

#18 EUROGARAGE

MAGAZINE Winter 2021





CONTENTS

#18
Winter 2021

THE EUROGARAGE MAGAZINE

is published by GROUPAUTO International
147, avenue Charles de Gaulle
F-92200 Neuilly sur Seine
Tel: +33 (0)1 46 37 25 02
Fax: +33 (0)1 46 37 50 95
E-mail: groupauto@groupautointernational.com

PUBLISHER: Holger Hellmich

COORDINATION: Tini Labitzke

EDITOR: Alex Stewart

LAYOUT DESIGN: Comellink - comellink.com

LAYOUT: Comellink - comellink.com

PHOTOS COPYRIGHT: Here, Renault, Nikola Motor, Scania, D.R., Getty Images

© 2021 GROUPAUTO International.

All rights reserved.
Reproduction in whole
or in part without permission is prohibited.
Printed by Cifi Laboureur Imprimeur.



#04 Editor's note

#06 Member news

Argentina, Belgium, Brazil, Central America, Central Asia, China, Colombia, Czech Republic, Denmark, France, Italy, Moldova, The Netherlands, Poland, Russia, Spain, UK.

#20 Industry news

#28 Featured member

Poland

#30 In the spotlight

#32 Featured suppliers

Borgwarner, Bosch, Brembo, Clarios/Varta, Continental Ate, Contitech, Continental Tyres, Delphi, Denso, Exide, Febi, Gates, GKN Automotive, Hella, Herth&Buss, KYB, Liqui Moly, Mahle, NGK, NRF, NTN-SNR, Osram, Philips, Shell, Sogefi Filtrauto, Valeo, Wolf, Mann & Hummel.

#86 Network contacts



BETTER TO BELONG

The changing face of the aftermarket shows why we are stronger as a network

There is nothing quite like a seismic event in our world to bring home the importance of belonging. More than anything, GROUPAUTO International is a network, a network of members, of suppliers, and, most importantly, of people. People who share a common goal, an aspiration to bring high quality service and expertise to the aftermarket.

The last 18 months have been tough and there is no getting away from the pandemic's impact. But in the face of that, we have rallied around one another and our common purpose. And it is working, bringing success to our members, strengthening our relationship with our suppliers, and showing the importance of belonging to an international network like GROUPAUTO.

Expansion in the face of such economic uncertainty is a sign of how important the principles enshrined in our network can be. Across the globe, from Argentina to Central Asia to the United Kingdom, the GROUPAUTO family is continuing to grow. Each new member brings a greater strength, in terms of expertise, innovation, and a relationship with suppliers.

And innovation continues apace, whether it's the fintech launched by PitStop EUROGARAGE in Brazil, Colombia's online training program, or Denmark's new focus on training for electric and hybrid vehicles.

Unity of purpose and the sharing of ideas is also crucial, which is why it is so good to see our members once again able to meet in person. From Argentina to Italy to the Netherlands, our members are meeting to spread the word of our concept, discuss the changing face of the automotive aftermarket, and just spend time with much-missed colleagues and friends.

And our featured member text, from Poland, highlights the longevity that can occur when a network nurtures and supports its members. Many congratulations from us all to GROUPAUTO Poland and the EuroWarsztat team!

The tone of this issue is positive, even when we are recognising the difficulties this changing landscape and market presents. But there is no better example of why and how we do what we do than the stories contained within. And that, and you, make everyone in the GROUPAUTO International family excited for the future.

From all of us, have a wonderful rest of 2021 and a lovely New Year!

GROUPAUTO International

STORY
FOR
THE
FUTURE

GROUPAUTO

REFERENCED SUPPLIERS

MEMBERNEWS



ARGENTINA (50 GARAGES)

GETTING BIGGER



In the last months, EuroTaller Argentina has reached two new provinces (La Rioja and Chaco) with new garages, taking a step forward and expanding its presence in the country. There are now 55 garages distributed across 16 provinces, and the network is working to meet the objectives of its development plan. Moreover, this ambitious development plan is only partially completed as EuroTaller Argentina has been signing several new contracts; this suggests an optimistic scenario for the first quarter of the next year.

In October, the local network took part in a virtual event together with members from Spain, Portugal, Brazil, Central America, Colombia, and Ecuador. This meeting helped to identify the great challenges that independent garages face in every region. It also emphasised solutions promoted by GROUPAUTO International to contribute to the competitiveness, efficiency, and profitability of its garage members in the short, medium, and long term.

EuroTaller Argentina network members enjoyed this special event in which news of the sector and the market, as well as the new technologies for workshops, were presented. They realized that this unique experience of being in contact with the latest market trends was a benefit they got for belonging to the leading network of multi-brand mechanical garages

Every participant enjoyed the experience of listening to prestigious speakers like Holger Hellmich, GROUPAUTO International CEO, Fernando Pardo, Delegate Councillor and EuroTaller founder, and Robert Stevens, GROUPAUTO International Network and Technology Director, among others.

Another important event was a colloquium organized among the Network General Coordinators from Ibero-America. EuroTaller Argentina General Manager, Rodrigo Custodio, participated in it, together with representatives from Colombia, Brazil, Portugal, Spain, Ecuador, and Central America. There was a good exchange of ideas, sharing experiences and stories of garages, their traditions, culture, and ways they have found to develop their businesses.

"It has been a very constructive experience that has helped our members not only to take notice of the extent of the network all over the world, but also to get to know each other and interact with other partners from different parts of Ibero-America," said Custodio. "Despite being present in such different regions, there are many more points in common than differences between us. There is an evident resolve to grow and continue professionalizing the network day by day, no matter the country, the sacrifice and effort is evident in all the members. I would like to highlight the enormous gratitude the members of the network shown for being able to take part in an event of such a high quality," he concluded.

Lastly, seeking to strengthen their businesses together with EUROTALLER Argentina, Hella and SABÓ have become new standardized suppliers to the network. They have joined recently to diversify and support the development of EuroTaller, together with prestigious brands that are already part of the network in the country. This news was very well received by the workshops, who value having the support of the leading brands in the automotive market.





BELGIUM (8 GARAGES)

A STRONG START

Having launched EUROGARAGE in the Benelux region in 2021, the network is very proud to comprise eight members already. A full-service contract is offered, but the technical pillar, 'TECH360', is the most important aspect. It offers dedicated training as well as a hotline, a full pass-thru program, and crucial remote tools. This means members can thrive in their daily business and plan for a successful future. Every new member is extremely professional and enthusiastic about their future as part of the EUROGARAGE network.

October saw the first ever EUROGARAGE meeting in the region, which was supported by GAI-preferred suppliers like Delphi, Febi and Wolf Oil, but also by some local partners like Avista Oil and Touring (part of Arc Europe). The meeting, which was a huge success, took place in the wonderful Autoworld Museum in Brussels. The network is confident that membership will grow in 2022.



BRAZIL (82 GARAGES)

AFTERMARKET INNOVATIONS



PitStop EUROGARAGE has just launched two major innovation projects: a fintech for the independent aftermarket sector and a marketplace platform for auto parts.

GROUPAUTO Brazil, which is always seeking innovative solutions in the sector, has created the fintech for the independent aftermarket, with access for the PitStop EUROGARAGE network and its customers. The fintech is called 'Pronto!'. One of its novelties is the point-of-sale terminal, linked free of charge to a system's digital account. It has several benefits for bill payments, bank slips, vehicle debits, and cell phone recharge, and final consumers can pay up to 12 times for the purchase of repair

parts. With debit and credit functions, 'Pronto!' is safe, fast and doesn't charge fees.

This innovation provides retailers and garages with a new way of managing financial services in the automotive market, allowing for monitoring of all phases of sales and the creation of new business environments. An example of this is the anticipation of receivables through the exchange of credits for parts.

Now, in addition to the PitStop EUROGARAGE Network selling through physical stores, it is also possible to sell through a new digital platform, called 'Portal de Vendas PitStop'. This has been created to speed up the process of selling parts in light and heavy lines.

The 'Portal de Vendas PitStop' has its user experience focused on the repair shop, with artificial intelligence resources, a fully digital catalogue, and the most efficient auto parts search algorithm on the market. This brings to the logistic process a speedier and better experience for garages and end consumers. In just three clicks, it is possible to search, select, and buy any part. For garages, through their identification and by a geolocation process, options for collection at the nearest PitStop store have also been expanded, allowing same-day deliveries.

The collection's digitalization will bring to the market a significant increase in the quantity of parts available in the stock of stores and repair shops, ensuring that PitStop stores do not lose sales due to the unavailability of parts. On the portal, customers have access, in a single place, to the products of the numerous stores of network and to

many in-stock items from the distributors of GROUPE AUTO Brazil. With registration, repairers now have access to products from the online store of their choice or from the store that registered them as a customer, guaranteeing the purchase and immediate availability of parts.



CENTRAL AMERICA (55 GARAGES)

PRODUCTIVITY AND EDUCATION



Current conditions require companies to be more prepared for new technical challenges. These challenges are accompanied by opportunities that are only possible to achieve if a pathway of prior knowledge and preparation has been developed. The EUROGARAGE network has traditionally had technical updates and reliable monitoring of processes as its main pillars. Today, there are new workshops and technicians who must join in the effort to face difficulties. The network has understood that knowledge can be shared effectively in the virtual space, and even more importantly, that this effectiveness is directly related to a higher purpose, to be an automotive technician of the highest level, a EUROGARAGE Star technician.

The EUROGARAGE certification plan is an initiative to assist the professional development of each of the technicians who work with the network today. The network

in Central America has more than 200 technicians who required a study plan to be prepared for the technical obstacles that arise every day and that, on many occasions, require a solid foundation of knowledge to be able to start a good diagnostic process. The certification will last for one year, divided into three parts to evaluate and measure the skills and knowledge acquired within the training plan of each level. These are according to their level of complexity and hours of study: Junior, Advanced, and Star.

Level I or Junior has basic but very necessary topics to take the first step in a successful diagnosis. Scanners, multimetres, and oscilloscopes are tools that should be understood in any automotive workshop and without them, diagnosis would be impossible. It is the perfect opportunity to reinforce concepts and start on the right foot the path to be an 'Automotive Technician.'

In level II or Advanced, training delves into the essence and actuality of mechanics. Knowledge of common rail diesel systems and direct gasoline injection are essential, and by passing this level, the technician already has sufficient knowledge for a technology that, without being new, serves most of the vehicle fleet in any country and requires great diagnostic capacity.

Level III or Star is the end of the road and the graduation of technicians. They will have acquired knowledge guaranteed to be essential in the industry's future. Advanced electrical systems, driver assistance systems, and hybrid and electric technologies are the main subjects in this last level.

As of May 2021, the process in question began with the registration of more than 200 participants to be certified at the Junior level. Sixty of them are already technical experts in tools such as scanners, multimetres, and oscilloscopes. It is certain that this roadmap drawn up for the members will allow the integral development of their work team and a standardization of the technical level of the network in general.



CENTRAL ASIA (19 GARAGES)

WIDESPREAD PRESENCE

GROUPAUTO Central Asia partners occupy a leading position in the sale of spare parts and car repair service in Central Asia. The presence of official dealers in Central Asia is constantly expanding, geographically; the EUROGARAGE network is represented in all key regions of Kazakhstan and continues to increase every year.

The network's goal is to make cooperation with each client's client as effective as possible. To do this, the network studies tasks in depth, offers the best solutions, and brings out new service products to maximize compliance with the changing environment of spare parts and service.

The branded network of EUROGARAGE and Autosystems in Almaty, Nur-Sultan, Semey, Oskemen, and other regions of the country provides help and support to customers 24/7. GROUPAUTO Central Asia partners receive support in strategy and developing the dealer network, as well as in attracting new suppliers to the Central Asian market.

The network provides a range of support and solutions for many tasks: opening and equipping a service station; staff training; achieving the EUROGARAGE quality of service; and analysing results and raising the level of work to a single EUROGARAGE standard. It is currently planned to open EUROGARAGE and Autosystems outlets in Kyrgyzstan, Uzbekistan, and Tajikistan.





CHINA (140 GARAGES)

BEST IN CLASS

After the successful launch of the EUROGARAGE concept in Shanghai, GROUPAUTO China has deployed the same services to the garages located in provinces around the city. The exclusive digital connectivity platform 'G-Connect', which is accessible on mobile phones, is also able to meet members' demands. One of the most useful elements of the network's digital solutions is that it can help EUROGARAGE members find the right part offered by GROUPAUTO International partner suppliers. The request is then sent automatically to the nearest GROUPAUTO distribution point of sale and the member receives an immediate quote and rapid delivery.

In China, carmakers restrict the access of vehicle technical information to the independent aftermarket. At the same time, a variety of new technologies continue to emerge, and independent workshops encounter technical difficulties when finding the right solutions for a repair. To solve this issue, GROUPAUTO China is providing an Uber Technician application called 'Master EURO', which is a technical consulting platform. This is used peer-to-peer to help independent repair shops to solve problems. The application can connect the technician requiring support to

a specific car brand repair expert. Forty-five carmakers' dealer networks are available in real-time. After selecting the car type, the technician and the expert can easily exchange information through the 'Master EURO' application.

In parallel, GROUPAUTO International suppliers are strongly involved on the digital platform, providing online technical training, loyalty programs, and promotional activities directly to EUROGARAGE members. All the services and benefits developed by GROUPAUTO within the EUROGARAGE concept are focused on bringing exclusive solutions to members for the development of their business.





COLOMBIA (23 GARAGES)

THE POST-PANDEMIC WORKSHOP



There is no doubt that the pandemic brought many problems for everyone, not just in health, but also in issues that sometimes hit much harder such as the economy and employment. However, it is possible to say today that after almost a year and a half of facing one of humanity's greatest challenges, it has also brought with it many opportunities for growth, strengthening, and resilience. Not only have people become stronger, but companies have accepted these challenges as an obligation within their medium and long-term plans.

Automotive workshops are no exception, and although they were hit hard, it undoubtedly served them to strengthen themselves and be prepared for this new world. The marketplace has changed and been modernized and virtualized, and customers have become more demanding when receiving an automotive service.

EuroTaller can say with total confidence that it has always been, is and will be close to its allied workshops, providing them with the best tools so that they can be at the forefront of the market and best serve their customers. The network has strategic allies who help day after day to professionalize with the highest quality standards, not only for EuroTaller's technical offering, but also its administrative element, a fundamental part for development and sustainability of an automotive business.

Since March, in which the mandatory quarantine was declared, more than 40 virtual training sessions were carried out, both technical and administrative. It was therefore possible to reach more than 2,500 people throughout Colombia and Ecuador.

Additionally, it is important to state that more than 10 EuroTaller currently have GMS in their businesses. This innovative solution helps them manage their auto-mechanic workshops in a more effective and efficient way and is becoming a fundamental tool within the network's workflow.

These data are the reflection of what GROUPAUTO and EuroTaller Colombia are looking for in this region, to have partner workshops prepared to face any type of challenge and, above all, to have an ally who is by their side to grow and become their customers' first choice in this new, post-pandemic world.





CZECH REPUBLIC (224 GARAGES)

EXPANSION AND PROJECTS



Since beginning of the year, the network has expanded to 226 members, which means 52 new members during the whole of the Covid-19 period. Some believe that the pandemic has made independent workshops more vulnerable, especially when they rely on retail customers. This leads to them searching for strong partners to support them. The network's FLEET program helps them to cover lack of work. As it is not just work that helps develop the network, this year the marketing budget for events was moved to a bonus program to support members in this difficult time. Network audits have also been updated for 2022, which allows for careful monitoring of the network's quality.

In terms of the market situation and good relationships with current partners, the network is pleased to announce a new contract with a large fleet company, which will see all vehicles from this fleet in the network until the end of next year. The portfolio of smaller fleets is also being extended and the network anticipates a much higher demand for fleet management systems based on a new proposal, currently being worked on.

Currently the share of electrical vehicles in the Czech market is small but internally the network is preparing multi-level training for electrical vehicles together with suppliers. What is currently more relevant for

the network is training for CNG; this segment is still growing, especially in case of LKW. Also, there is a new fleet customer whose fleet is mainly comprised of CNG vehicles. Until end of the year, 25% of the network should be trained for CNG vehicles.

The HOTLINE project is growing quickly. Its specialists are experienced and eager to help whatever the issue. And it is not simply about adding records to electronical service books. The team can solve difficult issues with electrical wiring or unknown DTCs, for example. The current ratio of successful solution from all demands is 97%. The range of data has been extended to US vehicles and for newer models.

Regarding the turbulent situation with Covid-19, no large events are yet planned as happened in previous years. Instead, smaller events will be held close to each branch using the 'Demo Van', a truck with garage equipment, and the technical team. These will introduce the new fleet offer and the new training program for electrical vehicles. Next the EURO KONCEPT loyalty program will be expanded to cover new items. And, of course, the network is still looking to grow and reach 300 members. There are still some parts of the Czech Republic where the network is not present. This extension of members will be closely connected with the opening of new branches in some regions.


DENMARK (116 GARAGES)

PROLINE E CENTRE

The area of electric vehicles is rapidly developing, and it has never been more popular to drive an electric or hybrid car. This focus on 'green vehicles' is growing among car buyers, who are demanding a 'green transition' with a strong focus on reducing the environmental impact of cars.

The demand for a skill set in repair work and servicing for this type of vehicles will grow concurrently with the expansion of the market for electric and hybrid cars. Many of these cars have already found their way to the network's repair garages.

This natural business development is something repair garages need to make an active choice to be part of. Garages must signal that they are ready and have the qualifications to provide services for this new vehicle fleet of electric or hybrid cars.

