notify Gates that counterfeit parts may have been identified.

During an introductory phase, timing belt kits will include both digital and paper instructions, to help garages make a smooth transition to digital.



## Clean air in the car: Protection against particulate matter, nitrogen oxides and allergens through MANN-FILTER cabin air filters

Changing the cabin air filter in good time is particularly important in Spring, when the peak pollen count season starts. Global filtration specialist MANN+HUMMEL, based in Ludwigsburg Germany, provides effective protection against allergens, harmful gases and particulate matter with its MANN-FILTER FreciusPlus cabin air filters.

A vehicle ventilation system draws in huge volumes of air from outside the vehicle into the passenger compartment. Each hour, several hundred thousand liters of this polluted outside air pass through the vehicle's ventilation system into the interior, bringing with them not only allergens but also particulate matter, nitrogen oxides, and other harmful gases that pose a threat to the health of the vehicle occupants. This means that the air in the interior of the vehicle is often much more polluted than the ambient air. Thorough purification of the outside air by means of a cabin air filter is therefore essential, especially for frequent drivers, allergy sufferers, and children. However, a cabin air filter can only carry out its meticulous cleaning task properly if it is replaced in accordance with the service schedule.

MANN-FILTER cabin air filters in original equipment quality frees the air from outside the vehicle of nearly



100 percent of particles and harmful gases. The MANN-FILTER FreciusPlus filters out particulate matter with an aerodynamic diameter of 2.5 micrometers (PM 2.5), almost completely. For comparison: These particles are up to 30–40 times smaller than the thickness of a human hair. Its sources include the abrasion of tires and brake disks. These minute particles can penetrate deep into the lungs. Ultrafine particles can even enter the bloodstream via the pulmonary alveoli and can cause respiratory diseases and cancer.

In addition, the FreciusPlus cabin air filter adsorbs unpleasant odors and

poisonous gases such as nitrogen oxides and ozone. This reduces the nitrogen oxide concentration in the vehicle interior.

The biofunctional and antimicrobial coating on the FreciusPlus also traps the allergens which can be released from pollen as well as blocking the growth of bacteria and mold fungi.

With over 100 different types of FreciusPlus cabin air filters in original equipment quality, MANN-FILTER covers nearly 70 percent of the European passenger car and transporter fleet.

# Winning German Brand Award

A first for the Remscheid-based manufacturer of quality tools and workshop equipment: for the first time HAZET won an award not for a tool, but a concept. The brand strategy marking its 150th anniversary convinced the jury and earned itself another distinction, and for the first time in this category.

All channels were consistently made use of – both online and offline – in accordance with the concept. At the centre was a special logo that represents both the company’s history through a specific product feature and also reflects its ongoing progressive outlook with the motto „150 years of the future“. This logo was consistently placed at the forefront over the entire anniversary year, e.g. at all trade fairs, on all special offers and on all documentation. There was especially no avoiding the anniversary in HAZET’s hometown, Remscheid: a specially designed HAZET bus drove through the Bergisches Land all year round. What’s more, various commemorative items appeared on the journey through 2018, such as:

- a golden combination wrench (size 13 mm)
- an anniversary tool set in a high-quality pouch with embossed logo

- a tool trolley in a unique 150 year design
- various merchandise items with a focus on the history of HAZET

The German Brand Award is presented by the German Brand Institute. This institute was originated by the German Design Council and GMK Markenberatung in order to honour outstanding brand management.

HAZET is particularly proud of the recognition of its brand and communication concept marking its 150th anniversary since a lot of time and effort was dedicated to the various communication measures. „The award from the German Design Council is a great validation by an impartial institution for good work,“ happily remarked **Carsten Scholz, HAZET Head of Marketing** at the awards ceremony in Berlin.



# New Drive Shaft Repair Problem Solution

HAZET and NTN-SNR are developing new special circlip pliers for drive shaft assembly in a joint project.

2019 will bring a number of innovations for the drive/chassis repair area.

The focus of vehicle manufacturers and their industrial partners is on achieving the best possible efficiencies in today’s vehicle technology. That is why the smallest dimensional tolerances and precision are indispensable, especially for form-fitting components. However, this poses new challenges during the respective assembly operations in day-to-day workshop operations. In order to offer the best repair solutions on the market, the premium tool manufacturer HAZET and the OEM industry partner NTN-SNR have joined forces. The cooperation partners looked for uncomplicated solutions regarding repair work and developed these in a joint technical project.

In the past, there have often been problems when fully assembling the constant-velocity joint on the wheel side with the respective shaft, since the circlip which secures the joint axially on the shaft caused the joint to tilt during assembly and thus made installation conditions more difficult.

The axle boot and the joint can be pushed together snugly on the shaft. The design of the drive shaft layout makes it difficult to reach the circlip when joining these together by hand. This often causes the joint to cant on the shaft. This makes subsequent disassembly more difficult and can lead to severe deformation of the fine gearing. Subsequent repair work is therefore no longer possible.

This solution ensures that the pliers now provide a trouble-free repair of the drive shaft (e.g. changing the axle boots or the constant-velocity joint). To mount the joint, simply place the pliers on the gearing with the pre-mounted circlip and tighten. The circlip thus disappears into the shaft groove in a form-fitting manner. Because of the conical shape of the pliers, the joint can be pre-positioned so that the gearing can be inserted more easily without damage.



Circlip pliers 1847-12/15:

- Contents:
  - 1 basic pliers (for holding the changeable half-shell pair)
  - 7 pairs of half shells in graduated diameter sizes (from 19.0 to 30.0 mm)
- In a HAZET SmartCase with soft foam insert and operating instructions
- Suitable for almost all vehicles commonly registered in Europe

# More automotive chemistry than anyone else

LIQUI MOLY offers a lot more than just oils and additives



There are motor oil providers. There are providers of additives, polish, brake cleaners. And there is LIQUI MOLY. At LIQUI MOLY you can choose from the full range. The company offers a uniquely ample range of automotive chemistry products that goes far beyond the most important product groups: oils and additives. LIQUI MOLY also offers service products, car care, air conditioning cleaning agents and oil, underbody protection, materials to repair glass, brake fluid, radiator antifreeze, grease, pastes and cleaners as well as skin care products. The range not only includes chemical products, but also the tools and equipment to apply them. LIQUI MOLY provides a fully coordinated, complete range of chemical products as a single-source supplier.

## ■ All chemicals just from one source

Consequently customers are not forced to deal with a dozen different suppliers at once, making purchasing and logistics significantly easier. What's more is that all products have been matched to each other. This eliminates incompatibilities and enables bundling. Such an ample range delivers on many positive sales aspects. Is there currently no demand for oil? Not to worry, there may be a need for additives? Or service products? Or radia-

tor antifreeze? Or diesel particulate filter cleaner? Or any other product? Our experience has shown that anyone who has tested LIQUI MOLY products in everyday situations and experienced the benefits of these levels of quality will also be open to trying other products from our range.

## ■ Products for motorcycles, commercial vehicles, boats and many more

LIQUI MOLY's product variety stretches beyond the passenger car segment. We also offer similar chemical products for motorcycles, commercial vehicles, construction machinery, boats and even gardening equipment. All in all, the range comprises around LIQUI MOLY 4,000 products. We can create ranges from these products that perfectly suit the corresponding sales channel – including continuous improvements and new products.

LIQUI MOLY can look back at over 60 years of experience in automotive chemistry. On its home market of Germany, the company is the undisputed market leader when it comes to additives. Germany is where LIQUI MOLY researches and develops as well as produces at two sites.

## ■ Additional business by bundling

The ample range gives the opportunity to bundle several products together in promotional packages. For instance a three-part oil change package consisting of a cleaner for the oil circuit, motor oil and an additive to protect from wear. Garages can also offer these bundles to their customers. This takes the pressure of individual products' prices and generates additional revenue thanks to bundling.

It is also an easy way to develop new sales channels. For instance, an automotive garage can also offer oils and additives for motorcycles on the shop floor. Most motorcyclists will also own a car and when they bring that into the garage, they are given the opportunity to make spontaneous purchases for their motorcycle. That means additional revenue without additional investment. All thanks to the ample range of LIQUI MOLY.



# Concentric Slave Cylinder

The complete solution from the aftermarket specialists



With the launch of the concentric slave cylinders Metelli Group expands the range of products in the HYDRAULIC catalogue, thus reaching over 1.800 available references, confirming its leadership position also among the manufacturers of hydraulic parts. With the addition of about 60 new items (for the Metelli and Cifam brands), the offer covers around 600 applications, including the most recent models, and almost 70 million vehicles of the European car parc. What distinguishes the Metelli Group offer from all the others? The completeness of our range. We distribute our Metelli and Cifam concentric slave cylinders with everything you need for repair: a unique solution for mechanics, as they combine the thrust bearing and the slave cylinder in a single element. A fundamental component for the correct functioning of the clutch. In modern cars, the force applied to the pedal, within the clutch system, is transmitted by hydraulic systems and no longer by mechanical systems.

The concentric slave cylinder combines the functions of the thrust bearing and slave cylinder in one unit. In this way, the release fork between the bearing and the secondary cylinder is eliminated. The clutch is then operated directly by the concentric actuator, which performs the functions of the slave cylinder and thrust bearing.

The concentric slave cylinder – often referred to simply as CSC – is positioned directly in the bell-housing outside the gearbox shaft. The system works without running clearances and is self-adjusting, thereby maintaining the system's constant functionality throughout the operating life of the clutch plate. The CSC must be changed each time the clutch plate is replaced.

## ■ An innovation full of advantages

Nowadays, the car buyers have great demands when it comes to performance and comfort. The number of additional components in contemporary engines has grown considerably and the need to optimise space means that components that can perform multiple functions simultaneously must be chosen. This is why, to date, more than 50% of new cars are equipped with a concentric slave cylinder.

### Its structure offers numerous advantages:

- Compact design
- Long life
- Less weight due to fewer components
- Greater protection against external agents
- Less force to be applied on the clutch pedal
- Self-adjusting
- Greater heat resistance

## CONCENTRIC SLAVE CYLINDER



Go to the support section of the website [www.metelligroup.it](http://www.metelligroup.it) to download the brochure and catalog which illustrates any technical information, installation tips, currently available applications and OE references

# Data & Analytics Center in Hungary

One of the newest investments in further strengthening the positions of Nissens Automotive's customers in the markets is the establishment of a 'Data & Analytics Center' in Budapest. Earlier this spring, Nissens officially opened the doors to the new facilities.



The establishment of Nissens Automotive's 'Data & Analytics Center' derives from a strong strategic focus on increasing customers' profitability through market understanding and technical online solutions.

In a cross-organizational environment, employees from different departments are joined in data and analytics

functions, aiming at supporting customers even better and thus enhancing the need for a specialized office with advanced competences.

### ■ Be Local, Act Global

Already, employees from Cataloguing, Product Manage-

ment, Product Development and Online Solutions have moved into the office. "With the establishment of another international office with specialist competences, Nissens has reached a milestone, offering a joint foundation for analytic support of our customers," says **Steffen Bjerg Jensen, Head of Product Management in Nissens Automotive**. In 2018, Nissens Automotive opened a Technology Center in Germany, with specialized engineering competences, further emphasizing the company's ambition of being global and acting local. Steffen elaborates: "With the opening of the new office, we have even better opportunities for considering our organization in a global context and looking outside the Danish borders when searching for new employees with the highest competences. Cross-organizationally, we expect benefits for customers through our increased internal knowledge sharing and professional back-and-forth in the new Hungarian office, and more importantly, giving us the possibility of supporting our customers and markets even better – with both analysis and with data that can develop both their and our

businesses. In that way, we can grow the business concurrently with the needs of the markets and the customers and continue to be a company that is Delivering the Difference."

### ■ Data, data, data

Actively considering the company in a global context, Nissens Automotive cements the company's position on the world map.

**Steffen Bjerg Jensen** elaborates: "The complexity of the market is ever increasing, and we need to master data and analysis to stay on top of the global scene and be able to offer exactly what our customers need. We want to be able to support our customers in the Independent Aftermarket in the best way possible, but to achieve this goal, we need to make sure that we can actively handle and share relevant data and analytics. The 'Data & Analytics Center' has already become an integrated part of Nissens Automotive with ongoing knowledge transfers on a global scale. And by sharing the data we obtain, we can take our aftermarket support to the next level – and hopefully even further."

### ■ An extended arm

The Data & Analytics Center is situated in the center of Budapest in a modern office park located perfectly for public transportation and easy for both employees and visitors to access from anywhere in town in a relatively short amount of time. "The neighborhood fits us perfectly", **Steffen Jensen** says, and rounds off: "We are very pleased with the location and the result of our preparations. It has been a busy spring, planning and re-structuring the existing office interior to match our needs, so we could move in as planned. The facilities are modern and sets the right surroundings for an office, where all our Hungarian colleagues are gathered and can have a great work environment and collegial community. It is important that the office is an integrated part of Nissens – both at IT level and in appearance, just like an extended arm."

The office park is built in five phases and the last building is scheduled to be finished in 2021. By then, the office park will offer work environments for nearly 7,000 people from a variety of industries.



Steffen Bjerg Jensen,  
Head of Product Management  
in Nissens Automotive



# With LED upgrades into the future

The demands of innovation-oriented customers have increased, with quality also playing a major role. With LEDriving® replacement lamps from OSRAM you can meet these demands and will already be equipped for future requirements in the aftermarket. The products offer your customers innovation, performance and style with the usual premium OSRAM quality, at the same time upgrading their vehicle lighting to the latest state of the art.



For more information go to  
[www.osram.com/ledupgrade](http://www.osram.com/ledupgrade)

There are approximately one billion cars in the world, more than 90 percent of which are still fitted with halogen or xenon lamps. These cars form the potential market for LED upgrades – and there is demand. LED upgrades are an important business segment which can help influence the future of the aftermarket. By adding LEDriving replacement lamps to its product portfolio, OSRAM is positioning itself for the future and is taking a further step toward becoming a high-tech company.

## ■ Quality you can build on

The high-quality LED replacement lamps from OSRAM are based on state-of-the-art LED technology and are compatible with a large number of vehicle models. “Our aim is to continue developing our offering to match the needs of the market”, says Hans-Joachim Schwabe, CEO at OSRAM Automotive. Technological innovations are developed in dialog with vehicle manufacturers and customers. In Treviso, Italy, OSRAM has therefore established an LED Competence Center which combines research, development and production under one roof. The result after 38 quality controls is an LED product that you and your customers can rely on: a high-quality lamp from OSRAM, the innovation leader and number one in car lighting.

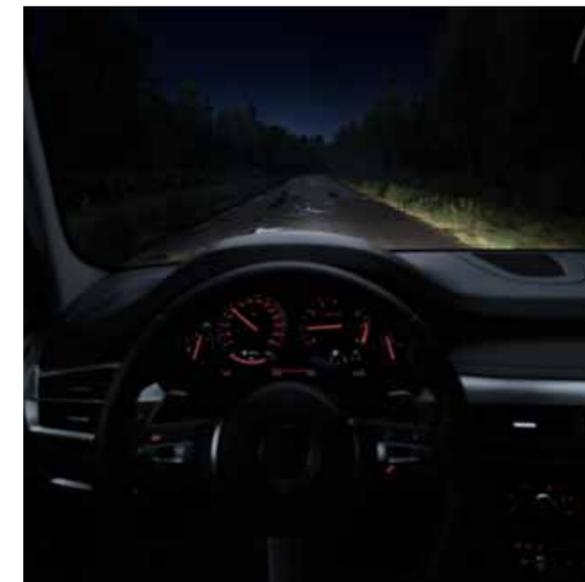
## ■ Always one step ahead

The comprehensive LED portfolio of OSRAM replacement lamps offers a great selection of innovative applications – from powerful front lighting to signal and interior lighting. OSRAM covers a wide range of applications in and around the vehicle, making it your one-stop shop for innovative LED replacements. The company is setting new standards with new LEDriving® HL and LEDriving® FL replacement lamps for high beam and low beam (HL) and fog lights (FL). The new headlight replacement lamps feature a modern look, high-quality product design and homogeneous light distribution. Their cool, white color temperature of up to 6,000 K provides an improved field of vision and greater visibility. The LED technology used offers maximum performance with low energy consumption, reduced glare and outstanding durability. Be one step ahead with LEDriving replacement lamps from OSRAM if your customers are looking for the perfect, innovative lighting upgrade.

