

EUROGARAGE

MaGazine



No. 10 / Autumn 2017



**LEADING NETWORK
OF INDEPENDENT
GARAGES FOR
PASSENGER CARS
IN EUROPE,
LATIN AMERICA
AND ASIA**

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BETTER, TOGETHER

Talking and listening are making us stronger

Expansion, consolidation, and integration are our watchwords this year, as the EUROGARAGE network continues to go from strength to strength. Expansion, because our networks are working hard to bring new members into the fold; consolidation, because training and collaboration are building our internal ties; and integration, because we are continuing both to work better with suppliers and to use the improving technologies of the digital space to make the work flow from customer to garage and supplier even simpler.

Of course, this intelligent use of online assets, which has seen innovations not just in the ordering and supply chain for parts, but also in providing marketing support for network members, running campaigns, and offering support for customers, is part of why we can continue to expand and strengthen. Working together, smartly and effectively, in a way that reduces costs and provides superb service, attracts not only new customers, but also businesses who want to be part of the network and supplier who want to work with us.

This is the kind of agility and imaginative approach to conducting business that sets EUROGARAGE apart from its competitors. And the network is once again excelling when it comes to sharing that knowledge, as our many conferences and the participation in fairs and expos across the world also shows. While EUROGARAGE is always at the forefront of industry innovation, we're not scared to listen either, and learn from anywhere.

It's all in the service of providing the best customer experience and building upon our reputation as the premier garage network in the sector. And the constant effort to improve is why we continue to be the most attractive option to consumers, suppliers, and prospective members.

The EUROGARAGE team wishes the very best for the remainder of the year and a prosperous 2018 !

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EUROGARAGE

NETWORK

LEADING NETWORK OF INDEPENDENT GARAGES
FOR PASSENGER CARS IN EUROPE, LATIN AMERICA AND ASIA





Network

MEMBERS

(as of 09.27.2017)

	ARGENTINA (EUROTALLER)	6
	AUSTRIA (PROFISERVICE)	56
	BELARUS (EUROAUTOSERVICE)	26
	BRAZIL (REDE PITSTOP)	426
	BULGARIA (AUTOEXPERT)	45
	COLOMBIA (EUROTALLER)	8
	COSTA RICA (EUROTALLER)	21
	DENMARK (AUTOPLUS)	130
	FRANCE (TOPGARAGE)	850
	GERMANY (PROFISERVICE)	725
	ITALY (PUNTOPRO)	1.334
	KAZAKHSTAN (AUTOSYSTEMS)	27
	MOLDAVIA (EUROGARAGE)	27
	THE NETHERLANDS (CARXPART)	104
	PANAMA (EUROTALLER)	12
	POLAND (EUROWARSZTAT)	225
	PORTUGAL (TOPCAR)	55
	ROMANIA (PROGARAGE)	53
	RUSSIA (EVERYCAR)	83
	SLOVENIA (EUROSERVIS)	29
	SPAIN (EUROTALLER)	816
	TURKEY (EUROMOBIL)	25
	THE UNITED KINGDOM (AUTOCARE)	589
	UKRAINE (TOPSERVICE)	76

TOTAL 5.750



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Member NEWS



EUROSERVIS

ADRIA

29 Garages



NEW STRATEGIES

The plan of GROUPAUTO Adria, which has been the focus for 2017, sees the joining together of the two service networks, Euroservis and B.H.S., into a single organization under the GROUPAUTO Adria umbrella, encompassing all 73 garages currently run by the two networks. The new organisation, with its greater membership, will have more influence across the sector and will allow the group to focus on acquiring several different fleets of vehicles. In the field of education, GROUPAUTO Adria has developed in two directions this year. The first is direct cooperation with suppliers, such as ECAP and Bosch; the second is indirect cooperation with various GROUPAUTO International approved suppliers through the members of GROUPAUTO Adria, Bartoga and Potokar. Both companies have opened their own diagnostic and education centres this year and, in both, education and research has already begun. Together with Potokar, GROUPAUTO Adria is also organizing technical training and a visit to the Monroe supplier's factory in Hotkovice, Czech Republic, for the members of Euroservis networks in October. In May, GROUPAUTO Adria represented the Euroservis network at the 20th Car and Maintenance Fair in Celje, which is the most important professional event for all those who love or work with cars. Potential new customers were engaged through a game in which prizes were up for grabs. GROUPAUTO Adria is launching the GNM portal in collaboration with Softeca, which will facilitate cooperation and information flow between members of the Euroservis and B.H.S. networks, improving the quality of work and allowing direct customer registration for repairs or servicing at selected garages. Lastly, GROUPAUTO Adria also joined forces this year with Allianz Insurance Company, which is preparing a tire insurance product to be offered to customers by the Euroservis and B.H.S. garages.



PITSTOP

BRAZIL 426 Garages



ONLINE OPPORTUNITIES

The PitStop EUROGARAGE Network also took advantage of Automec 2017 to launch its new website, intranet, and extranet. As of the launch, anyone accessing the PitStop EUROGARAGE website will find a more user-friendly environment for navigation and a better interactive space for members and consumers. Once again, PitStop is demonstrating the strength of investing in innovations that facilitate its members' work and consolidate the PitStop EUROGARAGE brand in the Brazilian aftermarket.

It is now even easier for users to find any PitStop EUROGARAGE member through the site, where one can search by state, city, or neighbourhood. This will increase user interaction with the entire network and focuses the relationship with whichever member is located. «It is important to note that the portal has been redesigned to be a facilitator of the relationships between the PitStop Network, members, and the end consumer. The proposal is that it will become a reference for the entire aftermarket and be a great showcase for members and our services,» said Marco Frassei, who was responsible for the PitStop Network's website development.

Each member will also have access to specific page about their unit. They will be able to create custom updates, and attend to regional demands for promotions and campaigns.

«When we talk about bringing benefits to members, we're talking about this kind of project. We developed the site to give greater visibility to our members, helping them to contact the client and having a page of their own, through which they can receive thousands of visitors monthly», added director Paulo Fabiano.

In 2016, the PitStop portal received about 100,000 visits and with the redesign and new features, this is expected to grow even further. The portal was developed with Chleba, a digital agency which specialises in innovation.

Access our website: <http://www.pitstop.com.br/EUROGARAGE/sobre-a-EUROGARAGE.html>



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Member NEWS



BELARUS

26 Garages



NEW MEMBER

This year Shate-M Plus, the exclusive EuroAutoService provider in Belarus, added a new member to the network in an unusual way. Previously, only existing workshops have gained entry to the EuroAutoService network but, in this case, a company who had never previously been involved in the vehicle sector wished to enter the market as part of the network. Together, an ambitious, modern workshop was taken all the way from concept to delivery in Grodno, and is an exciting new addition to the network in Belarus.



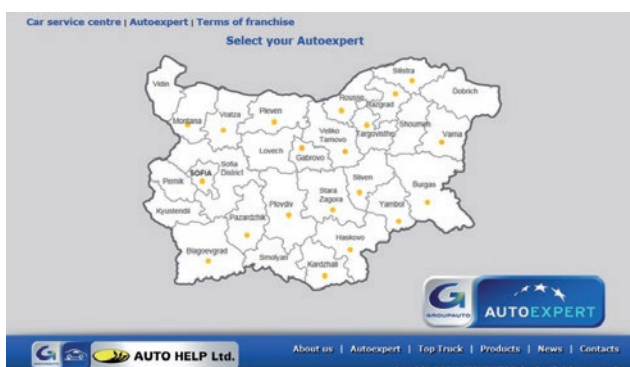
BULGARIA

45 Garages



STRONG SUPPORT

Recognising the crucial importance of identifying the correct parts for any job, GROUPOAUTO Bulgaria has developed a special division to provide strong support to all service stations within the AUTOEXPERT network. This builds on the understanding developed at the 2015 National AUTOEXPERT Congress to focus on expanding the business in the areas of equipment and tool provision.



CENTRAL AMERICA

29 Garages



EUROTALLER EMPOWERS WOMEN

The EuroTaller Network encourages women to train in mechanics, offering a basic course that is given free of charge by the EuroTaller Workshop Network based on trust, education, inclusion, and empowerment. The objective is to learn basic mechanics and three such programs have been given to small groups in Panama. The focus is on personalised, interactive courses so that each participant can learn the basics about their car, its maintenance, and what to do in case of an emergency. EuroTaller's network gives monthly training to women, with more than 30 women trained during the first semester of 2017.

OCTANOS CHALLENGE

This year's Octanos Challenge was sponsored by EuroTaller, and the network was also responsible for the safety checks performed on more than 20 participating vehicles, from small sports cars to rally cars and 4x4s. The event saw experienced drivers like Max Schubert and Enrique Noriega test their cars and themselves to the limit.

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www.schaeffler-aftermarket.com



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Member NEWS



FRANCE

850 Garages



CRUISING TO SUCCESS

TOP GARAGE invited members to its 2017 Convention on a five-day cruise. After the success of the last convention 2015 in Seville, participation in the 2017 trip has increased by 20%. Indeed, there were more than 1000 participants who sailed from April 28th to May 2nd, across three destinations, France, Spain, and Italy. Topics discussed included the strategic axes of the brand, marketing and communications projects, and training. A fair was held with thirty suppliers of automotive parts to the network, with new products and promotions highlighted, and participants also enjoyed some downtime, with excursions and an evening of comedy with Jean-Marie Bigard.



GERMANY

725 Garages



ON BRAND

EUROGARAGE Germany has introduced "My Marketing Centre", which allows the user to design his/her own brochures and other material. The platform offers standardised content which can then be used to suit the individual user. Professional photo production is also available. COPARTS is also developing a new module for tyres and wheels. A special qualification is planned, which will meet the growing requirements of the large fleet customers. Garages who specialise in tyres and wheels will be specifically highlighted for customer ease.

DIGITAL EXHIBITION

The third digital exhibition PROFI SERVICE DIGITAL provides COPARTS with a marketing orientated tool that supports the external sales force and is designed at supporting customer loyalty. In this way COPARTS once again shows its revolutionary talent and combines an increasing demand for digital information and a changed buying behaviour in a virtual exhibition concept. The concept offers industrial partners an exclusive sales and advertising platform and by way of special time limited offers provides a basis for high attention and buying motivation. The digital exhibition as a second exhibition concept is designed alongside the analogue PROFI SERVICE TAGEN as a communication and marketing platform. The exhibition takes place annually in May.

MEDIA INITIATIVE AMONGST COMPETITORS

The Bild campaign 2017 is a complete success with its national marketing campaign and the expected 60 million promotional contacts. The campaign consists of a commitment from competitors within the independent garage sector and well known industrial partners. The GROUP AUTO Germany has taken part for the third year in a row. The aim is to work against the confusing statements

issued by the vehicle manufacturers who try to push the motorist into only going to contract garages for service and maintenance by saying that the manufacturers guarantee will be void if they visit independent garages. The BILD campaign sensitizes the motorist to the independent market and illustrates the performance capability of the independent market. The activity takes the form of three inserts in one of the most influential car magazines in Germany as well as all year round online communication (www.werkstatt-tipp.de). Explanatory blog articles and videos are also integrated here.





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Member NEWS



TOPCAR



EUROTALLER

IBERIA

55 Garages in Portugal / 816 Garages in Spain



FULL TRACEABILITY

EuroTaller has been working for years with the GROUPAUTO Network Management (GNM) software, where all processes related with the network and its customers are managed. GNM is integrated with the systems of the network's main corporate customers (fleets, renting and assurance companies), so it is part of the automation of their processes. This meant that once a customer required repair or maintenance work, it was automatically allocated to a EuroTaller garage within the network according to the customer's criteria.

Once the garage is notified of the appointment and receives the vehicles requiring work, the customer is supplied with a quote for the work, which the customer can accept, and then monitor the work's progress, ask for additional services, and settle the bill. Now, as of this year, the system goes one step further. Once the customer accepts the quote, the system automatically acquires all the parts required from GROUPAUTO's IAM preferred suppliers via the Armin platform; once these are ordered, the garage just has to accept with one click.

In this way, everybody gets the best out of GNM system: the corporate customer gets

the best cost, time optimization and above all, full traceability of all the parts used in the work (they can even see the delivery notes of the parts delivered by the distributor), so the fraud risk is drastically reduced. The EuroTaller garage can be sure that any part used is approved by the customer, which reduces time searching for the right cross reference and availability, and even buying the part. The distributor can sell the correct part to the correct garage when it's required. The whole integration process achieves seamless efficiency for all parties: full traceability, full satisfaction for everybody thanks to GNM integration in EuroTaller.



PUNTOPRO

ITALY

1.334 Garages



MEDIA STARS

This year, PuntoPRO will achieve a lot of visibility in the Italian media, with planned television spots during Formula 1 races, radio adverts on the main national channels, the PuntoPRO web series on social networks, and Summer and Winter Check-Up contests.