The network is therefore happy to announce that it has designed a new concept for its repair garages. The Proline E Centre is an electric and hybrid specialist set-up, which will provide specific education and training, as well as sales promotions and the appropriate equipment to move into this growing and important sector.


FRANCE (1310 GARAGES)

CRUCIAL SURVEY

To be as closely aligned as possible with the needs of its network, GROUPAUTO has undertaken a major survey of its TOP GARAGE repairers. This has taken the form of a qualitative survey of a representative panel of 15 garages, followed by a quantitative survey of each of the network's 900 workshops.

Conducted by an independent professional organization called GIPA, these two surveys have proved very enlightening. The results have allowed the network to ensure that repairers are on board with any actions undertaken by the company and to take account of their priorities for their future.

The results show that repairers are generally satisfied with their brand and that they appreciate its dynamism and the many subjects explored in recent years.

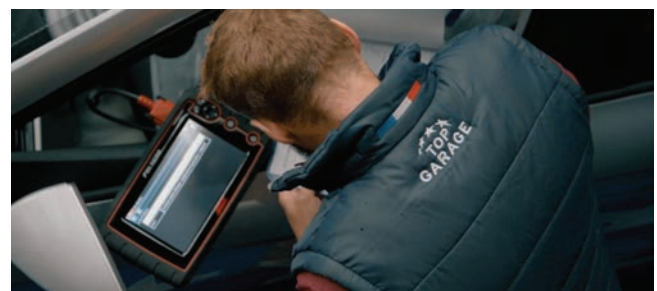
They also express specific concerns about the future: how to increase their effectiveness in the face of new emerging technologies, their approach to customer loyalty, and how to heighten their appeal and enable them to gain a greater market share. The network must be a driver of progress at all levels.

Each expectation, which is perfectly legitimate in a constantly changing environment, will give rise to a highly operational action plan that will be implemented in close collaboration with

the network's equipment partners and service providers, and above all with distributors and their coordinators.

As ever, a whole chain of industry players got together to bolster the performance of the 900 TOP GARAGE repairers, and to give them the means to adapt to motorists whose habits, needs, and expectations regarding their repairer have changed considerably.

Of the repairers who responded to the survey, 57% expect their brand to provide them with effective tools and services to help them get through this transformation of the market. This is what gives meaning to the skills chain within the sector and the definition of the word network.




ITALY (1306 GARAGES)

NEW ROADSHOW



GROUPAUTO Italy organized the new PuntoPRO Roadshow, which took place from June to the end of November 2021. The tour involved garages and members in many Italian cities.

The PuntoPRO Roadshow 2021 was a real, on-the-road even, during which GROUPAUTO Italy crossed the country with a van decked out in the full white and blue PuntoPRO livery for the occasion.

Each stage took place at the point of sale of each of the 31 Italian members. The main objective was to show GROUPAUTO's relationship with PuntoPRO garages and to allow potential workshops to experience first-hand the service the network offers.

The PuntoPRO Roadshow 2021 demonstrated the organization's constant willingness to understand its members' needs and to introduce the best solutions for any given moment.

Each stage was unique in terms of organization. There were days completely dedicated to visit garages, promotional days at the various points of sales, and meeting moments. These were held in full compliance with anti-Covid regulations.

The entire GROUPAUTO Community was able to follow the PuntoPRO Roadshow 2021 in real time on social networks. There were many dedicated posts, videos, and photos with the hashtag #noisiamopuntopro.





MOLDOVA (14 GARAGES)

GETTING TOGETHER

The key to a successful partnership is the desire to share achievements and jointly discuss strategic plans. And so, on September 24th, 2021, the national network of service stations, EUROGARAGE Moldova, a member of GROUPAUTO Moldova, organized an event for its partners. At this event, the main topics were trends and prospects for the development of the automotive market in Moldova and the ways GAI practices and solutions can be efficiently implemented in local business.

The open discussion format allowed colleagues to discuss effectively the most pressing work issues. The meeting ended with informal discussions and a glass of wine.

EUROGARAGE Moldova is focussed on developing a modern network of car services, which uses the latest technologies for car repair and strives to be closer to its customers and partners.





THE NETHERLANDS (130 GARAGES)

NEW WORKSHOP CONCEPT



GROUPAUTO Netherlands has introduced the brand new ev-pro concept, in collaboration with a partner GMTO, the best recognised training centre in the country. The concept has been specially developed for garages that specialise or want to specialise in the maintenance and sales of electric and hybrid vehicles. There are currently 33 ev-pro centres; more than 10 more are in the process of joining this year.

The ev-pro concept arose from the growing demand from garages for well-trained and certified technical personnel. Together with GMTO, GROUPAUTO Netherlands is therefore now offering a complete package of training and education in accordance with national NEN 9140 standards.

“With these modules, the ev-pro concept guarantees that technicians can work safely and competently on all EVs and hybrids,” says Freek Blekxtoon, director of GROUPAUTO Netherlands. “We also provide marketing tools to bring our EV and hybrid specialisation to the attention of interested parties. In this way, a car company offers a total package that shows consumers that they have come to the right place with their EV or hybrid and that they are not driving past your workshop.”

The new website www.ev-pro.nl has been online since early July. In addition, ev-pro will soon launch a module for second-hand electric and hybrid cars. This handy tool shows the range of EVs and hybrids that are offered at all ev-pro centres. Cars are fully inspected by the EV-pro specialists and are delivered with a complete maintenance history and an up-to-date battery report. “The extra step that GROU-PAUTO Netherlands is taking with ev-pro in certifying EV and hybrid occasions is really added value for the customer. It gives consumers the confidence to buy a good and approved car,” said John Philips, General Manager of GMTO.

There are three different ev-pro starter packs. This allows garages to choose for themselves which training, resources, and commercial tools they need. The basic conditions of the ev-pro concept are synchronized with GMTO's Hybrid label. This makes ev-pro suitable for all universal garages, regardless of whether they are members of a garage formula.

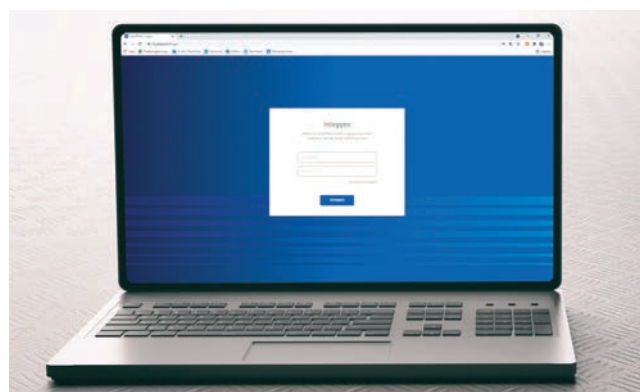
Thirty-three garages have already joined as an ev-pro centre and are fully certified EV and hybrid specialists. They have all the knowledge and equipment to perform work safely and professionally on all electric and hybrid cars. This includes maintenance, repairs, MOTs, and solving common malfunctions. All training sessions for the rest of 2021 and the first half of 2022 are fully booked so many will follow soon!

GROUPAUTO Netherlands has also launched a state-of-the-art digital platform linking distributors and their customers. It is called ‘myAllParts’. All essential applications, such as Garage Management Systems, the AllParts ordering system, technical data systems, and so on are linked here, mostly with single sign-on logins where subscribers get access to their specific environment. Data such as VIN-numbers are automatically copied between the various apps making daily business for connected garages easier. It's basically one-stop-shopping!

In the September and October period, EUROGARAGE Netherlands has organized over 10 local events throughout the country for CarXpert and AUTOEXCELLENT members. The Happy Driver Centres will follow in November.

The core of these get-togethers was the exchange of information, discussing market developments, and presenting future opportunities. All meetings were well attended by network distributors as well as CarXpert and AUTOEXCELLENT staff. Both networks are slowly but steadily expanding.

As of June, two experienced network managers have joined the company and they will visit all members and discuss day-to-day business on a regular basis. New concepts such as ev-pro are being embraced and every day workshops are being connected with the myAllParts platform.





POLAND (185 GARAGES)

It's been a significant year for GROUPAUTO Poland and the EuroWarsztat network as they celebrate 20 years in

the industry. Find out more about how they marked this milestone in our Featured Member text.



RUSSIA (112 GARAGES)

IT'S EVERYCAR



EVERYCAR is the Russian branch of the largest international chain of EUROGARAGE independent garages, which includes more than 7,000 garages around the world. By joining the EVERYCAR network, garages in Russia become a part of the European chain and will be able to adopt their colleagues' successful practices, to implement effective training in their business processes, and secure beneficial conditions from spare parts distributors.

The EVERYCAR project's mission is to build long-term relationships between partners and to achieve high quality performance for all network participants. The value of the project is determined by three main units: distribution, education, and marketing. Each of these pillars facilitates high-quality management of internal and external garage processes and helps improve garages' performance.

The distribution unit will ensure that, once included in the EVERYCAR network, every garage gets access to special conditions from distributors, who are active participants in the project. The education unit will offer a comprehensive educational program that provides car service employees with an opportunity to improve their skills and systematize their knowledge. Training programs are intended for garage managers, consultants, mechanics, and diagnosticians. There will also be a training program for garage employees, to be delivered directly by spare parts manufacturers with a focus on products they produce.

And the marketing unit will encourage and motivate staff. Employee training will include competitions and based on results, the best network employees will be chosen and receive awards monthly and annually. Every month, managers and consultants will take part in a competition that will both help to solidify knowledge and foster a spirit of healthy competition, which will, among other things, encourage them to improve their own knowledge and lead their teams.

Competitions will be held between the directors of the garages, the consultants and also between garages. They will assess: the use of acquired sales skills; customer focus; successful practicing of phantom calls; and participation in workshops with leading manufacturers of automotive components.

As a result, each network garage can get a strong cohesive team that has improved its competencies and has clear advantages in the market; the winners can win valuable prizes as well. Marketing campaigns with the world's leading manufacturers of automotive components will be held as well.

The project is organized so that it will be possible to find a customized approach to the solution of problems network participants face. It will offer them an opportunity to obtain online consultations and audits of garages conducted by leading GROUPAUTO trainers.

GROUPAUTO coaching staff has significant hands-on experience in the automotive business; they are top-class experts. The training of garage specialists will also include interaction with and consultations by GROUPAUTO trainers.

For a business to be run wisely and comprehensively, and to constantly increase its profitability, it's of the utmost importance to obtain up-to-date and fresh knowledge. This will give EVERYCAR project participants a noticeable competitive advantage.

It is important to emphasize that EVERYCAR network members are automatically included in the EUROGARAGE database and get a 'recommended for visiting' status as international garage network participants.

HAPPY CUSTOMERS





UK (900 GARAGES)

MAJOR MILESTONES



There is no denying that 2021 has been a year like no other. However, despite these challenges the network is proud to continue its growth. An additional 79 AutoCare garages have joined the network this year and on 26th November the 900th garage was signed up to the AutoCare programme.

Regional meetings have been reintroduced for the network this autumn, the first since 2019. This has proved to be extremely popular among members. Although numbers were slightly lower than normal, both due to the ongoing pandemic and how busy workshops are, attendance was still impressive. For the network, this marks a sense of returning to some form of normality and it has been a valuable opportunity to reconvene the network, providing updates as well as guest speakers from selected suppliers.

The annual Mechanex exhibitions which AutoCare exhibit at have also made a welcome return. The first one was held on 9th November 2021. The exhibitions see an average of 1500 visitors through their doors over the two days each year.

The traditional April to May spring promotion also ran this year. The main prize winner Kevin McDowell, who won a brand-new Peugeot 308 after taking his car to AutoCare garage Kevin Griffin Cars in Horsham, Surrey for an MOT

and repair. In addition to the main prize winner, there were an abundance of other prizes, including a variety of electronic goods.

The winter promotion for 2021 has also started, beginning on 1st October and running until 30th November 2021. This offers customers even more chances to win just in time for Christmas. With four main prizes of luxury staycations for two in Edinburgh and Jersey up for grabs, the promotion also features 55 runner-up prizes, including laptops and smart speakers.

As with previous promotions, all participating garages received fully personalised leaflets detailing the promotion, invoice stickers, posters, and digital packs for their social media channels and websites. AutoCare has also been promoting the competition on their social media platforms.

And if that's not enough, garages also had a chance of winning big with The Great Bosch Giveaway which ran throughout September. This gave garage members the opportunity to enter a prize draw for the ultimate Bosch workshop package worth over £20,000. This astounding prize, which included a DAS Calibration Device, Air Conditioning Service Unit, Diagnostic Notebook, KTS ECU Diagnostic Tool, Battery Charger, Handheld Multi Meter, and a Battery Tester was won by Graham Porrett from Sidlesham Garage in Chichester.

This year has also seen a positive uptake on EV/PHEV training, ensuring members are future proofing their businesses and investing in new technologies. The network is thrilled that a third of workshops are now qualified at level 3, compared to 6% of the rest of the UK. In addition, 543 technicians trained to level 2.2 and 444 are trained to level 3. There are also 321 network garages with at least one technician qualified at level 3. Level 4 training courses available at a discounted rate and an annual CPD designed for EV/PHEV vehicles are coming in 2022.



TECHNOLOGY

NEW SAFETY BRAKING SYSTEM FOR BREMBO

Brembo will launch a new intelligent braking system called Sensify in 2024. Sensify can operate independently on each of a vehicle's four wheels, and it could be the first application of an active-braking system. With Sensify, two control units, one for the front axle and one for the rear axle, apply braking force to each individual wheel. The braking process uses electromechanics actuators that have a faster reaction time compared to a hydraulic system.



INDUSTRY

COST OF AUTOMOTIVE RAW MATERIALS HAS RISEN 87% IN EUROPE SINCE 2019

According to a recent study carried out by AlixPartners, the cost of raw materials has increased markedly since August 2019. In Europe, analysts' calculations concluded that the amount has increased 87% over the period to reach \$2,580 per vehicle (around €2,215).

Inflation was the highest in the United States: costs jumped 122% or \$4,175 dollars (around €3,585). Asia was somewhat more protected from the upturn.



EU MARKET

TESLA MODEL 3 TOPS SALES IN EUROPE

The Model 3 led European sales in September 2021. And as further proof of its success, rental company Hertz has announced an order for 100,000 units by the end of 2022. With 24,591 units, the American automaker's entry-level vehicle rose to the top of European bestseller list, ahead of the Renault Clio (18,264 units) and the Dacia Sandero (17,998 units). This is the first time that an electric vehicle has been number one in Europe.



BATTERIES

GERMANY TO HOST LITHIUM REFINING PLANT

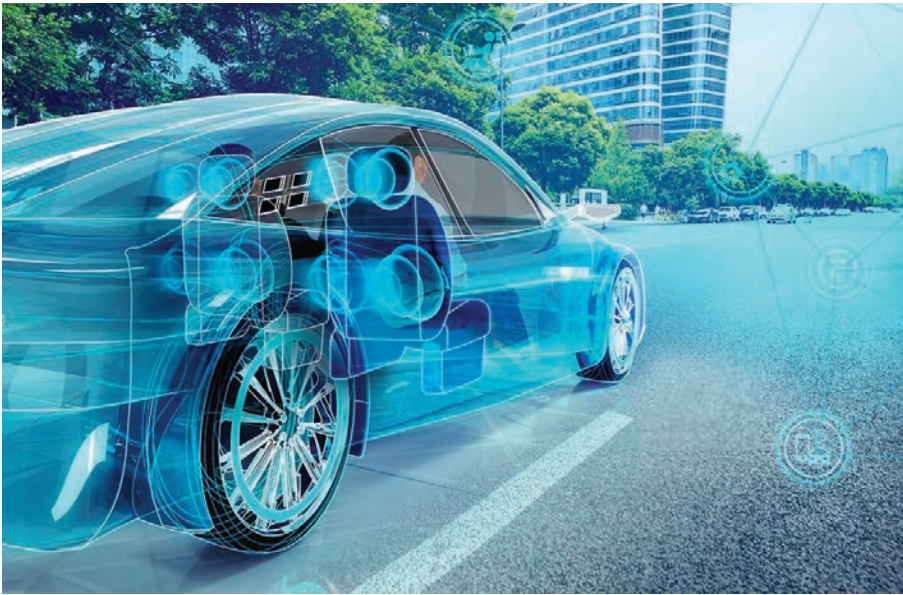
The Canadian company Rock Tech Lithium has announced an investment of €470 million in Germany to set up a lithium refining plant. Production is expected to start in 2024. The plant, described by the group as "the first in Europe", will be located in the town of Guben, in Brandenburg, not far from Berlin. It will supply enough refined lithium to build 500,000 electric vehicles per year.



ECONOMY

FAURECIA ACQUIRED HELLA

By purchasing Hella, French OEM has become the world's seventh largest supplier. The world leader in seats and dashboards has completed its product portfolio by acquiring a specialist in lighting and electronic components. With a combined turnover of €23 billion, the new group will operate 24 production sites and develop innovation in 21 R&D centers.



ADAS

TOMTOM LAUNCHED SMART SPEED ASSISTANCE

From July 1st, 2022, all new models released in Europe will need to be equipped with Intelligent Speed Assistance (ISA). Adopted by the European Commission in May 2021, this system is designed to encourage drivers to slow down when they exceed the authorized speed limit. According to this new regulation, all systems will have to have very precise and clear information on speed limit signs. The mapping and navigation specialist TomTom markets software based on ADAS map content, which already equips more than five million vehicles worldwide. It considers speed limits, traffic signs, hills, curves and bends, information on lanes and traffic lights, and so on. This software leverages the connectivity of the vehicle when available or operates entirely offline, reducing the costs of on-board hardware.