Ask your OSRAM sales contact for more information on communication and sales support. OSRAM offers a comprehensive campaign toolbox with sales kits, content sheets including product information, FAQs, installation support, and product videos and photos.

These products do not have ECE approval. This means they must not be used on public roads in any exterior application. Use on public roads leads to cancellation of operating license and loss of insurance coverage. Several countries do not allow sale and use of these products.

Please get in touch with your OSRAM contact for information on the availability in your country.



Driver's view with conventional lighting (above) versus LED front lighting (below).



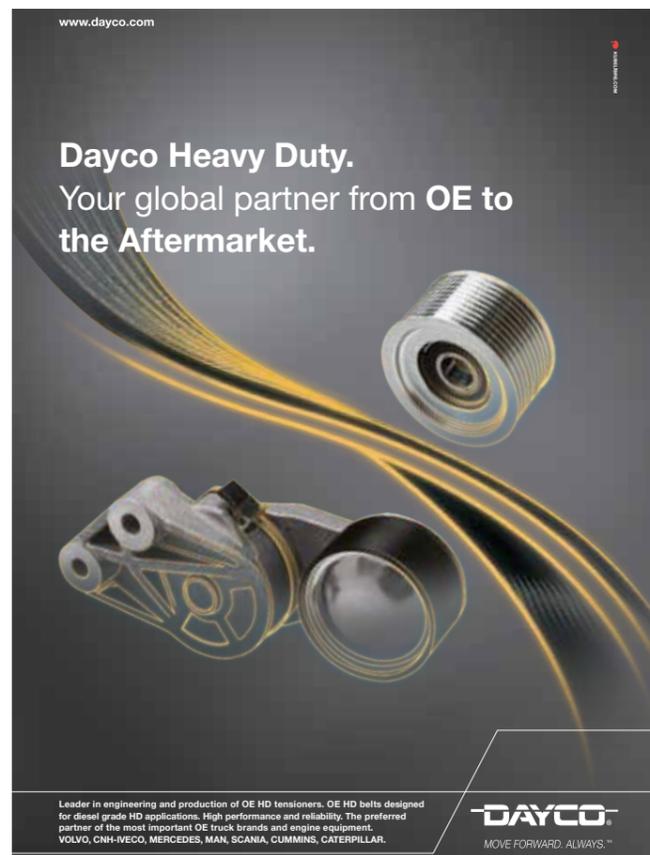
# Dayco awarded PACCAR quality achievement certification

Dayco, a leading engine products and drive systems supplier for the automotive, industrial and aftermarket industries, has again been independently recognised for the quality and distribution of its original equipment (OE) components, this time by PACCAR, with its 2018 Quality Achievement certification

*"As well as designing and building a range of light, medium and heavy-duty trucks under the DAF, Kenworth and Peterbilt brand names, PACCAR is a major diesel engine manufacturer and parts distributor," explains Dayco's Global Key Account Manager, Martin Johansson. "So, to be awarded with its 10 PMM achievement certification for quality, is a tremendous accolade for Dayco, the components we produce and the entire team."*

In addition to the acknowledgement that Dayco has met and exceeded PACCAR's stringent quality performance requirements, the company will be added to its list of 10 PMM suppliers, which are shown on the website ([www.paccar.com](http://www.paccar.com)) and displayed in its facilities.

*"With this certification, PACCAR acknowledges that its reputation for producing trucks of unsurpassed quality, is in no small part due to suppliers such as Dayco, who have achieved its quality expectations. This is therefore, an achievement that makes us extremely proud and endorses the inherent design characteristics and technical capacity of our products," concluded Johansson.*



## CORTECO PULLEY KITS

# OUR REPAIR SOLUTION

### STRONGER PARTS FOR A HIGHER DURABILITY

Vibrations often arise as a result of aging components or poor quality vibration dampers. These vibrations affect driving comfort and spread throughout the vehicle causing damage to the engine and other components.

The extensive OE manufacturing experience of the Freudenberg Group enables Corteco to offer vibration control components and repair kits in OEM quality for more than 27,500 types of vehicles. All products are designed to meet the highest quality standards and are manufactured using the latest production methods.



### TORSIONAL VIBRATION DAMPER - INDIVIDUALLY AND IN PRACTICAL KITS



A torsional vibration damper decouples the belt drive from the crankshaft. It minimizes the transmission of vibration and therefore the stress on all adjoining components. The lifecycle duration of belt and belt tensioner is extended and driving comfort increased significantly. Only original quality pulleys with new bolts

guarantee easy mounting and the highest degree of safety. Our constantly extending range already includes 190 pulleys that cover 300 of the most important vehicle types. Apart from the widest selection of pulleys in original quality, Corteco also offers 50 of the most common pulleys as a kit.

### WHAT CORTECO OFFERS:

- » All necessary bolts and washers are included in the Corteco kit
- » Information on mounting and mounting tool requirements
- » Easy identification in TecDoc via OE number of the pulley or vehicle application
- » Optimized package protects the parts from transport damage
- » Time-saving through easy sourcing
- » Allows for easy installation and safety for the vehicle and passengers
- » Compliance with OE requirements



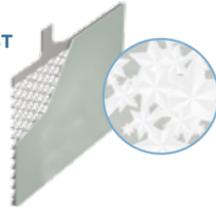
# Exide unveils New Generation Carbon Boost® 2.0 technology

Now available in Exide Premium & EFB batteries

Carbon Boost® is Exide's own unique chemical compound of carbon additives. Applied to the negative plates, it was originally developed to increase performance of the company's Start-Stop OEM batteries. Building upon very positive results, Exide has now launched the next generation of this proven technology to meet vehicle manufacturers demands for even greater charge acceptance and energy availability.

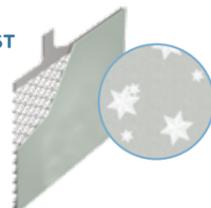
WITHOUT CARBON BOOST

The plates are covered with sulfate



WITH CARBON BOOST

Sulphate is reduced due to Carbon Boost technology



Carbon Boost 2.0 combines improved carbon additives with optimised surface structures, providing plates with significantly higher conductivity. In addition to increased current

flow, Carbon Boost 2.0 helps to dissolve the lead sulfate deposits that consolidate on a battery's discharged negative plates, which reduces charging efficiency.

Exide EFB with **carbon boost® 2.0**



Exide's new EFB batteries feature Carbon Boost 2.0 with exceptional dynamic charge acceptance. Important benefits for drivers, especially in intensive urban driving conditions are:

- › 75% more energy recovered within the same time period, compared to previous EFB batteries
- › Optimised regenerative braking functionality to maximise fuel savings and reduction of CO<sub>2</sub> emissions
- › Longer overall lifespan



Exide Premium with **carbon boost® 2.0**



Carbon Boost was first introduced in 2014 to the aftermarket in the Exide's Premium range. Now Carbon Boost 2.0 takes superior performance to the new levels:

- › Even faster recharging (2 × faster than other conventional batteries)
- › Longer lifespan (higher average state-of-charge throughout battery life)



## WLTP (Worldwide Harmonised Light Vehicle Test Procedure)

Strict new EU regulations have imposed a CO<sub>2</sub> emissions limit of 95g/km in vehicle homologation testing by 2021\*.

The WLTP test measures how much battery capacity is depleted in testing and converts it to equivalent fuel consumed and CO<sub>2</sub> emitted. The battery should retain

a high percentage of its initial capacity to help car makers avoid being penalised when passing certain thresholds. Since the recharging process accounts for only 8% of test duration, the battery needs to achieve the highest possible energy recovery in a short time. With Carbon Boost 2.0, the dynamic charge acceptance of EFB

batteries is maximised, and compared to previous generations...

- › The battery now accepts 75% higher average recharging current\*\*
- › It preserves a higher capacity at the end of the test (2.5 × less state-of-charge loss)\*\*

\*Fleet average/bonus included \*\* Vs EFB previous generation

# THE CITY BATTERY



The most reliable starting for intensive urban use by taxis, couriers, emergency vehicles, utility companies...

NEW!

**EXIDE® EFB**

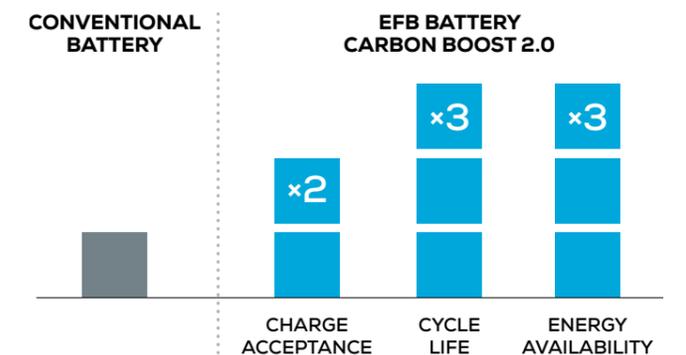
**carbon boost® 2.0**



First invented by Exide in 2008, EFB batteries have come to play an increasingly crucial role for car manufacturers in order to reduce fuel consumption and emissions. Now Exide brings the latest OE generation to the aftermarket, featuring Carbon Boost 2.0.

The new Exide EFB battery supports **all vehicles, with and without Start-Stop systems**, which have high cycling requirements. When installed in cars with a Start-Stop system, Exide's new EFB battery shows unmatched energy recovery and exceptional dynamic charge acceptance. Unlike most other EFB batteries, **Exide EFB is recommended for vehicles incorporating regenerative braking**. Compared to standard flooded batteries it also benefits from a longer overall lifespan, when installed in cars with conventional power train.

Exide EFB offers significant performance advantages over a conventional battery when fitted into a car without Start-Stop system



# Launching Europe's first truck AGM battery

At the Automechanika 2018 in Frankfurt, Clarios, formerly Johnson Controls, presented a Europe-wide premiere that underlines its strong sense for industry needs. The launch of Europe's first truck AGM (Absorbent Glass Mat) battery under the VARTA® brand marks the next step in minimizing the operational cost of trucks and increasing comfort for drivers.

## ■ An Evolving Market

In recent years there has been a large increase in the number of electrical devices fitted in trucks, changing the way truck drivers live on the road. Changing consumer expectations have led to a higher number of truck overnight stays – averaging five days a week – which results in higher expectations from the truck drivers themselves to experience increased living standards. One added feature in particular is a parking cooler. Many original equipment manufacturers therefore offer trucks equipped with an integrated parking cooler and many fleet managers retrofit existing trucks with a parking cooler to offer better working conditions for employees, which increases the load on the battery. Furthermore, new regulations on higher emission standards have put additional pressure on fleets to achieve a more eco-friendly footprint. Thus, AdBlue tanks have been added to enable trucks to drive in countries with emissions restrictions, and therefore many manufacturers are now placing the battery at the rear of the truck. This end-of-frame installation increases vibration and is therefore more likely to damage a conventional truck battery. All of these aspects have led to the design of Europe's first AGM battery.

## ■ VARTA Promotive AGM

To solve these growing issues, Clarios has developed a new VARTA Promotive AGM battery using the Patented PowerFrame® technology, designed to cater for an increasing number of electrical devices

in the truck. The AGM truck battery can withstand six times the number of cycles compared with standard batteries, and has the ability to operate at levels of discharge close to 80 percent. "The VARTA Promotive AGM battery allows fleet managers to minimize total cost of ownership by avoiding vehicle downtime and maximizing profitability," explains Guido Schneider, vice president Sales Europe, Clarios. It also guarantees hoteling (e.g. microwaves and computers) while the engine is turned off, which enables more comfortable work conditions for truck drivers. Alongside hoteling services it also supports fuel-saving functions like start-stop and coasting, which reduces fuel consumption and hence TCO (Total Cost of Ownership), as well as fulfilling emission standards. To identify the correct battery for your commercial vehicle and to use the TCO calculator to calculate savings, head to our VARTA Partner Portal, which will be launched in May alongside the new range.

Clarios will supply AGM truck batteries to MAN Truck and Bus's European original equipment plants. In addition, further collaborations with truck spare part dealers specializing in the truck sector are planned in the aftermarket.



# Gaskets & gasket sets

## Professional repair of automatic transmission systems

Elring has added user-friendly gaskets and gasket sets to its range of products, specially designed for the repair of automatic transmissions.

Elring has added user-friendly gaskets and gasket sets to its range of products, specially designed for the repair of automatic transmissions. These new gaskets and gasket sets cover a range of different transmission designs from major vehicle manufacturers. This is your chance to extend your scope of service and save valuable time. Each gaskets and gasket sets includes everything needed for professional sealing in the field of automatic transmission repair, e.g.:

- Oil pan gaskets
- Oil stem seals
- O-rings
- Retaining rings
- Special rubber components
- Gaskets/seals for the transmission control unit

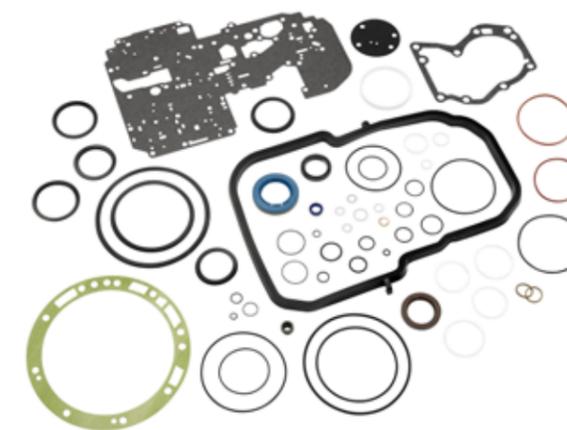
The demands placed on modern automatic transmissions are enormous. High mileages, significant speeds, and multiple gear changes soon add up, causing gradual wear and tear when it comes to key components. This often results in long-term damage to the system. The following aspects may help you to identify serious issues at an early stage and avoid expensive damage to the transmission:

- The automatic transmission slips during gear changes
- The automatic transmission no longer produces forward momentum
- There is a distinct delay when shifting into drive
- The automatic transmission oil is discolored and smells burnt
- There are unusual sounds such as whining, clunking, or grindin

Our gaskets and gasket sets for the professional repair of automatic transmissions offer genuine advantages. What is more, you can look forward to full technical support via our free service hotline!

## Key benefits of Elring gaskets & gasket sets:

- No vehicle-specific research required
- Exact match of Elring gaskets and gasket sets for vehicle and automatic transmission
- Gasket set includes all necessary gaskets and seals for repair job
- Time savings thanks to the provision of details on all required gaskets/seals
- All gaskets and parts supplied by gasket specialist in OEM quality



## Aftermarket spark plugs with more power than OE!

DENSO celebrates 10 years of TT Spark Plug technology



DENSO is celebrating 10 years of its patented Twin Tip (TT) Spark Plug technology. Unique to the independent aftermarket, DENSO's TT Spark Plugs are available in nickel and iridium, offering 87% car parc coverage throughout Europe. Since the introduction of Nickel TT in 2009 and Iridium TT in 2015, the range has continued to grow in popularity, with its market share increasing 25% year on year over the past six years.