There are more than 200 TV spots aired on the main Italian channel during all the Formula 1 Grand Prix, with an average audience of around four and a half million viewers. The PuntoPRO message is also supported on radio with content that encourages Italian drivers to check their car in summer and winter, with the chance to win fantastic prizes immediately thanks to a Scratch&Win card, or by signing up at lasfida.puntopro.it. This site also hosts a hilarious, 10-episode web series featuring PuntoPRO mechanics.

All the community activities are supported by a celebrity testimonial from Loris Capirossi, a motorcycle racer for Moto GP until 2011; from 2017 he is the MotoGP Race Director of Dorna.



EUROGARAGE

MOLDAVIA

27 Garages



STEADY GROWTH

In 2016, GROUPAUTO Moldova expanded the EUROGARAGE concept throughout the Republic of Moldova. This year the number of EUROGARAGEs has increased, creating added value for its members. The brand's portfolio has also expanded, by extending collaboration with GROUPAUTO International suppliers with the GROUPAUTO Loyalty Program. Every year, the network invests in the promotion of the EUROGARAGE concept by taking part in local events such as fairs, automotive forums, and web promotions as well. This year saw the launch of the official website, EUROGARAGE.md, to add value to workshops and liaise with customers.

Since the EUROGARAGE concept entered the Moldavian market in 2013, 27 members have joined the network and there are efforts to double that by the end of 2017.

The network would like to thank GROUPAUTO International and its suppliers for the support of EUROGARAGE Network in the Republic of Moldova.

GOOD FRIENDS ALWAYS HAVE SOMETHING TO CELEBRATE.



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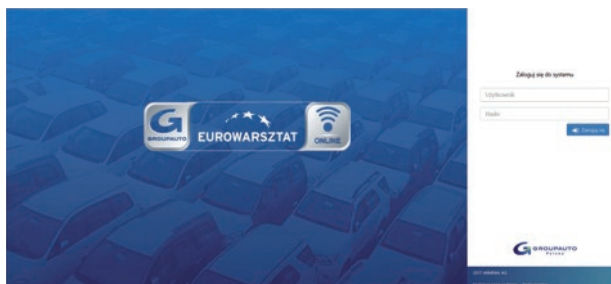


Member NEWS



POLAND

225 Garages



ONLINE MANAGEMENT

To increase the level of service in the EuroWarsztat network, work has been carried out to improve the functionality of the EUROWARSZTAT ONLINE application. The platform supports workshop management with various functions, including preparing offers (calculation), parts selection (graphical and text selection), providing repair times, and accessing OE number and price.

CONDITION CHECKS

With the slogan "Be safe with EuroWarsztat", selected EUROGARAGE operators organized a series of mobile check points across Poland. These local campaigns were designed to increase safety by encouraging drivers to take advantage of free vehicle inspections. The check points were run by top mechanics and supported by recommended suppliers. The events were also an opportunity to strengthen the positive image of the EuroWarsztat network. Before each event an Adword and display campaign was promoted widely online. There was a positive uptake of customers returning to the network to continue repairs.



RUSSIA

83 Garages

EVERYCAR FOR EVERYONE

GROUPAUTO Russia is developing the EveryCar-Caring Service garage network project, which is part of the International EUROGARAGE concept and has developed successfully across Russia.

So far, GROUPAUTO Russia has held conferences and training seminars for independent garages in such cities as Vladimir, Ivanovo, Ryazan, Tula, Nizhny Novgorod, and Tver. As a result, more than 60 participating garages have started negotiations to join the "EveryCar" network. Following the first series of technical seminars, organised jointly by GROUPAUTO Russia and KYB, 20 garages achieved "Official KYB Installation Centre" status, receiving a KYB design kit

This status guarantees the skill level of all a garages' specialists in the installation of and technical advice on KYB spare parts, including shock absorbers, mounting kits, and Autumns. Work on the visual design of the new "Everycar-Caring Service" network garages has also started.

In addition, the "EveryCar-Caring Service" network concept was presented at the «Car Service 2017» conference at the MIMS Automechnika Moscow Exhibition. Mikhail Golubkov, the head of the Everycar garage network project, spoke about the advantages and benefits of an international network for independent garages.network to continue repairs.



UKRAINE

76 Garages



WORKING TOGETHER

VLADISLAV Company continues to improve the image of TOPSERVICE auto repair shops by holding seminars and cooperating closely with its partners. The aim of these seminars is to discuss the partners' current problems and to provide models for the optimization of their activities, and to get acquainted with the large product range, recent developments, and innovative solutions by the suppliers.

The concepts developing department works hard selecting candidates and controlling their activities. Also, regular inspections of service stations are conducted, strengthening the status of TOPSERVICE network.

These factors allowed the company not only to stick to the EUROGARAGE concept development strategy, but also to expand its influence throughout the Ukraine.

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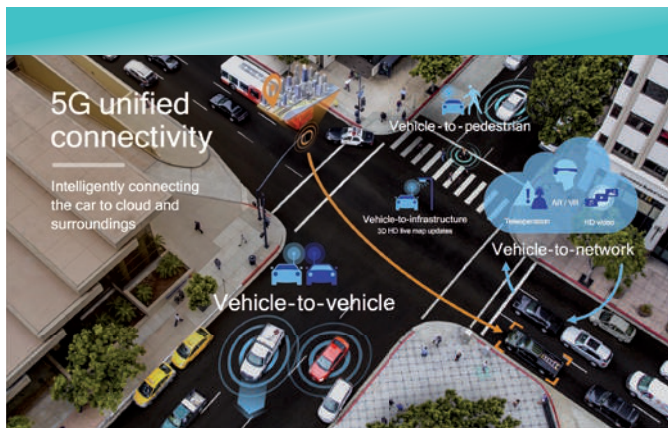


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2017



Industry

NEWS



QUALCOMM DEVELOPS NEW CHIPS FOR WIRELESS VEHICLE COMMUNICATIONS

Qualcomm has developed a chipset to allow cars to communicate with their surroundings. Using 4G and upcoming 5G cellular technology, the Qualcomm 9150 C-V2X chipset enables cars to connect to other vehicles, infrastructure and pedestrians, improving active safety and driver assist systems. Audi and PSA Group have signed on to test the new technology for 2019. (Source: *Automotive news Europe*)

SOLAR CELLS ON AUDI CAR ROOF

Audi has partnered with the Chinese Hanergy Thin Film Power Group to integrate solar cells into the panoramic glass roofs of electric cars to increase their autonomy. Alta Devices, a division of the Hanergy company, will develop integrated solar cell roofs that will increase vehicle autonomy by injecting solar energy into the vehicle's internal electrical systems (such as air conditioning or system infotainment), which will no longer have to be exclusively powered by the engine battery. (Source: *Automotive news China*)

CENTRAL AIRBAG PRESENTED BY ZF



The German equipment manufacturer ZF presented a central airbag. This airbag deploys on the inner edge of the driver's and front passenger's seats. EuroNCAP would be looking at future shock testing protocols by 2020, in which passenger protection in the event of lateral impact would become a crucial factor, Schultz said. (Source: *journalauto.com*)

TRACK TO RECHARGE ELECTRIC VEHICLES BY INDUCTION

A 100-meter-long track was built in the industrial area of Satory, in Versailles (France), and is supported by a European program, including partners Renault and the Vedecom Institute. Prototype of potential future «electric routes», this section is equipped with generators of electromagnetic field under its surface. Passing above, the cars themselves equipped with «slabs» under their chassis receive a refill of up to 20 kilowatts, even at 100 km/h. (Source: *Renault*)



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Coil Springs

Protection Kits

Mounting Kits



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VOLVO AND HERE UPDATE MAPS

Via the Volvo cloud, drivers of the 90 and XC60 models will benefit from the automatic updating of GPS maps. Volvo drivers will benefit from a real-time update of their GPS map following an agreement between Here, the map provider, and the Swedish manufacturer. Similar agreements already exist with the German manufacturers (BMW, Audi and Mercedes) present in the capital of Here. (Source: Volvo Cars)



NEW EU EMISSION TESTS

The European Union is introducing tougher vehicle emissions tests in a move. Two tests to measure emissions before new cars are approved for sale throughout the bloc come into effect Friday. Laboratory tests will now be done under the Worldwide harmonized Light vehicles Test Procedure (WLTP), replacing the New European Driving Cycle (NEDC) tests. The WLTP will introduce testing conditions for measuring harmful pollutant and CO₂ emissions and could help stop automakers exploiting loopholes to «game» the tests. (Source: Automotive news Europe)

THE CAR INDUSTRY GENERATED NEARLY 12.6 MILLION JOBS IN EUROPE IN 2015

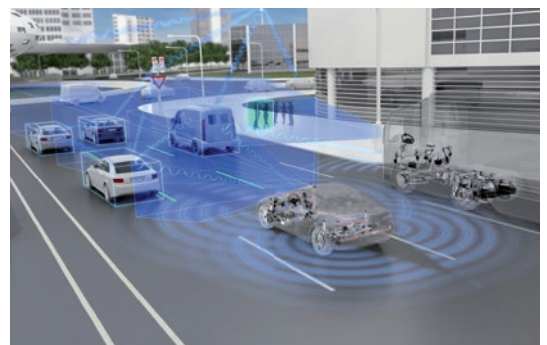
According to a Eurostat survey commissioned by the European Automobile Manufacturers Association (ACEA), the European automotive sector generated some 12.6 million direct and indirect jobs in 2015 across the continent (28 country). Several areas of the automobile industry are included in these figures, apart from the direct assembly of vehicles in plant (2.5 million jobs). Indirect manufacturing (10.1 million), including equipment manufacturers (tires, spare parts), vehicle use (sales, maintenance, rental), transport, and road infrastructure are also taken into account. (Source: ACEA)

COLLABORATION BETWEEN START-UPS AND ZF

The German equipment manufacturer ZF has announced plans to collaborate with Plug and Play, a digital start-up incubator. ZF's objective is work with start-ups working in the field of mobility. Plug and Play is a major start-up incubator in Germany. Each year it promotes more than 100 new companies, including fostering connections with international groups. (Source: Automobilwoche)

WITH OR WITHOUT OBD

Three European institutions are currently working on a regulation on the approval of motor vehicles. The diagnostic socket (OBD plug) would no longer be mentioned. Without maintaining the OBD connector, Feda believes professionals will therefore no longer have access to vehicle data and will therefore be totally dependent on car manufacturers, the only entities to have access codes to carry out benefits. (Source: FEDA)



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Ausgabe 13/2016

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the readers of
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und Sport



Ausgabe 07/2016

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number one for
the readers of
Motor Klassik



Ausgabe 13/2015

6 years in a row
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the readers of
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Ausgabe 05/2016

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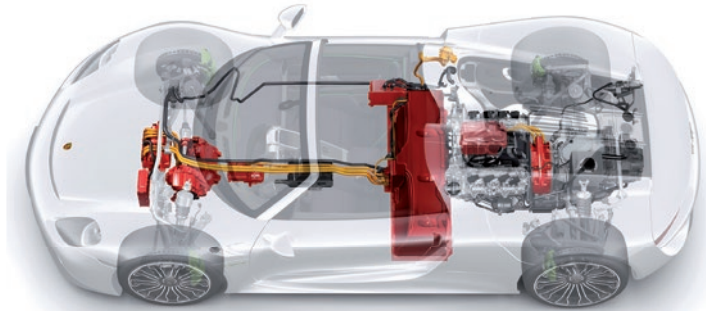


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BOSCH TO PRODUCE COMPLETE TRANSMISSION SYSTEM FOR ELECTRIC VEHICLES

The German manufacturer Bosch will produce a complete transmission system (engine, transmission and electronics) by 2019 at the latest. With this e-Achse system, Bosch intends to attract small companies who want to start up their own model of electric vehicle quickly, without sufficient financial resources (or time) for the development of such a technology. Bosch particularly targets companies in China, as well as on the US West Coast. (Source: *Automobilwoche*)



WORLD SALES: VW STILL ON POLE POSITION

The Renault-Nissan-Mitsubishi Motors Alliance announced a 7% increase in its sales to 5,268,079 vehicles in the first half. The Renault group increased its volumes by 10.4% to 1,879,288 vehicles over six months, with its brands Renault, RSM, Dacia, Lada. Nissan rose by 5.6% to 2,894,488 units, Mitsubishi by 2.4% to 494,303. The Volkswagen group also announced also that it had 5.27 million sales over the same half-year (+ 1.4%). The German consortium thus retains a priori the first place in the world, according to these official figures. (Source: *Les Echos*)