AUTONOMOUS CAR

WAYMO RAISES \$2.5 BILLION

Waymo, the autonomous vehicle project developed by Alphabet, the parent company of Google, announced in last June that it had raised \$2.5 billion in its last funding round. The subsidiary, which counts among its investors Alphabet and several large investment funds, had already raised more than \$3 billion in 2020. The funds will be used to improve Waymo's autonomous driving technology and to fill out the workforce.



EV INCENTIVE

FRANCE EXTENDS EV INCENTIVE UNTIL JULY 2022

French buyers can continue to get a €6,000 bonus for an electric vehicle, and €1,000 bonus for plug-in hybrid vehicles until July 2022. Initially, this bonus was planned to end on December 31st, 2021.



SEMICONDUCTORS

EU PUTS FORWARD A €42 BILLION PLAN FOR SEMICONDUCTORS

The European Commissioner for the Internal Market has announced a continental fund of €42 billion dedicated to semiconductors. But this plan will not change the current shortage, which is expected to last until 2023. According to forecasts by IHS Markit, automobile production could be cut by 10.6 million vehicles in 2021, to 75.8 million units. The cabinet believes that the worsening situation is explained by the measures taken by the Malaysian government to counter the outbreak of Covid-19 affecting the country. Malaysia produces around 13% of semiconductors for the automotive industry.



INDUSTRY

RECYCLED EV BATTERIES

According to a study published by the Australian Institute for Sustainable Futures, the potential for recycling batteries seems enormous. It could help reduce global for lithium by 25%, for cobalt and nickel by 35%, and 55% for copper by 2040.

To make this production profitable, battery life must first be extended, so that they can be used from eight to fifteen years in a vehicle before losing power, and also to give them a second life, in homes for example. This recycling, which could become massive and profitable, is arousing the interest of certain countries. Chinese industry is leading the way. According to observers, the battery maker CATL has just announced the construction of a 32 billion yuan (€4.3 billion) recycling plant in Hubei province. On the United States side, \$500 million was raised by one of the founders of Tesla to expand its recycling plant in Redwood.

AUTONOMOUS CAR 2

UK SAYS OK TO FIRST STEP OF TESTS

The United Kingdom has opened motorways to autonomous driving. In a first step, tests will start with the automated line-keeping system which uses a combination of sensors and software to play on the lateral position of the vehicle, but also on its speed and decelerations. The government has warned that the legislation will initially allow delegation of driving up to 60 kmh.



HYDROGEN

MASSIVE INVESTMENT FOR BOSCH IN HYDROGEN STOCKAGE

Bosch Group will invest, between 2021 and 2024, €1 billion in hydrogen, an alternative to electric batteries, especially in trucks. Bosch will invest €600 million in fuel batteries for vehicles and €400 million in the manufacture of fixed 'mini reactors', which could provide electricity in cities or for factories.

Around 100 of these generators will be put into service this year before mass production from 2024. The 'green hydrogen' market is expected to reach €40 billion by 2030, with annual growth of 65%, according to Bosch. Revenue from electric cars is expected to increase fivefold by 2025 and the business, in which Bosch is investing more than €5 billion, is expected to become profitable by 2024.



TIRES

THE ALL-SEASON TIRE POPULAR WITH EUROPEAN MOTORISTS

An online study by YouGov for Nokian Tires, conducted in Germany, France, Italy and Poland, shows that 50% of respondents believe all-season tires are safe enough to be used all year round and that they meet all the regulatory requirements applicable to winter tires. Most all-season tires are fitted to small to mid-size family cars. The majority of respondents use all-season tires for vehicles over five years old. Specifically, 74% of Polish drivers plan to use all-season tires for their second car compared to 59% of Italian, 57% German, and 47% French drivers. Only 3.75% of all respondents buy all-season tires for new cars less than a year old.



WORLD CAR PRODUCTION PRODUCTION DOWN 16%

With 78 million units, world automobile production fell back to its 2010 level, a decline of 16%. The largest drop in production was seen in South America. With a drop of 30%, South America suffered greatly from this crisis, followed by Europe (-21%) and North America (-20%). Asia, which represents more than half of world production, resisted better with a drop of only 10%. China, in particular, recovered very quickly after being hit hard in early 2020. The drop in Chinese factories was indeed limited to 2% over the year.



RUSSIA

FAURECIA OPENED A NEW SITE IN RUSSIA

The French equipment manufacturer Faurecia has opened a seventh site in Russia. The latter, located in Togliatti, is expanding the capacity of the headquarters division. It also hosts Faurecia's regional management.



ENERGY

GERMANY AND FRANCE TOGETHER TO DEVELOP BATTERIES

French and German economy ministers signed up to a forum in which they stress the importance of developing a European battery industry. By 2025, the ambition is to be able to equip up to seven million electric vehicles per year. Called "European innovation in batteries", the European project, in which the Commission plans to invest €2.9 billion at the end of January, brings together 42 companies. These include manufacturers BMW, Fiat and Tesla (which is established near Berlin), the French chemist Arkema, and the Swedish battery specialist Northvolt.

Covering the entire value chain from raw materials to recycling, it also includes start-ups and provides for cooperation with numerous research organizations and universities. Against China, which dominates the market, Europe represents only 3% of world cell production, but it has the ambition to catch up and is targeting 25% of the market by the end of the decade.



ELECTRIC VEHICLE

FOXCONN UNVEILS THREE ELECTRIC VEHICLES

Taiwanese electronics giant Foxconn unveiled three prototypes of electric vehicles (sedan, SUV, and bus), with aims to become a key player in this market and find partners. The main supplier of electronics in the world has invested tens of millions of dollars in electric vehicles, notably starting a business with Taiwanese automaker Yulon Motor and buying out a struggling auto plant in Ohio. Among its recent partners is Fisker, one of the many American electric car start-ups that hope to one day compete with Tesla. The two companies have announced their intention to jointly develop electric cars sold under the Fisker brand, the goal being to start producing vehicles by the end of 2023.



MOTOR SHOWS

2022 GENEVA POSTPONED

The organizing committee of the Geneva Motor Show has decided to postpone the 2022 event by one year. Among the reasons cited, the committee mentions the problems related to Covid-19. Geneva International Motor Show CEO Sandro Mesquita said, "Many exhibitors have indicated that the uncertainties caused by the Covid-19 pandemic do not allow them to make a firm commitment to the 2022 edition of the Geneva Motor Show". He specifies that "the semiconductors crisis is expected to last until next year, with negative financial implications for OEMs". The Geneva Motor Show was last held in 2019 and welcomed 600,000 people.



EU CAR PRODUCTION

GERMANY STILL THE FIRST CAR MANUFACTURER IN EUROPE

The pandemic has had very negative effects on the production of motor vehicles in Europe. According to the latest report published by ACEA (the Association of European Automobile Manufacturers), production on the continent in 2020 fell by 21.5%, going from 21.7 million units in 2019 to 17 million last year. In the market for commercial vehicles (utility, trucks, and buses), Europe fell to third place with a market share of 16% compared to 23% for North America and 36% for China. With 3.8 million units (cars, vans, trucks, and buses), Germany remains the leading European producer country, far ahead of Spain (2.25 million units) and France (1.35 million) which has nearly been caught by the Czech Republic (1.13 million).



GERMAN MARKET

GERMAN MARKET AT ITS LOWEST FOR 30 YEARS

With fewer than 200,000 registrations recorded in September 2021, a drop of 25.7%, the German market has regressed 30 years, according to figures from the Federal Automobile Agency KBA. "It is the worst September since 1991", commented the federation of automobile importers VDIK. Cumulatively since January, the sector has sold 2.02 million cars, a negative balance of 1.2% year-on-year. The only glimmer of hope in the market comes from the growth in sales of electric cars, which increased in September by 59% year-on-year, reaching a share of 17% in total sales. Sales of hybrid vehicles rose 13.5%, according to the KBA.



COMPETITION

PORSCHE LAUNCHES CONSTRUCTION OF SYNTHETIC FUEL PLANT

From 2022, Porsche intends to use a synthetic fuel, eFuel, which is almost neutral in CO₂, in competition. The brand also wants to supply its traditional models with this fuel. The production unit will be built in Punta Arenas, Chile. The project, called Haru Oni, also involves Siemens Energy, HIF, Enel, ExxonMobil, Gasco, and ENAP. The site will be able to produce 130,000 litres of eFuel in 2022, before reaching around 550,000 in 2026.



UNITED KINGDOM

UK PRODUCTION FALLS TO LOWEST SEPTEMBER LEVEL SINCE 1982

UK car production fell by 42 percent last month to its lowest level for a September since 1982, according to data from the Society of Motor Manufacturers and Traders (SMMT), as a lack of semiconductor chips continues to disrupt the sector worldwide. A total of 67,169 cars rolled off British factory lines last month, the SMMT said.



WORLD PRODUCTION

EUROPE'S AUTOMAKERS WARN 2022 PRODUCTION WILL FALL SHORT OF DEMAND

Industry association ACEA expects the global chip shortage to stretch into 2022, probably causing members to miss their own production forecasts, according to a document seen by Bloomberg News. "Car production volumes in Europe will likely be substantially lower than expected this year and next," the group said in an annex to a letter it sent to the European Commission. "Supply will not be in line with demand."

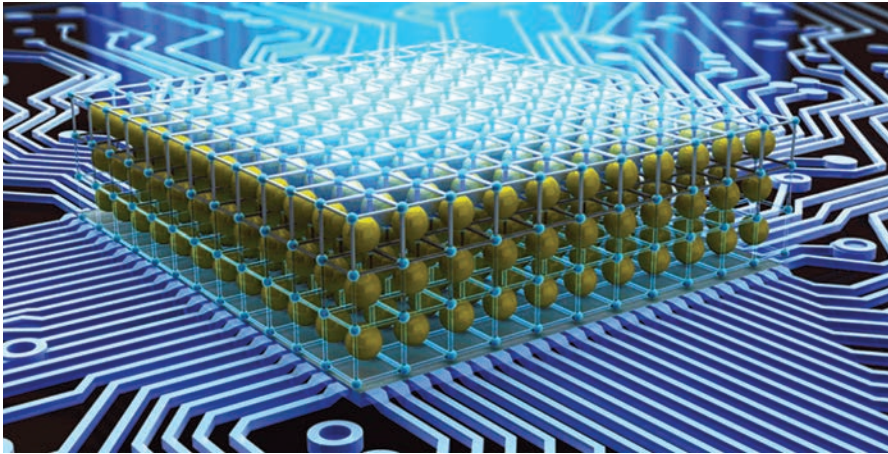
The European car sector is on course to fall short of last year's disastrous showing after producers in the region logged their worst September sales in more than a quarter century. IHS Markit expects European car production to climb 16 percent to almost 18.6 million units next year, an output that would bring the industry closer to pre-pandemic levels of around 20 million. ACEA will publish its 2022 forecasts early next year.



ECONOMY

SEMICONDUCTOR MARKET WILL REMAIN ENERGIZED UNTIL 2022

"The situation in the semiconductor market will be extremely tense in the coming months", Jean-Marc Chéry, CEO of STMicroelectronics, has said. He does not foresee any improvement before at least the middle of 2022. As production came to a halt during lockdowns ordered by various governments, global demand for semiconductors exploded, due to increased purchases of video game consoles. Electronic component factories have turned to this sector, and are now struggling to revert to automotive semiconductors, creating a shortage situation.



TIRE

ALL-SEASON TIRES SUPPORT THE EUROPEAN MARKET

Thanks to the performance of all-season tires (+20%), the European tire replacement market posted stable results in the third quarter of 2021. Thus, 60.5 million units were sold in the light vehicle replacement market, a stable result compared to 2020 but down 2% compared to the 2019 balance sheet. In detail, the all-season tire segment recorded an increase of 20% over one year, while summer tires fell by 11%, and those dedicated to winter remained stable.



SERVICES

THE SUBSCRIPTION MARKET COULD REPRESENT 40 BILLION DOLLARS IN AUTOMOTIVE

According to a study carried out by the Boston Consulting Group, the automobile subscription market could represent \$40 billion in Europe and the United States by 2030. The formula could account for 15% of new car sales, or a volume of 5 to 6 million subscriptions. This is especially due to the principle of payment for use and not for property becoming more popular. A study of 7,000 households in Germany showed that customers underestimate the cost of owning a car by more than 50%.



POWER STATION

BRUSSELS WANTS TO INSTALL 3.5 MILLION CHARGING STATIONS IN 2030

As part of the Green Deal, the European Union has set a roadmap for the deployment of charging stations. It predicts 3.5 million in 2030. At the end of last year, there were 260,000 publicly accessible charging points in Europe among the 27 member states, of which 70% were in just three countries, Germany, France, and the Netherlands. To catch up, Europe is promising one million in 2025, 3.5 million in 2030 and 16.3 million in 2050.

The committee goes on to say that “to ensure full connectivity on European motorways, a capacity of at least 300 kW provided by fast charging points (at least one of which has a capacity of 150 kW) will have to be installed every 60 km on the main network by 2025, then a capacity of 600 kW by 2030.” For electric heavy-duty vehicles, charging points must be made available every 60 km and provide a power of at least 1,400 kW by 2025 and 3,500 kW by 2030.



EU EV MARKET

ELECTRIFIED CARS MADE UP ALMOST A FIFTH OF Q3 SALES IN EU

Nearly one in five vehicles sold in the European Union in the third quarter was an electrified model as sales continued to soar while demand for pure fossil-fuel cars slumped, according to sales data released by industry association ACEA. It said that full-electric and plug-in hybrid model sales across the EU made up just under 19 percent of all sales. Full-electric sales jumped nearly 57% to more than 212,000 units, while plug-in hybrid models rose nearly 43% to more than 197,000 units. But that compares with a 35% drop in sales for pure gasoline cars, which are still the biggest sellers and account for nearly 40% of overall sales, and a more than 50% drop for diesel cars during the quarter. Less than a decade ago, diesel cars made up more than 50% of sale in the EU but accounted for under 18% of all cars sold in the third quarter.



AUTO MAKERS

CHINESE XIAOMI PLANNED TO PRODUCE EV

Chinese smartphone maker Xiaomi will start mass producing its own electric cars in the first half of 2024, a company spokesperson said, citing comments from CEO Lei Jun. The date marks the next major target for the company's fledgling electric-vehicle division, which Xiaomi formally announced earlier this year. In March, Xiaomi said it would commit to investing \$10 billion in a new EV division over the next ten years. The company has ramped up hiring for the unit, though it has yet to reveal if it will produce the car independently or in partnership with an existing automaker.



TWENTIETH ANNIVERSARY

The jubilee of the EuroWarsztat network coincided with the celebration of the 20th anniversary of GROUPAUTO Poland.

After twenty years of operation, the consolidated turnover of GROUPAUTO Poland members has increased 50 times. The innovative and dynamic support of GROUPAUTO International has allowed the network to implement ideas crucial for the modern automotive market.

And the past two decades have been an inexhaustible source of valuable experience and a period of dynamic development of the network.

The Covid-19 situation influenced the celebrations of the double jubilee and challenged organizers to invent new ways of holding events. Because of pandemic restrictions the celebration began atypically with a jubilee rally around Poland,



making official visits to EUROGARAGE sites. During these visits, sites were given jubilee gifts specially prepared for this occasion.

Celebrations ended one year later with a conference for owners of services, distributors, and suppliers. In a beautiful seaside resort, fully Covid-



secured, the last five years were summarized and plans for further development were presented. The atmosphere of the long-awaited meeting showed more than ever the importance of direct contact in business relations.

EuroWarsztat's plans, apart from expanding the network, are primarily focused on quality and

the latest technologies. Being a part of global distribution is a solid foundation that creates unique opportunities to build the future of the network. For services, cooperation with the network is a guarantee of stability and access to these new technologies. EuroWarsztat knows how to support and develop independent companies in the rapidly changing automotive world.



IN THE SPOTLIGHT

THE IMPORTANCE OF FEEDBACK

Robert Stevens – Director of Garage Networks & Technology



In preparation for the GROUPAUTO International Congress, we contacted the network managers from our EUROGARAGE and TOP TRUCK networks and asked them if they could provide us with some feedback from a few of the workshops in our international networks. We asked if they could have the workshop provide a video in which they answer one question. That question was, “As an aftermarket workshop, what are your concerns for the future?”

To be honest, I was not sure how many responses we would receive. There was a limited amount of time to respond, and both the network managers and the workshops are very busy. I also knew there were several countries that I could always count on to participate in these projects, but I did not know if I would receive responses beyond this core group.



However, as the due date approached the responses started to arrive. We received responses from both EUROGARAGE and TOP TRUCK Workshops. The responses came from France, Portugal, Italy, Spain, Belgium, Poland, Costa Rica, Belarus, Czech Republic, Moldova, and the United Kingdom. In the end, we received more responses than we could include in the timeslot for the International Congress.



Although the responses came from many different countries, and from both large and small workshops, they had very similar concerns. Their concerns included:

- Fewer young people are interested in becoming automotive technicians
- Access to technical information from vehicle manufacturers
- Investment in equipment and training for new vehicles
- Access to training on new vehicle technology
- Technical requirements for large-scale fleet services
- Access to technical information on Electric and Hybrid vehicles
- Access to data from connected vehicles

Workshops were concerned that if these issues are not addressed, over time it will become more difficult for them to retain their customer base, attract new business, and compete with dealerships.

The purpose of the EUROGARAGE and TOP TRUCK networks is to support our aftermarket workshops and to help them prepare for the future. We provide technical training, marketing support, and centralized systems that allow the workshops in our networks to work together.



We share best practices between our networks, so that one country can learn from the successes of another country. If the workshops in our networks have this list of concerns, I can only imagine the concerns of aftermarket workshops that are not part of a network like EUROGARAGE or TOP TRUCK.