### Setting the standard

Before revisiting the TT story, it is important to note that “DENSO has been setting the standard for spark plug technology since as far back as 1959.”

DENSO has long-focused on providing OE-quality spark plugs to the aftermarket, with all ranges designed and manufactured in the company's own QS 9000 and ISO 9000 certified factories worldwide, with zero defects as standard.

DENSO Spark Plugs play an important role generating ignition within the internal combustion engine (ICE).

Small but mighty, the vital components create a very small spark of electricity that is sent to the ignition coil to generate the high voltage required to ignite the fuel and create combustion. Spark plugs must operate in demanding conditions, withstanding incredibly high temperatures, severe pressure, rapid engine speeds and high engine loads. For outstanding performance every time, DENSO produces a range of spark plugs with **electrodes manufactured using advanced materials which significantly reduce wear**. Applying advanced technology such as DENSO's Twin Tip results in even greater performance over a longer period of time.

### A premium solution for the mass market with Nickel TT

The first country to benefit from TT technology was Russia, with Ukraine and the UK quickly following. Introduced in 2009, the **Nickel TT Spark Plug was inspired by DENSO's Super Ignition Plug (SIP)** – the highest available spark plug technology on the market, typically used for premium engines with specific emissions and performance needs.

Most standard nickel spark plugs feature flat, large electrode surfaces, which can restrict the ability of the spark ignition to expand. Instead, DENSO's patented Nickel TT Spark Plugs feature a nickel centre and a twin protruding ground electrode with a slimmer diameter. The smaller electrode reduces the voltage requirement and creates a significantly more powerful spark which is stronger even when operating in lower outside temperatures. **Thus Nickel TT Spark Plugs are able to provide a similar performance to a platinum spark plug, but for the price of a standard nickel plug.**

DENSO engineers quickly realised that by developing spark plugs with more powerful technology than that used for OE products, it was possible to consolidate several part numbers and provide a smaller, yet wider-ranging portfolio for the aftermarket. Today, the **TT range offers solutions for multiple vehicle makes and models**, making it possible for independent technicians to access spark plugs that even outperform OE alternatives.



### Superior spark power with Iridium TT

The TT range was bolstered significantly in 2015, when DENSO introduced iridium spark plugs. The Iridium TT features the world's smallest electrode diameter at 0.4mm, meaning that it demonstrates superior spark power and provides more effective ignition of air-fuel mixture. Furthermore, it features a unique iridium rhodium alloy with the highest iridium ratio in the market for the centre electrode, in addition to a bespoke platinum alloy for the ground electrode. This allows for an extended lifespan of up to 120,000 km – more than three times that of a standard nickel plug.

The Iridium TT is designed to deliver greater horsepower, improved torque and better fuel efficiency than any other spark plug on the market, resulting in faster starts, smoother idling and lower emissions, even when compared with OE-manufactured equivalent products.

### Delivering OE-quality solutions

Today, the TT range is made up of a consolidated **35 part numbers, 16 for Nickel TT and 19 for Iridium TT, with 87% car parc coverage**. The offering is designed to provide independent vehicle technicians with the highest quality replacement parts and upgrades for original fitted parts and as the company celebrates a decade of TT technology, it has plans to boost the range even further. Several new engine builds are favouring iridium material for spark plugs, prompting DENSO to continually expand the Iridium TT portfolio to cater for new applications. This is in addition to consistently reviewing the wider TT range and carrying out product development to fill any gaps that may exist in the car parc.

DENSO has always been dedicated to enhancing automotive technology and bringing OE-quality solutions to the independent aftermarket. The company's TT range is evidence of this, delivering the ultimate in spark plug technology to cover most vehicle makes and models.

It is this advanced technology that levels the playing field between independent workshops and franchised main dealer counterparts, enabling independent technicians to access the most cutting-edge vehicles parts, increasing customer confidence and loyalty.

Driven by Quality

# Premium market quality. Pays off for you and your customers.

It is in the nature of the thing: the original doesn't come around a second time. And that is why the Hengst filter brand is unmistakable in the worldwide independent aftermarket. As original equipment manufacturers and development partners with well-known vehicle and engine manufacturers, we implement the best ideas in the best quality.

From the classic filter insert to the sophisticated special application, you will find a full range of service parts of consistently high premium quality. **And that pays off for you and your customers.**

## Five good reasons to buy a Hengst filter.

- 1. Premium quality**  
Innovative filtration solutions mean more performance for the money.
- 2. Comprehensive product range**  
Our catalog meets all requirements, with more than 2,600 OEM-quality filter applications.
- 3. Personalized service**  
Your contact person always has an ear open for you and will take care of all your wishes.
- 4. Fast logistics**  
We supply what you need quickly and reliably thanks to our high performance logistics.
- 5. Marketing partnerships**  
We avoid overdistribution and seek to cooperate with selected partners for long-term success.

TEMOT world insight 3/2019

## Hengst in numbers.

 Established in 1958

 Family business for three generations

 19 locations worldwide

 3,000 employees

 435 Mio. EUR in sales

 Development partner and OEM supplier for the international automotive and motor industry

## Work smarter.

### Relying on OE quality.

We offer you a filter range with which you can convince even your most demanding customers. We offer outstanding reliability from safe installation to optimal functionality and a long service life. A strong OE brand for all vehicle types.



[www.hengst.com](http://www.hengst.com)

## Search conveniently, find what you need instantly.

Quickly to the right filter - in the online catalog or using the app.



Click here to view the online catalog.



# SKF Introduces a New Way to Protect Against Wheel Bearing Corrosion

Today, OEMs are looking for more durable, efficient, and economical products, and SKF is responding with a new anti-corrosion coating for the hub bearing unit (HBU).



This modular corrosion protection offers an array of specific benefits to the OEM, including:

- Easy disassembly of the bearing from the knuckle and rim
- Improved bearing esthetic throughout vehicle life
- Corrosion protection for enhanced performance: it minimizes rust that could contact the seal

### SKF Innovation Surpasses OEM Corrosion Protection Expectations

Selected bearings feature a unique U.V. coating paint to prevent corrosion and avoid rust on outboard and inboard interfaces. In addition to an improved appearance, they also feature special flange machining process that significantly reduces the risk of brake shudder. During the production process of the bearing a specific machining operation provides the low run-out on the outboard side of the inner-ring flange which is maintained by the coating.

With SKF modular corrosion protection, OEMs can now enjoy:

- Scalable thickness layer according to customer requirements
- Excellent low-run-out performance
- Extensive salt-spray resistance (tested per DIN EN ISO 9227 NSS standards)
- High working temperatures (> 200 °C)

### Easier Disassembly, Longer Service Life, and Improved Vehicle Appearance

Dealers, owners, and repair shops will also see benefits as vehicle roll off the assembly line and onto the streets. In addition to strong corrosion resistance, the new SKF treatment allows for easier work in the garage, customized color choices, and no environmental trade-offs, as the solution relies on water-based paint.

SKF coating treatments provide exact machining capabilities as specified by each vehicle manufacturer, so your customers are assured of the finest quality, vehicle performance, and aesthetic appearance.



Find your parts on:  
[vsm.skf.com](http://vsm.skf.com)

# The perfect power portfolio

Meeting the highest demands. State-of-the-art precision. This is where unparalleled automotive power and efficiency meet the highest environmental standards. And it is why NGK and NTK are the brands of choice for car manufacturers and the automotive Aftermarket.

Backed by 80 years of engineering experience, our products always meet the highest standards. In fact, from automotive to motorcycle, to marine and power tools, NGK Ignition Parts and NTK Vehicle Electronics' are unrivalled for quality and reliability. And we continue to be at the cutting edge of the latest ignition and sensor technology.

cutting-edge iridium spark plugs to highly-specialised racing spark plugs, to the numerous innovative designs that extend the life and performance of our standard nickel spark plug, **there is an ideal solution for every engine.**

element of ignition reliability. And with NGK's precision engineering providing correct seating, superior vibration resilience and exceptional short circuit and moisture resistance, you and your customers know that you are getting parts that **deliver on durability and performance.**

## It takes the best to handle the worst

The great engineering behind **NGK glow plugs** ensures fantastic reliability, so you can be sure that they glow even on the coldest days. Not only do our glow plugs offer fast engine start-up, they **are built to last.** And that long service life is something which all diesel drivers truly appreciate.

## Power up

As an essential part of the ignition system, **NGK ignition coils** are a vital

## Power transfer

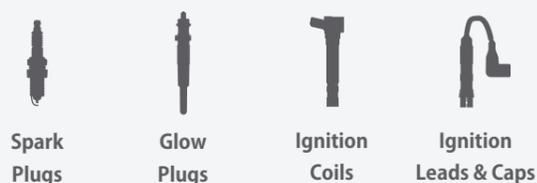
There are around 1,000 **NGK ignition leads** with original OE technology providing complete product sets for European and dedicated Eurasian applications. That means you always get the best drive at every moment. And with **NGK caps** available in various designs and angles, including waterproof types and fitted with different resistors, your engine will have exactly what it needs.



## The spark within

When you choose NGK products, you do so safe in the knowledge that every single product has been developed to maximise your engine's performance and efficiency. Take our range of **NGK spark plugs**: from

### NGK – POWERED BY PERFORMANCE



### NTK – POWERED BY PRECISION



## The perfect ratio

Whenever you read this, one thing is certain: environmental matters have never been more important than they are right now. That makes maintaining **the perfect air-fuel ratio** absolutely vital. As the leading supplier of **oxygen sensors** for both OEMs and the Aftermarket, **NTK** continues to make engines cleaner, more efficient and with less harmful emissions.

## Keep cool

We help to protect engines and turbo chargers, and the environment too with **our NTK exhaust gas temperature sensors (EGTS).** Offering an extremely wide temper-

ature measuring range, from -40°C to 900°C, exceptional resistance to vibrations and very fast activation, we **meet the increasing demands for more economical engines.**

## The smartest intake of air

To ensure maximum efficiency in engine operation, engines rely on **NTK manifold/boost pressure (MAP) and mass air flow (MAF) sensors.** An integral part of the engine management system, NTK's highly precise sensors measure the amount of air aspired by the engine, to enable the engine control unit to create the ideal air/fuel ratio, thereby **reducing emissions and optimizing engine performance.**

## Timing is everything

When it comes to keeping an internal combustion engine running properly, timing is a key element – and **NTK**

**engine speed and position sensors** are absolutely crucial. They provide the engine control unit (ECU) with the most essential information needed to run the engine by sending it signals about the rotational speed and relative positions of the crankshaft and camshaft.

## A powerful choice

NGK and NTK give you precision engineering you can trust. And the entire portfolio is supported by our smart and simple sales support. From our innovative TekniWiki technical platform to our intuitive Part Finder and TecDoc spare parts platform, to traditional sales support, our support channels are there to make sure your aftersales provide unsurpassed precision and power to your customers.



# Meritor Axles

## AXLES

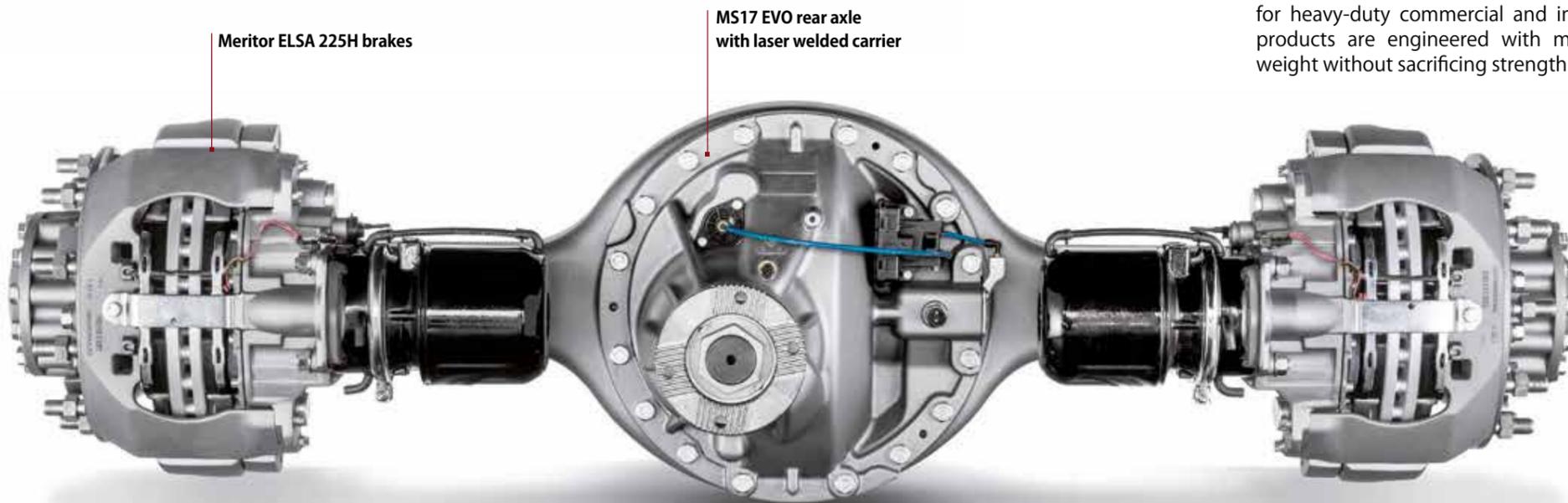
Since 1909, Meritor has been leading the heavy-duty axle market with reliable, long-life axles and advanced gearing technology. With over 100 years of axle-producing experience, Meritor is the world's largest independent manufacturer of heavy-duty truck axles for a range of vehicle applications. Products include front axles, single-rear, tandem-drive, tridem-drive and trailer axles. Meritor's complete family of products meets the steer, drive and trailer axle requirements of customers in multiple vocations. Additionally, all products are backed by excellent sales, service and support network.

Our complete European axle portfolio includes a wide range of light-, medium- and heavy-duty drive axles for commercial vehicles, trucks, buses, coaches and special vehicles between 3 to 18 tons gross axle weight (GAW) and from 9 to more than 300 tons gross combination weight (GCW).

Meritor components deliver proven reliability in meeting the extremes of operating conditions – from pickup and delivery commercial vehicle applications to high-speed, long-distance logistic operations.



MT150 detachable and liftable rear tandem axle



Meritor ELSA 225H brakes

MS17 EVO rear axle with laser welded carrier



Laser-welding process in Carrier



17X laser welded carrier

## WHEEL ENDS

Meritor's wheel end solutions – including planetary and bevel geared hub-reductions, brake drums and hub assemblies – meet or exceed OEM specifications for heavy-duty commercial and industrial vehicles. All products are engineered with materials that reduce weight without sacrificing strength and durability.

## CARRIERS

Meritor carriers are the heart of every Meritor driven axle. The gearing ensures superior power density and very high efficiency up to 98 percent. Available in a wide ratio band, our carriers can be matched perfectly to the mission of final users, ensuring optimized fuel consumption and long oil drain intervals to reduce total cost of ownership. For tandem installation, detachable versions are available, while for bus applications noise sensitive gears can be included.

High-strength materials and precision-forged differential gears offer maximum strength and shock resistance to deliver performance and durability across many different applications.

Meritor uses industry-leading laser welding on its main long-haul carriers to join the axle's drive gears with differentials, delivering high torque and ensuring the gears mesh better for a 30-percent increase in durability and reduced oil splash.