BETWEEN 68 AND 75 G/KM CO₂ FOR 2025

As part of the European legislative work, last week MEPs gave an initial opinion on the European Commission's strategy on «low-emission mobility». It «calls on the Commission to present an objective for the post-2025 period between 68 and 78 g CO₂ / km for cars and between 105 and 120 g CO₂ / km for light trucks. The opinion was delivered by the members of the Committee on the Environment, Public Health and Food Safety of the European Parliament. (Source: *autoactu.com*)



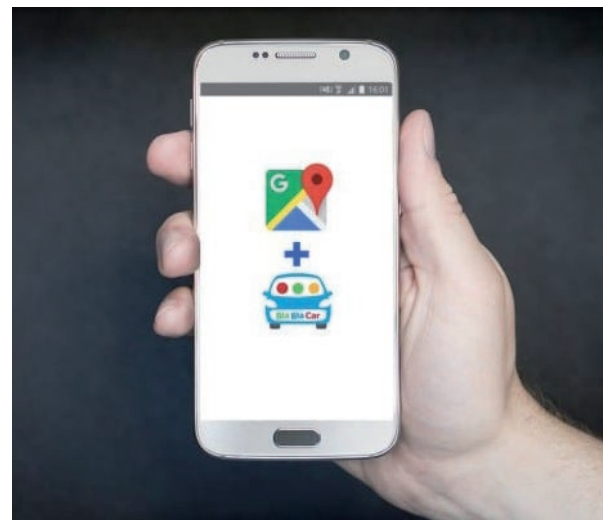
VR IN AUDI SHOWROOM

Audi concessions adopt virtual reality technology, with deployment first in Germany, the UK and Spain. Audi wants to use virtual reality to help future customers better understand the sophisticated embedded elements on its models. This technology will also make it possible to represent the entire Audi range, in concessions that do not always have the space to expose all the models of the brand. (Source: *Automobilwoche*)

PARTNERSHIP BETWEEN BLABLACAR AND GOOGLE MAP

French carpooling specialist BlaBlaCar has just signed a partnership with Google which should allow it to accelerate its development. It will now be offered in the Google Maps navigation application as well as train, bus, foot or car journeys. The Blablacar community already brings together 40 million people in almost 22 countries.

(Source: *Blablacar*)





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ORIGINAL**



Autumn
2017



WIRELESS CHARGER FOR ELECTRIC VEHICLE BY CONTINENTAL

Continental has developed a wireless charger for electric vehicles dedicated to the Brazilian market. This induction refill system has been developed especially for shopping malls, car parks and companies with fleets of electric vehicles. Continental launched this system in Brazil because it believes that the Brazilian market for electric vehicles is booming. According to the equipment manufacturer, 100,000 electric vehicles should circulate in the country by 2025. (Source: *Lettre de veille business France*)

548 CARS PER 1,000 INHABITANTS

Vehicle density reached a record level in Germany in 2015, with 548 cars per 1,000 inhabitants (compared with 527 cars per 1,000 inhabitants in 2010). Germany is the sixth largest European country in terms of car density. The number 1 is Luxembourg, with 661 cars per 1 000 inhabitants. Romania is the European country with the lowest car ownership, with 261 cars per 1,000 inhabitants. Among the major automobile markets, France and the United Kingdom have fewer than 500 cars per 1,000 inhabitants. (Source: *Automobilwoche*)

RUSSIA SALES INCREASE 19% AS MARKET REBOUND CONTINUES

New-car registrations in Russia increased 19 percent in July, the fifth consecutive month of higher sales as the market emerges from a four-year slump. Registrations rose to 129,685, the Association of European Businesses (AEB) said on Tuesday. Seven-month sales are up 8.5 percent to 848,214. (Source: *Automotive news Europe*)

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ELECTRIC VEHICLE CHARGING ON HIGHWAYS WITH SECOND-LIFE BATTERIES

UK-based Connected Energy and Groupe Renault have installed two quick-charge stations based on the innovative E-STOR energy storage technology on highways in Belgium and Germany. The E-STOR technology developed by Connected Energy uses second-life batteries from Renault electric vehicles. With the E-STOR system, the batteries are recharged at low power, and the stored energy is then released at high power. (Source: *Renault*)

NO MORE DIESEL VEHICLE IN 2040

The Minister of Ecological and Solidarity Transition Nicolas Hulot announced that no diesel or gasoline-powered cars will be sold in France until 2040. He also proposed the creation of a premium to help low-income households to acquire more virtuous vehicles. (Source: *AFP*)



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Industry
NEWS



ALLIANCE BETWEEN HELLA AND ZF

ZF and Hella will make common cause to develop imaging technologies, radar sensors and camera systems to enhance vehicle safety but also to pave the way for autonomous driving. These technologies will equip passenger vehicles and industrial vehicles. (Source : Arguspro.fr)



ELECTRIC AUTOMOTIVE INDUSTRIES NEED 40 MEGA FACTORY

Volkswagen that plans to sell between 2 and 3 million electric vehicles a year by 2025, estimates that the global automotive industry would need the equivalent of 40 «mega-factories» of batteries to 2025 to avoid a major shortage of lithium-ion battery in the future. To date, none of the six manufacturers currently in a position to satisfy the German giant, whether Panasonic (19.6% of the world market), Automotive Energy Supply (15%), LG Chem (13%), Samsung SDI (11.5%) or China Aviation Lithium (7.3%). (Source: Arguspro.fr)

THE AVERAGE COST OF REPAIRS REMAINS STABLE AT €502 PER CLAIM

CarGarantie unveiled the results of its latest study examining the cost and frequency of claims on used and new vehicles. The average cost of repairs remained stable compared to the last study carried out in 2016, at €502 per claim. This evaluation covered 251,593 extensions of new vehicle warranty and 688,824 warranties for used vehicles. (Source: Argusautopro.fr)

DAIMLER STEPS UP UBER CHALLENGE WITH RIDE- SHARING SERVICE IN EUROPE

Daimler will start ride-sharing shuttles in London later this year, expanding its cooperation with U.S. startup Via Transportation, whose on-demand service provides up to 1 million rides a month across New York, Chicago and Washington. The mobile app-based pick-up service, based in Amsterdam, will be rolled out soon to more European cities, Stuttgart. (Source: Daimler)



PROTON AND LOTUS UNDER CHINESE FLAG

The Chinese manufacturer Geely took a 49.9% stake in the capital of Malaysian manufacturer Proton, which is owned by the DRB-HICOM conglomerate. It also bought 51% of the capital of the British manufacturer Lotus Cars in Proton. (Source: AFP)



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2017



Featured Member
EUROTALLER NETWORK

EUROTALLER AND CORPORATE SOCIAL RESPONSIBILITY

In mid-2017, the EuroTaller Network supported the first pilot model of Dual Training in the region. The program consists of the EuroTaller Network offering internships to student automotive mechanics from the main national institutes of each country, from the beginning of their career to the end, with each workshop involved covering the salaries of students during their internship.

EuroTaller provides an environment of employment for young people, where the main objective is to provide a professional qualification to assist their career development, based on real practice during their years of study.

The objective is to help professionalize the automotive sector and address a lack of sufficiently trained operatives. This modality will help young people, to complete their studies not only with the baccalaureate degree, but also with a technical degree in automotive work.

In Panama, the pilot for Dual Education has already begun. Last July 29, the first training program for the monitors of this project took place. A monitor will be responsible, on the workshop's behalf, for mentoring and following up on the student and observing the quality of their work. A student's tenure at each workshop will last for a minimum of a year. At



the same time, the EuroTaller Network will provide its facilities to final stage students so they can practice and continue their professional development.

With Corporate Social Responsibility a significant part of EuroTaller's strategic approach, it's worth mentioning another event run by one of the network's workshops. EuroTaller Servicios Automotrices Negro sponsored an event for the benefit of the community of Tabarcia, Piedras Blancas, in San José, Costa Rica. The workshop paired up with the Piedras Blancas road development association to support the construction of streets in the Tabarcia area. The event, which was held on August 27 and attended by more than 3000 people, saw riders and drivers in three categories, Motocross, Street Bikes, and Car Demolition, compete in their respective groups, offering an adrenaline-fuelled spectacle for the many attendees.



The objective is to help professionalize the automotive sector and address a lack of sufficiently trained operatives

Thanks to the success of the event, it was possible to collect €4,099,575 CR. The total collection will be donated to the construction of tracks in the Tabarcia area. Two further events are planned, as more economic contributions are needed to complete the project.

The EuroTaller Network not only promotes actions focused on the care of the environment, but also supports social causes. Thanks to this type of initiative, the workshops that are part of the EuroTaller Network feel a greater commitment to the company, to the EuroTaller Network, and the Distribution Group and their Suppliers.

The EuroTaller Network in Central America continues to develop and work hard to support workshops' initiatives as part of the Network and to actively and voluntarily contribute to the social, economic and environmental improvement of their communities.





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2017



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BOSCH
Invented for life

90 YEARS OF BOSCH BRAKES

From servo brakes to copper-free brake pads



Servo brake (1927)

Without any doubts, brakes were the first and the most important one of all vehicle safety components. Already back in the 1920's, automotive brakes hardly even coped with the engine performance and the weight of the vehicles of the time.

The pneumatic servo brake presented by Bosch in 1927 significantly increased the road safety. Thanks to this invention, the braking distance of contemporary commercial vehicles was reduced by one third. One year later, Bosch presented the brake support, a compact brake assistance system for passenger cars.

In 1936, even the basis for modern anti-lock braking systems was laid by Bosch engineers when Bosch filed a patent for a

„mechanism to prevent locking of the wheels of a motor vehicle“. But only in 1978, the powerful digital technology allowed the series production of an ABS (anti-lock braking system).

By now, Bosch developments such as the ABS, the traction control system TCS launched in 1986, which was actually based on the ABS, and the electronic stability program ESP® launched in 1995 have turned into the most important components for safe braking.

Innovative Bosch developments for all brake components

For 90 years, Bosch engineers set new standards making cars safer by means of

technical innovations, inventions and patents for brake systems. By now, anti-lock braking systems have become a standard in automotive engineering. The electronic stability program ESP® is a legal requirement in several countries.

Besides these electronic systems, Bosch developments have also improved the safe performance of all other braking components over and over again. In 1983, for example, high-carbon-cast brake discs have significantly improved the braking performance of powerful vehicles.

In 2010, the US states Washington and California issued laws aiming on reducing the amount of copper used in brake pads. As a consequence, Bosch engineers developed a copper-free brake-pad mixture which was the first copper-free brake pad on the market eight years before the entry into force of the laws. The patent application was first filed in 2014. Even on the EU market, Bosch already offers copper-free brake pads – although they are not yet legally required.

In 2016, Bosch presented the innovative high-performance brake fluids ENV6 and ENV4 ensuring quick reaction and reliable performance of modern brake systems.

www.bosch.com





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2017



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The safety forecast.

7° Celsius:
Different temperatures need different tyres.

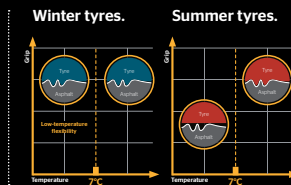


Most drivers believe that it's only time to get winter tyres
when the first snow falls.



The situation

1 OCT The grip of summer tyres deteriorates when the outside temperature falls below 7°C.
1 APR That's why it's always important to use winter tyres from approximately October to April.

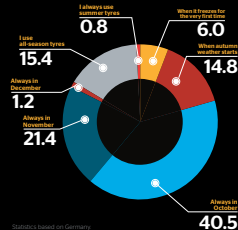


With higher temperatures, the interaction of the compound with the road increases, and therefore also the grip of the tyre. At 7°C, the rubber of summer tyres hardens, providing less grip. Winter tyres have a different rubber compound which ensures **good flexibility** even below 7°C.

Braking on snow.



When do drivers switch to winter tyres?



The symbols on your tyre sidewall.

M+S "Snow tyre" means a tyre whose tread pattern, tread compound or structure are primarily designed to achieve in snow conditions a performance better than that of a normal tyre.

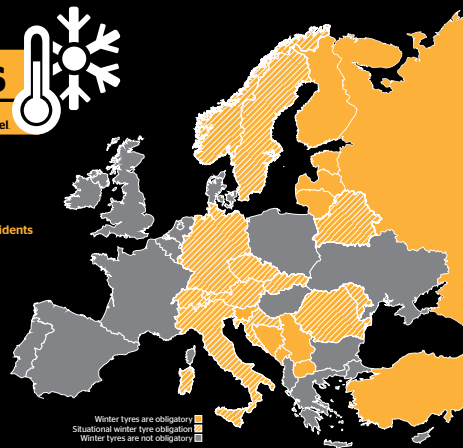


Weather influences

Average winter temperatures below **7° Celsius** exist nearly **everywhere in Europe** at an altitude higher than **200 metres above sea level**.

When the leaves start to fall your safety shouldn't.

Slippery leaves on wet roads are often underestimated; they create hazardous driving conditions and increase **accidents on the road by as much as 267%!**



Our contribution



Vision Zero

Accident avoiding driving - innovatively powered by Continental.