The feedback we received from our workshops is very important to us. This feedback will be provided to our regions, network managers, partners, and parts suppliers during our International Congress. We will also provide this information to FIGIEFA as part of our legislative efforts in Brussels. And of course, our networks will be incorporating this feedback into the ongoing training and support they provide for our EUROGARAGE and TOP TRUCK workshops.

GROUPAUTO and our EUROGARAGE and TOP TRUCK networks understand that today is the time to prepare for the future. We welcome ongoing feedback from the workshops in our networks since they are our best source of information about the current challenges and opportunities for the Aftermarket. And most importantly, we will continue to support the aftermarket so that we can all make the transition to the future together.

Thanks to all the workshops that provided feedback.

FEATURED SUPPLIERS



BorgWarner Introduces New Value Proposition and Promise for the Future to the Aftermarket

BorgWarner is further enhancing its credentials as a dependable, socially and environmentally responsible supplier to the automotive industry. In a series of fresh commitments, the company's aftermarket partners are to benefit from the company's electrification expertise, broad OE-quality product portfolio as well as from individually tailored professional support.

The automotive industry is currently undergoing drastic changes. The number of electrically powered vehicles is constantly growing. These developments are also having an impact on the aftermarket. To master this change, retailers and workshops can count on BorgWarner as an experienced, innovative and technologically competent partner with in-depth know-how at their side, especially now more than ever.

BorgWarner continues to build on its commitment to deliver cleaner and more energy-efficient propulsion solutions through a wide variety of clean aftermarket technologies. In addition, the company's REMAN products provide reliable performance while being environment-friendly and conserving natural resources. They are ideal for the cost-efficient repair of older vehicles as they combine the quality of a new part with the competitiveness of a remanufactured system.



Benefit from the wide product range of the OE manufacturer.

My Choice? The Original!

- Glow plugs, glow plug controllers and ignition coils of BorgWarner's BERU brand
- All Wheel Drive coupling spare and service parts
- High-quality EGR cooler and EGR valves
- Thermostats
- Robust and durable turbochargers in original BorgWarner quality
- REMAN turbochargers and EGR valves
- Excellent service and support



Now available:
Extended
EGR valve
range

aftermarket.borgwarner.com

BorgWarner



Winter check for batteries – satisfied customers even in the cold season

With its wide range of powerful batteries Bosch is a reliable partner for every journey, even in winter.



Bosch batteries with Power Frame⁽¹⁾: S3, S4, S5, S4 E⁽²⁾ and S5 A⁽³⁾

NO. 1 CAUSE OF CAR BREAKDOWN

According to statistics from the Auto Club Europe (ACE), problems with the battery have again proved to be the most common cause of car breakdown. The extensive equipment of modern vehicles with many electrical consumers has enormously increased the stress on batteries.

The consumption of air conditioning, seat heating, rear window heating, start/stop system, driver assistance systems plus servo assistance of steering and brakes is nowadays far above what the alternator can deliver.

In this situation the car battery bridges the lack of energy. In addition, the battery is by repeatedly charging and discharging – for example on short distances – cyclically extremely stressed. Workshops should therefore check the battery during the workshop visit. If necessary, the battery can then quickly either be charged or replaced.

THE MOST IMPORTANT BATTERY CHECK IS THE WINTER CHECK

In the cold and humid season vehicle batteries are additionally

Driving Tips

- If possible, drive the car for 20-30 minutes instead of embarking on very short journeys. This will allow the alternator to fully recharge the battery.
- To charge the battery more efficiently, limit the use of all electrical devices such as the air conditioning, window heating or audio systems. Only use what is necessary at all times.
- If the vehicle is used occasionally or only at certain times in the year, ensure to recharge the battery regularly. If there is a risk of loss of electronic settings, connect it permanently to the power supply.

burdened. Low temperatures can reduce their capacity. Winter is also a period of increased power consumption. In fact, rear window and seat heating, lighting system and fan often run simultaneously and at the highest level. During winter check, the mechanic will quickly find out if a weakened battery has to be replaced.

SAFELY THROUGH THE COLD SEASON

When choosing a new battery it is important to consider its performance and service life. With the S3, S4, S5, S4 E⁽²⁾ and S5 A⁽³⁾ battery types, workshops have a wide selection to choose from. In addition, using the universal battery charger BAT 645, the workshops can reliably charge and test all types of lead-acid batteries.



BAT 645

(1) PowerFrame®: patented stamping process for optimized current flow, reduced corrosion and long service life

(2) EFB (Enhanced Flooded Battery): positive plate coated with polyester scrim ensures additional retention of the active material and a high deep-cycle resistance

(3) AGM (Absorbent Glass Mat): acid absorbed by micro-fiberglass mat allows more energy to pass through



Bosch Batteries **Power to your passion**

Thanks to their high performance and proven high quality, Bosch Batteries meet the needs of many different vehicles and applications. Find out about the benefits of using Bosch batteries here: boschaftermarket.com





‘RESTYLING’ OF BREMBO XTRA BRAKE PAD RANGE UNVEILED

New look Brembo Xtra brake pads aim to highlight the uniqueness of the product range.

Leading braking systems manufacturer Brembo announces the restyling of its ‘Brembo Xtra’ Aftermarket brake pads. This series of pads were developed to accompany the company’s Aftermarket range of drilled and slotted discs, satisfying the needs of sports driving enthusiasts who also demand comfort and duration during daily road use.

Available to purchase since June 2021, the visually updated Brembo Xtra brake pads feature brand-new graphics which include a new grey shim with red pad printing bearing the ‘Brembo Xtra’ logo. This new design replaces the laser engraving which has up to now been present on the friction material.

In keeping with Brembo’s high sustainability standards, the updated brake pads come in a wrap that is totally recyclable. This additional layer provides the packaging with an additional protection. The aesthetic redesign of the brake pads, along with the renewed packaging, sets the Brembo Xtra series aside from all of the company’s other ranges, thus highlighting its ultra-premium qualities.

First launched in 2018, the Brembo Xtra brake pad range is specially designed for the Max and Xtra disc lines. It covers over 100 part numbers including many of the most recent compact, medium and sports cars. The brake pads feature a material called BRM X LO1 which was developed specifically by the company’s engineers. It is made of over 30 different components that have been studied and tested at Brembo’s advanced research laboratories.

Brembo was able to develop this innovative material due to its experience in the original equipment (OE) area and because of the many high-performance products which it has created to meet the most extreme braking conditions. Features of Brembo Xtra brake pads include superior pedal feeling, comfort and fade performance, as well as increased friction stability, a reduction in wear and cleaner rims.

The ‘new look’ Brembo Xtra brake pads are ECE R90 approved, meaning that they are fully compatible replacements for road use. A transition phase is being implemented with regard to the Brembo Xtra brake pads that feature a black shim and the new ones that feature a grey shim, meaning that both options will be available to purchase on the market for a few months.



bremboparts.com

OUR PRIORITY IS MAKING ALL DRIVERS
OUR PRIORITY IS MAKING ALL DRIVERS
OUR PRIORITY IS MAKING ALL DRIVERS



EVERY CAR DESERVES BREMBO

Champion safety

Drive like a champion, in optimum comfort, thanks to the Xtra brake pads, and drilled or grooved discs. Our brake pads adapt perfectly to Xtra and Max discs to guarantee the best braking performance for everyday driving. Choose from our complete range of ECE R90 certified components.



THE VARTA® PARTNER PORTAL



CLARIOS INTRODUCES NEW ENHANCED VERSION OF THE VARTA PARTNER PORTAL: PLATFORM FOR BATTERY EXPERTS.

Clarios has reached a new milestone in providing battery service solutions and launched an upgraded version of its online service and information platform the VARTA Partner Portal. The enhanced portal hosts all battery related information and VARTA Services on a single site, to give VARTA partners solutions which go beyond the familiar and widely used Battery Finder function.

All VARTA services on one site

The VARTA Partner Portal provides battery know-how in the Battery World Professional tool, integrates its successful Battery Test-Check Program as part of the platform, and allows customers to keep up to date with relevant regional news about VARTA events and promotions. To demonstrate its commitment to digitalization, Clarios also showcases some of the Portal's future e-learning features. Users can find video trailers of the first training sessions in the tool. And there is more: The VARTA Partner Portal now also offers a new heavy commercial vehicle section. VARTA partners will now also get informative and exciting new features, such as the VARTA Fleet Program, TCO Calculator, Battery Finder for heavy commercial vehicles, and VARTA Media Centre, offering battery related downloads and newly-released press articles.

The major advantage of the new VARTA Partner Portal is that all VARTA services are now available on a single site. Portal users will find all the familiar tools in the Battery Finder for passenger cars section. Whether mechanics need to find the right battery for a specific vehicle, its exact location, or detailed installation instructions – the Battery Finder supports workshops with all the necessary data for replacing a battery. Its database covers 99.5% or 383 million of registered vehicles, especially those equipped with Start-Stop systems, and is being constantly updated. One of the new features is the ability to look up and save users' previous battery searches.

The Battery World Professional provides workshops with technical articles containing valuable battery content – from the basic essentials to expert know-how. Regional news, events and promotions are now also available in the new VARTA Partner Portal. Another advantage of the new platform is that all new users who register for the Battery Test-Check Program, are now automatically registered in the Portal and can obtain access to all other valuable tools and services.

Support and know-how for workshops

Workshops and vehicle owners face a growing number of challenges from new technologies and requirements. "The previous version of our portal taught us a great deal about what workshops really need," explains Guido Schneider, Vice President Sales Aftermarket Europe at Clarios. "All of these findings have been incorporated into the new VARTA Partner Portal. This means that we are able to provide users with the specialist knowledge and support which they need for their day-to-day operations."



He also stressed that technical expertise is more important than ever for workshops. Here Schneider sees two large intersecting fields: "On the one hand, digitization is reaching more and more workshops. Today, online tools are replacing many programs and services that previously worked offline." "On the other hand, workshops need support in their work, because technologies and vehicles are becoming increasingly complex". Employees need to be trained to service Start-Stop vehicles and their advanced batteries. The new VARTA Partner Portal meets all these needs, by offering workshops easy access to topics and services which allow them to fully service advanced technology batteries.

Clarios EMEA

Am Leineufer 51 · 30419 Hannover · Germany
www.varta-automotive.com



**THE POWER
IS IN YOUR
KNOW-HOW**

VARTA® Partner Portal gives you the right tools to Find, Test, Sell and Fit standard and advanced technology batteries. **Join the VARTA® Partner Portal and get the power to become a Battery Expert!**



www.varta-partner-portal.com

It all starts with  **VARTA®**

 CLARIOS



THE NEW WINTERCONTACT™ TS 870. EXPERIENCE MORE THAN JUST A BLACK PIECE OF RUBBER.



Most of the time, you don't pay much attention to your tyres, right? But that might change quickly, when the first snow begins to fall. In consideration of the many different challenges that winter presents, you're better trusting in a tyre that makes the difference – just like the original WinterContact™ TS 870.

Technical highlights:

Keep cool, when the road turns ice cold.

When snow falls and covers the streets, you can be sure that our CoolChili™ compound and the new pattern and sipe concept will provide reliable control and comfortable driving behaviour, so that you can just enjoy your winter ride.

Trust what's underneath, no matter what comes from above.

Since winter isn't always white and beautiful but wet and slippery, we have worked on a piece of technology to optimise wet braking distances and even master aquaplaning. With our hydroplaning groove structure, you always enjoy a comfortable ride – even when it's raining cats and dogs.

Cover long distances with low rolling resistance.

No matter how far your winter journey will take you, this tyre won't let you down. Thanks to the extralow rolling resistance enabled by our flexible polymer matrix you can rely on extra-high mileage – and simply look forward to your destination.

Dimensions:

Tyre width in mm: 155–225

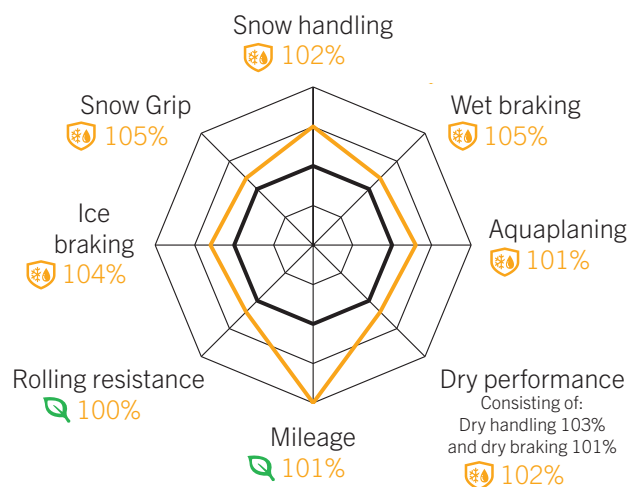
Tyre cross section: 40–70

Rim size in inches: 14–17

Speed symbol: H/T/V



Performance:



— WinterContact™ TS 870
— WinterContact™ TS 860

Ecologically relevant criteria
Safety relevant criteria

EU tyre label values

Fuel efficiency: C

Wet braking: B

Noise level: 70 dB (B) Safety relevant criteria

GERMAN
TECHNOLOGY

Continental 
The Future in Motion



All winter tyres are the same. Until the streets turn white.

The new WinterContact™ TS 870.
German engineered safety to master any kind of winter.

www.continental-tyres.com



Safe, clean, steadfast That's what winners look like!

ATE shines with its ATE Ceramic brake pads in the current ADAC brake test. The brake specialist clearly came out on top against five brake systems, impressing in the categories of safety and durability.

ATE Ceramic brake pads came away as the clear winner with an overall grade of 1.7 (good). In the renowned brake test of ADAC, Europe's largest motoring association, the ATE Ceramic comfort brake pads came out on top against five other competitors. ATE is a brand of technology corporation and automotive supplier Continental. The ADAC testers took a close look at six brake systems, consisting of brake pads and brake discs. The test candidates included one OEM product, various branded and sports brakes, and a budget brake – all of which are brake systems intended for the aftermarket.

Top score in the brake cycle test

Eventually, it was a total and complete victory: in the test, ATE Ceramic brake pads, combined with ATE original brake discs, were convincing in terms of wear, where they prevailed over all other competitors by a clear margin. During the testing process, the brake systems had to prove themselves under realistic and highly stressed braking cycles. ATE Ceramic brake pads secured an overall grade of 1.0. And not just that: the second-placed test candidate was more than a whole grade behind the winner. In terms of braking distance, the ATE Ceramic brake pads achieved the second-best grade (1.5), demonstrating their good friction properties.

Less abrasion for more environmental protection and greater comfort

"ATE Ceramic brake pads offer both: high safety, as shown by the results in the brake test, but also durability," says Maik Spengel, the responsible product manager at Continental.

"We are particularly pleased that ten years after winning the Innovation Award at the Essen Tire Fair, ADAC has now also independently confirmed the outstanding properties of ATE Ceramic brake pads," adds Peter Wagner, who heads the OE & Aftermarket Services business unit at Continental.



Continental 
The Future in Motion



Guess whose battery was ready to go.

Rely on our comprehensive range of batteries from a single source with dependable cutting-edge technology, under the Continental brand.

- › Start-stop batteries with EFB and AGM technology
- › Starter batteries with lead-acid technology
- › High variety of products
- › Comprehensive services
- › 2-year warranty



Discover all the advantages now:
www.continental-aftermarket.com/batteries





More information:
www.continental-engineparts.com

Expanded Offering for PRO Kits



The PRO water pump kits for 1.6l and 2.0l TDI engines from the Volkswagen Group are brand new additions to our range.

Apart from the water pump, timing belt, tensioning pulley, idlers and other consumables, these also include the belt for the oil pump.

This is a sensible move because the engines in question have a deserved reputation for their longevity. Because of the high mileage achieved during these vehicles' lifetimes, therefore, a second timing belt change may well be necessary. If not already carried out, the oil pump belt should also be replaced at that stage. And the new PRO kits mean that mechanics have all the parts immediately to hand for just such an eventuality.

Tip:

If you want to play absolutely safe, the oil pump belt should always be replaced at the same time as the water pump because changing the timing belt is a really time-consuming repair. It is therefore more efficient and safer to replace such minor consumables at the same time, especially as they have already been removed. The PRO kits are therefore actually always the right choice.

Workshops love the PRO kits. In total, our range now features 42 such kits for the timing gear. "We are continually expanding the range and are very happy to receive suggestions from workshops as to which engine types and combinations would be particularly welcomed," says Adrian Rothschild, head of product management EMEA in the Continental Power Transmission Group.



Register now
www.continental-ep.com/5



Making light work of hard work. The Watch and Work service videos.

Tough jobs are made simple with our Watch and Work service videos. Professional and practical, each episode provides mechanics with handy tips for carrying out complex work on belt drive systems. And each looks at a specific engine. Check out the videos any time on our YouTube channel or at www.continental-ep.com/waw



ContiTech Antriebssysteme GmbH
www.continental-engineparts.com



Delphi Technologies

Discover the **next generation of diagnostics**

Delphi Technologies Aftermarket, a brand of BorgWarner Inc, grows its diagnostic portfolio with an innovative, easy to use analytic tool providing workshops with an extensive suite of diagnostic interrogations, real world data, and more. The previous Vehicle Communication Interface (VCI) tool will still be fully supported within the diagnostic range to offer workshops choice and flexibility in finding a diagnostic solution which meets their needs. This newly designed unit joins Delphi Technologies' diagnostic line up at an exciting time focused on pioneering the best diagnostics in the market.