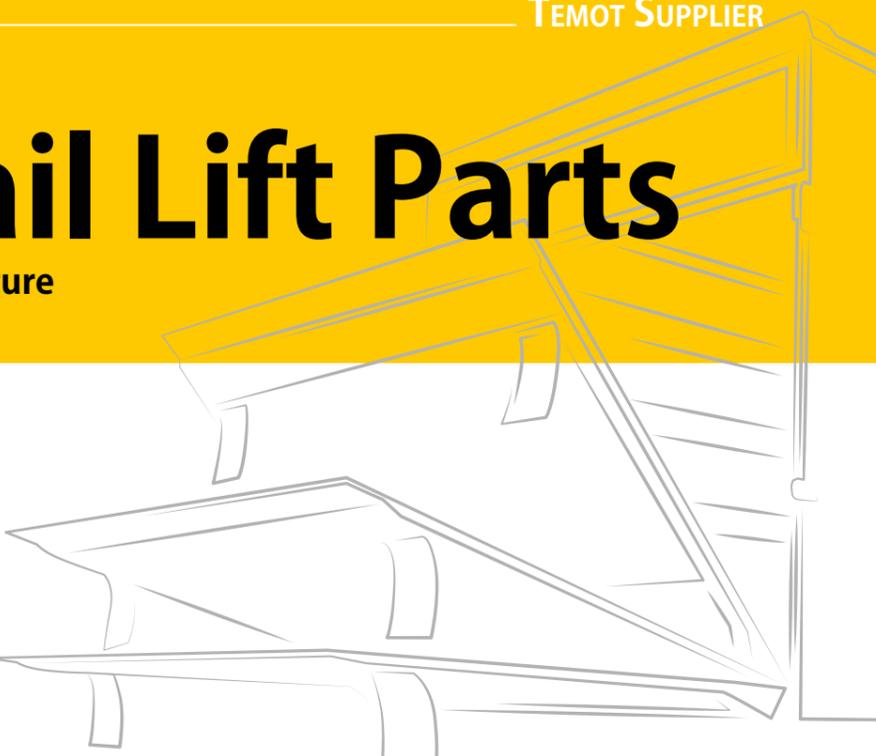


Planetary gear hub-reduction

# HACO Tail Lift Parts

Your business partner in the future

- ✓ **Excellent quality**
- ✓ **Service oriented**
- ✓ **Customised advice**



Haco Tail Lift Parts – Market leader and specialist in the field of tail lift parts for more than 30 years. Under our own brand HACO, we supply and develop high-quality tail lift parts that are 100% interchangeable with the spare parts of the original tail lift brand. That's the reason why quality and sustainability are extremely important to us. In our own quality department called Haco Technology center, the quality and sustainability are extensively tested and improved on a daily basis such as our own HACO cylinders, for instance.

Thanks to our wide range of the spare parts in our warehouse, more than 10,000 products, we are able to provide you with high-quality products very quickly.

Our sales team, with its excellent technical knowledge, can support you quickly and accurately in several languages. We share our technical knowledge through our customized training to our partners and their customers.

By Haco Tail Lifts Parts are all activities carried out in legislation with the ISO 9001:2015 certification.

After all, our main goal is to remain your business partner in the future. You are our motivation to outdo ourselves on a daily basis, and therefore we are driven by perfection.



[www.haco-parts.com](http://www.haco-parts.com)

# Transfer Technology

OE-Quality Propshafts for the Aftermarket



When propshafts on cars or light commercial vehicle driveline systems fail or are damaged, workshops frequently turn to expensive replacement parts supplied by the vehicle manufacturer. The main reason for doing so is often that it is difficult for repair shops to assess the different quality aspects of a propshaft. Driveline specialist GKN Automotive, the world's leading OE supplier of propshafts, makes life easier for workshops by offering only OE-quality propshafts via its Aftermarket company GKN Driveline Service.

## ■ Professional quality assessment saves time and money

To ensure a reliable repair, the first step is to conduct a sound assessment of the quality of any given propshaft. The rotational forces are just one part of the dynamic forces exerted on a propshaft. The transmission and the differential casing on the drive axle are in constant motion while the vehicle is traveling, which means the longitudinal spacing and diffraction angle are changing all the time. This is particularly so for unsprung differentials, which are frequently used on the beam axles of light vans or all-terrain vehicles. The latter may also be exposed to high impact loads, i.e. these types of vehicles are more likely to suffer propshaft damage. The shaft joints and couplings must also be carefully configured for the usage conditions in order to ensure reliable and long-term functionality.

As well as inspecting joints and couplings during replacement, attention must also be paid to the shaft itself. The weights of many propshafts on offer do not meet technical specifications. A weight higher than that of the original brings several disadvantages. Higher weight subjects the bearings fastened to the vehicle underbody, and which guide the propshaft, to excessive loads. Not only can this lead to premature bearing damage, it can

also change the vibration characteristics and generate noise.

Thanks to the latest production processes, GKN Automotive not only exactly fulfils the weight requirements, it also ensures exceptionally smooth running characteristics. Over the last ten years, this has resulted in a reduction of 78 percent in the use of balancing weights, which are attached using a high-precision process. The general need for weight reduction in vehicle engineering is also leading to propshafts themselves becoming considerably lighter. Designing weight-optimised shafts to run quietly and reliably places even higher demands on engineering and materials, i.e. in modern vehicles, compliance with the aforementioned quality features is the main prerequisite for being able to carry out a repair in the first place.

## ■ Ballspline technology further improves crash safety

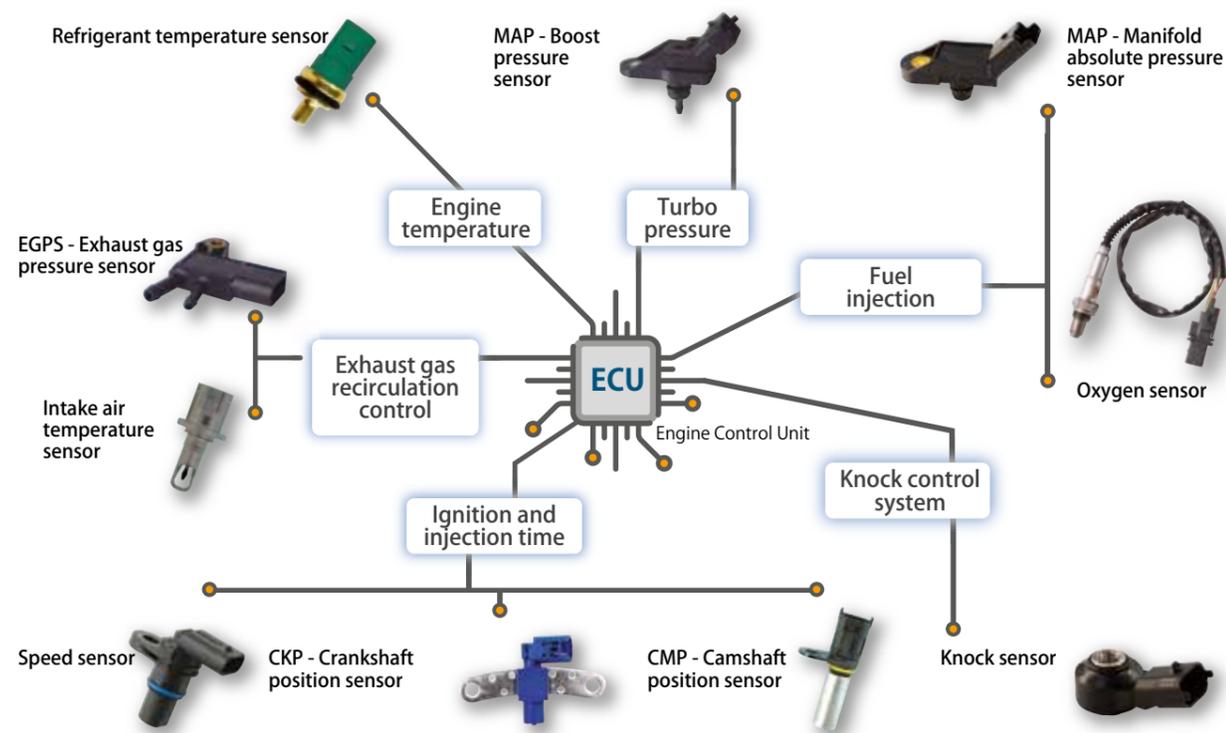
Another important aspect that is often overlooked when it comes to propshafts is crash characteristics. For instance, a higher weight resulting from different wall thicknesses on the shaft tubes can alter the stability of the propshaft in such a way that the higher accelerating masses are transferred undamped during a crash. This may compromise the shaft's compression and pre-set breaking characteristics. The potential consequences are that, in the event of an accident, passengers may be subjected to far higher forces, including, in a worst-case scenario, possible penetration into the vehicle interior. Existing safety measures can be further supported and passive safety enhanced by GKN Automotive's ballspline technology. A characteristic of the ballspline is a longitudinal ball-bearing arrangement (see cross-section in image 1), which enables long, fast-responding plunge travel for shortening the shaft.

# FAE sensors for engine Management

## The 5 senses of ECU

If the heart of the car is its motor, we could say that the control unit is its brain. Ever since electronics first burst on the scene of the car industry, the ECU (Engine Control Unit) control unit has controlled the functioning of the engine, making sure that the car runs both cheaply and ecologically. The ECU carries these parameters preloaded in its memory and compares them with the signals it receives from different

electronic sensors installed throughout the vehicle. We could say that the sensors are like the 5 senses of the ECU. They detect magnetic or electrical impulses, changes in temperature and pressure, the quantity and richness of the air, etc. Depending on the signal received, the ECU will regulate the operation of the motor to optimize the following functions, among others:



FAE manufactures all the sensors involved in engine management, for which it relies on the most modern of facilities, including the 700 m<sup>2</sup> Clean Room ISO-7 with atmosphere control and a manufacturing capacity of 3 million sensors per year, expandable to 6 million ceramic sensors for oxygen sensors. The 180 m<sup>2</sup> ESD (Electrostatic Discharge) Room is dedicated exclusively to manufacturing manifold pressure sensor (MAP), exhaust gas pressure sensors (EGPS) and gear position sensors (GPS). There is also the plastic injection factory, which is located in Cervera.

For further information contact our sales team at [fae@fae.es](mailto:fae@fae.es).

[www.fae.es](http://www.fae.es)



Our heart beats for thermal management.  
Yesterday, today, tomorrow!

**BEHR**<sup>®</sup>

## Fit for the future— Thermal management from a single source

The new strong partner and expert for thermal management—with OE know-how: From January 2020, all product groups of the previous Behr Hella Service range as well as all MAHLE products—including thermostats and cabin filters—will be available from one source as BEHR parts at MAHLE Aftermarket. In combination with our

innovative workshop equipment and diagnostic solutions as well as our comprehensive service and training offer, we make every workshop fit for the future—regardless of whether it's buzzing or humming under the hood.

[MAHLE-AFTERMARKET.COM](http://MAHLE-AFTERMARKET.COM)

# #SECURITYINSIDE

## A wide range of «made in France» constant-velocity joint kits

■ **55 new references for NTN-SNR  
constant-velocity joints**

Currently, the NTN-SNR constant-velocity joint kit range includes 433 references covering European and Asian brands of light passenger vehicles and some commercial vehicles.

NTN-SNR is extending its range with constant-velocity joint kits for the aftermarket on vehicles manufactured before 2010, and with so-called „first to market“ references (vehicles recently introduced to the market).

With this, NTN-SNR brings the number of constant-velocity joint kit references to 55. This deployment phase is divided into the following 3 families of kits:

- Complete constant velocity joint kit (shaft, constant-velocity joints on the gear Box and wheel sides): 27 references
- Wheel side seal kit : 10 references
- Boot kit: 18 references, 7 gearbox side and 11 wheel side

The development of this range of constant-velocity joint kits will continue throughout the year, making it possible to launch more than 100 new references.

■ **Constant-velocity joints: manufactured  
under the „made in France“ label**

The NTN group is today the world's second largest producer of OE transmission kits with more than 40 million transmissions manufactured each year in 15 plants around the world. In Europe, more than 6 million transmissions are manufactured each year as original equipment, primarily in the factory in Le Mans (France, Sarthe). NTN-SNR can showcase its expertise, particularly when it comes to the technology used in its 8-ball joints that ensures greater safety and provides better acoustic performance.



WE BUILD THE SOLUTIONS  
YOU CAN TRUST



### #SECURITYINSIDE

Benchmark and leader in suspension systems, NTN-SNR maximises safety levels. Creator of the ASB® system, our goal is to raise the quality of our original equipment parts while precisely controlling our industrial processes. Bearings, speed sensors, brake discs, CV joints and suspension components are all subject to strict quality controls – so all our solutions guarantee your peace of mind.



The expansion is ensuring that dealers are supplied reliably even at peak times and in seasonal business periods.

# More Space for the Success Story

Following its growth strategy, Continental has expanded its logistics center in Gross-Rohrheim south of Frankfurt, the site that supplies dealers all over the world with spare parts such as brakes for the passenger car aftermarket.

*“The demand for our products is growing continuously, we’ve been growing faster than the market for many years now. That is why we had to create additional capacities to continue our success story,”* says **Peter Wagner, Head of the Independent Aftermarket Business Segment at Continental.** Therefore, the technology company has expanded its central logistics center for the passenger car aftermarket by 7,000 m<sup>2</sup> to 34,000 m<sup>2</sup>.

The new logistics area serves as a picking and storage area. It has a separate small parts warehouse with more than 25,000 storage spaces – almost 20,000 more than before – so dealers can also be supplied economically with spare parts in small quantities and with shorter

order cycles. The number of pallet spaces has risen from 32,400 to 44,550 as a result of the expansion, ensuring that dealers are supplied reliably even at peak times and in seasonal business periods.

Gross-Rohrheim, with its excellent connections to several motorways and Frankfurt airport, is an important element in Continental’s worldwide logistics chain for passenger car spare parts. More than half of the shipments go abroad. Continental ships a very broad range of spare parts including brake discs, filters and windshield wipers from the expanded warehouse which will be equipped with state-of-the-art warehouse technology.

# Smart, smarter, RepSolutions

All innovative repair packages in one range

More orders, less time – so it is good to know that innovative repair packages are available to solve everyday problems. We are renowned for our smart repair solutions, providing valuable assistance for all workshops. The advantages are clear to see: lower costs, less time-consuming – satisfied customers. Maintaining close contact with customers, the specialist parts suppliers are always on the look-out for new, helpful repair solutions. With RepSolutions, we can now offer a whole range of ingenious repair packages, a unique concept which has already become popular with workshops.

RepCab repair cable sets make it easy to repair damaged cables in the original harness in doors, tailgates and boot lids, for example. The defective cables are cut out and replaced with the repair cable set with components such as rubber sleeves and grommets.

Also on offer are RepCon repair connector sets for the replacement of defective connectors in vehicles (on combination rear lights, glow plugs, sensors and air mass sensors, to name just a few). The required crimp connectors (including cable which has already been crimped) are included in the scope of supply.

RepLine repair cables also have a crucial advantage to offer: Ready-crimped repair cables made of flexible silicone make an entire work operation superfluous.

save the expense of having to purchase a crimping tool. The RepVac repair kit is for essentially all vehicles equipped with negative pressure lines for proper operations. The 89-parts kit offers ample equipment for many line repairs and includes long-lasting, permanently flexible corrugated pipes.

Our repair solution RepDPF will provide you with a quick remedy for problems with pressure lines in the area of the soot/particle filter. The special protective hoses, which are resistant to high temperatures, protect the silicone pressure lines against the mechanical, thermal and natural influences. They are a lasting and effective countermeasure.

For a quick and easy replacement of defective washing water lines, whether corrugated pipes or smooth hoses, you can use our repair set RepPipe. Say goodbye to provisionally patching washing water lines.

With the help of our repair set Fakra the replacement of damaged aerial cables will be quite easy. Repair sets for Fakra aerial cables can be used whatever the combination of connectors.