Autumn
2017



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DENSO

DENSO lets you breathe easy – with OE quality Lambda Sensors and Compressors.

DENSO Heritage

DENSO has been established as a pioneer in the development of lambda sensor technology since it first manufactured its OE range in 1977. Demand has only risen since; every new car, and most manufactured since 1980, will have a lambda sensor fitted.

Vehicles fitted with lambda sensors now account for more than 68% of the European car parc, and this figure is growing rapidly. Keeping ahead of EU emission legislation is vital – and with demands to cut emissions by at least 40% by 2030, lambda sensors have become a key part toward this. DENSO has positioned itself at the vanguard of the emission revolution. DENSO lambda sensors offer advanced, unique technology to reduce pollutants; and ultimately meet increasingly stringent exhaust gas emission standards whilst delivering optimum engine performance.

As demands increase to reduce emissions, the latest car models also feature an increasing number of oxygen sensors, where three or more on a standard 4-cylinder engine is not out of the ordinary. This development is set to continue, and high quality lambda sensors are going to become increasingly essential to garages and motor factors.

Leading innovation

A/F Sensor technology was a world-first innovation, developed by DENSO. The A/F sensor offers a linear output that helps vehicles to meet EU emission legislation from EURO 3 onwards. This unique piece of DENSO technology uses an air/fuel ratio sensor. A DENSO A/F sensor can only be replaced by a new A/F sensor manufactured by DENSO. The unique A/F technology is

exclusively manufactured by DENSO.

The premium design of DENSO Sensors reduces harmful emissions, provides optimum fuel efficiency and enhances engine performance – effectively boosting engine life. A unique Aluminium-oxide double trap layer provides protective coating to ensure an even longer lifetime. This DENSO-developed coating helps to filter contamination out of exhaust gases, protect the ceramic element from pollution and prevent clogging to ensure market-leading reliability.

A unique double protection cover offers further protection and longevity; maintains proper temperature for quicker response times and protects the ceramic element against silicone and lead poisoning. DENSO lambda sensors are used by most car manufacturers on each continent, meeting the toughest quality standards. This experience is delivered directly to the aftermarket, benefitting customers that demand leading technology; offering greater reliability and performance whilst offering them considerable profit potential.

Quality first

Lambda sensor failure can be a frequent and damaging issue; causing less efficient use of fuel, poor engine performance and can fail to remove harmful exhaust emissions. The pivotal role played by lambda sensors means that OE quality pays dividends whenever a replacement is needed. Cheaper, lower quality parts are a false economy – often sacrificing a longer lifetime and failing more frequently, causing extra servicing and repair costs.

In contrast, DENSO's OE quality lambda sensors offer speed, accuracy and durability,

enabling fast and efficient ECU adjustment. They can also withstand the extreme temperatures, vibrations, water and chemicals present in the exhaust channel. Replacement prices of such sophisticated sensors are also relatively high, meaning the DENSO range offers customers a cost-effective solution, and enables many years of potential sales ahead.

DENSO A/C Compressors

DENSO Compressors are produced with expert precision and using only premium materials. The hollow aluminium pistons of the Compressor are covered with a special Teflon coating to reduce internal friction and enhance performance. The teflon coating allows the pistons to move within the cylinders with a clearance of only 10 to 28 micron, compared to standard 40-50 microns. This minimal clearance improves efficiency and reduces noise and vibration levels.

DENSO Compressors are built on quality: manufactured to last for the lifetime of a vehicle.

However, AC systems still need servicing at a minimum rate of twice a year to prevent costly failures, as an AC system loses approximately 10% of its refrigerant every year. When servicing, it is vital to use the correct oil in the DENSO compressor. Depending on the type of DENSO Compressor, you will need to use either ND-oil 8, ND-oil 9 or ND-oil 11; using the incorrect oil can cause severe internal damage to the compressor. For full details on oil adjustments, consult the compressor installation guide, which will arrive in the box with the compressor, in TecDoc and on our aftermarket website. www.denso-am.eu



DENSO Lambda Sensors: At a glance

- OEM specification, continually expanded programme
- Regulating sensors (fitted before the catalyst) and diagnostic sensors (fitted after the catalyst)
- Heated and unheated Lambda Sensors (switching type), A/F sensors (linear type), as well as Lean Burn sensors and Titania sensors; both direct fit and universal
- Laser welded and checked at multiple points during production to ensure 100% specification match

Driven by
Quality

The DENSO logo is displayed in white, italicized capital letters on a red rectangular background.

Get inside

The background of the advertisement is a blue-tinted image of a car's engine compartment. Various DENSO automotive parts are shown floating in the air, appearing to be projected or glowing. These parts include two wiper blades at the top, a rectangular cabin air filter and a cylindrical glow plug on the left, several spark plugs in the center, an alternator on the right, a water pump at the bottom center, and a large radiator at the bottom right. A red circular sticker with a white border is positioned in the lower-left corner, containing the text 'Proud supplier to GROUPAUTO International members'.

Proud
supplier to
GROUPAUTO
International
members

As one of the world's leading suppliers of OE automotive technology, we are proud to bring advanced DENSO parts to GROUPAUTO members.

From Engine Management Systems, Thermal Systems, Starters & Alternators and Cabin Air Filters to Spark Plugs, Glow Plugs, Wiper Blades, Lambda Sensors and Diesel Components, thousands of OE quality DENSO parts are helping hundreds of GROUPAUTO members to build their businesses.

So if your members are not already working with DENSO After Market – or are not yet stocking all our ranges – there are thousands of reasons why they should!

Make DENSO your complete parts partner today.

www.denso-am.eu

Driven by
Quality



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Exide's New 3rd Edition Technical Guide

The most informative and easy-to-understand guide to Lead-Acid Batteries

The Exide Technical Guide has become the ultimate 'must-have' resource with all aftermarket professionals who need a good understanding of lead-acid batteries and developing trends. The latest edition has been updated and expanded to 48 pages filled with even more valuable information.

Battery technology is evolving at a rapid pace to deal with the increasing complexity of modern vehicles. Greater reliance on electronic devices and new fuel-efficiency systems put a much higher demand on the battery in terms of stored power and overall performance. The aftermarket now deals with a growing (and sometimes confusing) choice of battery types that goes far beyond traditional engine cranking.

As a world leading innovator and manufacturer of every kind of lead-acid battery, Exide Technologies has a vast amount of experience and knowledge to share. Those that have already discovered Exide's informative and easy-to-understand Technical Guide find it extremely useful in their business and comment positively on the presentation and wide scope of



the subject. The contents cover every aspect from the basic principles of battery technology to a full explanation of each battery type specifically designed for a wide range of applications. The topic of Start-Stop cars is examined in great detail and

'the road ahead' provides an essential overview of vehicles in the future. The guide is also a great help in selecting the right battery for heavy commercial vehicles, bikes, power sport, motorhomes, caravans and boats – offering you more opportunities to expand battery sales. A new section provides detailed aftermarket facts and figures with very interesting data on the European vehicle parc, seasonal sales demands and battery replacement cycles, country by country.

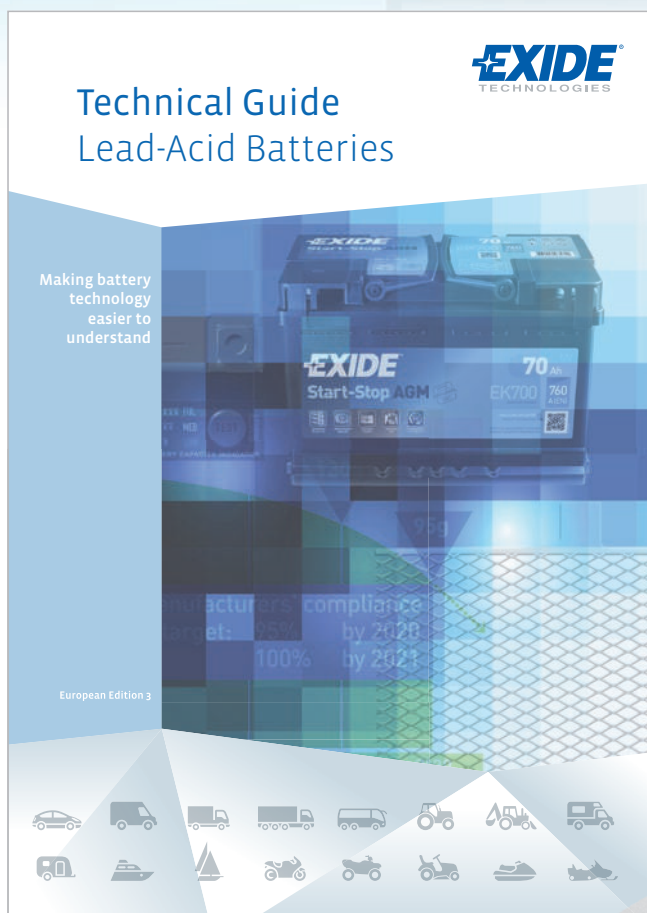
Clearly written, well illustrated and thoughtfully designed, the publication simplifies even the most complex concepts for both the novice and expert alike. In addition to showing you how the battery market is moving forward, it will also help you make better-informed decisions and rational recommendations to your customers. Even if you work with batteries on a regular basis, there is always something new to learn.

Ask your Exide representative how you can access a digital or printed version of the Technical Guide for yourself.

The Exide Technical Guide contains updated information about Exide's latest battery innovation including:

Carbon Boost[®], StrongPRO HVR[®], Motorbike & Sport Li-Ion, new specialist chargers and more!





Exide Technical Guide
Now available to all
Aftermarket Professionals as a
FREE digital or printed copy





Autumn
2017



Featured
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Pssst – Flexible discs ensure the car runs smoothly

Flexible discs by SGF offered by febi bilstein in the independent aftermarket effectively attenuate drive vibrations in vehicles. Innovative technology makes it possible.

Noises and vibrations inside the car can significantly dampen driving pleasure. In order to balance out uneven road surfaces, prevent unnecessary creaking or rattling, and thereby increase driving comfort, modern cars are fitted with elastic parts. These also include flexible discs offered to the independent market by febi bilstein in cooperation with the premium manufacturer SGF.

Vehicles fitted with rear-wheel drive or four-wheel drive use a propeller shaft to transmit the engine power via the gearbox to the axles. A flexible disc is fitted at each end of the shaft. This is known as a rag joint. They absorb the vibrations of the drive train, as well as the axle movements caused by uneven road surfaces. Without the discs, the propeller shaft would bend and break.

Stable and flexible

At its core, the febi flexible disc consists of thread packets – an innovative technology that gives the wear part both, stability and flexibility. The flexible discs can easily balance out kink angles of up to 5°. Even axial offsets of +/- 2 mm have no negative impact on performance and power transmission. Thanks to the thread technology, febi flexible discs can use a very small area to transmit energy consistently from the engine to the wheels. Due to the effective attenuation of torque peaks, downstream parts remain protected. Moreover, some other components – such as cardan joints and sliding shafts – are no longer needed.

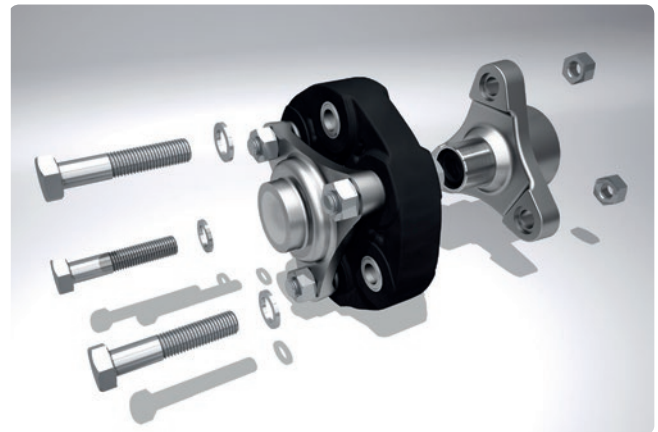
The thread packets are protected by a layer of fabric-reinforced rubber which also provides noise insulation, helping to achieve a smooth engine run. The flexible disc is tightly and permanently attached to the propeller shaft with screw connectors. Here, it minimises noise and vibrations of torque transmission.

Long service life

The flexible disc by febi bilstein boasts many advantages. Thanks to its long service life, service requirements are low – a minimum of 100,000 load changes are guaranteed. In comparison: Competing products offered on the independent market merely survive a dozen load changes.

In order to guarantee maximum stability and optimal power transmission, the numerous thread packets are centred precisely. Inferior imitation parts only contain a small number of threads which are not consistently aligned. The effect: A shorter service life, and poor torque transmission.

Initial wear of the flexible disc manifests itself in various symptoms, including vibrations and/or impacts in the drive train which may increase during acceleration. Flexible discs should be checked for cracks, missing parts and distortions during inspection. Any crack formation or bulging indicates a defective flexible disc. Replacement then becomes unavoidable.