Delphi Technologies' latest VCI forges the path for evolution of workshop diagnostics

The new BlueTech VCI is designed from the ground up to meet the changing aftermarket world. Its originality is evident from its external characteristics alone. An LED icon panel and matching colour coded surround lighting mean its operation is visible to the technician from almost any angle. Clear anti-counterfeiting measures reassure workshops of an authentic Delphi Technologies device. Upon powering up the unit with a CPU 5 times more powerful than its predecessor, a technician can immediately benefit from intuitive software with a fresh look and feel. The future-ready unit brings to life new integrations such as CAN FD for improved, modern diagnostics with 3 CAN channels, and DoIP for the latest vehicle functions which are here to stay such as telematics and ADAS.

"By making various diagnostic features integrated where they weren't before, we recognize workshops' need to have these functions at the ready for more and more models that have advanced technology as standard," says Jean-Francois Bouveyron, VP for EMEA Aftermarket. "Workshops are maturing in their diagnostic journey and looking for similarly evolved diagnostic tools to boost workshop productivity, such as the Delphi Technologies' BlueTech VCI."

Connectivity, security, and sustainability in one solution

The new diagnostic tool has a built in WiFi and communication encryption making the BlueTech VCI easy and secure to connect with, and access highly sought-after functionality. Security gateway allows the workshop to seamlessly service security protected vehicles and DTC-assist connects technicians with guided diagnostic assistance. Pass thru diagnostics is a bridge between all-makes diagnostics and OEM diagnostics for safety recalls and repair instructions.

Delphi Technologies' market leading sustainability programs help create a cleaner, more efficient world for customers, communities, and the planet. The new VCI is a small but powerful contributor to these sustainability efforts as it can help workshops serve hybrid and electric vehicles, provide LD and HD coverage in one device, and meet critical emissions standards. "The BlueTech VCI also helps workshops fix it right first time and contribute to their own sustainability goals which are an increasingly more critical factor of vehicle maintenance and repair." Comments Jean-Francois Bouveyron, "Customers want to know that their diagnostic investment for the workshop will grow as their business grows, and expand their service offerings to welcome new vehicles through the door in the future."

BlueTech

Next generation diagnostics



delphiaftermarket.com



Delphi Technologies is a brand of BorgWarner Inc.



BorgWarner

BlueTech



Discover the
next generation of diagnostics.

We believe every workshop should have access to the best **technology** and **functionality** required to carry out the **highest quality repairs**. Our new **BlueTech** VCI diagnostic solution combines advanced hardware and smart software to deliver a revolutionary and intuitive tool, enabling garages to maximize revenue and growth. **Welcome to the BlueTech experience!**



delphiaftermarket.com



Delphi Technologies is a brand of BorgWarner Inc.









DENSO

LEAGUE OF **TRUE** MECHANICS



ACCESS THE NEW DENSO TECHNICAL PORTAL

-  Register on www.denso-technic.com
-  Get technical know-how and tips on DENSO products
-  Improve your technical knowledge
-  Take the online courses & prove your skills through tests

-  Get D-coins and official personalised certificates
-  Join the League of True Mechanics, reach the TOP 10 and get rewarded



Scan the QR code to register

For more information and terms and conditions, please visit www.denso-technic.com

Driven by
Quality

DENSO



CAN YOU BE AT ONE WITH A CAR PART?



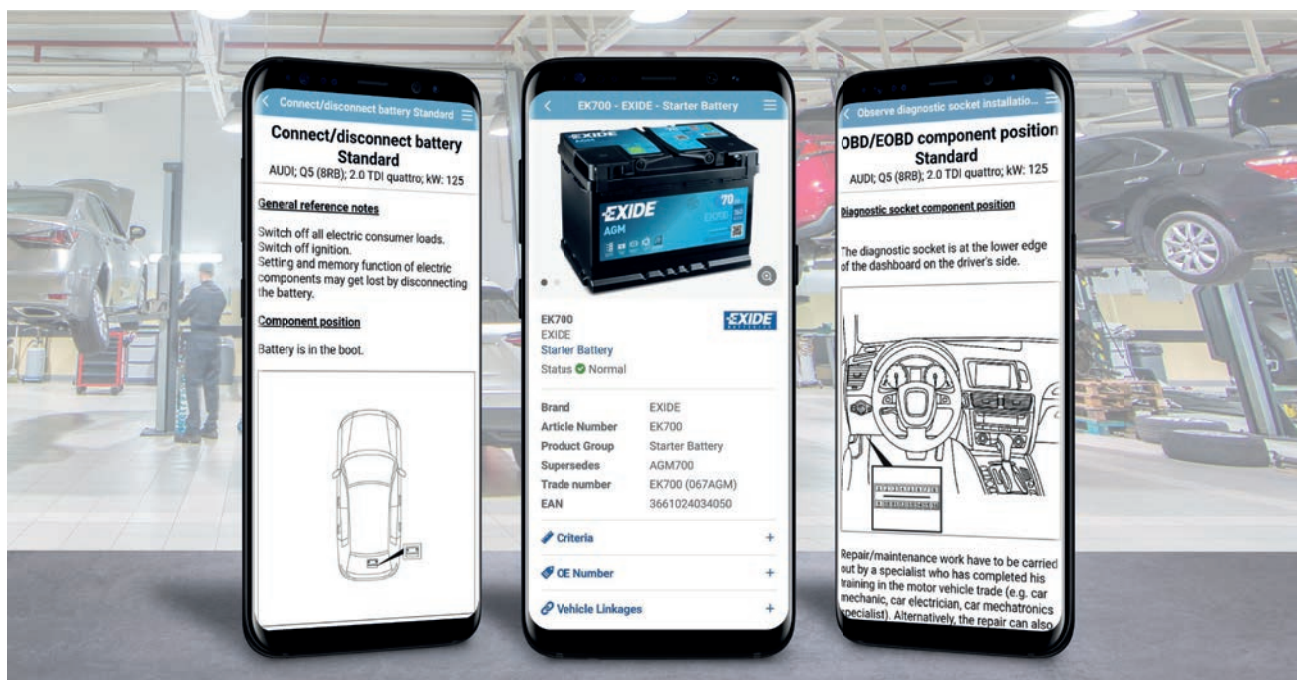
Stock DENSO Spark Plugs and you can. Zero defect, OE quality components improve engine performance and efficiency. And our consolidated range helps your business hold less stock, saving money and shelf-space. It's a wise choice.

CHOOSE DENSO. Free your thinking.

EXIDE ONLINE BATTERY FINDER NOW WITH BATTERY REPLACEMENT INSTRUCTIONS



Finding the Right Battery is just Half the Battle



Exide enhances the power of its online Battery Finder. As well as providing market-leading fitment information across a broad range of vehicle types and models, the advanced Exide Battery Finder tool helps guide mechanics through the replacement process for passenger cars of the European car parc, including hybrid and electric, and light commercial vehicles. Once the correct battery for the selected vehicle has been identified by model, VIN or by using country codes/license plates, Exide offers accessible and detailed instructions on:

- **Battery location:** from now on, no need to consult the vehicle handbook to find the battery location for your model
- **Approximate labour time:** the approximate labour time (directly communicated by car makers) allows mechanics to estimate the complexity and cost of repair in advance
- **How to exchange the battery:** mechanics are shown how to connect and disconnect the vehicle's battery, as well as set-up its related functions, such as initialization of window lifters and gearbox settings, meaning they are able to use the tool from start-to-finish

- **Information regarding validation, and how to register this into the vehicle's battery management system:** in order to prevent damage to car's electrical system and the battery itself, it is vital to register correctly the battery using a professional diagnostic tool

The new Battery Replacement Instructions are available in **24 languages**, and covers **87% of the existing European car parc***. Exide's dedicated team regularly updates the database in order to cover the European car parc in the most comprehensive manner.

The enhanced Battery Finder with the new Battery Replacement Instructions can be accessed on your desktop computer or as an App on your mobile device – no registration required and completely free of charge.

Visit now:
www.exidegroup.com/eu/en/battery-finder
 or download the **Exide Battery FinderApp** on
 Apple Store or Play Store



*Car parc = number of vehicles registered in EU (378M), data 2020, source: TecAlliance

Exide ready for change



Conventional to full electric vehicles

**Exide's advanced lead-acid
batteries provide essential power**



EXIDE AGM

Top charge acceptance with high energy and longer life. Latest innovative AGM batteries from OE also to the aftermarket.



EXIDE EFB

Carbon Boost 2.0 reduces sulfate and improves conductivity. Longer life for conventional and start-stop applications.



EXIDE PREMIUM

Carbon Boost 2.0 reduces sulfate and improves conductivity. Longer life for conventional vehicles with high equipment levels and in urban use.



EXIDE AUXILIARY

A secondary battery powers electrical equipment in certain models, as a complement to the main starter battery.



	Internal Combustion Engine (ICE)	Micro Hybrid (Start-Stop)	Mild Hybrid (MHEV)	Full Hybrid (FHEV)	Plug-in hybrid (PHEV)	Electric (BEV)
ICE Cranking	12V Flooded	12V AGM EFB	12V AGM EFB	12V AGM EFB	12V AGM EFB	No ICE
Engine Boosting			48V or 12V Li-ion			
Electric Traction				250-400V Li-ion	400V Li-ion	400-800V Li-ion
Auxiliary Loads		12V AGM	12V AGM	12V AGM	12V AGM	12V AGM Li-ion

**THE
POWER
OF NEW**

EXIDE
TECHNOLOGIES

exidegroup.com

Exide works with leading car manufacturers, including: Alfa Romeo, Bentley, Citroen, Dacia, DS, Fiat, Ford, Hyundai, Jaguar, Jeep, Kia, Lancia, Land Rover, Mazda, Mercedes-Benz, Mitsubishi, Nissan, Opel, Peugeot, Piaggio, Porsche, Renault, Suzuki, Toyota, Volkswagen Group, Volvo. 70% of European car brands work with Exide batteries.

Steering You Through Life

with febi Steering & Suspension



Right Range - febi provides one of the widest steering and suspension ranges with more than 10,000 articles to cover all popular European and Asian vehicle types. In addition, due to a Fast to Market approach, febi maintains constant research and development to ensure it provides the right parts at the right time.



Highest Quality - febi is a byword for steering and suspension products that satisfy the highest levels of manufacturing quality and installation reliability. With OE matching quality and intensive testing, febi guarantees that the products inside the box are of the finest standard.



Matching to OE - steering parts from febi precisely match the OE specification without any modifications to the intended and original design. This ensures that febi products are exactly as created by the vehicle manufacturer, providing a full level of comfort and safety to the vehicle owner.

Your No. 1 for Steering & Suspension



Scan the QR code to watch the febi "Steering You Through Life" film or visit steering.febi.com



SOLUTIONS
MADE IN GERMANY

www.febi.com

bilsteingroup®



Steering You Through Life

with febi Steering & Suspension

Life is like an exciting journey.

To assure you are safe and comfortable along this journey, it is important to have a reliable partner; one that understands the path ahead and leads you with confidence and precision, wherever life may take you.

Trust febi Steering & Suspension parts!



Scan the QR code to
watch the febi "Steering
You Through Life" film or
visit steering.febi.com



SOLUTIONS
MADE IN GERMANY

www.febi.com

A


GATES CORPORATION

CATALOGUE APP FROM GATES SAVES TIME, ADDS VALUE

The free app for mobile phones and tablets makes the Gates Automotive Catalogue even more accessible

The Gates mobile app provides users quick access to one of the automotive aftermarket's most comprehensive product ranges. Now available for download, the Gates Automotive Catalogue App adapts the flexibility provided by smartphone and tablet operating systems to create a simple, fast and flexible tool.

Offering an improved user experience, the Gates Automotive Catalogue App delivers enhanced features and service levels not available via desktop or mobile browsers, including:

- **A Barcode Scanner:** By scanning the barcode on Gates' product boxes, users have instant access to part images, application data, Tech Tips and Technical Bulletins, providing numerous time-saving benefits for installers and distributors.
- **Additional Search Functionality:** Users can search belt, pulley and hose sizes and characteristics, no matter the application.
- **Select and Compare Tool:** Users now have the ability to list and compare similar products and kits side-by-side to make more informed selections.
- **Automatic Search Log History:** The app automatically saves recent search history, allowing users quick and easy access to data and reminders for their most popular models.

Gates has always responded well to technological change. Having been instrumental in the development of BSGs, the switch from EMD to the E-Start brand highlights Gates' ability to address the emerging needs of installer as more hybrid vehicles enter the aftermarket. It also helps to better associate belts and kits manufactured

by Gates more strongly with the repair of hybrid vehicles. "The Gates Automotive Catalogue App adds another level of service for our customers," said Sam De Win, Gates technical support & data manager Automotive Replacement, EMEA. "The enhanced features and tools deliver significant benefits to the end user; making it likely to become a firm favourite with both counter staff and mechanics on the workshop floor."

Download the Gates Automotive Catalogue App in the iOS App Store or Android Playstore for free today.


GATESTECHZONE.COM

GATES AUTOMOTIVE CATALOGUE APP




DRIVEN BY POSSIBILITY™



DIGITAL INSTRUCTIONS QUICK & EASY

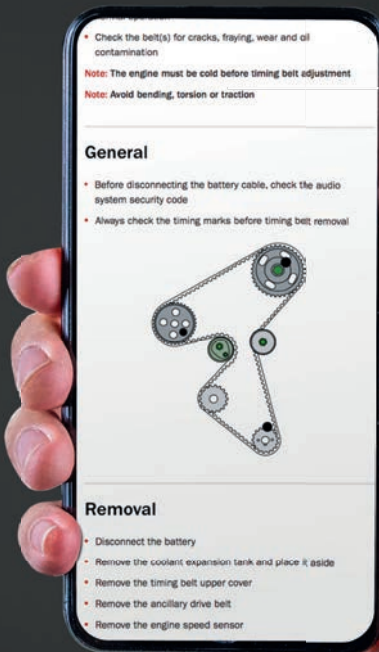
INSTRUCTIONS FOR GATES POWERGRIP BELTS & KITS ALL ONLINE

It's so simple! Just use your mobile phone to scan the QR Code on the side of the box. You get access to route diagrams, plus clear and detailed drawings that are engine specific. Our instructions are always step-by-step, but now you can access them more easily in any one of 27 languages.

SAFE, SECURE, SAVES TIME

You can be sure the parts in the box are safe to install. That's because an additional security feature identifies counterfeit parts from the data on the QR Code, or from the product key if you are accessing Gates instructions via PCs, laptops or tablets.

Go fast. Go digital. Go Gates.



GATESTECHZONE.COM



GATES AUTOMOTIVE CATALOGUE APP



© GATES 2021 - All rights reserved.



GKN AUTOMOTIVE COUNTERTRACK JOINTS: COUNTER RUNNING FOR BETTER RESULTS

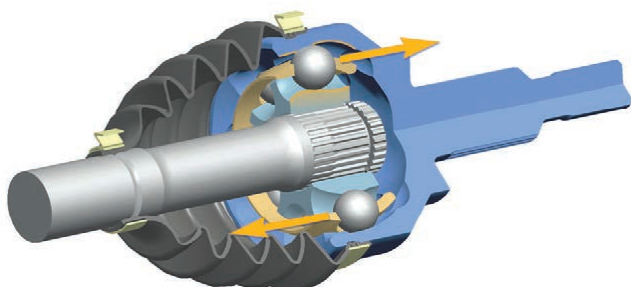


Effective immediately, Countertrack joint technology developed and patented by GKN Automotive will also be available on the spare parts market

Comprehensive safety and comfort equipment in modern vehicles continues to limit installation space for the powertrain. This is why GKN Automotive developed the Countertrack® joints for modern platforms. These joints transfer the same power with a considerably reduced diameter (average size reduction: 10%).

This is made possible through the use of a characteristic S-shaped track profile (see yellow contour in the graphic) and the counter-running ball tracks (see opposing arrows in the graphic) - hence the name "Countertrack®". This innovative design enables the reduction of internal friction, heat and size and to increase the transferable torque and maximum bending angle. All these benefits can be realised:

- Power loss is reduced by 30% over the entire bending angle
- Weight is reduced by 15% with higher power values
- Thanks to the reduced heat level, up to 25% greater torque can be accepted and transferred



The yellow contour shows the S-shaped track profile of the ball track

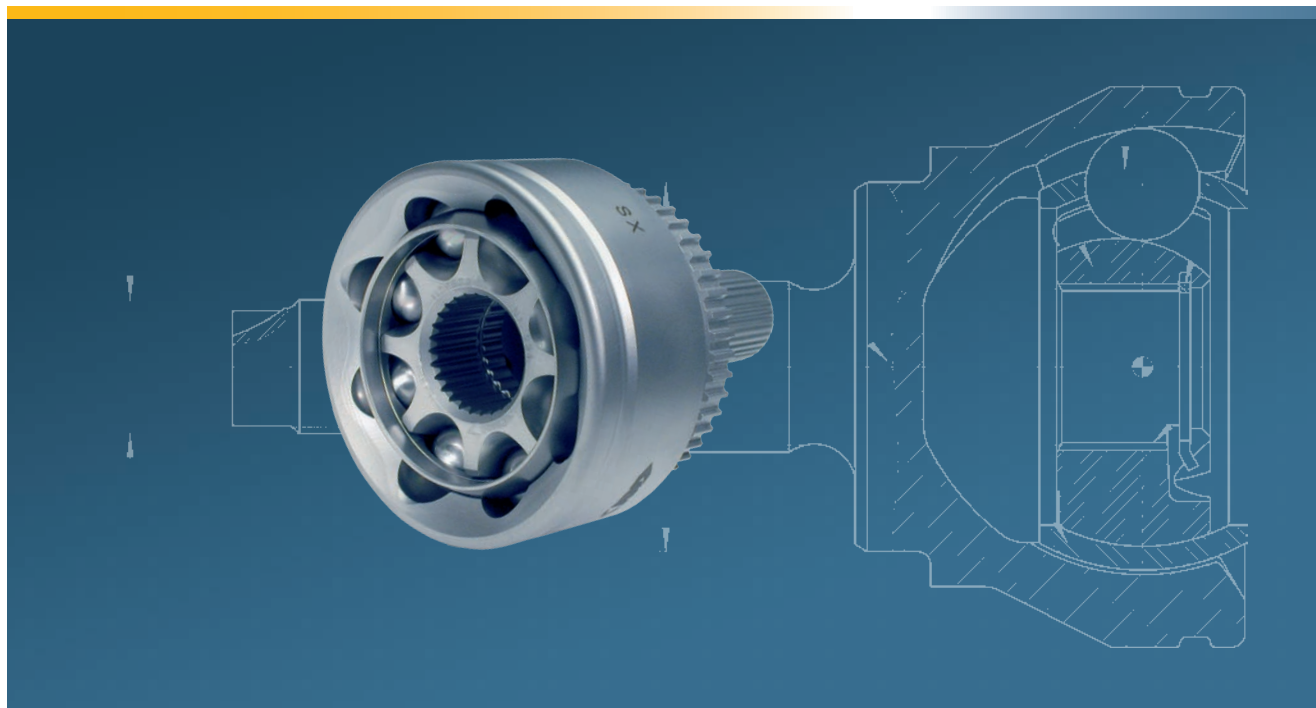
The arrows show the opposite opening direction of the ball track in the Countertrack® joint

The great reduction in weight which comes along with the development of new vehicle models also provides benefits in terms of consumption and CO₂. It has also been possible to extend the wheelbase without losing power. This gives developers more interior space and enables driving characteristics to be improved.