**If you want to learn more about our innovative repair packages RepSolutions:**

<https://herthundbuss.com/en/repsolutions-repair-kits/>





# Extending Lemförder product portfolio

- New rubber-to-metal components for electric and hybrid vehicles in line with market growth & demand
- Lemförder spare parts in high OE quality
- Installation position of the rubber-to-metal components is vital

ZF Aftermarket offers a comprehensive range of OE quality steering and chassis components under its Lemförder brand. When it comes to safety critical systems such as the chassis, it's imperative that the different components interact perfectly. It therefore pays to fit parts which have been designed, manufactured and tested by the company who devised the technology which sits behind them. With a continuous development program in place across its brand portfolio, the latest offering from ZF Aftermarket's Lemförder brand is rubber-to-metal components for electric and hybrid vehicles.

Steering and chassis components retain and guide the vehicle wheels; providing the connection between the vehicle and road they are indispensable for safe, comfortable driving. Only absolute precision in the design, manufacture, quality control and assembly of all components ensures that the vehicle is safe on the road at all times.

"With the continued rise in hybrid and electric vehicles, the aftermarket needs to have access to rubber-to-metal components in OE quality to pass on to their customers and secure market growth within the sector," explains Richard Adgey, Head of Product Management ZF Aftermarket. "With the power of ZF behind its Lemförder brand, these parts provide optimum steering behavior and driving stability as well as preventing noise being transferred into the vehicle."

In line with the increasing demand for electric and hybrid vehicles, ZF Aftermarket is working hard to expand the Lemförder product portfolio. It includes: suspension-strut mounts, link mounts and engine mounts for the BMW i8; link mounts and suspension-strut mount repair kit (including relevant rolling bearing) for the VW e-Golf and link mounts, suspension-strut mount repair kit and transmission mounts for the Audi A3 e-tron. In the future, ZF Aftermarket will also offer axle beam mountings for the rear axle on the Renault ZOE electric vehicle under its Lemförder brand.

ZF Aftermarket recommends regular checks on all rubber-to-metal components. These are not conventional wear parts, but can reveal signs of serious fatigue as they perform complex tasks in which they are subjected to high dynamic load.



## Requiring the right tools

Installing and removing these high-quality components requires the right tools and some simple rules should be followed to avoid costly mistakes.

1. The installation position must be strictly adhered to. In some cases, the positioning marks are on the actual parts or on the installation location in order to permit the exact mounting of the new bearing. If not, the position should be marked prior to removing the defective bearings.
2. Never use oil as an assembly aid. If oil comes into contact with the rubber, it will damage it. Instead, ZF Aftermarket recommends using simple soap suds.
3. When dealing with link and suspension-strut mounts, only securely tighten the clamping screws with the required torque once the vehicle is in its assembly position again. This prevents distortions in the bearing that could lead to premature wear of the new parts

# Online learning platform revolutionises battery training

GS Yuasa, the world's leading battery manufacturer, has launched its much-anticipated GS Yuasa Academy, a revolutionary online battery training platform. It was revealed to audiences at Automechanika, Birmingham and is now available online at [academy.gs-yuasa.eu](http://academy.gs-yuasa.eu).

Featuring both Yuasa and GS battery brands, GS Yuasa Academy is the first system of its type for comprehensive online battery training. Aimed at improving customer service, reducing warranty returns and maximising battery business potential, it provides over 20 certified courses tailored to different job roles.

**Jon Pritchard, General Sales and Marketing Manager at GS Yuasa Battery Sales UK**, said: "The reaction to GS Yuasa Academy has been fantastic. Our customers have been impressed with the wide range of courses on offer, how these battery related topics are broken down into easy-to-follow, bite sized modules, and

how upon completion of each course a downloadable certificate is achieved.

"Results of a recent survey of workshop technicians highlighted a real need for comprehensive training. Worryingly, 62% of participants asked did not know what battery state of charge and state of health were, and 52% were unaware of the reasons battery failure is more common in the winter. These results highlighted some concerning knowledge gaps, replicating what we often see at our workshop training events.

"An understanding of batteries is essential for all technicians to ensure that batteries are stored, applied and fitted correctly. We already had a comprehensive training programme in place, but GS Yuasa Academy offers industry leading training to as many workshops as possible."

Designed for individuals and organisations alike, GS Yuasa Academy provides valuable knowledge and skills. Training content is delivered in dynamic video format and courses feature downloadable support material.

GS Yuasa have identified individualised learning programmes, tailored to specific job roles within the industry. Each course module only takes a few minutes to complete and users can leave the site and return to pick up where they left off at any time.

With engaging presenters and clear graphics to aid learning, GS Yuasa Academy will also explain GS Yuasa's market-leading product ranges – including their key features and benefits, manufacturing processes, information on labelling specification and what sets these ranges apart from competitors.

There are various multiple-choice tests along the way, so individuals can reflect on learning and check their understanding as they progress. Upon completion of each course, a downloadable certificate will be achieved and should be printed as proof of certification in this area.

GS Yuasa Academy is also designed with large distributors, retailers, motor factors and other organisations in mind. The system helps organisations maximise business potential by managing and monitoring the learning of teams of any size. It can be customised to business requirements with easy-to-use team leader features, including a bulk team upload, progress dashboards, downloadable reports and specific learning paths.

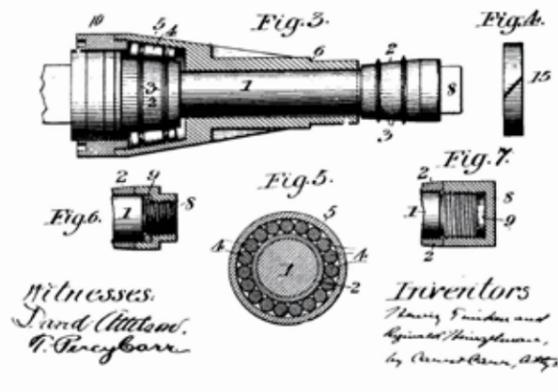
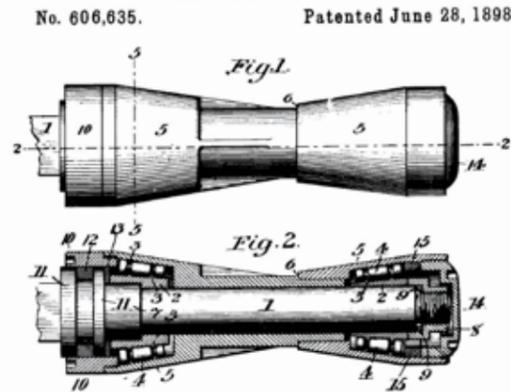
As market leader in the UK for automotive, industrial and motorcycle batteries, GS Yuasa is excited to have launched this innovative new product to the market. GS Yuasa Academy will help increase sales, reduce warranty claims, save money, highlight upselling opportunities and ensure batteries leave the shelf in the best possible condition.

Try the system online at [academy.gs-yuasa.eu](http://academy.gs-yuasa.eu)

# We didn't reinvent the wheel...

... but we did make it better

(No Model.)  
**H. TIMKEN & R. HEINZELMAN.**  
 ROLLER BEARING FOR VEHICLES.  
 No. 606,635. Patented June 28, 1898.



## Original Tapered Roller Bearing Design

Look and then look again at the drawing of the original Timken tapered roller bearing. The 1898 tapered roller bearing was designed for a hub. Although not known as a hub 100 years ago, this design reflects how The Timken Company was there at the start. Our bearing knowledge began more than 100 years ago and continues to evolve with the demands of the markets we serve.

The Timken Roller Bearing and Axle Company, founded in 1899 by Henry Timken and his sons, H.H. and William, built the foundation for a global enterprise that today helps keep the world in motion. Timken has been at the forefront of wheel-end bearing technology since the development of the single



*The St. Louis was the first automobile to use Timken tapered roller bearings. The package bearing used in the St. Louis was similar in design to the company's UNIPAC™ bearing.*



row tapered (TS) bearing in 1924. From this knowledge of wheel-end bearings, Timken continued to develop products for original equipment (OE) customers. By the 1920s, Timken supplied bearings to 80 percent of America's cars.

## A new standard for Timken manufacturing facilities

Timken's new Prahova, Romania, plant takes modern manufacturing to the next level, featuring sophisticated advancements in computer controls, robotics, and automation.

Timken's investment in the Prahova plant represents a significant step forward in the thermal treatment and finishing processes that have always played a central role in Timken product performance. The advanced through-hardening processes and furnace technologies rolled out at Prahova improve consistency through the heat-treating process, yielding significant downstream productivity improvements.

## Looking into future

Since the company's founding in 1899, Timken has dramatically expanded its product lines, but the tapered roller bearing remains its bedrock. In this era of rapid innovation in power transmission systems and shifting trends in mobility and transportation, the tapered roller bearing remains essential to any designer who wishes to roll a load.

# 3<sup>rd</sup> consecutive General Motors “Supplier of the Year” award

For more than 20 years, ExxonMobil has sponsored and supplied high-performance Mobil 1™ lubricants to General Motors (GM) Corvette Racing Team.

For the third consecutive year, GM named ExxonMobil Fuels & Lubricants Company a Supplier of the Year. This annual award recognises a group of GM’s global suppliers for their outstanding performance in quality, innovation and commitment to excellence. “GM is one of our most important strategic alliances, and this award reflects the value of the relationship built with them over many years,” said Russ Green, Vice President, Finished Lubricants. “We work closely with our colleagues at GM across many business dimensions to build a strong, integrated partnership that delivers

significant value for both companies.” Being a GM Supplier of the Year is a testament to the value of the support ExxonMobil provides the company. Our work with GM spans many parts of our business, including lubricant sales, marketing, midstream and EMRE. Over the past thirty years, our relationship with GM has grown to include activities across North America, Latin America and China. As part of the award, ExxonMobil’s US-based employees are eligible to receive the GM employee discount on the purchase or lease of qualifying GM vehicles during the month of June 2019.



# The clean solution: Our filters

“Keep it running” is the slogan of Knorr-Bremse TruckServices. Now also with the new range of filters, the Truck and Bus aftermarket expert offers high-quality, cost-efficient and, above all, tailored and rapid available solutions covering most applications of the major commercial vehicle manufacturers.

### ■ Long-standing competence in air drying and filtration

Knorr-Bremse has over 20 years experience in supplying the market in the fields of air drying and filtration. The Company has systematically expanded this competence and now, distributors, workshops and fleets can count on Knorr-Bremse in all matters relating to filters. The product range comprises air, cabin, oil and fuel filters for all major commercial vehicle manufacturers, with optimum value for money.

### ■ KNORR-BREMSE quality

External benchmark tests, along with stringent internal production guidelines, demonstrate that filters from Knorr-Bremse are on a par with those of the OEMs in terms of quality. They easily meet the highest standards in the automotive industry. Even the smallest particles are filtered out of air and liquids. The result: more efficiency in operation and more comfort for the driver, for example, due to optimal air quality inside the cabin.

### ■ Rapid availability

Time is crucial when it comes to changing filters. The faster the filter is available for replacement, the sooner the vehicle is ready to return to service. With a clear stocking strategy and high delivery performance, Knorr-Bremse TruckServices is at a considerable advantage. Proven services such as the hotline and multilingual technical information ensure correct installation of filters.



**KEEP IT RUNNING**

# Key service for the rim

- Last rescue from damaged wheel locks
- Protects the rim
- Fits well

Wheel locks are a good thing. Actually. Since if you don't have the right key handy, it is like the entry door: the lock remains closed. This will always cause trouble. Since no one wants delays during the stressful tire change time. KS Tools has the

right tool handy for wheel locks without matching key. The locking wheelnut removal set can be helpful for everyone who do not have access to the right wheel lock key. It is also used if the wheel locks have already been damaged by previous attempts.

The tool set fits almost all current wheel locking systems. Damage to the rims is avoided during use. The product comes under the number 913.1485 at KS Tools.

Wheel locks are both a curse and a blessing. After all, they offer great

security if you want to prevent theft of expensive wheels. Often enough, however, the right key is not available, in particular for second-hand cars. Since the customers often do not know at all that their rims are secured by a lock. In such cases, the wheel locks are already completely or partially destroyed due to the previous attempts to break them unprofessionally. In such cases, only drilling helps.

## ■ Drill out wheel locks safely

Vehicle experts can help their customers quickly and professionally with the locking wheelnut removal set. With this set, you can remove the locks without damaging the rims. Even if the wheel locks can no longer be used, at least the wheels are saved. The mechanic can then continue with wheel change as normal.

The head of the extractor works with a normal drill. The mechanic drills it into the head of the screw in anti-clockwise rotation and can remove it without any problems.

The new tool by KS Tools is particularly suitable for wheel locks with rotating outer shells. It includes centring sleeves, drill and extractor remover. In detail, it includes four extractors, one impact aid, three centring sleeves in sizes 23.6, 20.6 and 18.4 mm, one extractor remover, two HSS drills with 8.7 mm diameter, one long 17 mm aluminium wheel impact socket and two depth stops for the drill.



# Catalogue app grows with hybrid applications

Quickly find the correct spring for any vehicle with the free Lesjöfors app.



Download the app now via Google Play or the iTunes store.

Lesjöfors catalogue app for iOS and Android continues to grow in popularity, with hybrid springs also listed along with a variety of useful features to help you find the right spring for your requirements.

The app includes replacement coil springs for a range of Toyota hybrids – the Auris Hybrid, Prius Plus Hybrid, and Yaris Hybrid – with additional hybrid replacements to be introduced in due course.

## ■ Hybrid steel quality

Lesjöfors hybrid springs use only the highest-grade steel from selected mills to achieve the exceptional surface and internal wire quality necessary for modern suspension springs.

Each Lesjöfors spring is protected from corrosion using a chemical process called zinc phosphating, and then painted with an epoxy powder resin, which is much more durable than standard paint. All

Lesjöfors parallel wire coil springs are supplied with a three-year warranty. Tapered wire coil springs come with two years warranty.

Spring information such as technical bulletins, product photos, fitting information and supersessions are all included in the app.

The app enables customers to search via part number to find a wealth of useful information, including linked

vehicles and relevant OE information. Alternatively, you can search via vehicle, selecting the make and model to view all Lesjöfors springs suitable for a specific vehicle.

Built using extensive catalogue and cross reference data, the Lesjöfors app offers a variety of powerful features to help motor trade professionals find the right spring every time:

**Cross Reference** - find Lesjöfors alternatives of OE or competitor references – enter any part number to find the Lesjöfors equivalent.

**Spring Information** - technical bulletins, product photos, fitting information, supersessions, and more.

**Search via Part Number** – enter any Lesjöfors number to find a wealth of useful information, including linked vehicles and relevant OE information.

**Search via Vehicle** – select the make and model to view all Lesjöfors springs suitable for a specific vehicle.

**Barcode Scanner** – scan the barcode on any Lesjöfors label for full details of the spring within.

**Locations** – find your nearest Lesjöfors office, including all relevant contact details.

The Lesjöfors Automotive app is fast, intuitive, and easy to use, making it the ideal solution for motor factors, garages, and workshops. Try it free today!

# Quality offensive

Schaeffler reorganizes its chassis spare parts portfolio under the FAG brand

- Market-leading range of chassis components and repair solutions from a single source
- Steering and suspension parts, drive shafts and strut mountings now together with the wheel bearing program under the FAG brand
- Consistently high quality throughout the entire portfolio

Schaeffler's Automotive Aftermarket division has reorganized its portfolio for chassis repair. Effective from June 2019, the Aftermarket specialists expand their range of products under the FAG brand with steering and suspension parts, drive shafts and strut mountings. Together with the existing wheel bearing program, the company offers a market-leading portfolio for professional chassis repair under its FAG brand.