SGF flexible discs ensure low-vibration and low-noise torque transfer as coupling elements between the articulated shaft flanges.

Maximum reliability

All flexible discs by febi bilstein are manufactured by the OE supplier SGF as the global market leader in the automotive sector. Many premium automobile manufacturers trust the maximum reliability, smooth operation and exceptional fit of SGF products. The febi programme includes both, the Standard Line and the Power Line for ultra-high performance engines.

In addition, febi bilstein offers a complete flexible disc set. Apart from the flexible discs, this includes all other necessary bolts and nuts – a tailored complete solution that saves workshops time and hard cash.

The complete febi range is available at:
www.partsfinder.bilsteingroup.com

febi bilstein is a global leading manufacturer and supplier of car and commercial vehicle spare parts to the independent aftermarket. The long established company from Ennepetal offers a range of more than 34,000 technical wear parts in more than 170 countries.

bilsteingroup®

SHOCKINGLY SILENT



**100 %
MADE IN
GERMANY**



CONTROL THE VIBRATION BEAST
WITH FEBI BILSTEIN FLEXIBLE DISCS



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NEW COMPLETE CHASSIS SUPPORT PROGRAMME

Customer-focused investment offers enhanced support and learning opportunities for service professionals

Customers of the MOOG® brand will benefit from significant Federal-Mogul Motorparts investment when they seek technical or product support. The company has extensively revised the support programme provided by MOOG to include ongoing support updates, learning opportunities and digital content, complementing its complete range of OE-quality steering, suspension and wheel end bearings solutions.

According to Davor Horvat, Chassis Products Director, Federal-Mogul Motorparts, EMEA, the ability to support OE-quality component supply with a high-level of customer service is a key goal for the company:

"MOOG products continually evolve to meet the stringent demands of the automotive industry, so it is vital that development of our customer support programme keeps pace," he explains. "Significant investment in a long-term programme enables technicians to benefit from OE supplier insight and access support for all their chassis requirements."



* Warranty is subject to terms and conditions.

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COMING SOON



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What more could you ask from a braking system?

You already knew Champion from its ignition, wipers, filters and lighting products. Now Champion introduces its new braking products. From brake pads and discs, to braking shoe kits. Champion has every braking part you need. That's why Champion has now an even more extensive full service pack. So, if you get a quick start, you'll want a safe stop.

Contact your local Federal-Mogul Motorparts representative for more information. Or discover Champion on www.championautoparts.eu

 **FEDERAL-MOGUL**
MOTORPARTS





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**Featured
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GATES NEW MULTI-RIBBED BELTS RANGE FEATURES FAMILY OF FOUR

A new look, a new construction and a new family of four will be among the major talking points to emerge, when Gates introduces its latest generation of multi-ribbed belts for accessory belt drive systems.

Family values

Gates Micro-V belts are designed to meet the specifications set for particular engines. Different products are needed to accommodate variations in OE design. These might reflect alternative pulley sizes, different pulley positions, an absence of tensioners or the use of double-sided belts. Gates has identified different four types of multi-ribbed belts for four different types of application.

In a move that sets Gates apart from any of the other belt manufacturers, Gates has used distinctive branding - on the sleeves and belt labels - to highlight these four different types of multi-ribbed belts.

The members of the Gates 'family of four' Micro-V belts are:

- All-rounder (ideal for 90% of European car parc applications)
- Stretch Fit (perfect for applications with stretch-type belts without tensioners)
- Stop&Start (especially designed for belt-driven stop-start systems)
- Unique Fit (specifically for more 'sensitive' systems)

Gates believes that strong branding and a focus on each type of multi-ribbed belt will help to confirm correct part selection and increase installer awareness about the alternative fitting techniques involved.

Parts ordering and selection

Gates has taken care to ensure that the latest generation of Micro-V belts can be ordered and integrated into existing stocks with ease. Part numbers are unchanged.

For every vehicle application, the online catalogue (www.gatesautocat.com) automatically selects the appropriate belt from the family of four. This gives peace of mind to parts distributors as well as their installer customers.

At launch, the latest generation of Gates Micro-V multi-ribbed belts delivers coverage for more than 98% of the market. This confirms that Gates has a solution for most applications and demonstrates why Gates Micro-V is the first choice for OE replacement.



Gates Corporation is a global diversified industrial company that provides advanced power transmission and fluid transfer solutions by engineering products and services that reduce the total cost of ownership for a wide variety of applications. Our products and services serve customers in five key end market segments: Energy/Exploration/Extraction, Infrastructure & Agriculture, Transportation, Automotive, and Process & Specialty. As an engineering leader with a strong foundation in research and development, Gates is committed to advancing the science of motion performance by developing safe, forward-thinking products, services, systems, and solutions, as well as fostering long-term customer and employee relationships. Headquartered in Denver, Colorado, Gates employs over 14,000 people across 106 locations in 30 countries.

If it moves you, there's a good chance Gates has a part in it.
Gates. Powering Progress™



Autumn
2017



**Featured
SUPPLIER**



HELLA – THE WORKSHOP'S FRIEND.

Technological innovation advances ever more quickly. This also affects vehicles and, therefore, the independent component market. Requirements for the workshops also increase along the way. The share of electronics components continuously increases, as does complexity. HELLA assists workshops with optimally adjusting to the new framework conditions and accompanies them along the entire repair process.

The objective of any workshop still consists in getting customer cars back on the street as soon as possible. HELLA has tasked itself with accompanying the workshops along the entire repair process by providing an optimal combination of product knowledge, diagnosis competences and marketing know-how while offering additional support via specially tailored service offers.

Concretely, workshops benefit in the following areas:

Upon vehicle receipt

Professional diagnosis tools of HELLA Gutmann Solutions and the HELLA original equipment and diagnosis competences enable easy vehicle and defect identification already upon reception.

For component availability

The wide HELLA product range is available directly with the dealer and can be shipped to the workshop within the shortest delays.

Upon repair

Thanks to plenty of repair information, video instructions and technical documentation, e.g. at the HELLA TECH WORLD online portal, www.hella.com/techworld, HELLA helps with the successful repair.

During sales support

HELLA supports workshops with plenty of marketing know-how. This includes, for example, sales brochures, point-of-sale equipment or campaign support, to name but a few.

During continued training

Thanks to continuously updated HELLA (local) training and online seminars, workshops can keep their employees up to date and are therefore well-equipped for the future.

For this comprehensive workshop support, HELLA has entered strong partnerships, amongst others, with thermal management expert Behr Hella Service, the brakes specialist Hella Pagid Brake Systems and the workshop equipment specialist Hella Gutmann Solutions over recent years. Jörg Harjes, Head of Marketing After-market at HELLA, adds: "This is on top of our longstanding expertise as car supplier. This allows us to bundle key competencies under one roof.

Ideal conditions for all workshops to enter and strengthen their partnership with HELLA. HELLA – The Workshop's Friend.

But not only workshops benefit from the HELLA Aftermarket competence: HELLA also offers many services to the independent component market, thus making day-to-day business easier and more profitable: starting with outstanding goods availability and intricate logistics via top-notch data management to targeted sales support and much more. For HELLA is the partner of wholesale trade.



Upon error analysis

The HELLA professional hotline and the technology center help with error and data analyses. A comprehensive repair database and online services provide technical data and repair aids for more than 35,000 vehicles.

Upon component identification

The professional HELLA data management empowers all workshops identifying components from all product areas quickly and unambiguously.





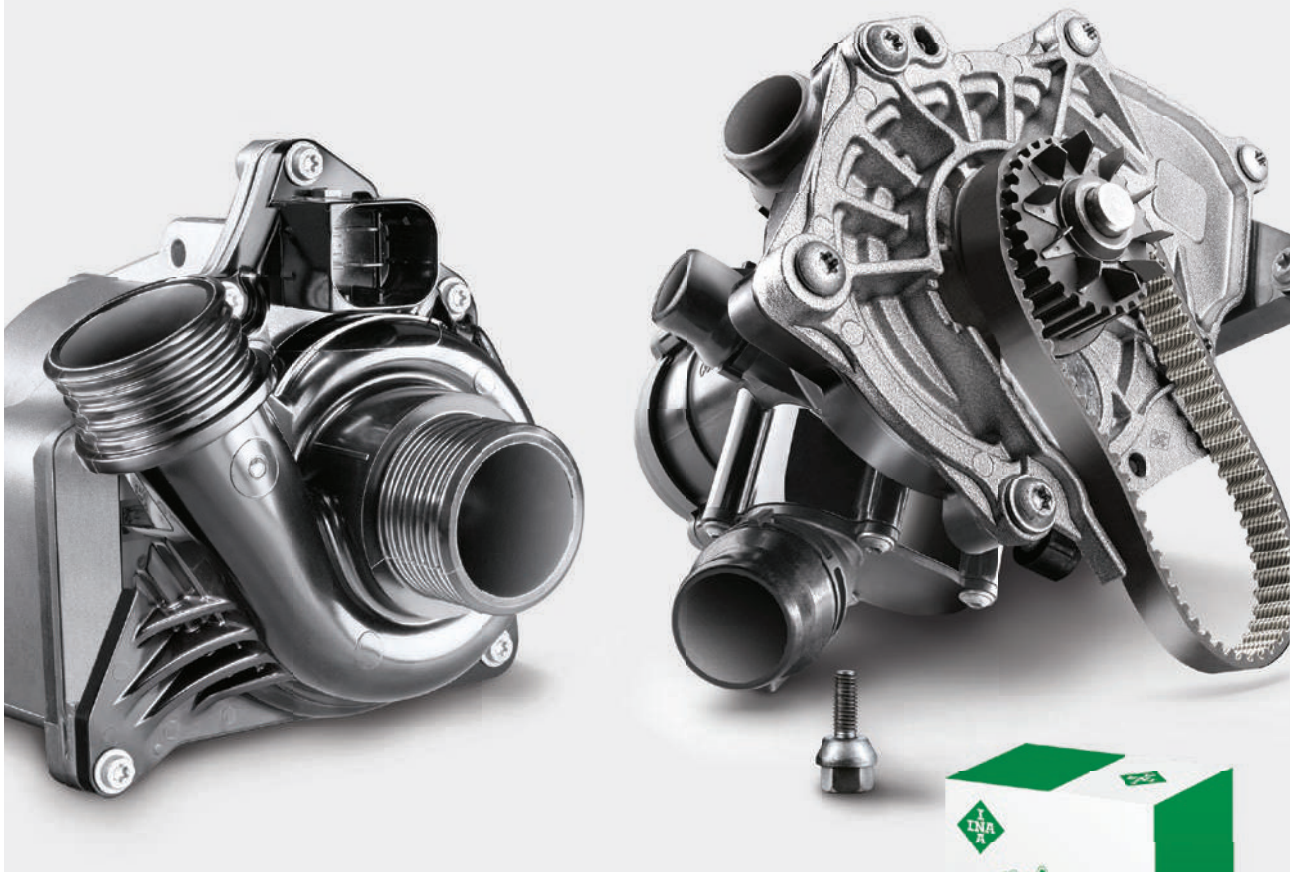
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CLEVER.



Intelligently-controlled engine cooling systems.

Due to their complexity, installing and maintaining modern water pumps represent a new challenge. Therefore, with Schaeffler's thermal management module, electric and vacuum-operated water pumps, we offer more than just the newest generation of intelligent cooling systems in the aftermarket. All the necessary mounting parts and expert trainings additionally guarantee a professional repair.

Further information:

www.schaeffler-aftermarket.com



SCHAEFFLER



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WORKSHOPS BECOME BATTERY EXPERTS **NEW VARTA® PARTNER PORTAL**

After launching the successful VARTA Battery Test-Check Program in 2016, Johnson Controls enlarges its service offerings for workshops launching the VARTA Partner Portal in February 2017. The online tool that turns workshops into battery experts.

Start-stop technology is on a roll: Johnson Controls estimates that by 2020 every 3rd car that enters a workshop will be equipped with start-stop technology. As their service partner Johnson Controls knows the challenges workshops face: Not only the vehicle electronics are becoming increasingly complex. Battery testing and replacement are getting more difficult for workshops, too. That's a big challenge for aftermarket workshops which are not adequately prepared for servicing start-stop vehicles yet.

Johnson Controls aims to optimally prepare workshops for new situations around battery service. The VARTA Partner Portal is a new convenient, accessible online service enabling every workshop employee to change a battery as quickly and accurate as

possible. This helps workshops save valuable time and costs.

Access to the VARTA Partner Portal on all internet-enabled devices is fast and easy: after a one-off registration at www.varta-automotive.com/partner-portal, each workshop employee has free and unlimited access to step-by-step instructions including photos and can download these according to requirements. The VARTA Partner Portal also provides the right battery fit for conventional vehicles covering 99% of the total car park.