These joints, which GKN Automotive also internally refer to as SX, are now available as spare parts. "Should repairs be necessary, our Countertrack® joints must be replaced with joints of the same design," said Holger Freese, Sales Manager DACH of GKN Automotive Independent Aftermarket. "Drivers would immediately recognise a generic aftermarket part without the patented SX technology through greater turning radii experienced while driving. There's also an increased risk of failure, as conventional compact joints do not offer the sideshaft as much space for movement when utilising full spring travel and/or for the full steering angle of the wheel in comparison to Countertrack® joints. As a result, the sideshaft can permanently damage the joint."



A complete overview of the available spare part applications can be found in the TecDoc catalogue.



Counter running for better results

SX joints are distinguished by a characteristic S-shaped track profile and counter-running ball tracks – hence the name “Countertrack”.

This innovative design makes it possible to reduce internal friction, temperature and size and to increase the transferable torque and maximum bending angle.

Only GKN SX joints comply with OE specifications:

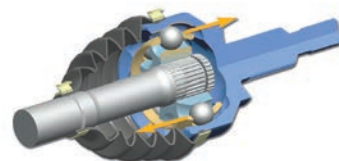
- > Identical construction with regard to size, diameter and weight
- > Transmits full torque at any steering angle
- > Noticeably improved vibration characteristics under load (NVH – noise, vibration, harshness)

GKN Driveline products run noticeably better.



www.gknautomotive.com

Ideas in Motion ➤





INNOVATION FOR AUTONOMOUS DRIVING



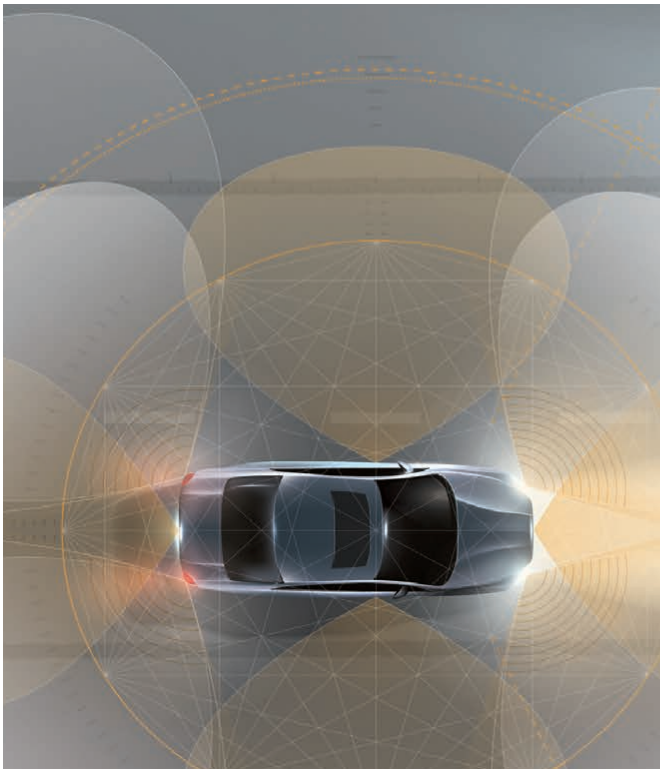
The lighting and electronics expert HELLA has been one of the leading suppliers in the field of automotive radar technology for many years and has played a significant role in driving forward development with numerous product innovations. To date, HELLA has already produced more than 90 million 24 GHz sensors, which ensure greater safety and driving comfort in vehicles all over the world. The latest HELLA highlight: the start of series production of sophisticated 77 GHz radar sensors.

In modern driver assistance systems, radar technology is combined or networked with cameras, ultrasound and other sensors to obtain a wealth of information about a vehicle's surroundings. In order to meet the increasing demands for ever more detailed and comprehensive information, HELLA relies on the innovative 77 GHz radar sensors developed in-house in the field of radar technology. These offer significantly more possibilities than previous 24 GHz sensors. The reason is that sweep bandwidth is up to 4 GHz for 77 GHz sensors, meaning that it is significantly higher than the 200 MHz of the previous 24 GHz technology. This enables an enormous increase in accuracy, speed and scope of data acquisition, a basic prerequisite for reliable autonomous driving.

HELLA 77 GHz sensors are now long out of the initial development phase and are firmly established on the market. For example, series production for an international automotive manufacturer has now started at the electronics plant in Hamm/Westphalia. The advanced technology was used in series production for the first time in the truck sector last spring. Numerous other large orders acquired in the passenger car sector, including one from a German premium manufacturer, and in the commercial vehicle sector ensure that series production will be significantly expanded in the near future.

Regardless of the series production now under way, HELLA engineers are working tirelessly on further developing the 77 GHz technology and continuously improving its performance. Therefore, the second generation 77 GHz is characterised in particular by the use of new antenna and chip technologies. This further increases the measurement range, extends the field of view and further improves the measuring capability at close range. Objects can be detected more accurately and tracked even more reliably. This makes it easier for driver assistance systems to „make decisions“, for example when initiating lane changes, parking or performing automated braking.

HELLA and 77 GHz technology: a real recipe for success made in Germany!



HELLA 77 GHz sensors are core components for autonomous driving

HELLO HELLA

"Say hello to Original Equipment"



TRUST THE WORLDWIDE SYMBOL
FOR ORIGINAL EQUIPMENT QUALITY.
AND SAY GOODBYE TO EQUIPMENT
FAILURE.





LED WORKLIGHTS FROM HERTH+BUSS



OE-level quality

The LED worklights from Herth+Buss meet the current manufacturer requirements for EMC, which are increasingly becoming standard.

The worklights are designed to deliver full performance even under vibrations, impacts, dust or corrosive conditions. For this reason, they are particularly suitable for mining and construction vehicles. With a service life of 30,000 hours, the worklights are designed for a long period of use. The worklights also impress with a strong light output of 1,500 or 2,000 lumens and a colour temperature of 6,000 Kelvin.

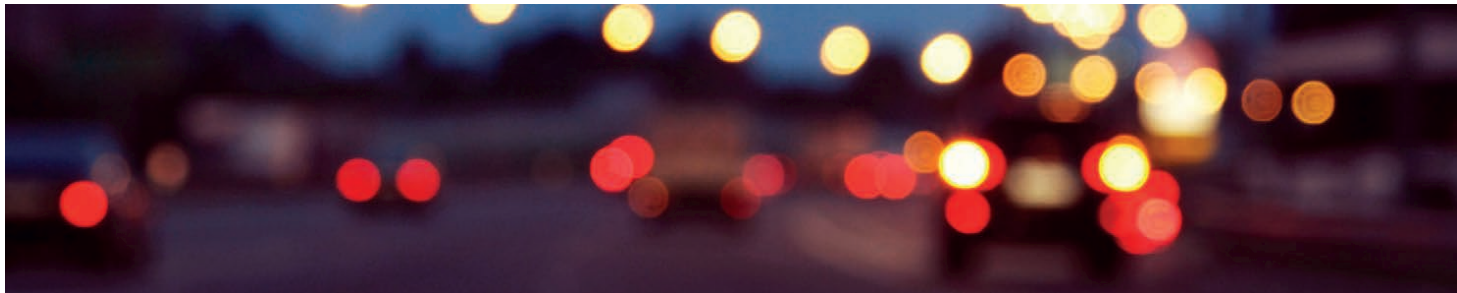
In accordance with CISPR 25, electromagnetic compatibility is listed in five classes, with Class 5 having the highest requirements. The LED worklights meet the standard of the highest

class, thereby confirming the highest possible electromagnetic compatibility.

How well a product is protected against environmental influences can have a significant impact on its service life. The worklights from the parts specialist Herth+Buss are therefore protected in accordance with the highest degree of protection IP 6K9K. Furthermore, the worklights also have a high level of resistance to corrosion. The salt spray test was performed in accordance with ISO 9227 and successfully confirmed this purpose.

LED worklights

Article number: 80690338, -339



ATLAS LED ROTATING BEACONS



[herthundbuss.com/
channel](https://herthundbuss.com/channel)

Certification in accordance with CISPR25 Class 5

Herth+Buss offers three variants of the LED rotating beacon which differ depending on the installation options. For classic roof mounting, the first variant has a three-point mounting (article no.: 84770007). It is currently installed by OE manufacturers on most new manufacturers of well-known brands such as MAN, Daimler, Renault and Volvo.

In the second design, the ATLAS LED rotating beacon (article no.: 84770008) is suitable for retrofit mounting on commercial vehicles. Via flexible pipe socket mounting, it is used by most OE manufacturers across all manufacturers and models, for example on tractors from Claas, Hitachi, Hyundai or Deutz-Fahr.

The third variant (article no.: 84770009) is suitable for temporary, vehicle-independent use. It is attached to suitable surfaces with a suction disc and supplied with power via a cable connector to the on-board voltage socket (cigarette lighter).

All three ATLAS LED rotating beacons are certified in accordance with EMC standard CISPR 25 Class 5, are dust-tight in accordance with IP 6K9K and protected against the ingress of water. Herth+Buss also delivers the highest possible service life and reliable operation under the most extreme conditions, for example through carefully designed temperature management to prevent overheating of the installed LEDs.

Rotating Beacon ATLAS

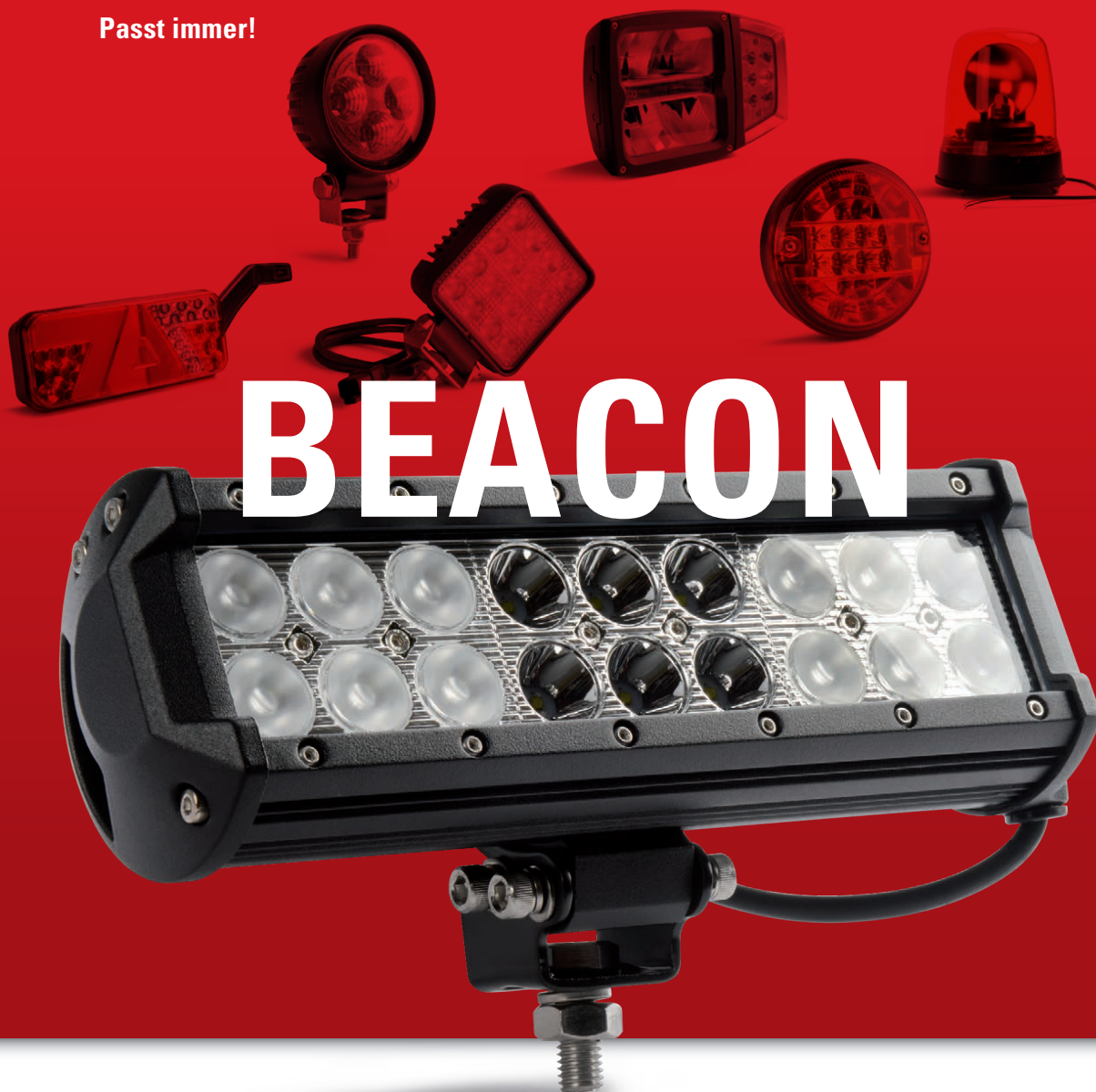
Article number: 84770007, -009



ELPARTS

Sets signals in the field of lighting.
Perfect fit, standard-compliant and carefully manufactured:
the high-performance Elparts assortment for commercial
vehicles. Always the first choice in the field of vehicle
lighting.

Passt immer!



herthundbuss.com

 **HERTH+BUSS**

WORLD CLASS QUALITY FROM KYB: MANUFACTURING AND TESTING

KYB
Our Precision, Your Advantage

KYB OE and aftermarket shock absorbers are made on the same production lines and in the same factories, the only difference is that the valves in aftermarket shocks are tuned slightly differently to compensate for the wear on surrounding components.

All new shock absorbers developed by KYB have to pass a rigorous series of quality tests before they go into production. This ensures world class quality products are available for both OE and aftermarket.

KYB has 5 ranges of aftermarket shock absorbers: Premium, Excel-G, Gas-a-Just, and Ultra SR. Also available is a range of AGX adjustable shock absorbers. Whether it's a straightforward OE replacement, or an upgrade replacement, KYB has over 4,100 shock absorber part numbers available worldwide.



Original
Equipment
Manufacturer



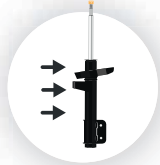
UP TO **10 MILLION**
COMPRESSION
CYCLES



COMPRESSION
TEST SPEEDS OF
5 METRES
PER SECOND



UP TO **850 HOURS**
OF CORROSIVE
SALT SPRAY TESTS



SIDE LOAD
FORCES APPLIED OF
UP TO **300KG**



STRENGTH
TESTS UP
TO **4,000KG**



FREEZING
TEMPERATURES
DOWN TO **-40°C**



HIGH TEMPERATURES
UP TO **100°C**

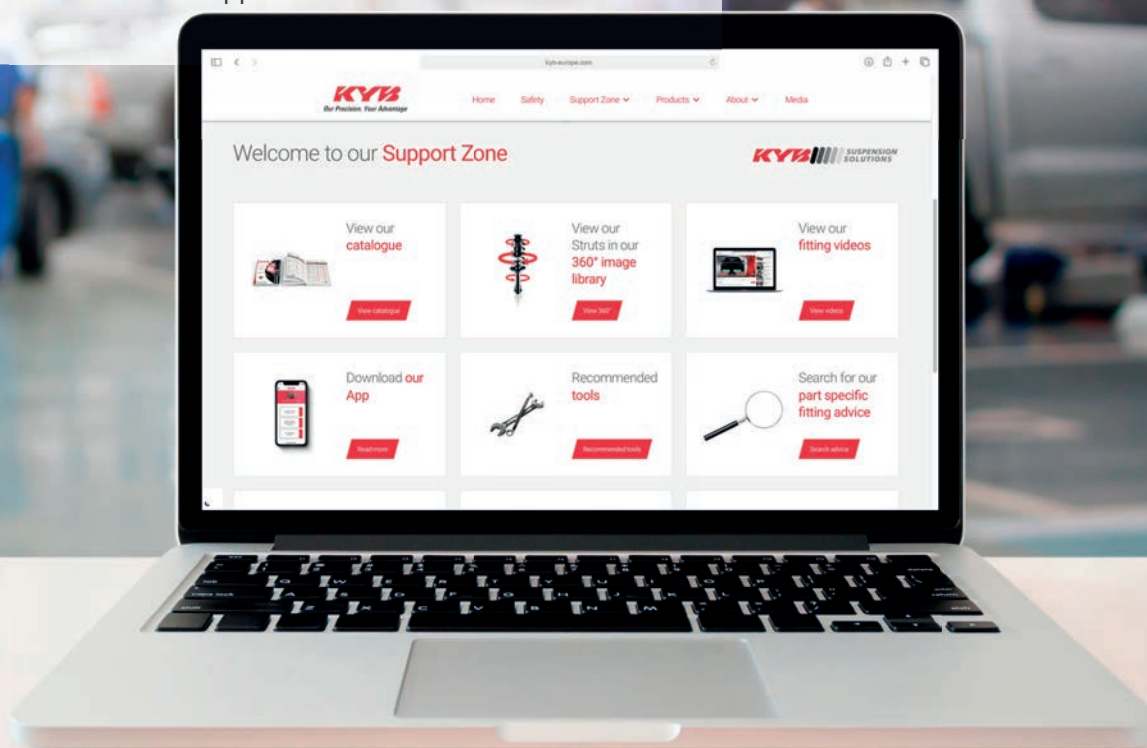
World class product. World class **support.**

Renowned as one of the world's leading manufacturers of OE shock absorbers, **KYB** also offer a range of free support tools for technicians.