This move by the division is a consequence of Schaeffler's wide-ranging quality strategy, which is reflected in its products for the spare parts market when it comes to material selection, development and assembly, as well as tailor-made repair solutions. "By using durable and performance-enhancing coating and sealing technologies, we offer consistently high quality throughout our entire portfolio," said Dr. Robert Felger, President Product Management and R&D from Schaeffler Automotive Aftermarket. "Each individual component, down to the smallest accessory part, is developed and tested according to the quality standards of Schaeffler." In fact, under its FAG brand, the company has more than 130

years of experience in developing and producing components and advanced chassis modules for original-equipment manufacturers. Schaeffler demonstrates its commitment to developing future-oriented chassis technologies as well, with innovative products like the electric roll stabilizer and the Intelligent Corner Module.

The Schaeffler quality concept also includes enabling garages to conduct efficient and dependable repair. With a special focus on all common chassis applications on the

European car parc, the Schaeffler division has enhanced its portfolio with numerous accessory parts, in response to the demands of garages. The FAG repair solutions contain all the necessary components as well as all required accessories, such as nuts and bolts – in the same quality as the replacement part. In this way, garage customers can rely on receiving consistently high quality for repairs on the safety-relevant chassis – both in terms of parts or the repair procedures.

Available under the FAG brand beginning in June – control arm repair solutions that include all necessary accessory parts for reliable and efficient chassis repair.



Thanks to TPU boot material and a zinc flake surfacing, FAG tie rod ends from Schaeffler are highly resistant to corrosion and external influences like heat, cold, dirt and moisture



# XTRA Brake Pads

Perfect synthesis between sports performance, comfort and durability

**Brembo XTRA brake pads**, developed to maximize the advantages of Brembo's Aftermarket range of drilled and slotted discs, are the ideal solution for enthusiast car drivers who enjoy sports driving without compromising on comfort and durability during the daily road use.

The **XTRA brake pads** are manufactured by Brembo using the **BRM X L01** material. It's made from more than 30 different components that have been developed by its advanced research laboratory.

It's thanks to this material if the **Brembo XTRA brake pads** are the perfect match for the XTRA and MAX sports discs. Not only they boost the performance in regards to the pedal feeling but also in terms of **comfort and durability**.

Compared to the compound used for the standard pads that are equivalent to the original, this new solution features a **high friction coefficient** that reflects a more decisive and stable braking, both at low as well as high temperatures. All this, assuring a greater driving comfort and an improved brake pedal precision, without compromising on the product's mileage.

In fact the special BRM X L01 compound make it an unicum among the pads of its kind. This assures a **low disc wear**, under all driving conditions, despite a greater performance compared to the standard compound.

The graphic features the Brembo logo at the top, followed by a large red 'X' and the word 'RANGE' in a bold, black, sans-serif font. Below 'RANGE' is the phrase 'Champion Safety'. The background is a light gray with a large, faint 'X' shape. At the bottom, there are icons for 'Brake System Academy Innovative Training Program', 'Bremboparts App mobile', 'Brembo EXPERT Join the team', and social media icons for Facebook, Twitter, YouTube, and Instagram, along with the website 'bremboparts.com'.

This innovative material comes directly from Brembo's experience regarding the original equipment and the High Performance products. To tame the greatest powers it combines the features required for and excellent performance with less noise required by the top segment.

This technical solution combined with Brembo's Aftermarket range of drilled and slotted discs proved to be successful. It passed the most critical tests, even for the cars belonging to the medium segment which is the target for the high-performing XTRA and MAX discs.

Not only all the compact, medium and sports cars produced recently, such as the Alfa Romeo Giulietta, some Mercedes, BMW and Volkswagen models, are among the beneficiaries that can fit these brake pads but also some of the most successful SUVs can. For the complete list please lookup the [www.bremboparts.com](http://www.bremboparts.com) website.

**Brembo XTRA brake pads** undergo a scorching treatment to eliminate in advance those gases that can

cause a significant reduction of the friction coefficient between the disc and the pad at high temperatures (known as "fading"). This causes a loss of braking efficiency. Thanks to this treatment and to the carefully-judged mixture of components used, Brembo's new **XTRA pads** show a constant behavior both during the high temperature braking cycles as well as during the following cold cycles.

A new box has been redesigned for the packaging, including the one for the XTRA and MAX discs. It has a graphic layout that highlights the **"X" factor** making Brembo's offer for this segment unique as it emphasizes the product's technical look.

The distinguishing feature of the pad is Brembo's logo laser-engraved on the friction material and also the tampography on the pad's shim which also displays **Brembo XTRA logo**.

All the Brembo Xtra range part numbers are homologated for road use, according to the **ECE R-90** standard.



# New: Commercial Vehicle Drive Belts

Technology company Continental is expanding its range of drive belts for the commercial vehicle aftermarket. More than 40 multi V-belts for the auxiliary drive have been added. These feature profile codes 4PK, 6PK, 8PK, 10 PK and 12PK – i.e. ranging from the narrow variant with four ribs to the widest with twelve. These are used, for example, in Mercedes-Benz, MAN and DAF buses and trucks.

Continental's new offering is aimed at independent commercial vehicle workshops, haulage companies with their own workshops and component wholesalers.

## Operational reliability in buses and trucks

The new multi V-belts are made of fiber-reinforced synthetic rubber with a polyester tension member. Continental manufactures its drive belts for the aftermarket to the same quality standards as its original equipment products, which are



5-YEAR  
GUARANTEE

specially designed to meet the requirements of modern commercial vehicle units. That means workshops operating in the aftermarket can enjoy the same proven quality as original equipment. "Mechanics can therefore ensure the level of operational reliability in buses and trucks that millions of people rely on every day," says Continental product manager Robert Franz.

Continental offers registered workshops a 5-year guarantee on the new products. Further belts for Volvo, Scania, Renault and Iveco

commercial vehicles are scheduled to be added to the range by the fall of this year. "Our aim is to simplify workshops' everyday operations and offer drive products for a manufacturer's entire vehicle line-up from a single source – ranging from light delivery trucks through to tractor units for long-haul transport operations."



More than 40 multi V-belts for the auxiliary drive have been added to Continental's product portfolio for the commercial vehicle aftermarket.

# Philips X-tremeUltinon LED headlight bulbs

Pushing the boundaries of light



## ■ Brighter, higher-performance lights

With an intense, bright beam providing uniform light distribution, Philips X-tremeUltinon LED headlight bulbs improve visibility and enhance contrast. Driving quickly in the dark is demanding and dangerous, so drivers rely heavily on their headlights. Philips X-tremeUltinon LED improves visibility with up to +250% brighter light<sup>1</sup>. That gives drivers more time to react to events in front of them via superior visibility and better anticipation. Philips X-tremeUltinon LED headlight bulbs are equipped with a color temperature of up to 5800 Kelvin in cool white, conforming to OEM standards. Poorly directed light is not ideal for driving and can create dangerous glare for oncoming drivers and road-users. That is why Philips X-tremeUltinon LED lights are also fitted with SafeBeam technology, allowing the powerful light beam to be directed exactly where it is most needed.

<sup>1</sup>Compared to the legal minimum standard for halogen bulbs, available for LED-HL [≈H4], [≈H7], LED-FOG[≈H8/H11/H16], .

<sup>2</sup>It is your own responsibility to ensure that the use of the LED retrofit lights complies with applicable local legal requirements.

## ■ Reliable, durable performance

LED lights generate heat that needs controlling. Philips AirFlux and AirCool technologies are smart heat-management systems that direct heat away from the light's critical components. By increasing heat resistance, Philips X-tremeUltinon LED headlight bulbs last up to 12 years. As most cars are replaced or upgraded within that time, these lights should last the lifetime of your vehicle. From headlights to signaling to interior lighting, this is a performance and style upgrade for all halogen lights. Drivers can switch to brighter interior lighting for more convenience and style. Or upgrade to intensely bright exterior lights for clearer signaling, featuring instantly-on stop lights that make rapid breaking safer.

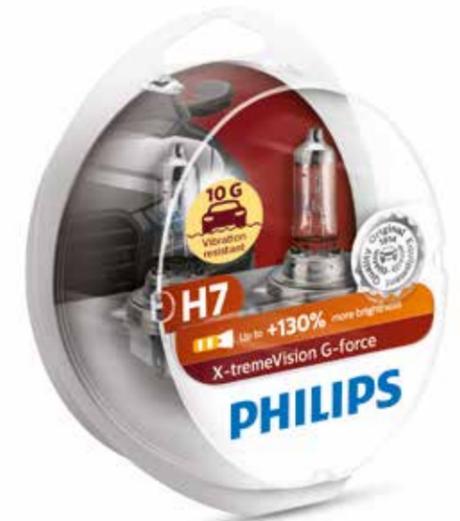


# Philips X-tremeVision G-force

Enjoy performance taken to new extremes

Amongst the brightest drivers can buy, Philips X-tremeVision G-force bulbs outshine most other car lamps with up to 130% more brightness<sup>1</sup>. Their bright white light of up to 3 500 Kelvin is significantly whiter than standard headlamps: the Philips patented coating technology produces a more powerful light.

They are made for outstanding performance, without compromising on the lifetime. Tested at a 13.2 V standard voltage, Philips X-tremeVision G-force has proven a significantly higher lifetime, with up to 450 hours. Philips X-tremeVision G-force is designed to last. Tested for up to 10G vibration resistance<sup>2</sup>, these lamps underline their great endurance. Drivers can enjoy a highly comfortable night driving experience that helps them recognize obstacles and any potential danger earlier than with most other halogen headlight lamps.



<sup>1</sup>Compared to the legal minimum standard.

<sup>2</sup>10 g applies to H4 and H7.

Philips X-tremeVision G-force headlamps are available in H1, H4, H7, H11, HB3 and HB4 .



# Next catalog generation reaches Greece

## Telematics, Big Data and self-learning information systems:



At the moment, all those topics are discussed by the whole IT-sector. For the Automotive Independent Aftermarket (IAM) the TOPMOTIVE Group has the answer: "NEXT – the first generation of self-learning information systems". The digital platform, which includes gainful functions such as telematics access and a self-learning vehicle file, has now reached Greece through Iaponiki S.A. – the leading Greek company in providing spare parts, garage equipment & support/training services.

Heterogeneous IT systems are slowing down. In these fast-moving times, integrated processes are needed from wholesalers as well as from repair shops in order to optimize the procedures.

Thus, NEXT bundles all information relating to services and enables garages to concentrate fully on their core business: repairing cars by exactly identifying the right spare parts.

### Quotation TM:



"The cooperation with Iaponiki exists since 2008 and has been characterized by a very special spirit from the very beginning. We are therefore even more pleased to be able to offer our customer a groundbreaking and future-oriented product that will shape the Greek aftermarket."

Krunoslav Bagaric,  
Managing Director, TOPMOTIVE Group

### Quotation Iaponiki:



"Our cooperation with Topmotive has been a decisive factor in the development of our company. Our catalog is a major element of our success and has greatly contributed in Iaponiki becoming the leader of the Greek aftermarket. We are looking forward to introducing the next generation of catalog by Topmotive to our market and customers."

Nikos Magopoulos  
Managing Director, Iaponiki S.A.

# Remy Europe

## "A leading manufacturer"

Remy Europe, a leading manufacturer, remanufacturer and distributor of starters, alternators, brake parts and steering products has expanded its Remy Smart range of 24V replacement units for 24 volt 5.5 kw and 7.0 kw gear reduction starters with 9 additional part numbers.

## This extension

to our product portfolio positions us strategically as a one-stop shop for our Heavy Duty distributors and wholesalers. Remy doesn't only offer one of the broadest ranges in brand new starters and alternators but is also a trusted partner for remanufactured products.

The Remy Smart alternators and starters are a reliable and affordable replacement alternative without compromise on fit, function and quality.

These new starters are now stocked in our distribution centres. The Smart program is supported with our online catalogue and various product leaflets. Ask your Remy sales representative for more details and visit our new website [www.remyeurope.com](http://www.remyeurope.com) for more information on Smart range for starters, alternators and brake calipers.

## Close collaboration

with key customers, a broad product range now covers all popular trucks such as Iveco Stralis, MAN TGA, TGS, TGX, Mercedes Actros, Atego, Axor, Renault Magnum, Volvo A30D, FH16 and FM as well as industrial engines such as Isuzu.

Key benefits of the Remy Smart HD starter range are

- The best part at the best price
- Tested and Validated by Remy
- Excellent vehicle coverage
- 1 year warranty limited to 120.000 km for Heavy Duty items



## FILTRON makes car mechanics' work so much easier...

The FILTRON brand filters are chosen by thousands of mechanics from all European countries. The high quality of FILTRON filters is guaranteed by the OE competence of the brand owner – the MANN+HUMMEL company which is the leading supplier of original equipment for all major automotive concerns.



In addition to high quality, the FILTRON brand provides a number of solutions to make mechanics' daily work with filters easier. The most important of these include:



Different packaging colours for different filter types and easy-to-remember numbers



A complete information system (catalogue, website and mobile app in multiple languages)



Fitting instructions in paper versions and in the form of VIDEOS (available on YouTube and [filtron.eu](http://filtron.eu))



An ANTIBACTERIAL SYSTEM BIOKNIGHT used as standard in every cabin filter



Interactive online training courses available for FREE on [academy.filtron.eu](http://academy.filtron.eu)



Strong brand image promoted by online campaigns

### WIDE PRODUCT RANGE

More than 2700 filters are available in the FILTRON offer. The FILTRON range of filters covers 97% of the European car park.

## Fast, safe and durable – OEM quality from Stabilus



As an OEM supplier of gas springs, dampers and electromechanical drives, Stabilus is a reliable partner – also for the spare parts market.

Gas springs and dampers can be found in cars wherever easy and safe movement, a defined motion sequence or gentle damping of vibrations are required. They operate without additional energy, require little space due to their compact design and are durable and almost maintenance-free. Electromechanical drives fulfill the increasing demand for comfort and movement at the push of a button.

These products enable the easy, convenient and safe opening and closing of engine hoods, rear hatches and trunk lids, as well as glove compartments or center arm consoles: Solutions from Stabilus. With Stabilus as a partner, you can rely on high-quality products, comprehensive quality and environmental standards and a high level of safety at all times. This is why countless vehicle manufacturers around the world choose Stabilus as their OEM supplier.

Naturally, this premium standard also applies to the spare parts market. Stabilus delivers original or series quality for all common types of vehicle in this sector. Dealers, workshops and end customers can trust in reliable spare parts because Stabilus makes customer service a priority.

A complete range that covers more than 6,000 manufacturer part numbers and high availability of the products guarantee short delivery times.

## OEM quality meets long-standing experience – for spare parts that can be relied on.



# Diagnosis of electric and hybrid vehicles

**The topic of electromobility is becoming more and more important, and the number of corresponding vehicle registrations is rising continuously. This presents workshops with new challenges because electrification not only requires specific repair know-how, but also suitable workshop equipment. This also applies to the area of diagnosis.**

Whether they are working on a purely electric or hybrid vehicle, users of an up-to-date mega macs from Hella Gutmann do not have to worry about optimum diagnostics on. This is because the diagnostic software's total vehicle coverage of around 50,000 models naturally also includes a growing number of models with alternative drives, which comprises over 400 models from different manufacturers. The range of drive systems extends from plug-in hybrids, full hybrids and electric vehicles with range extenders right up to pure electric vehicles.

With mega macs, independent workshops therefore have the opportunity to offer their services to owners of current electric and hybrid vehicles as well. However, there is one important prerequisite: at least one employee must be qualified as an "Electrotechnically Instructed Person" (EUP) or an "Electrician for HV Systems in Motor Vehicles". This is because high-voltage systems are used in both vehicle types, and only suitably qualified personnel are allowed to switch off the voltage so that the actual maintenance and repair work can be carried out safely outside the high-voltage system.