HOW TO USE

After logging in, workshop employees have various options for entering the individual vehicle's details to immediately obtain all the key information for replacing the battery in four transparent modules:

1 BATTERY POSITION

50% of the modern vehicle models have a complex battery location – the battery is not necessarily under the hood any more. The workshop employee can see at a glance where the battery is installed.

2 BATTERY SELECTION

While conventional vehicles are mainly equipped with SLI batteries, start-stop vehicles require AGM or EFB batteries. The VARTA Partner Portal displays the correct replacement battery per vehicle.

3 FITTING INSTRUCTIONS

It can take up to 28 steps to replace the battery. Step-by-step instructions make the battery replacement process easier for start-stop vehicles and show the estimated service time.

4 BATTERY KNOWLEDGE

Acquire even more know-how: How has the battery's role changed? What makes the VARTA Silver Dynamic AGM the optimal batteries for start-stop vehicles?

FREE OF CHARGE!

**+ AVAILABLE
ANYTIME,
ANYWHERE.**



Johnson Controls Power Solutions EMEA

Johnson Controls Autobatterie GmbH & Co. KGaA
Am Leineufer 51 · D - 30419 Hannover

Tel.: +49 511 975 02 · Fax: +49 511 975 1680

info@varta-automotive.com · www.varta-automotive.com





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KYB
Our Precision, Your Advantage

How can KYB help your business?

KYB is one of the world's largest suppliers of OE shock absorbers to vehicle manufacturers, with almost 1 in 4 of all cars leaving production lines worldwide fitted with KYB as standard. The same world class product quality is available to the European aftermarket.

We've got the basics covered

- Market leading car parc coverage
- World class product quality
- Over 97% first pick availability
- Delivered when you need it

We have everything you need

- Shock absorbers
- Coil springs
- Suspension mounting kits
- Protection kits

Whenever you replace a strut, you should replace the mounting and protection kit at the same time, to extend the life of the shock absorber.



We can support you at every level

As well as our online library of 360° strut and semi strut images, we have an excellent range of 130 vehicle specific fitting videos (with over 1.5 million views) to help with unusual or difficult shock absorber applications.

These can be found by scanning the QR code on the end of our shock absorber boxes wherever you see the KYB Spanner icon (pictured left), or by visiting our YouTube channel: www.youtube.com/KYBEurope



www.kyb-europe.com



/KYBEurope



/KYBSuspension



@KYBEurope



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LIQUI MOLY MOTOR OILS
ADDITIVES
CAR CARE

Achieve *more sales* with package offers

Sales potential is really easy to exploit with package offers. If a customer orders a replacement part, then the second, matching product is offered to them. Combined in a package this reduces pricing pressure and the customer is happy about the extra service. The large range of chemical automotive products by LIQUI MOLY offers lots of opportunities for this, even across manufacturers.

The better the products match in such a package and are attuned to one another, the greater the sales success. Ideally they are products that can be used together – and even should be. Three examples of this:

Water pumps with LIQUI MOLY Radiator Cleaner. If a water pump has to be replaced in a vehicle, this is often due to dirt in the cooling circuit, which allowed wear of the water pump to increase rapidly. If only the water pump is replaced, it is only a matter of time before the new water pump gives up the ghost. That's why it makes sense to clean the cooling circuit at the same time as replacing the water pump.



Suitable for all cooling water systems in motor vehicles, buses and commercial vehicles.

Oil filter with LIQUI MOLY Engine Flush. The cleaning agents that are included in the motor oil are not strong enough to keep the oil circuit completely clean. If the oil change interval is extended and if the fuel quality is not good, even more dirt accumulates. This dirt can be quickly and easily removed during an oil change with LIQUI MOLY Engine Flush. The additive is simply added to the old oil and the motor is run for a few minutes. In this time the high-dose cleaning agents remove even the most stubborn deposits. The whole dirt is drained together with the oil. The fresh oil goes into a clean engine and can take full effect.



Strong cleaning Diesel Additive to restore proper operation of the injection system.

Diesel filter with LIQUI MOLY Diesel Purge. Particularly in vehicles with high mileage the injectors are often encrusted. Soot, oil particles and uncombusted fuel residue take hold of the injection nozzles. The fuel is no longer injected in a



Cleaning and flushing out the oil systems of gasoline and diesel engines.

fine cloud and therefore does not combust as well. Less motor performance, higher consumption and worse emissions are the consequences. And the unclean combustion leads to more and more deposits being created quicker and quicker. This vicious circle can be broken with LIQUI MOLY Diesel Purge. If the fuel filter is being replaced, the new filter is filled with this additive instead of diesel fuel. This means the motor runs with pure additive for a few minutes, which ensures maximum cleaning performance. The car owner will immediately notice the difference: the motor runs more quietly, performs better and requires less fuel.

These are just three opportunities out of many to create more sales when selling replacement parts. And with real additional business without a cannibalization effect. Thanks to the large product range by LIQUI MOLY there are countless opportunities for combination from hard parts and automotive chemistry. These package offers can be converted by garages into their own service offers. But the same always applies: Package offers reduce pricing pressure and offer the customer more service.



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MAHLE
ORIGINAL

E3 TECHNOLOGY FOR A RAPID A/C SERVICE: FOUR NEW A/C SERVICE UNITS FROM MAHLE AFTERMARKET

The E3 technology is based on three components. With the patented E3 fill process, the air conditioning system can be filled independently of vehicle and ambient temperature. With the E3 pump, the internal cleansing process for the vacuum pump, oil change intervals can be extended to up to 1,000 operating hours—an increase of tenfold—and the annual oil change no longer applies. The advantage: lower maintenance times and costs. In addition, the E3 connect nozzles allow the refrigerant to be fully recovered from hoses and service nozzles. This prevents the release of any environmentally harmful refrigerant and reduces costs.

A further highlight of the new A/C service unit line is the remote diagnosis function that is included as standard. By means of an online connection to the service centre, different components can be controlled, malfunctions diagnosed, and software updates implemented—at any time and from any location. All units are equipped with a high-performance vacuum pump for flexible use on a variety of vehicles. The ArcticPRO A/C service units from MAHLE are suitable for the A/C service of passenger cars, hybrid vehicles, trucks, as well as construction and agricultural machinery.

Entry-level and professional units for R134a and R1234yf refrigerants

With the launch of the new A/C service unit models ACX 120 and ACX 220, MAHLE Aftermarket extends its offering for entry-level use. With the new ACX 150 and ACX 250 models, the company also offers A/C service units with comprehensive technical features for professionals.

Entry-level models ACX 120 and ACX 220 are operated via an alpha-numeric keypad and have a USB interface to facilitate easy software updates as well as the creation of operational and refrigerant reports. Optionally, these models may be fitted with a vehicle database for selecting service data and a printer for customer reports.

In addition to the technical features of the entry-level models, the new professional models also have a performance test function. This gives repair shops access to an air-conditioning check in only ten minutes; the results can be presented visually and offered to customers. Aside from the intuitive user interface with

a colour touch screen, the standard features of the ACX 150 and ACX 250 A/C service units include a vehicle database for selecting service data and a printer for customer reports.

About MAHLE Service Solutions

MAHLE Service Solutions is a product division of MAHLE Aftermarket specializing in development, manufacturing and distribution of automotive services, tools and maintenance equipment, including vehicle diagnostics, air conditioning service, fluid exchange and nitrogen tire inflation systems. Formerly known as RTI Technologies, MAHLE Service Solutions continues its legacy of building shop equipment for the most stringent OEM and aftermarket needs. Along with this expertise MAHLE Service Solutions combines the know-how of MAHLE Behr with automotive thermal management and MAHLE Powertrain with automotive test systems each of those three has more than 25 years of R&D and technology deployment providing advanced solutions for OE manufacturers.





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**Featured
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**MANN
FILTER**

Oil change service: the practical MANN-FILTER wrench set

MANN-FILTER is now offering a new edition of its practical oil filter wrench set. The wrenches, which were previously made of aluminum, are now manufactured from plastic, making them easier to transport and lighter to handle.



Most new oil filters can simply be screwed on by hand. It is usually more difficult to remove the spin-on filter after it has been in use for a long time, as unscrewing requires a significantly larger amount of force. The ideal tool for this are special wrenches. The Ludwigsburg-based filtration specialist MANN+HUMMEL is therefore offering a comprehensive wrench set under its premium MANN-FILTER brand for practically all spin-on filters in the passenger and commercial vehicle sector, in accordance with the motto "Perfect parts. Perfect service.". Particularly when there is only very limited space in the engine compartment, it is faster and easier to unscrew filters using the MANN-FILTER wrenches than with standard tools. In addition to spin-on oil filters, the wrenches can also be used to loosen many fuel filters.

Nine quality tools in a clearly-arranged set

The complete set contains eight plastic wrenches and one steel wrench, which are clearly arranged in a plastic case with a foam insert. The fact that almost all of the parts are manufactured from plastic makes them light to handle and transport – the handy green case weighs a total of

only 2.5 kg. The complete set is now available via wholesalers for passenger car parts and via the MANN-FILTER product catalog. "Each tool has its own fixed place in the case. However, each tool can also be re-ordered separately should it ever get lost", says Jörg Schömmel, Oil Filter Product Manager at MANN-FILTER.

Broad service offering

MANN+HUMMEL is one of the few filter manufacturers on the market to provide matching wrenches for its MANN-FILTER products. "We consider service for the independent after-market and workshops to be as important as the products themselves. That is why we provide practical and high-quality wrench sets, even though we are not a traditional tool manufacturer", emphasizes Schömmel.

The MANN+HUMMEL Customer Service Center will be happy to answer any questions you may have about the wrench set or regarding the product catalog, order status, technical details, delivery times or advertising materials. The complete set can be ordered in the usual way under the item number LSK 01-9.



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NARVA Germany, your expert in automotive lighting

www.narva-light.com

Quality lighting at an affordable price, now available to everyone.


At NARVA, customer satisfaction is our number one priority. NARVA delivers high-quality automotive lighting products so that professionals can fully satisfy their customers' needs. NARVA has developed a comprehensive product portfolio in order to meet the needs of professionals all around the world.

Over 65 years of experience and know-how define all NARVA lighting solutions. NARVA performs ongoing tests on its automotive lighting products in order to enhance and assure constant quality. The adherence to all quality tests guarantees the reliability of all NARVA products.



12V halogen solutions



Replacement	Durability	Better vision		Styling		
Standard Value for money	Long Life Double lifetime	Range Power 50+ Up to 50% more vision	Range Power 110 Up to 110% more vision	Range Power Blue+ Up to 50% more vision, stylish white	Range Power White 4500 K Xenon white	Rallye Extreme brightness
						

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Licht Tradition
NARVA
GERMANY



NARVA Range Power 110
See more, be safer
with up to 110% more vision

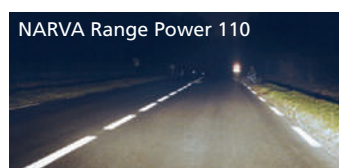
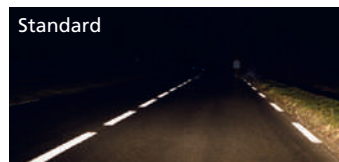
www.narva-light.com

The new NARVA Range Power 110 provides 110% brighter light* for a safer night-time drive.

The specially designed burner creates a higher lumen output for increased performance and safety. This powerful light beam provides up to 110%* more vision, allowing drivers to see farther and spot obstacles earlier.

Dim headlights present an increased safety risk when driving at night. Your ability to judge distances, distinguish colors and see things in your peripheral vision are all diminished in low light conditions. With 110%* brighter light, the NARVA RP110 helps you to see and be seen on the road.

Built to exacting standards, the RP110 meets the strictest European and international regulations.



Images for illustration purposes only
* Compared to the minimum legal standard



Member of **NARVA e.V. Germany**



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EXPLORE NGK | NTK IN THE DIGITAL WORLD OF EMEA REGION

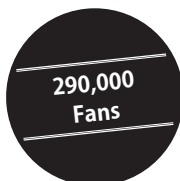
In today's fast-paced world, information needs to be provided in a quick, efficient and memorable way. Digital platforms and channels are the answer to this demand, deeply impacting the way companies and consumers communicate. Always on the cutting edge, NGK Spark Plug Europe is reacting to this trend and steadily expanding its presence in the online world.