KYB

KYB Support Zone

- ✓ 360° Product Images
- ✓ Fitting Videos
- ✓ KYB Suspension Solutions App
- ✓ Recommended Tools
- ✓ Technical Bulletins
- ✓ Training Materials



Shock
Absorbers



Coil
Springs



Mounting
Kits



Protection
Kits

Find out more at:
kyb-europe.com/support-zone



kyb-europe.com



KYBSuspension



@KYBEurope



KYB-Europe



KYBEurope



Professional products just for workshops
www.liqui-moly.com

CAR CARE BY LIQUI MOLY



More than just oils and additives – 50+ products designed to take care of a vehicle's appearance and value retention

LIQUI MOLY is known primarily for its oils and additives, but offers much more. Car care is an important part of its range of around 4,000 automotive chemical products. And this isn't just two or three polishes, but more than 50 products: for interior and exterior use, for cleaning as well as for care and protection.

This allows retailers to easily and simply expand their product range and so generate additional sales. Not only does LIQUI MOLY provide car care products, but also a lot of sales promotion and marketing materials too. Such a complete package is easy for specialist retailers and retail outlets to integrate into their own product ranges. Professionals also appreciate this. For example, the readers of the German trade magazine "Werkstatt aktuell" recently voted LIQUI MOLY the best care brand in addition to the best oil brand.

Appearance and value retention

Car care not only serves to maintain the appearance of the vehicle, but also to preserve its value. Not every car driver is aware of this. If this is explained to them when they visit the garage, there is a high probability that they will take action and stock up on the corresponding products.

For taking care of paintwork, the right products are available for all the steps in the process, from car wash shampoo to hard wax. For windows, there are, among other things, insect removers, windscreen wiper system cleaners and window de-icer. In addition, there are products for rims and tires, for convertible soft tops, for the care of rubber and chrome, and a wide range of products for reconditioning vehicle interiors. The product range is rounded off with accessories such as sponges, leathers and polishing cloths.



Hard wax seals the paint

Many benefits for retailers and garages

This product variety provides a number of benefits: the products are suitable for cars as well as motorcycles and commercial vehicles, expanding the circle of potential customers. Garages can find everything they need for preparing a vehicle. Finally, the wide range of products makes it possible to put together tailor-made packages that are individually adapted to the customer's needs.

These benefits enable retailers and garages to tap into new sources of revenue easily and without much effort. And car care is just one example of LIQUI MOLY's extensive range of automotive chemicals. With around 4,000 products, there are many more opportunities for additional business.



Everything
that drives
works
better with
LIQUI MOLY.

**LIQUI
MOLY**

**MOTOR OILS
ADDITIVES
CAR CARE**

www.liqui-moly.com



**QRCode**
www.mahle-aftermarket.com
www.mpulse.mahle.com

Cooling circuit maintenance

MAHLE

There are a number of things you should bear in mind when working on an engine cooling circuit, whether changing the coolant or replacing defective components or leaky hoses and connections. The most important thing is to work with care.

Flushing is vital

When changing the coolant, simply draining and refilling is no longer enough. You should take a close look at the old coolant when changing it and check for contaminants. This is because foreign matter or foreign objects, such as oil, rust, limescale, and aluminum flakes, point to defective components or even parts outside the cooling system. If that's the case, flushing the cooling system is essential.

As a general rule, vehicle manufacturers specify the process and the flushing medium to be used, depending on the degree of contamination. The design of some modern cooling systems means that some parts need to be replaced as they can no longer be flushed.

Note: When replacing components after opening hose and plug connections, make sure you change all the seals. This job is often overlooked because, in many quick locks on thermostat housings, for example, these seals are located in the counterpart of the connecting hose and are not directly visible from the outside.

How to carry out maintenance correctly! Check out our video at mpulse.mahle.com under **"Do it & get it"** or on **MAHLE's YouTube channel**.



Vacuum, fill, all done!

The classic method of topping off via the expansion tank or radiator cap no longer works for purely physical reasons. That's because radiators or other components are often positioned at the same level as the engine or even below it. What's more, the cooling systems of modern cars are so winding and complex that the coolant can't find its way into every nook and cranny on its own. So, using the old technique, you're guaranteed to trap air in the system! Trapped air significantly reduces the coolant's ability to circulate, which can lead to overheating of the engine and result in major damage.

That's why the only professional and safe method is to vacuum fill the cooling system. An additional benefit of this is that you know something's wrong in the system if you can't create a strong enough vacuum in the cooling circuit. Vacuum purge and refill kits extract all the air from the cooling system using a venturi nozzle and the workshop's compressed air supply.

The new coolant approved by the vehicle manufacturer is then drawn into the cooling circuit by the vacuum, without creating any bubbles. Achieving the correct ratio of water and coolant is also important in this process. It's best to mix the coolant with 50 percent distilled water to provide sufficient antifreeze protection. Again, please observe the vehicle manufacturer's specifications and do not mix different coolants.

FYI: The vacuum only draws air, not coolant, out of the system. The cooling circuit can't be drained with negative pressure.





GREAT WORK!
Supported by MAHLE.

Your performance is great!

It's you who make sure that millions of people around the world are able to get to where they're going every day. You keep your head on straight even when things get tricky. You keep abreast of the latest in the field of the mobility of tomorrow—and you aren't afraid to get your hands dirty to make the impossible possible.

To sum it all up, you achieve great things.

We, on the other hand, stay behind the scenes—but we've got your back! So that everything goes just as smoothly as you imagine when it comes to repairs. So that, in the end, only what really counts is at the forefront: your **GREAT WORK!**



With this extensive product range, MAHLE keeps your back free—from engine cooling and air conditioning, engine parts, turbochargers and filters to workshop equipment and diagnostics.

mahle-aftermarket.com

MAHLE



www.ngkntk.com

ALL YOU NEED TO KNOW



When you are working on a car, you don't want to spend time looking for product specs or technical solutions. And you don't need to. NGK SPARK PLUG's 'TekniWiki' has taken the 'search' out of internet searches.

For anyone who needs quick access to technical information or practical help with NGK and NTK products, 'TekniWiki' has always been a great place to go. With all the detail it offers, the platform has been immensely popular with workshop personnel, teachers, educational institutions and anyone with a general interest in ignition and sensor technology.

Laptop, tablet, mobile

Since its introduction, 'TekniWiki' has been constantly improved to meet the growing demands of its users. Today it provides access to the company's popular e-learning platform, offers technical videos and lots of useful downloads of technical information.

The world's leading ignition and sensor specialist has now launched a new, optimised version. The updated 'TekniWiki' has been redesigned to make it even easier to quickly find what you are looking for. And of course, with modern demands going more and more to mobile, the site has also been reprogrammed to be more responsive, regardless of which device you are using to access it.

tekniwiki.com

Always up to date

Faster and simpler than before, two or three clicks is usually enough to access the information you are looking for. And the reprogramming also makes it simpler for the company to post new content, which means that updates are online sooner, helping to ensure that customers and fans always have access to up to date product information.

See it, hear it, read it

'TekniWiki' is comprised of four easy to use sections: In the 'Technical Know-how' area, the company provides e-learning applications. Here you will find interactive courses on spark plugs, glow plugs, oxygen sensors, ignition leads, ignition coils and MAF sensors. Technical videos from the company's YouTube channel can also be accessed in the 'TekniWiki' videos section without having to leave the platform. The 'Download' area provides fast access to the company's catalogues and brochures. And finally, the 'News' section offers up to date information from both brands – NGK Ignition Parts and NTK Vehicle Electronics.

The main goal of the updated 'TekniWiki' site update is to make it easier for customers and fans to access product-related information. Anyone looking at the new site will see that they have succeeded.

'TekniWiki' is available at www.tekniwiki.com for your desktop, tablet or smartphone in 15 languages.



IGNITION & SENSOR *SPECIALIST*



The Brands of Choice

We are the world's number one automotive supplier of ignition parts and vehicle electronics. From spark plugs, glow plugs, ignition coils, leads and caps, to oxygen and temperature sensors, MAP/MAF sensors as well as engine speed and position sensors – our parts combine extraordinary performance and exceptional precision to bring the power of both from the racetrack to your engine.

NGK SPARK PLUG EUROPE GmbH



www.ngkntk.com



IGNITION
PARTS



VEHICLE
ELECTRONICS



www.nrf.eu
webshop.nrf.eu

NRF GOES BEYOND COOLING WITH EXHAUST GAS TEMPERATURE SENSORS



NRF makes a huge step in its aftermarket offer. NRF is going beyond their current product groups engine cooling and A/C with their new product group, Exhaust Gas Temperature Sensors (EGTS). By expanding their offer, NRF moves in line with market demand. NRF wants to be a one-stop supplier by offering a complete range. Exhaust Gas Temperature sensors are a perfect addition.

High aftermarket demand

Due to increasingly strict emissions legislation, exhaust gas temperature sensors are becoming increasingly popular in modern vehicles. Due to the popularity the aftermarket demand is high.



An example of installed NRF exhaust gas temperature sensors. There can be up to 9 pieces in one vehicle.

How do exhaust gas temperature sensors work?

As the name suggests, the exhaust gas temperature sensor measures the temperature of the exhaust gas. This information is then relayed back to the engine control unit or ECU, where appropriate action is taken.

In petrol engines, its main role is to protect key components from the higher temperatures common with downsized engine. If the sensor detects excessive temperatures, the ECU will reduce the temperature, by lowering boost pressure in the case of the turbocharger or increasing the quantity of fuel injected. In diesel engines, exhaust gas temperature sensors are also used to monitor the

temperature of the diesel particulate filter (DPF) to establish the correct temperature for regeneration.

Possible causes of failures

An exhaust gas temperature sensor can fail for several reasons. For example, one of these problems would be excessive exposure to higher temperatures of more than 900°C at times. Like all wired sensors, strong vibrations can also loosen internal connections and any bends or twists can cause the wire to break, making them particularly vulnerable to damage when replacing other components in the exhaust system.

Choose NRF for a high-quality aftermarket part

NRF EGTS are manufactured on tested and validated production lines. This results in a product of the highest quality at competitive aftermarket prices. In addition, NRF EGTS have another unique advantage. All NRF EGTS are Easy Fit, as they come with High Temperature Grease. By applying this specific grease during installation, friction is prevented and correct assembly is guaranteed. The grease can be used at operating temperatures from -51 to 1.400 °C.



NRF exhaust gas temperature sensors are Easy Fit, because they are all supplied with High Temperature Grease.

NRF introduces a range of 208 references. More will follow soon!



NRF.EU

WATCH
THE VIDEO

NEW TO RANGE EXHAUST GAS TEMPERATURE SENSORS

- DESIGNED AND MANUFACTURED TO THE HIGHEST SPECIFICATIONS
- EXTENSIVELY PERFORMANCE TESTED
- EASY FIT = SUPPLIED WITH HIGH TEMPERATURE GREASE

**TOTAL RANGE
208 SENSORS**

SUSTAINABLE DEVELOPMENT: AT THE HEART OF NTN EUROPE'S DNA



The approach adopted by NTN EUROPE to Corporate Social Responsibility (CSR) is of the highest level among companies in its sector.

The long-lasting and participatory initiatives taken by NTN EUROPE guarantee sustainable development based on ethics, responsible purchasing, continuous reduction of our impact on the environment, better working conditions and the transfer of knowledge, skills and innovation.

SAFETY is our priority: we are all responsible

NTN EUROPE wants to be a co-developer of safer, more sustainable and more efficient positive mobility. Our CSR commitments are guided by 3 pillars:

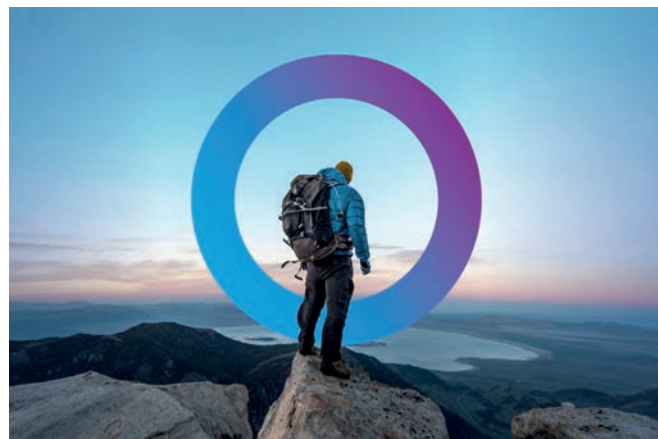
- Protecting the environment and controlling risks are our preoccupations
- Our sustainability depends on the satisfaction of the interested parties, in particular our customers
- Our commitment is to ethics

NTN EUROPE's concrete participation to sustainable development

Our expertise lies in the manufacturing of products to meet our most demanding applications by ensuring ethics of sustainable development.

A sustainable product has to respect the following aspects:

- Stem from sustainable materials (eg. recycled, easy to recycle material: aluminum strut bearing, recycled plastics in strut bearing...)
- Produced, transformed in manufacturing plants with care of environmental impact (eg. less CO² emissions, Japanese offices electrified with solar and wind energies)
- Contributing for lower energy consumption
- Taking into consideration environmental impacts of distribution (Transport, packaging)
- Which is used to repair, can be repaired or reused or remanufactured for a 2nd life



-Made, distributed, supplied and sold to companies in a fair and honest manner, with ethics and sustainable relationship base on customer satisfaction

The key factors that influence innovation on a daily basis are all constraints that must be integrated in order to answer to societal changes.

In order to meet demand, automotive innovation must imperatively be turned towards electrification, friction reduction, vehicle lightening, the development of new sensors, simplified maintenance and the use of "green" materials. NTN EUROPE is now focusing its R&D plan on intelligent products with increased reliability. These parts, which maximize performance and optimize life cycles, must have the lowest possible environmental impact.

Mobility and electrification

As mobility is now subject to new environmental constraints, NTN EUROPE designs and manufactures products that meet the global standards aimed at limiting the ecological impact of vehicles.

In a more global perspective of respect for the environment, NTN EUROPE is reviewing its industrial processes so that they too are ecologically responsible. 99% of waste is recycled in the factories and non-destructive testing methods based on aqueous products are used, for example.

Aware of the strong growth of the electric and hybrid market but also of the constraints

NTN EUROPE is aware of the strong growth in the electric and hybrid market, but also of the constraints linked to electric motors and the associated gearboxes and is developing high-performance bearings that consider the very high operating speed of motors and the problems of electrical insulation.



Brand of NTN corporation

Make the world a better road to drive



Chain Kit



DOC_RA_GAU-EUROGARAGE_APT1_184_6x260 6-GBa - NTN-SNR © 11/2021 - Photos: NTN-SNR / NSJALUS, PEDRO STUDIO PHOTOS, SHUTTERSTOCK



Timing kit
with water pump



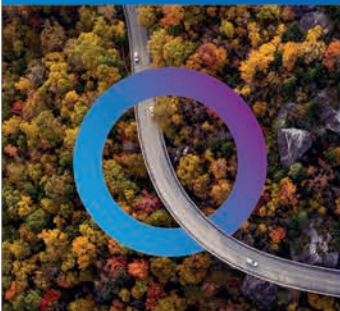
Bearing for gearbox and clutch



Damper,
Pulleys Accessory



Suspension,
Rear suspension arm kits



Wheel bearing,
Sensor, Brake discs



CV Joint





www.osram.de/ledcheck

INTRODUCING OSRAM'S FIRST-EVER STREET LEGAL LED REPLACEMENT LAMP THE PIONEERING INNOVATION

OSRAM

As the first LED retrofit lamp approved for use on German roads, the NIGHT BREAKER® H7-LED¹ was big news for garage owners. At last, automotive specialists could provide their customers with the driving comfort, design and performance they're looking for in a headlight upgrade. All because one company cared enough to change the status quo. Now it is finally available in countries outside Germany.

Navigating uncharted territory

The on-road use of LED replacement lamps had long been prohibited by road authorities. While the rest of the industry resigned themselves to this fact, OSRAM were determined to bring the improved technology of LED light to more motorists. So, the world's leading automotive lighting manufacturer set off along the road to regulatory freedom for the NIGHT BREAKER® H7-LED.

Together with German official authorities, photometric measurements were carried out on real headlights to determine whether LED replacement lamps are compatible with sufficient existing vehicle models. Based on this result, it became clear that a large proportion of the vehicles comply with the ECE R112 glare values – which corresponds to a market coverage of 80%. This paved the way for OSRAM to produce the first LED replacement lamp approved for use on German roads. After this important milestone, approval was also granted in Austria and Croatia. More markets are about to follow which brings a promising business opportunity.