As usual, the mega macs also guides the user through all the diagnostic steps for the new drive types. The device communicates with the control units, displays important data and suggests solutions. The steps to be taken are identified individually for each vehicle. High voltage work that may only be carried out by qualified persons is subject to a conspicuous warning notice.





# Jaltest Training: The best way for further progress.

## WHAT ABOUT YOU? HAVE YOU ALREADY CHOSEN YOUR PATH?

“Give me a lever long enough and a fulcrum on which to place it, and I shall move the world”. “Give me training and I shall make a lever capable of moving the world”. The first quote was written by Archimedes, the second one by COJALI. These are the principles we work with every day in our group of companies. Always looking for new information and continuous improvement. For this reason, if someone desires to make progress, we must add a great deal of personal effort as well as knowledge.

COJALI, one of the few companies which promotes this objective as a force of progress, has chosen the path of training. This path has been chosen by more than 5.200 professionals from 37 different countries during 15 years of the experience of the project. In this way, JALTEST TRAINING offers a wide range of different courses that grow every year aimed at meeting all the needs that professionals from around the world are facing in a highly competitive and changing industry. Training, improvement and the need for specialization, along with diversification, have become essential aspects in the path of a technician.

In order to meet these demands, JALTEST TRAINING continues to evolve with strategies that lead to effective training. Inspiring, motivating, paying attention to attendees... All of this is important for the path of COJALI, but particularly, the quality in the content, the technical information, the knowledge and experience of our trainers makes JALTEST TRAINING the best invest for the path of a technician.

And this path is made of a careful selection of the most appropriate training material

for technicians with electricity courses in commercial vehicles, pneumatics, engines types, gearboxes, comfort systems, trailers, agricultural vehicles, light commercial vehicles, as well as courses for specific brands like Iveco, MAN, Mercedes-Benz or Renault and the specific courses focused on diagnostics with JALTEST, the leading multibrand and multisystem diagnostics tool developed by COJALI.

### E-Learning: more accessible training

Over the last years, COJALI is also committed to making this content even more accessible and universal.

For that reason, it invests in the digitalization of the content and in online platforms to save it.

“This way, we will achieve that all the parties interested in our training programs could consult the contents and apply them in their daily work, before, during and after the course,” says Jesús Novés, responsible of Jaltest Training, and, furthermore, he considers that “it is important for us to be able to adapt to the new and growing needs of the sector, not only when planning the contents but also the way on how to get the content closer to all those who want to increase training, being able to offer them the best possible service”.

In conclusion, this business philosophy, its process of constantly improvement and the approach offered by JALTEST TRAINING, makes COJALI the best option you can choose to provide a high added value to your workshop.

[jaltest.com/en/education/](http://jaltest.com/en/education/)



[www.jaltest.com](http://www.jaltest.com)

# New Jaltest Tools

## Cojali introduces Jaltest Tools, the new workshop tools for the commercial vehicle in the digital age

The main goal of Cojali is to offer the best products and solutions to its customers and it focuses on creating a lasting project with them. That is why Cojali presents Jaltest Tools, a new range of solutions designed to provide the workshop with high quality professional equipment consistent with the current digital technology of commercial vehicle.

Jaltest Tool, together with Jaltest, the industry-leading multibrand diagnostic tool, will provide new business opportunities and a simple and warranty service for the final customer. This merger will facilitate the most advanced diagnosis and maintenance tasks of the vehicle, in a simple and intuitive way, not only at the software level but at the level of manual and monitoring tasks. The new tools called Jaltest Tools include:

### ADAS Calibration Equipment

Cojali has designed its own equipment and accessories for the calibration of ADAS systems of commercial vehicles, which manage the radar for the adaptive cruise control, object detection and emergency braking, and the camera for the lane change detection.

### Electronic simulation Bench

One of the aims of Cojali is to provide the workshop with solutions and tools on day-to-day. That is why two simulation benches with very specific functionalities have been developed.

### Jaltest ESB (Electronic Simulator Bench)

The main of this tool is to provide the workshop access to information on how to repair the ECU and test it.

With Jaltest ESB the workshop can check the correct performance of the electronic control units of commercial vehicles, simulation of all input signals and reading of output signals and perform diagnosis in the ECU simultaneously. In addition, it has specific documentation for the repair of different breakdowns in electronic control units and troubleshooting guides to verify that the ECU is working correctly.

### Jaltest PTE (Portable Trailer e-Supply)

Jaltest PTE is a portable device whose main objective is to check the electrical signals of lighting, signage and communication that are transferred from the tractor head to the trailer, such as lights, turn signals and CAN communication. It has two selection mode depending on where the verification is required, tractor head or trailer, this latter without the need of any other source of external power supply. Through the lighting of LED devices, Jaltest PTE shows the status of each signal by offering a fast and secure check.

### Electronic equipment

This equipment is frequently used in workshops, selected to obtain a complete diagnosis: multimeters, oscilloscopes, gas analysers, technical inspection camera, tachometers, temperature gauge, etc. Within this equipment, Jaltest Tool also has LED lighting devices, power starters, testers and battery chargers, etc.

### Special repair tool

Specific equipment for brands and models necessary for maintenance and repair tasks in essential components of commercial vehicle such as the gearbox or the engine.

# MOOG® Radically Improves Durability and Performance

## A new revolutionary Hybrid Core Technology

The steering and suspension components in modern cars are significantly better than those in the year 1919: the engineering, material selection, manufacturing methods, build accuracy and part quality have all changed substantially. Innovation after innovation has spurred on a century of incredible automotive design, production and maintenance. The change is, for the most part, incremental and slow, but occasionally a company invests in ideas that truly demonstrate the scale of the industry's progress.

### Hybrid Core Technology

MOOG®, a brand whose origins trace back to the iconic Ford Model T, has developed a new Hybrid Core bearing technology.



Through the use of carbon fibre reinforcement, Hybrid Core Technology significantly increases the bearing durability of MOOG's control arms, ball joints, tie rod ends and axial rods. Durability and safety are further improved through the use of induction hardening on the components' studs. Induction hardening is a heat treatment process that provides a fivefold increase to a part's surface hardness and can double the strength of studs.

The new design also reduces the gradual increase in radial deflection that components can experience during their service-life, commonly and more simply known as 'play'. Reducing this abnormal increase in deflection means that the precise steering feel and controlled suspension movement is maintained throughout the use of the component.

*"The history of innovation is what sets MOOG apart," explained **Massi Milani, executive director, marketing, EMEA aftermarket, DRIV™ EMEA.** "We understand the importance of steering and suspension components in the*



*safety and comfort of a vehicle – two of the most significant and reassuring factors for drivers. That is why we developed Hybrid Core Technology and continue to invest in technologies and processes that provide our customers with advanced and reliable parts."*

Hybrid Core Technology is being introduced on a majority of MOOG's parts, alongside other product innovations that improve durability and comfort: zinc coating and a new variety of synthetic grease. MOOG's ball joints and link stabilisers now feature a zinc coating, making

them exceptionally corrosion resistant and further improving durability. Simultaneously, a zinc-flake coating is now applied to all MOOG's accessories, helping to increase resistance to corrosive road conditions. Additionally, the engineers at MOOG have selected a new synthetic grease that enables extremely smooth actuation while also providing workshops with increased ease of installation.

*"If reliable parts are fitted to a customer's vehicle, it is beneficial for the technician's reputation and provides the customer with a level of reassurance, especially considering the three-year guarantee on all MOOG parts," continued **Milani.** "Workshop personnel can also benefit from the recent launch of Garage Gurus, a technical training and support platform that has been designed to keep techs informed and at the top of their game."*

While the brand's products have been available in Europe since 2001, it has recently announced the opening of a factory in Barcelona, Spain that will produce a majority of MOOG's parts. All these components will feature the new technologies, intended to set it apart as a steering and suspension brand with an emphasis on quality and design. The new factory will also result in improved part availability throughout Europe.

The history of MOOG is not just restricted to the road: the brand's parts have also found their way to the racetrack. MOOG has been involved with NASCAR® for over 50 years, starting all the way back in 1966. In 2017 however, MOOG also started sponsoring the NASCAR Whelen Euro Series™ by providing competition cars with steering and suspension components.

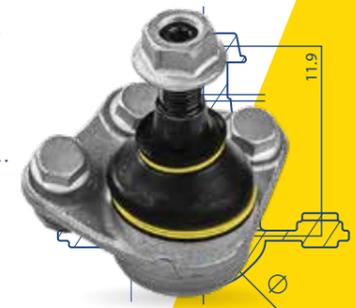
*"While the road can be tough – especially in the UK winter – nothing comes close to the conditions our parts experience on the racetrack," concluded **Milani.** "Our involvement with NASCAR is a testament to the engineering design and manufacture of MOOG products."*

*For me, the real significance is that our components are being showcased to the world – you need to have a lot of confidence in your parts to exhibit them wheel-to-wheel at 150 miles per hour."*

If you would like to learn more about our MOOG products, visit [www.MOOGparts.eu](http://www.MOOGparts.eu).

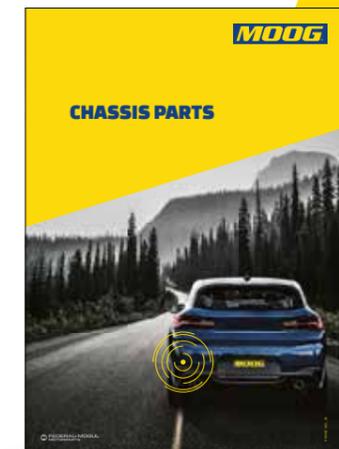


CARBON FIBRE



ZINC COATING

MOOG BROCHURE



## Drive better with us.

We want to be your best aftermarket partner. We support technicians all over the world to service and repair vehicles right the first time. We're driven by a vision to increase the driver experience by delivering components and services so that vehicles start – go – stop – just like the day they drove off the assembly line.

With us, vehicles drive better and safer.



# ALL YOU NEED FROM TURBO TO TAILPIPE

**We believe that every truck is meant to be on the road**

## Dinex product introduction plan

...and not in the shop getting serviced. To ensure this, we utilize multiple different tools to create one of the **most comprehensive product development schemes in the industry**. This plan is built on sophisticated analysis of each country's vehicle population, paired with inputs from our active local sales managers, to ensure our ability to deliver **the right parts, in the right time, to the right market.**



To Dinex it is important to work according to a dynamic development plan, as it allows for product substitution should the market change unforeseen. This is only possible with an agile organization and production set-up.

Our combination of a top-notch production equipment and a professional development team make it possible to keep the response time at a minimum to accommodate an increase in market demands for specific product with short notice.

**We aim to be ready for the first repair** no matter the model or brand.

We are proud to say, that we aid hauliers in keeping their trucks on the road by developing **approximately 400 new products each year.**

# NRF EASY FIT, AN ADDED VALUE FOR THE WORKSHOP >

NRF engine cooling and air conditioning parts are known for their high quality and perfect fitment. But there is another reason to choose for NRF parts. That's the well-known NRF Easy Fit concept. When a NRF part is Easy Fit, all necessary assembly parts (such as O-rings, adaptors, clamps and clips) are delivered in the product packaging. A large benefit for the workshop.

## EASY FIT = ASSEMBLY PARTS INCLUDED

Easy Fit is an important and unique added value of NRF. When a NRF part is Easy Fit, all necessary assembly parts (such as O-rings, adaptors, clamps and clips) are delivered in the product packaging.

This is a large benefit for the workshop, because the mechanic is ensured of an easy, quick and correct installation of the NRF part. This saves a lot of time, which ultimately saves costs for the workshop and costs for the vehicle owner. So with Easy Fit you can also increase your customer satisfaction.

*"With Easy Fit you can increase your customer satisfaction"*



## CONTINUOUS EXPANSION OF EASY FIT

NRF is constantly adding new Easy Fit references. Not only for new introduced products, but NRF also adds assembly parts to current article numbers. NRF initially focuses on fast movers in their range, because this has the most impact.

This year NRF expanded their Easy Fit range with 441 references. Currently the total Easy Fit range consists of 1.641 references.

The NRF Easy Fit concept is unique. No other Automotive aftermarket supplier offers such a large amount of assembly parts with their products.

## AVAILABLE FOR A LARGE VARIETY OF PARTS

NRF Easy Fit is available for radiators, intercoolers, oil coolers, intercoolers, EGR coolers, condensers, compressors, evaporators, receiver driers and more.

Easy Fit can be recognized by the Easy Fit logo on the NRF packaging. Furthermore the logo is visible at the NRF online shop and TECDOC. The added parts are described in the product description.



NRF.EU

THE ART OF COOLING >



## NRF EASY FIT = ASSEMBLY PARTS INCLUDED

With NRF Easy Fit you are ensured of a correct and efficient installation, because all assembly parts (such as O-rings, adaptors, clamps and clips) are delivered together with the NRF product.

- ✓ Easy and quick installation
- ✓ Save time and money
- ✓ Increase customer satisfaction!

**EASY FIT RANGE**  
**1.641 REFERENCES**

# Worldwide Suspension Development

Shock absorbers were first added to cars in the 1930's and they remain a crucial component on almost all cars to this day. While they may look the same as always on the outside, the technology on the inside is constantly evolving, with KYB's cutting edge engineering and development teams right at the forefront of this component's progression.

December 2018 saw the release of the new Lexus ES, featuring all new technology developed in conjunction with KYB. Inside the shock absorber is a new ultra-low velocity valve, or "swing valve", situated next to the main valve. Lexus describe it as a "highly sensitive valve, designed to operate at extremely low fluid speeds and help shield passengers from minute levels of suspension compression". The new ES is currently winning rave reviews across the world for its improvement in comfort, steering accuracy and vehicle stability. In 2017 Citroen released the C5 Aircross with KYB as the OE supplier. KYB had worked with PSA to develop the ground-breaking double hydraulic stopper shock absorber, first applied to this new model. This new technology is what Citroen calls "Progressive Hydraulic Cushions" and has been added to their Advanced Comfort program. The new shock

absorbers include two additional hydraulic cushions to soften the end of the piston rod's compression and extension phases and give the vehicle a "flying carpet effect" when riding over bumps in the road; a selling point that has featured heavily in the French manufacturer's advertising campaigns. In 2018, KYB received the "Value Creation Product & Services Award" from PSA for their work on this breakthrough in suspension technology.

100 years ago this November, a 21 year old named Shiro Kayaba opened up the Kayaba Research Centre, which would later go on to become KYB Corporation. Kayaba is quoted as saying "Nothing is ever complete. The unique ability of humankind to make progress lies in constantly seeking a higher level of perfection", a motto retained by KYB's engineering and development teams to this day.



# A new development framework for the Aisin Group

The Aisin Group is ranked 6th as OEM parts supplier worldwide. Due to several factors that are influencing the business such as environmental regulations, energy issues and the evolution of technology, the automotive sector has to bring the industry into line. The Aisin Group has established a new framework around three areas to succeed in this change.