Facebook

The largest social network with nearly two billion users and an average stay of 42 minutes per day

- » NGK | NTK has an impressive fanbase with almost 290,000 followers on the EMEA-region page – and rising
- » A very active community of NGK | NTK customers, do-it-yourself lovers and brand enthusiasts
- » The channel features an exciting mix of topics covering all facets of the NGK | NTK world

facebook.com/ngkntk.emea



Tekniwiki & Product Finder: From Pros for Pros

High-quality technical content and the right choice of products for your vehicles wherever you go

Tekniwiki

- » An up-to-date content platform for working professionals
- » Technical know-how to gain deeper insight into ignition parts and vehicle electronics
- » Download catalogues, product info and installation hints
- » A wide range of user-friendly how-to and training videos

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YouTube

A video-sharing platform with one billion users where people can view, upload, rate, share and comment on content

- » The right place for NGK | NTK to publish how-tos and tutorials
- » Technical videos providing information on new products, mechanics support as well as diagnosis and installation tips
- » NGK | NTK videos available in 15 languages

youtube.com/ngksparkplugeurope

Product Finder

- » Reliable information on which products to use in your vehicles
- » Search by number and keywords for quick and easy results
- » Find comprehensive product details in just a few clicks
- » Available in 11 languages

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FROM THE **RACETRACK** TO YOUR **ENGINE**

NGK | NTK

The world's number one automotive supplier of ignition parts and vehicle electronics. We combine extraordinary performance and exceptional precision to bring the power of both from the race track to your engine.

// Spark plugs
// Glow plugs
// Ignition coils
// Ignition leads
// MAP sensors
// MAF sensors
// Lambda sensors
// Exhaust gas temperature sensors



IGNITION
PARTS



VEHICLE
ELECTRONICS



ngk-europe.com



YouTube



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NTN-SNR AFTERMARKET CVJ RANGE

CVJ (Constant Velocity Joints) are key elements for vehicle behaviour to insure:

- Torque transmission,
- Components durability,
- Acoustic comfort or NVH (Noise Vibration Harshness),
- Safety

Our offer is based on NTN joints integrating the latest technologies:

- New products mainly with 8-balls joints to reduce weight,
- Optimized tripods joints,
- Interconnecting shafts with optimized acoustical characteristics (barshafts with dampers, tubeshafts,...),
- High performance greases to increase product lifetime and reduce frictions,

All these items are contributing to petrol consumption and CO² emissions reduction

Last spring, NTN-SNR has launched its range of CVJ products for aftermarket needs including:

- 227 driveshafts kits with bolts, screws, ...
- 67 outboard joints kits including bolts or screws, corresponding boots kits and small components like circlips, snap rings,... to make assembly easier and safer,
- 96 boots kits (for wheel or differential sides) including grease tubes, bands, and small components like circlips, snap rings,... to make assembly easier and safer,

All these kits are totally matching with car makers design requests

NTN-SNR QUALITY

All our kits are including original OE parts and are tested for all conditions of use:

- Fatigue and durability and static resistance tests on driveshafts and joints,
- Abuse tests,
- Boots durability and thermal (from -40 °C to +165 °C) tests,
- Boots expansion tests,
- NVH tests,

NTN-SNR a reliable partner!

- NTN-SNR is the second worldwide CVJ manufacturer,
- We are doing the design, the validation and the manufacturing of complete driveshafts and their components,
- We control all these products and their manufacturing technologies,
- Our products are rigorously tested,
- They are 100% checked on our manufacturing and assembly lines,
- Our range is covering an important part of European cars park,
- We have a catalogue dedicated on CVJ products for passengers cars,
- We supply on TECDOC, all the technical data requested by mechanics.



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OSRAM

www.osram.com/nightbreaker

OSRAM NIGHT BREAKER®

**10
YEARS**

MORE LIGHT. MORE SIGHT.
MORE SAFETY.

Light beats darkness NIGHT BREAKER® – 10 years of safer driving

Automotive performance lamps from the NIGHT BREAKER® family have been a reliable source of success for your business for the past 10 years. We work with all our innovative powers to ensure an even brighter future for our retail partners now and in the future.

Light is OSRAM

OSRAM



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Two brands, one team: unlimited opportunities!

OSRAM

Light beats the darkness: NIGHT BREAKER® - 10 years of safer driving

For ten years, Osram has been continuously proceeding the success story of the popular NIGHT BREAKER® which first hit the market in 2007. The combination of innovative design and the latest technology has made the NIGHT BREAKER® an award-winning and best-selling classic on the market. The enormous light output of the product family continues to set standards today. With up to 130 percent more light compared to standard halogen lamps, NIGHT BREAKER® LASER is the new top member in the product family. With their innovative laser ablation technology, an improved filament, and

pure xenon gas filling, NIGHT BREAKER® LASER one of the world's most powerful halogen automotive.

Break the night now and discover the NIGHT BREAKER® portfolio from OSRAM: high-performance automotive lamps for greater visibility and full lighting power on the road. For the ultimate sales success, we offer you a wide range of promotion possibilities for garages and shops.

Upgrade yours now – turn the darkness into light!

You can find more details about the whole family of NIGHT BREAKER® products at www.osram.com/nightbreaker



OSRAM

NEOLUX®

GERMAN TECHNOLOGY



Vehicle lighting products – worldwide and from one source. Together, OSRAM and NEOLUX cover all technologies, multiple price bands and most customer needs for the automotive lighting market.

NEOLUX®

GERMAN TECHNOLOGY

Lighting your way on the road!

To complete your portfolio and distribution value chain, NEOLUX offers now an even bigger range of the most commonly-purchased bulbs for cars, trucks, and motorcycles: Novelties in the portfolio are the upgraded Blue Light lamp and the brand new Extra Lifetime lamp. Together with the Extra Light lamp they represent the Value Added Product line of NEOLUX which now also shines in a new look. The new Soft Cover Box adds a modern and attractive appearance to these

products. The improved NEOLUX portfolio is renowned for its quality and basic innovations, offers solutions for almost any need and delivers remarkable illumination to price conscious and value-oriented consumers.

NEOLUX gives your business that extra value and lets you cater for all customer needs!

For more information visit
www.neolux-lighting.com





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NEOLUX®
GERMAN TECHNOLOGY



Standard

- Broad product range
- Reliable quality

Extra Light

- Up to 50% more light
- Longer light cone

Blue Light

- Bluish white light
- Stylish xenon look

Extra Lifetime

- Long lifespan
- Longer replacement cycle

Value Added Product portfolio shines light on fair-priced quality

Turn on your high beams – there's an expanded range of NEOLUX products. An updated Blue Light range and an Extra Lifetime set of lamps have joined the brand's Standard and Extra Light options in a portfolio equipped for almost every need. And you'll notice something new when you choose these popular products from the shelves: The new Soft Cover Box, a fresh, modern facelift for the quality you trust. The number of options may be high, but the price isn't: NEOLUX customers get nice illumination from quality products at a reasonable price.

www.neolux-lighting.com

NEOLUX®
GERMAN TECHNOLOGY



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Low Friction has Power

Globalization, increased competition, technology shifts, strict emission regulations – the traditional automotive industry is undergoing a rapid transformation. SKF is working closely with passenger car makers to meet today's wheel end performance demands, providing a wide range of technological innovations and products.

One of the key requirements for wheel bearings is the constant reduction in friction. This feature improves performance parameters and fuel economy, reduces energy absorption as well as emissions. Here's how SKF is taking on this challenge.

Friction reduction has numerous benefits, both for vehicle performance as well as environmental impact:

- Overall vehicle efficiency improvement
- CO2 emission reduction
- Reduces fuel consumption
- Higher stiffness/friction ratio for better performance
- Increased bearing life

Low friction bearing features

Adjustments in ball set geometry and raceway positioning are just one of the low friction features applied to SKF bearings. These features are capable of reducing overall friction by 20% and more compared to traditional SKF modern bearing units.

According to the SKF Vehicle Environmental Performance Simulator (VEPS), based on the New European Driving Cycle (NEDC), a car with four SKF Low Friction Hub Bearing Units reduces CO2 by 0,3 g per km, that means nearly 100 kg of CO2 per year based on an annual mileage of 14 500 km.

High performance bearing seals

Seals are and will remain the main hub bearing unit performance differentiator. The low friction solution is an SKF in-house developed cassette seal with an ABS encoder. It's unique design and set-up can reduce friction by 22% compared to standard solutions and includes:

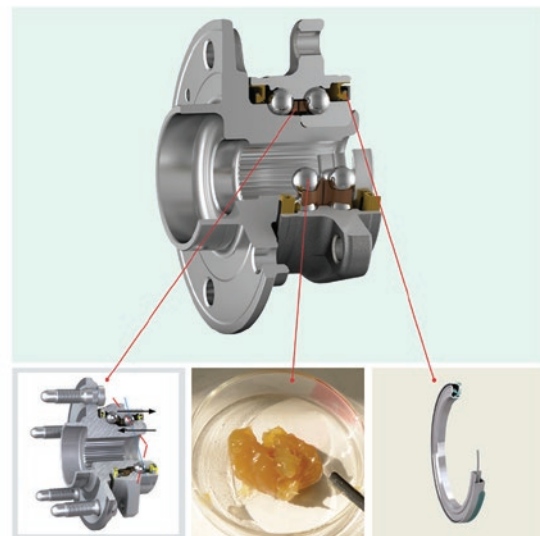
- Optimized labyrinth design further reduces contamination entering the bearing;
- Radial lip optimizes interference and contact pressure distribution reducing friction.

This seal design can be found on the BMW 3-4-5-6-7 Series including 4WD (labyrinth seals and low friction seal grease) and the Daimler M-Class and G-Class (low friction flinger surface and low friction grease).

Low friction grease

This lubrication solution for hub bearing units (HBUs) reduces friction by as much as 9% compared to standard solutions, that means nearly 3 kg of CO2 per year.

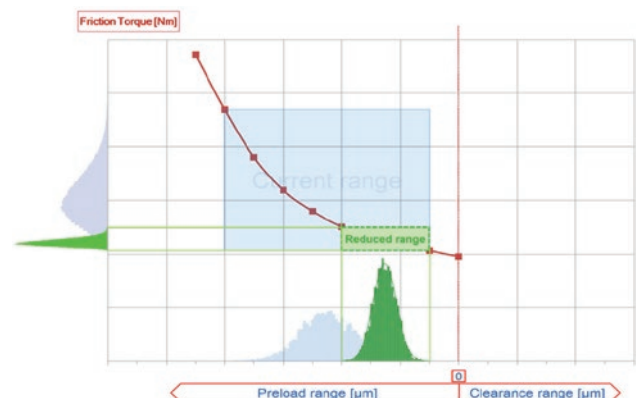
It meets market needs to reduce friction in wheel bearing units, cutting both CO2 emissions, fuel consumption without compromising on bearing performance, service life, stiffness, sealing and false brinelling.



Currently used on applications such as the Volvo V40-XC40 – Geely C-Sedan and the Daimler M-Class and G-Class, the grease is tailored to meet hub bearing unit application needs, maximising the benefits of reduced friction and enhanced efficiency for all users.

Preload range reduction

SKF is continually looking for solutions to reduce CO2 out-put and improve vehicle efficiency. The recent preload range reduction applied to third generation bearings has resulted in a 10% reduction in friction. These results have been achieved by reducing design tolerances as well as implementing production process adjustments without compromising the bearing life and performance.



For more information about the SKF low friction bearings, visit our website at vsm.skf.com or contact your local SKF representative.



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PHILIPS

Advertisement feature

The number one choice in xenon lighting



Highlighting every bump, obstacle, road junction or curve, Philips Xenon X-tremeVision gen2 and Philips Xenon WhiteVision gen2 headlight bulbs are adapted to the eye's natural sensitivity, without dazzling oncoming traffic.

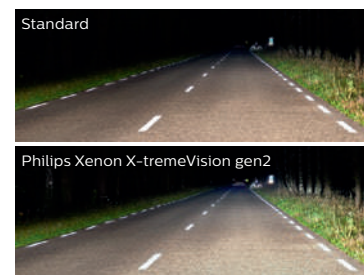
Safety first: +150% more vision*

Xenon X-tremeVision gen2

- Optimal light performance
- Up to 150% more vision*
- Maximum safety and visibility
- Designed for demanding drivers

Engineered using state-of-the-art xenon technology, the spectral composition of the emitted light is comfortable for the eye, and the light performance provides maximum visibility and therefore safety. Drivers can be confident that they can see and be seen, for a brighter, more comfortable drive.

The headlight bulbs also benefit from precise arc-bending technology, aligned at 150–350µm, directing the light exactly where you need it on the road ahead. With 150% more vision*, compared to the minimum legal standard, drivers see objects sooner and their peripheral vision is increased.



They therefore have more time to react and greater possibility to prevent accidents. Their feeling of security on the road is significantly increased thanks to the light's outstanding performance.

The ultimate combination of performance and style

Xenon WhiteVision gen2

- Intense homogeneous bright white light
- Perfect match with LED lighting
- Up to 5,000 K white light on the road
- Up to 120% more vision*
- Intense white light, 100% road legal

A crisp, pure and intense white: the light of the powerful Philips Xenon WhiteVision gen2 beams cut through the darkness of the night. With a color temperature of up to 5,000 Kelvin, they match exactly the color temperature of LED daytime driving lights, giving a car a harmonious white look. To top off their esthetic appeal, these new generation xenon lamps also provide superior road visibility for a safer and more exciting drive.

The powerful beams produce uniform light on the road ahead without dazzling oncoming traffic. They provide 120% more vision* compared to the minimum legal standard and are still



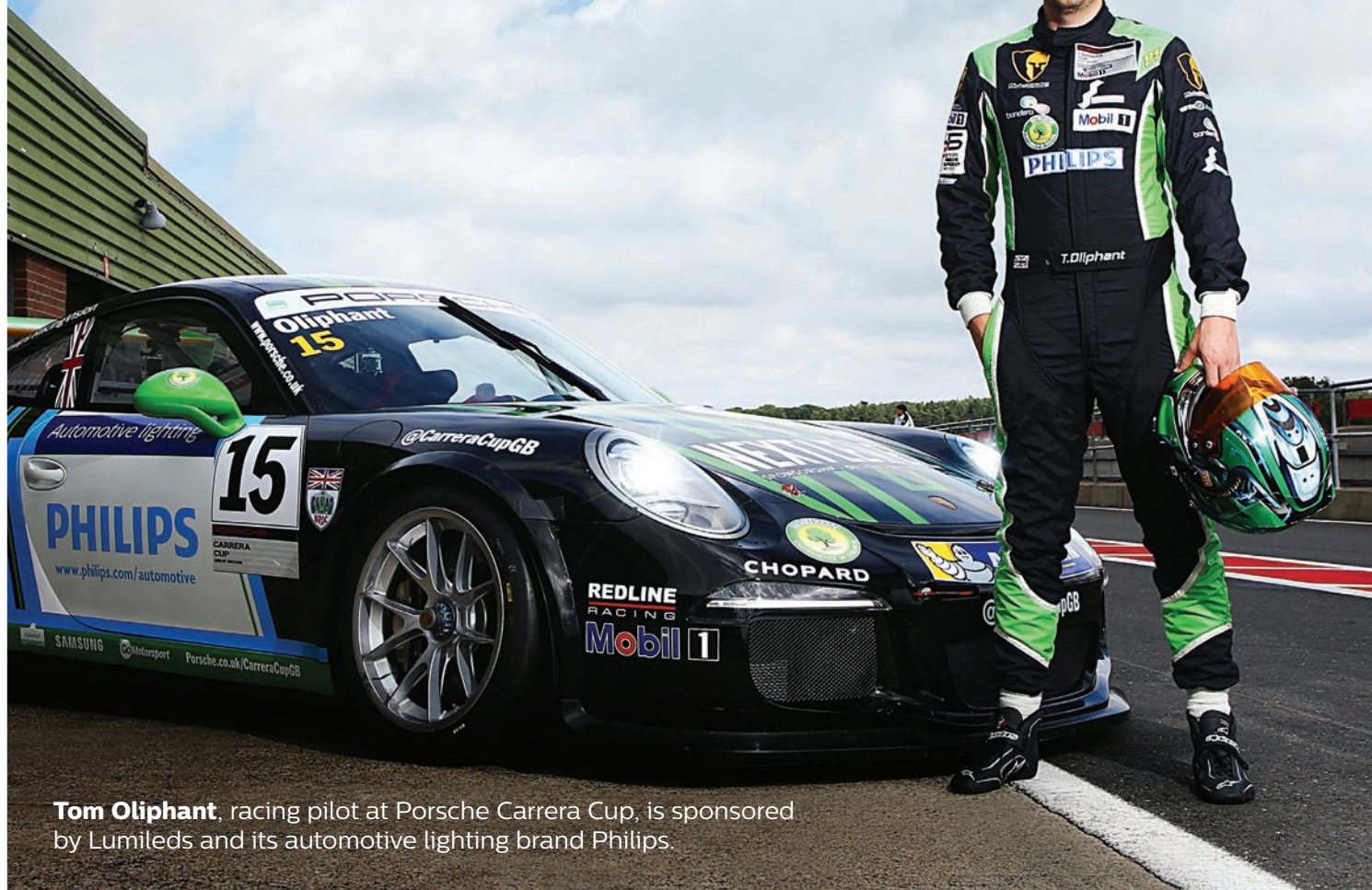
legal for the road. Drivers benefit from greater contrast and better reflection from objects and signs, aiding concentration and alertness.

www.philips.com/xenongen2

innovation  you

PHILIPS

Images for illustration purposes only
* Compared to the minimum legal standard (except for D2R that provides up to 20% more vision).



Tom Oliphant, racing pilot at Porsche Carrera Cup, is sponsored by Lumileds and its automotive lighting brand Philips.

For a sportive drive

RacingVision

Philips RacingVision car bulbs are the perfect choice for passionate drivers. With an incredible performance of up to **150% more brightness***, you'll be able to react faster for a safer, more exciting driving experience.

* compared to the minimum legal standard

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RacingVision
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KIT4PTM - conversion kit and Dual Mass Flywheel (D.M.F.) Valeo provides the offer, the choice is yours.

Valeo is one of the rare suppliers capable of proposing a truly comprehensive transmission systems kit range (Clutch Kits, DMF and FullPACK DMF®, KIT4PTM - conversion kit) and hydraulics. The clutch offer follows Valeo stringent in-house quality standards supported by our OE expertise and offers appropriate products and services according to your unique and specific need.

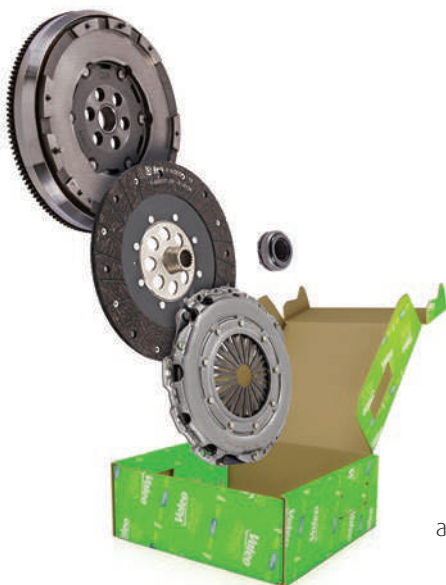
"We Care For You". Valeo Service deploys for the Aftermarket the Strategy which focuses even more on the user specificities. With this promise the supplier aims at delivering most dedicated products and services possible backed up by 6 main pillars: Product Specialist, Marketing Specialist, Technical Specialist, Customer Care specialist Logistics Specialist and Digital Specialist.

Following this mindset, Valeo proposes the DMF in kit or its FullPACK DMF® version and on the other side the KIT4PTM Conversion kit. The brand now offers its customers the choice between the unquestioned OE technology with the DMF and a concentrate of Valeo R&D expertise at the service of reliability with the KIT4PTM- conversion kit.

The DMF - Always trust Valeo premium quality products

The DMF is the fastest growing OE solution in the European car park*. The DMF Technology strictly meets the very demanding quality requirements and even beyond. Valeo clutches are able to deliver advanced filtration technology for optimal driving comfort. The gears shift ability is improved along with a lower engine rotation per minute consequently reducing fuel consumption and CO₂ emissions. Comfort has been a key driver in the development of the DMF technology. The torsional vibrations emitted by the engine to the gearbox are filtered to perfection to deliver the best of the driving experience. Valeo is also a reference regarding the quality of its best-in-class environmental-friendly friction material used in the kits enabling a truly outstanding performance deeply appreciated by our customers but partners as well. The DMF comes as well in the **FullPACK DMF®**, Valeo "All-in-one box!" concept.

The company proves that it cares for workshops with the FullPACK DMF®. This all in one solution, is designed to be as practical as possible: a DMF, a disc, a cover, a hydraulic or mechanical bearing and screws are packed in one reference. The part identification is thus made very easy in addition to a zero percent chance of mismatch between components. With this perfect fit offer Valeo is proud to contribute to workshops quality of service and efficiency.



The KIT4PTM - A reliable, high performing, and cost efficient alternative

1 Million Kms warranty on solid Flywheel**!

This is how reliable the KIT4PTM is. This concentrate of technology has been thought of for intensive and extremely demanding usage. Valeo engineers developed this clutch kit 14 years ago with that focus in mind and kept on enhancing the product until today. The KIT4PTM consists of a conversion of the DMF transmission into a solid flywheel transmission combined with a Long Travel Damper clutch disc replacing the traditional one. The overall thermal resistance of the product has been enhanced as well permitting a consequent enhancement of the clutch lifetime while still protecting the engine and gearbox. The KIT4PTM has been a great success thanks to its easy fitting features (no specific tool required) reliability and cost effectiveness.



Trust the Transmissions Systems Specialist

Valeo is a major OE leader in Transmission Systems with 1 out of every 3 vehicles in Europe equipped with Valeo clutches*. Expert in clutch systems since 1923 the brand supplies most car manufacturers for kits, hydraulics and dual mass flywheels and now enables you to pick the most suitable clutch kit for each situation.

**DMF and KIT4PTM,
We have the range,
you have the choice.**



*Valeo estimate according to the European car park (2015) - **Applies only to the solid flywheel component of the conversion kit - "Valeo KIT4PTM" and for customers who signed the 2016 Valeo Service General Terms and Conditions



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WALKER® HAS IT ALL!

WITH COMPREHENSIVE CLEAN AIR PORTFOLIO

Tenneco is more than a manufacturer – it's a solutions provider. And when it comes to emissions control systems coverage, the company's Walker® brand **"has it all,"** providing automotive workshop professionals and parts jobbers with **a comprehensive range of products, support, training resources and more.**



"Multiple generations of professional automotive and commercial vehicle service providers have relied on the Walker brand to meet all of their customers' emissions control repair needs," said Bruce Ronning, vice president and general manager, Europe Aftermarket, Tenneco.



Tenneco is a leading global supplier of original equipment emissions control systems and components. The company's Walker brand leverages much of this same engineering and manufacturing expertise on behalf of customers at every level of the aftermarket. Walker replacement parts

include catalytic converters, mufflers/silencers, diesel particulate filters (DPF) and other products, all of which include **a three-year limited warranty and are homologated** to comply with Economic Commission of Europe (ECE) Regulation 103 requirements.

Required by all European nations for aftermarket emissions control components, the homologation process protects consumers and workshops alike by requiring replacement parts to have similar back-pressure as the OE components they're replacing. This plays an important role in helping to maintain engine performance, prevent damage to internal systems and reduce harmful pollutants. Using non-homologated components can potentially lead to severe vehicle performance issues.



In addition, workshops that install non-homologated parts on customer vehicles could risk of incurring significant penalties.



Doing so is illegal in the European Union and can result in a fine and impoundment. It may also void the manufacturer warranty and vehicle insurance and negatively impact the workshop's reputation.

The Walker brand also offers a broad range of other products needed for completing any emissions-related replacement, repair and/or maintenance, including:

- **Walker DPF Regeneration Additive**, a combustion catalyst designed to optimize DPF regeneration by "WALKER FUEL BORN CATALYSTS", a combustion catalyst designed to optimize DPF regeneration
- **Walker DPF Regeneration Additive**, a combustion catalyst designed to optimize DPF regeneration
- **Walker Regeneration Activator**, a high-concentration cleaning additive that eliminates soot and other particulate matter from exhaust systems
- **Walker Prevention Dose**, a maintenance formula designed to enhance DPF regeneration while reducing soot, varnishes and other deposits that can negatively affect emissions control efficiency
- Non-lined, braid-lined and interlock **flex pipes**
- **Exhaust sealing putty**, exhaust joining paste and lubricating fluid
- **Assembly kits and mounting components**, including exhaust system clamps, gaskets and engine rubber supports



Beyond its product offerings, the Walker brand provides workshops extensive support in the form of advertising and point-of-sale promotional materials; comprehensive eCatalogues featuring **360° product images**, available at **www.walkercatalogue.eu**; fitting instructions; safety data sheets; training opportunities; and technical support available through the Technicians Advanced Digital Information System (TADIS), and the Walker telephone Techline service.

To learn more about Walker Emissions Control products, services and support, visit **www.walker-eu.com**.





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OCTOBER 8TH**
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Le Bourget, France

OCTOBER 20TH
**EUROTALLER
EUROPREMIUM**
Panama, Panamá

17-21 OCTOBER 2017
EQUIPAUTO
INTERNATIONAL TRADE SHOW FOR AUTO-
MOTIVE AFTERSALES AND SERVICES FOR
MOBILITY
GA France

**OCTOBER 31ST
NOVEMBER 2ND**
AAPEX 2017
Las Vegas, USA

NOVEMBER 25TH-26TH
**PROFI SERVICE TAGE
EXHIBITION**
Frankfurt am Main, Germany

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13, 14 EN 15 MARCH 2018
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