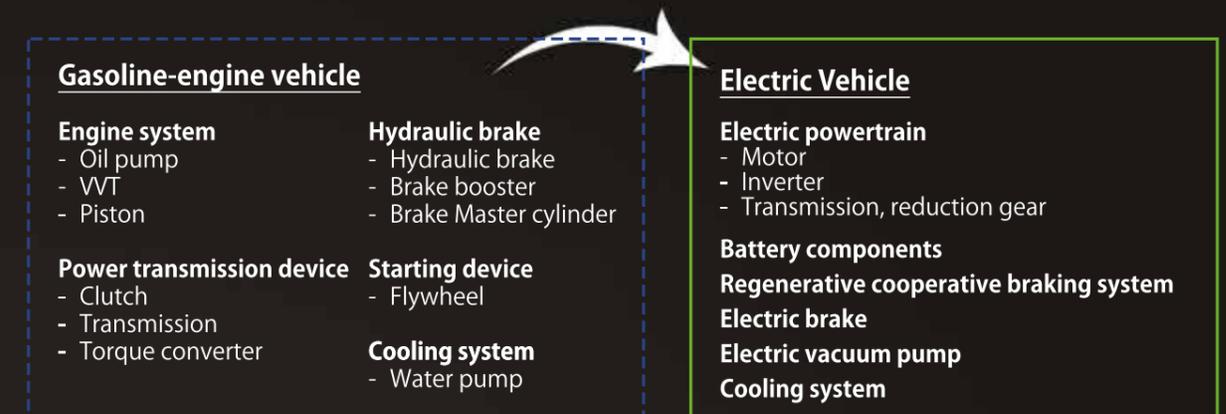
## Change 1: Rigorous environmental regulations

CO<sup>2</sup> regulations in Europe are becoming stricter with the limitation of some diesel vehicles circulation and the ban sales of gasoline/diesel vehicles in Germany by 2030 and in France & UK by 2040. Outside European Union, Chinese automakers are mandated this year to produce/sell 10% of NEV (New Energy Vehicle). In the US should also produce/sell 10% of ZEV (Zero Emission Vehicle). These categories does not include Hybrid vehicles. The automotive manufacturing industry is facing the duty of electric vehicles development instead of producing standard cars with internal combustion engines.

The Aisin Group will then adapt the existing powertrain technologies to these vehicles by accelerating the development of automotive parts compatible with electric and fuel cell vehicles, such as brakes, chassis and bodies, as well as promoting the electric powertrain. Aisin wants to improve fuel consumption and reduce environmental impact.



## Evolution of Aisin's approach due to Electric Vehicle conversion



## Electric Powertrain development plan

### 1-Motor Hybrid Transmission

This Hybrid Transmission includes a "motor & engine disconnection clutch" into the torque converter of the existing Automatic Transmission. With a built-in clutch, the motor can be disconnected from the engine, which increases fuel economy and boosts acceleration performance.



### eAxle component

Electric four-wheel drive unit turns the front-wheel-drive vehicle into a PHV (Plug-in Hybrid Vehicle). The control of the front and rear wheels can be optimized independently of speed and road conditions.



## Change 2: Fully automated driving trend

- Level 1:** Partial automation (either acceleration, steering or braking)
- Level 2:** Multiple automation operations (acceleration, steering and braking a once)
- Level 3:** Essentially automated driving (the driver takes action only when requested by the system)
- Level 4:** All operations driven by the system (the driver is not involved at all)

Even if full-fledged automated driving is not yet applicable due to law restrictions and infrastructure, the automotive manufacturing industry will have to answer this change and provides a support to high-level automated driving. The Aisin Group will contribute to this expanding automated driving society in fields such as powertrain, steering and braking technologies.

## Change 3: Offer of services in addition to automotive parts

Connected cars are much more connected to the Internet thanks to our smartphones with continual integration of the latest information making the drive safer and more comfortable, such as avoid traffic jams. By 2035, 90% of cars will be provided with connected functions.

Aisin Group is putting drastic efforts to adjust its offer of automotive products to the market using its experience in technologies development to create new ones. These initiatives will allow Aisin to keep its position of reliability partner in automotive parts.

# Trust the Wiper Systems Specialist with the Valeo Silencio® range

The core of the “We Care 4 You - Trust The Specialist” strategy lies in addressing each customer’s needs with the most dedicated solution. Valeo, the n°1\* worldwide in wiper systems develops highly qualitative products and value adding services designed specially for workshops’ efficiency.

## Valeo Silencio®. Over 20 years of success

Since 1998 the Valeo Silencio® range demonstrates unquestionable responsiveness to the market needs thanks to stringent in-house quality specifications and a constant quest for improvement. The core spirit of Valeo Silencio® is to make available the exact same O.E. cutting edge technologies for the aftermarket whatever they are on each and every vehicle covered.

## 2019. stronger than ever.

Moving forward, today the range is enriched with genuine experience and feedbacks collected on the field every day. With a strong brand supporting innovative and reliable products, Valeo is now taking a big step forward to deliver even more innovative products with highly distinctive concepts.

The exclusive Valeo AquaBlade™ wiping system, winner of the Pace Award\*\*, is the latest wiper technology improving driving safety with more homogeneous wiping that never interrupts visibility as the fluid is distributed along the entire length of the blade and immediately wiped away. The drivers safety is strongly improved as the Valeo AquaBlade™ wiping system dramatically enhances wiping efficiency enabling 4 meters saved on braking distance when travelling at 50km/h\*\*\*.



In addition to the AquaBlade™, Valeo Silencio® range features:

The Flatblade technology, which delivers higher coverage with an optimized range and a new rubber: The Visiorubber®. This new component results from a new formula subtly mixing natural and synthetic rubber. The rubber cutting process has been improved as well, sharpening the rubber’s edge for more efficiency. Last but not least, a specific coating boosts the product performance right from the first wipe. The better immediate wiping quality and better performance over time has been tested and approved by the renowned TÜV institute.

The conventional blades, which are now optimized and cover even more applications.

The Hybrid and rear blades which complete the Valeo Silencio® technology line-up.



Winner

The exclusive Valeo AquaBlade™ wiping system, winner of the Pace Award\*\*

## Find out more on valeoservice.com

>> Improved data on Valeo Service technical web platform, Valeo Tech @ssist

- Quick and intuitive part search engine
- All technical information in few clicks
- On demand training modules

>> Technical Hotline and Connected Assistance to get quick and professional answers about crosses, applications requirements or fitment issues.

>> Technical training, webinars and technical promotion with our longstanding automotive professional trainers who know the aftermarket.

\* Passenger Car O.E. Worldwide Market Share 2018 in value, excluding trucks

\*\*2012 Automotive News PACE Awards in the Product Innovation category / PACE (« Premier Automobile Suppliers Contributions to Excellence »)

\*\*\*Source: Fraunhofer Institute IOSB study on +5500 tests in real driving condition performed



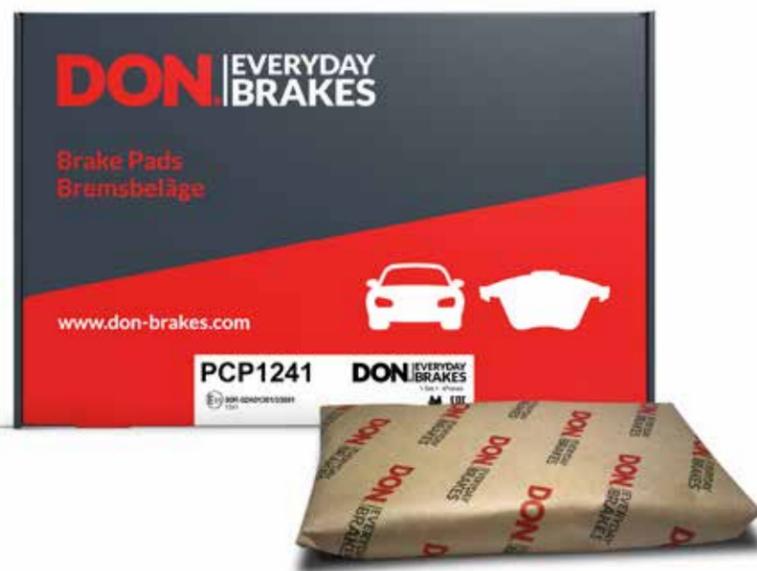
# DON passenger car brake pads now also available for light commercial vehicles.

After last year's launch of TMD Frictions DON brake pads for passenger cars, the brake pad specialist now introduces DON brake pads for light commercial vehicles into the portfolio.

The new range includes 83 applications covering a wide range of vehicles types. The new DON product portfolio for light commercial vehicles will be in stock soon and will be expanded step by step.

With DON applications for passenger cars TMD Friction offers its customers a value alternative brake brand and a good value-for-money option for passenger cars. DON passenger car brake pads are in stock in the central warehouse in Leverkusen and will be distributed to worldwide customers from this base. All the available products can be viewed in the electronic catalogue "Brakebook" ([www.don.brakebook.com](http://www.don.brakebook.com)).

"With the introduction of DON passenger car applications for light commercial vehicles we are able to offer our customers an even wider range for our alternative brand Don in the rapidly growing field of residual value orientated repairs. We would like to support our Textar customers in appealing to new groups of customers and therefore in continuing to grow, without having to go without the renowned quality of TMD Friction products", explains **Nick Bischoff, Junior Product Manager at TMD Friction.**



## HaynesPro® WorkshopData™, the most efficient application from fault to fix.



Clearly better data.

### ONE SINGLE ACCESS TO ALL MAKES BASED ON OEM DATA

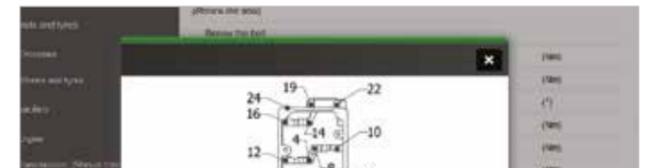
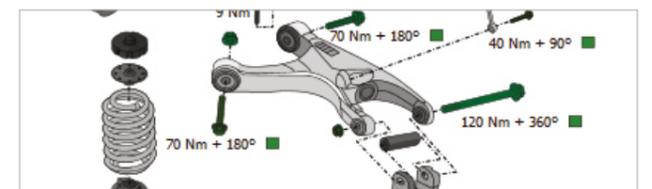
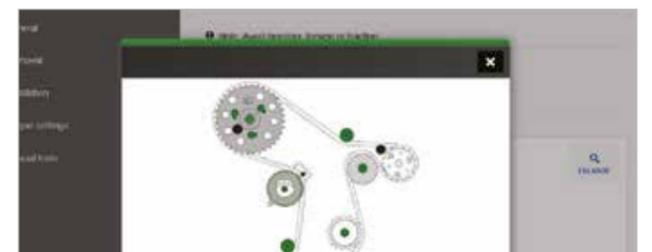
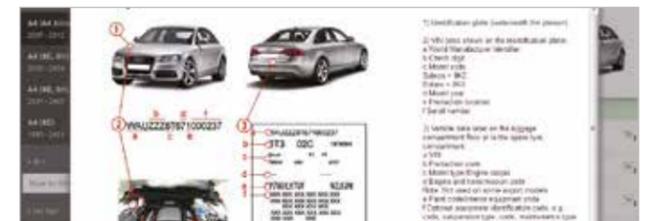
HaynesPro WorkshopData™ offers a single environment to OEM based technical data covering 60 makes. We enable users to provide a top-quality service, without compromising OE warranty cover. Most data is no more than two clicks away, ensuring you get to the correct data quickly and efficiently saving you precious time.

### INCREASE REVENUE AND LOWER COSTS

Applications like our unique Vehicle Electronic Smart Assistant (VESA™) allow users to reduce their non-billable hours by offering smart solutions and workarounds for complicated tasks. VESA™ allows up to seven fault codes to be entered simultaneously from which it presents the technician with descriptions of the fault codes, together with a suggested list of components to test. Based on the fault codes, HaynesPro WorkshopData will also give the technician any verified fixes and tips sourced from renowned helpdesk organizations and industry experts (SmartCASE™), Technical Service Bulletins (SmartFIX™) and recall data linked to those fault codes.

### EXPAND EXPERTISE ON ALL MAKES

With regular updates and a 98% coverage of the European carpark HaynesPro WorkshopData is the most comprehensive source of meaningful Repair, Diagnostic and Maintenance Information (RDMI) data in Europe. Our unique applications allow technicians to work on complicated new vehicles and offer clever solutions which will help you save time, increase revenue and increase customer satisfaction.



## TecAlliance improves accuracy of spare part identification with new vehicle attributes

The TecDoc Standard that has been well-established in the global automotive aftermarket for 25 years makes it possible for all market participants to access standardised information about vehicles and spare parts. Each vehicle type is clearly and unmistakably defined and linked to the relevant spare parts. However, the internationalisation and diversity of vehicle models constantly gives rise to new requirements: Vehicles are equipped with multiple equipment variants, which entail multiple spare parts options. TecAlliance is increasing the granularity of the vehicle data to provide additional vehicle attributes in the future.

Jürgen Mehlis, EVP Data Management Product & Sales at TecAlliance, explains, "Be it vehicle manufacturers, parts manufacturers, ITG (Information Technology Society) or distributors – our customers are becoming more and more aware of the importance of high-quality vehicle and spare parts data: It plays a critical role in the success or failure of a company." "In the interest of fair competition, all market participants must have access to data that is as standardised as possible and available worldwide."

In order to enable a clear and precise identification of the right spare part worldwide, TecAlliance is increasing the granularity of the vehicle data to provide additional vehicle attributes in the future in addition to the latest TecDoc KType Standard. These additional attributes in the vehicle master data enable clear identification of the right spare part worldwide, even if the diversity of models and equipment variants is constantly growing.

Today vehicles are offered with multiple equipment variants due to internationalisation and diversity of models. This means that there are multiple spare parts for the same vehicle from the same assembly group. Here, the workshop or trader can only have all possible suitable spare parts delivered because a clear identification is no longer possible without the vehicle in the workshop.

The TecAlliance team has been dealing with this problem for a long time and has developed a solution for the market. "We will definitely continue to keep the current TecDoc KType Standard. At the same time, we will provide new vehicle attributes with higher granularity to data suppliers (parts manufacturers) and data users (distribution)", says Ralf Pelkmann, EVP Information Management at TecAlliance. "These vehicles are fully upward and

downward compatible so that the parts manufacturer does not have to redo the work and the data user can enjoy the benefits of granular vehicles. Additionally, this process allows us to provide international vehicles with a TecAlliance vehicle ID that is as unique as possible. As a result, international formats such as ACES & PIES, MAM etc. can be referenced and distributed almost unambiguously in the future", explains Pelkmann.

This new vehicle data is currently being developed for expected availability in the first quarter of 2020. More information about this topic will follow in the coming months: [tec.al/newsletter-en](http://tec.al/newsletter-en)



TecAlliance GmbH  
Steinheilstraße 10  
85737 Ismaning  
Germany

Contact:  
+49 2203 2020 2000  
[sales@tecalliance.net](mailto:sales@tecalliance.net)  
[www.TecAlliance.net](http://www.TecAlliance.net)

 **TecAlliance**  
Driving the Digital Aftermarket

# Calendar

## Events, Trade fairs Worldwide exhibitions until November 2019

### International Industry Events

Expomecánica & Autopartes Lima	Peru	17.05. - 19.05.2019
CAPAS Chengdu	China	23.05. - 25.05.2019
Autopromotec Bologna	Italy	22.05. - 26.05.2019
Automechanika Birmingham	UK	04.06. - 06.06.2019
Expopartes Bogotá	Colombia	05.06. - 07.06.2019
Automechanika Dubai	UAE	10.06. - 12.06.2019
Automechanika (INA PAACE) Mexico City	Mexico	10.07. - 12.07.2019
Autoexpo Africa Nairobi	Kenya	18.07. - 20.07.2019
Latin Auto Parts Expo & the Latin American & Caribbean Tyre Expo	Panama	24.07. - 26.07.2019
Automechanika (MIMS) Moscow	Russia	26.08. - 29.08.2019
Automechanika Johannesburg	South Africa	18.09. - 21.09.2019
EQUIP AUTO Paris	France	15.10. - 19.10.2019
Autoexpo Africa Dar-es-Salaam	Tanzania	07.11. - 09.11.2019



## **TEMOT International Autoparts GmbH**

Europaring 60

D - 40878 Ratingen

Fon: +49 2102 74243

[info@temot.com](mailto:info@temot.com)

[www.temot.com](http://www.temot.com)