Legally allowed, industry approved, expertly installed

With high-contrast, brilliantly cool white light, upgrading to LED lamps can have a truly transformative effect. But the beauty of NIGHT BREAKER® H7-LED technology is much more than skin deep and this is where professional product knowledge makes all the difference.

- **Day-like brightness:** Up to 6000 K of brilliantly cool white light (220% brighter²).
- **Lifespan:** lasts up to 5 x longer (Tc of 2,750 hours versus 550 hours³).
- **High surge protection:** LED voltage-proof up to 39 V ensures fewer failures.
- **Eco-friendly:** 4 times more energy-efficient than conventional halogen lamps for lower CO₂ emissions.

¹ Only applies to the respective countries in which there is approval and the vehicle models and light functions currently listed in the compatibility list. For exact conditions see www.osram.de/ledcheck

² Compared to minimum ECE R112. On top with 50% less glare.

³ Compared to halogen lamps.

⁴ With online product registration.

Refer to www.osram.com/garage-guarantee-for-precise-conditions-and-registration



The NIGHT BREAKER® H7-LED is currently compatible with many popular vehicles such as the BMW 2 Series, Audi A3 and A4 or Ford Mondeo among others.... and the list is growing! The installation though is recommended to be done by an automotive specialist, as certain models require an adapter, a canbus or both. To further strengthen the trade business, the light manufacturer offers up to five years of guarantee to the end customer if the H7-LED has been installed in a workshop⁴.

While it's only a small bulb, the NIGHT BREAKER® LED does not only bring vehicle technology up to date, it also presents an opportunity to build customer loyalty and increase your business.

If you want to find out more, visit www.osram.de/ledcheck



NIGHT BREAKER® LED compared to standard halogen lamp

www.osram.de/nightbreaker-led

The pioneering innovation that attracts customers

The 1st NIGHT BREAKER® LED

An eye-catching revolution in technology and design for your customers: OSRAM's first street-legal LED replacement lamp, the NIGHT BREAKER® H7-LED¹. The superior performance of the most advanced lighting technology offers up to 220% brighter light² and higher contrast. This enables your customers to see further and to react faster. These vibration-resistant and energy-efficient LED replacement lamps are designed to last up to 5 times longer³. Recommend the ground-breaking NIGHT BREAKER® H7-LED from OSRAM to your customers.

Insist on OSRAM – the number 1 in automotive lighting.

Light is OSRAM

OSRAM



¹ Only applies to the respective countries in which there is approval and the vehicle models and light functions currently listed in the compatibility list. For exact conditions see www.osram.de/edcheck
² Compared to minimum ECE R112. On top with 50% less glare. ³ Compared to halogen lamps.



www.philips.com/automotive

PHILIPS LED WORK LIGHTS

PHILIPS

DESIGNED WITH YOU IN MIND

Philips Xperion 6000 range has what it takes to get any job done perfectly

The Philips Xperion 6000 LED work light range helps you see almost anywhere you need while offering long-lasting durability, flexibility and battery lifetime that lets you work at your best.

Brighter illumination, longer lasting

Multiple light modes and the flexibility of an additional spotlight or hose light across the range means superb visibility, no matter how difficult the working environment. A beam angle of up to 110° provides widespread coverage of your working area. In addition, all Philips Xperion 6000 work lights use 6000 K LEDs. A single charge via the USB Type-C socket, which gives the high-capacity battery sufficient power to last the working day in different modes.

IK07 impact resistance shields them from the inevitable knocks and drops that happen at work. Water splashes, dust, grease, workshop solvents and most chemicals are kept at bay thanks to ingress protection rated IP54 or higher. Finished in hard-wearing ABS copolymer and rubber, the lamps are more than a match for the rigors of a typical automotive workshop.

Smart, ergonomic design

A touch of thoughtful design further enhances the functionality of the Philips Xperion 6000 range. Equipped with integrated magnets and a 360°-rotatable hook, these LED work lights can be simply and securely attached to a metallic surface or suspended above the work area, leaving both hands free for the job. Rotatable light units allow even greater flexibility for directing the beam precisely where it's required.

As even the most careful mechanics might forget where they left their tools, the Philips Find My Device accessory offers a failsafe solution for tracking down compatible misplaced lamps. Serving as both a cordless charging station and a convenient storage point, the Philips Multi Dock Station keeps your LED work lights ready to go. An LED indicator blinks while charging and turns green when the devices are fully charged.

For further details, go to:
www.Philips.com/Xperion-6000



PHILIPS

Xperion 6000

LED work lights

Designed
with **you**
in mind

Advanced lighting performance that lasts

Discover our brand-new Philips Xperion 6000 work lights, designed with you to handle any daily tasks in tough environments.



UV Pillar



Pillar



Pocket



Slim



Line



innovation  you

[Philips.com/Xperion-6000](https://philips.com/Xperion-6000)





STAY AHEAD WITH SHELL HELIX ULTRA 0W

NOW CARBON NEUTRAL*

BY 'CARBON NEUTRAL IMPACT' WE MEAN EMISSIONS CAUSED IN THE ENTIRE LIFECYCLE OF THIS PRODUCT WERE MADE CARBON NEUTRAL – FROM PRODUCTION TO DISPOSAL OF USED OIL AND PACKAGING.¹

Firstly, we have reduced CO₂ emissions by moving to more renewable energy sources in the production process of our oil (over 50% of electricity used in our Shell Lubricant Blending Plants now come from renewable sources) and/or more sustainable packaging (up to 40% post-consumer resin in the 1L, 4L and 5L packaging). Secondly, the remaining CO₂ emissions have been offset with externally verified, high-quality nature-based carbon credits.² So the overall impact of this product is carbon neutral.

This also means that every time you or your customers choose Shell Helix Ultra 0W Carbon Neutral, you're helping to create a cleaner future for generations to come.

*The CO₂e emissions of the lifecycle of this product have been offset with verified Nature Based Carbon Credits. To find out more please go to [INSERT WEBSITE LINK TO FULL LEGAL DISCLAIMER].

¹ "Carbon Neutral" indicates that the CO₂e lifecycle emissions of this product have been offset with verified nature-based carbon credits. This means that Shell has engaged in a transaction where an amount of carbon dioxide equivalent (CO₂e that is associated with the raw material extraction, transport, production, distribution, use and end-of-life of the product has been removed from the atmosphere through a nature based process, or emissions were saved through the avoided degradation of natural ecosystems. "CO₂e (CO₂ equivalent) emissions" means CO₂, CH₄, N₂O greenhouse gas emissions.

² Nature-based solutions comprise all activities related to the protection, creation or redevelopment, of natural ecosystems, such as forests, grasslands and wetlands, to help absorb greenhouse gases from the atmosphere.



DRIVE ON

WHY CHOOSE SHELL HELIX ULTRA 0W CARBON NEUTRAL?



Made from a **99.5% pure base oil** by Shell Pureplus Technology

60% lower engine surface friction compared to other fully synthetic oils⁽⁴⁾

Stronger for **longer lasting engine performance**⁽¹⁾



Anti-wear shield designed for **ultimate engine protection**



Up to **3% fuel savings**⁽²⁾

'**Carbon neutral impact**' across its **entire lifecycle** from production to disposal of used oil and packaging

Protects in extreme temperatures from -40°C to 1000°C⁽³⁾



Helps **save up to 2L fuel** for every full tank

1. Compared with several other fully synthetic 0W engine oils and based on anti-wear film thickness measurements after aging the oils in laboratory equipment based on 0W-40.
2. Based on ACEA M111 fuel economy results compared with the industry reference oil.
3. Based on paraffinic hydrocarbon content and significantly higher level of iso-paraffins compared to other Group III base oils.
4. Compared with several other fully synthetic 0W engine oils and based on coefficient of friction measurements in lab bench tests based on 0W-40.

CABINHEPA+

New Innovative Cabin Filter



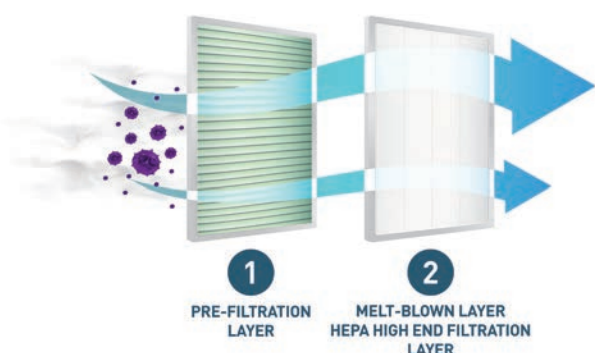
CabinHepa+, the brand new cabin air filter developed by Sogefi engineers using HEPA media, offers 50 times more protection than a conventional cabin air filter*. Sogefi is the first supplier to offer a system in Europe that filters particles the size of a virus to protect the vehicle's occupants. This major innovation is available under the brand names Purflux® and Fram®.



CabinHepa+ uses HEPA (High Efficiency Particulate Air) media which mechanically filter and capture 50 times more fine particles (0.3 micron) than a conventional cabin air filter*.

This HEPA technology is traditionally used in medical and pharmaceutical environments, clean rooms, and the aerospace industry, where a high degree of air disinfection is essential. Sogefi's CabinHepa+ filters stop up to **99.97% of 0.3 micron particles***, which makes them one of the most effective filters on the market. They are able to trap pollens, dust, debris, allergens, animal dander, mold, many other pollutants, and above all any **particles the size of a virus** which may enter the vehicle.

THE 4 BENEFITS OF CABINHEPA+ FILTERS



- 1 . A **shield against fine particles and allergens** that are harmful to health.
- 2 . **Smooth** and **regular airflow**.
- 3 . Health first: **HEPA** filters have the **highest filtration efficiency**.
- 4 . **Natural filtration** that effectively protects **against bacteria, pollens, mould and virus**.

*according to the IEST-RP-CC007.1. test



**NO PARTICLE
NO VIRUS**

99,97% PURE AIR*

CABINHEPA+
NEW INNOVATIVE CABIN FILTER



***Retains up to 99,97% of particles up to 0,3 microns.**
Capable of capturing very small particles such as some viruses, bacteria and pollens.
Time to take care of your health: keep purified air inside your car!

FILTERS
purflux
Pure Performance

soGEFI



Electric Vehicles: Valeo plugging into the future

Global electric car sales surged 140% in the first quarter of 2021

According to the International Energy Agency, global sales of electric cars continued to reach for the stars in the first quarter of 2021, after what already had been a decade of rapid growth. In 2020, global electric car stock had already hit the 10 million mark with a 43% increase over 2019. EV sales are expected to follow this trend in the coming years. Today, Valeo reckons that 70% of new vehicles will be hybrid or electric by 2030.

In a survey carried out in June this year, Valeo asked end users if they intend to switch to electric mobility in the near future¹. Amongst 1,700 respondents, 7% declared they already had and 66% that they were considering doing so. The switch is definitely happening.

Electrification, a strategic green choice for Valeo

Valeo has established itself as the world leader in vehicle electrification. The Group produces 30 million electric machines every year, confirming its know-how in the manufacture of electrical systems, while also providing an effective response to today's environmental and legislative issues.

At Valeo, being green is already today's reality: Valeo is the world number one in 48V electric motors; a cost-effective electrification technology that will account for 30% of the global automotive market by 2030. Getting to High-Voltage solutions, Valeo equips 2 cars out of 3 in the period 2019 to 2022.

¹: LinkedIn survey administered by Valeo, in June 2021 (https://www.linkedin.com/posts/valeo_fun-fact-by-2025-over-40-of-vehicles-activity-6809052846089105408-NvIk)

New electric solutions in the Valeo aftermarket portfolio

iBSG 48V available in the aftermarket for auto repair specialists

The iBSG (Integrated Belt Starter Generator) 48V system, a versatile and affordable solution, makes electrification more widely accessible. With its iBSG 48V, Valeo has successfully risen to the challenge of increasing the performance of vehicles driven by internal combustion engines, while also reducing their fuel consumption.

As an exclusive offer on the Aftermarket, 15 iBSG 48V part numbers are now available in Valeo's portfolio, and the range will continue to grow in the months and years to come

New electric vehicle brake pads join Valeo's line of products

By the end of 2021, Valeo will launch a wide choice of brake pads for electric and hybrid cars, with over 200 product references offering efficiency, durability and comfort. These will be made available to the European market first, with worldwide availability following after.

Electrification to have a long-lasting impact on the aftermarket business

During its annual Vision Conference, held this year in March, the Automotive Aftermarket Suppliers Association (AASA) took a look at the impact that electrification will have on the automotive aftermarket in the coming years and decades. EV is coming and each player from suppliers to garages should, in their own way, be preparing for that.

Valeo surely is, with the commitment to support automotive professionals in this big shift!





DISCOVER WOLF'S NEW ENGINE OIL COMPATIBLE WITH MODERN FORD ENGINES



Keeping a close eye on the evolution of automotive technology, our research and development engineers have come up with a leading-edge lubricant, **WOLF OFFICIALTECH 0W20 C6 F**. Designed to make Ford EcoBlue engines come to life, ours is one of the first lubricants to hit the market that satisfies both Ford WSS-M2C952-A1 and ACEA C6 specifications!

The evolution of downsizing, turbocharging and emissions after-treatment systems have changed lubricant requirements. It is for this reason that we invest heavily in the development of new products and solutions that meet the latest market trends and requirements.

If you are servicing **new Ford vehicles**, including the **EcoSport, Focus, Kuga, Puma, Tourneo Connect** and **Transit Connect**, ensure that you are using the correct oil for EcoBlue engines. Likewise, if you are servicing new ACEA C6 direct injection diesel vehicles, you need to use a lubricant that has been designed for those specific engine parameters and characteristics. It is not just about improving performance, fuel economy and engine protection though, there is more to it.

With emissions now one of the most important considerations in the design of new vehicles, we are seeing the widespread adoption of exhaust after-treatment systems. Can you guess what one of the most important factors in maintaining after-treatment systems is? Yes, that's right, the type of **engine oil** that you use.

Our team engineered **OFFICIALTECH 0W20 C6 F** with a **Mid SAPS** (Sulphated Ash, Phosphorus and Sulphur) formula. This works **to prolong the lifetime, efficiency and effectiveness of after-treatment** systems, ensuring that **vehicle emissions** remain as **low as possible**.

As always, our lubricants offer **exceptional long-term engine** protection. **OFFICIALTECH 0W20 C6 F** has been designed to prevent **low-speed pre-ignition (LSPI)** and **turbocharger compressor deposits (TCCD)**.

Wolf Lubricants stays on top of evolving automotive technologies to ensure that workshops are equipped to service the latest vehicles to an excellent standard. We are proud to be one of the **first to market** with an innovative new solution for **Ford EcoBlue** and ACEA C6 engines, providing great car parc coverage and keeping our customers ahead of the rest!



KEEPS ENGINES YOUNG



Download the
Wolf application
and always find
the right lubricant
for each car.

Wolf lubricants are optimised formulations that are specifically designed to improve the efficiency and performance of the latest generation of engines. The precision we put into the development of our products is vital in improving the life force of these engines.

Make every detail count. Go to www.wolfubes.com



NETWORKCONTACTS



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

NETWORKMEMBERS

1 **ARGENTINA** (50 MEMBERS)

EUROTALLER

Sebastian Fraguas
sfraguas@groupautoargentina.com.ar
+54 291 5506888

2 **AUSTRIA** (55 MEMBERS)

PROFISERVICE

Andreas Schopf
a.schopf@profiservice.at
+436648275012

3 **BELARUS** (63 MEMBERS)

EUROAUTOSERVIS

Sergei Kuko
Sergei.Kuko@shate-m.com
+375-29-779 30 57

4 **BELGIUM** (8 MEMBERS)

EUROGARAGE

Etienne Dubois
info@eurogarage.be
+32 (0) 470 06 129 15

5 **BRAZIL** (82 MEMBERS)

REDE PITSTOP

Paulo Fabiano Navi
Paulo.Navi@distribuidora.com.br
+55-11-31557044

6 **BULGARIA** (42 MEMBERS)

AUTOEXPERT

Georgi Tchetinov
georgi_tchetinov@autohelp.bg
+359 888 421 001

7 **GEORGIA** (14 MEMBERS)

EUROGARAGE

Davit Khvartsia
D.Khvartsia@tegetamotors.ge
+995591082226

8 **CENTRAL ASIA** (19 MEMBERS)

AUTOSYSTEMS

Alexandr Russanov
007@tanauto.kz
+7 701 711 04 30

9 **CHINA** (140 MEMBERS)

AUTOPLUS

Daniel Tung
daniel.tung@groupautochina.com
+86 13761067560

10 **COLOMBIA** (23 MEMBERS)

EUROTALLER

David Gomez Velez
david.gomez@groupauto.co
+57-(2) 487-1500 Ext. 353

11 **COSTA RICA** (31 MEMBERS)

EUROTALLER

Sandra Alvarez Ramirez
sandra@groupautoamericacentral.com
+507-3000502/03 ext.605

12 **CZECH REPUBLIC&SVK** (228 MEMBERS)

EURO KONCEPT

Marek Bochnicek
Marek.bochnicek@jmautodily.cz
+420 777 555 545

13 **DENMARK** (116 MEMBERS)

AUTOPLUS

Claus Ottesen
co@autoplus.dk
+45 60 47 95 01

14 **FRANCE** (1310 MEMBERS)

TOPGARAGE

Vincent Congnet
v.congnet@groupauto.fr
+33 (0)671 837 701

15 **GERMANY** (593 MEMBERS)

PROFISERVICE

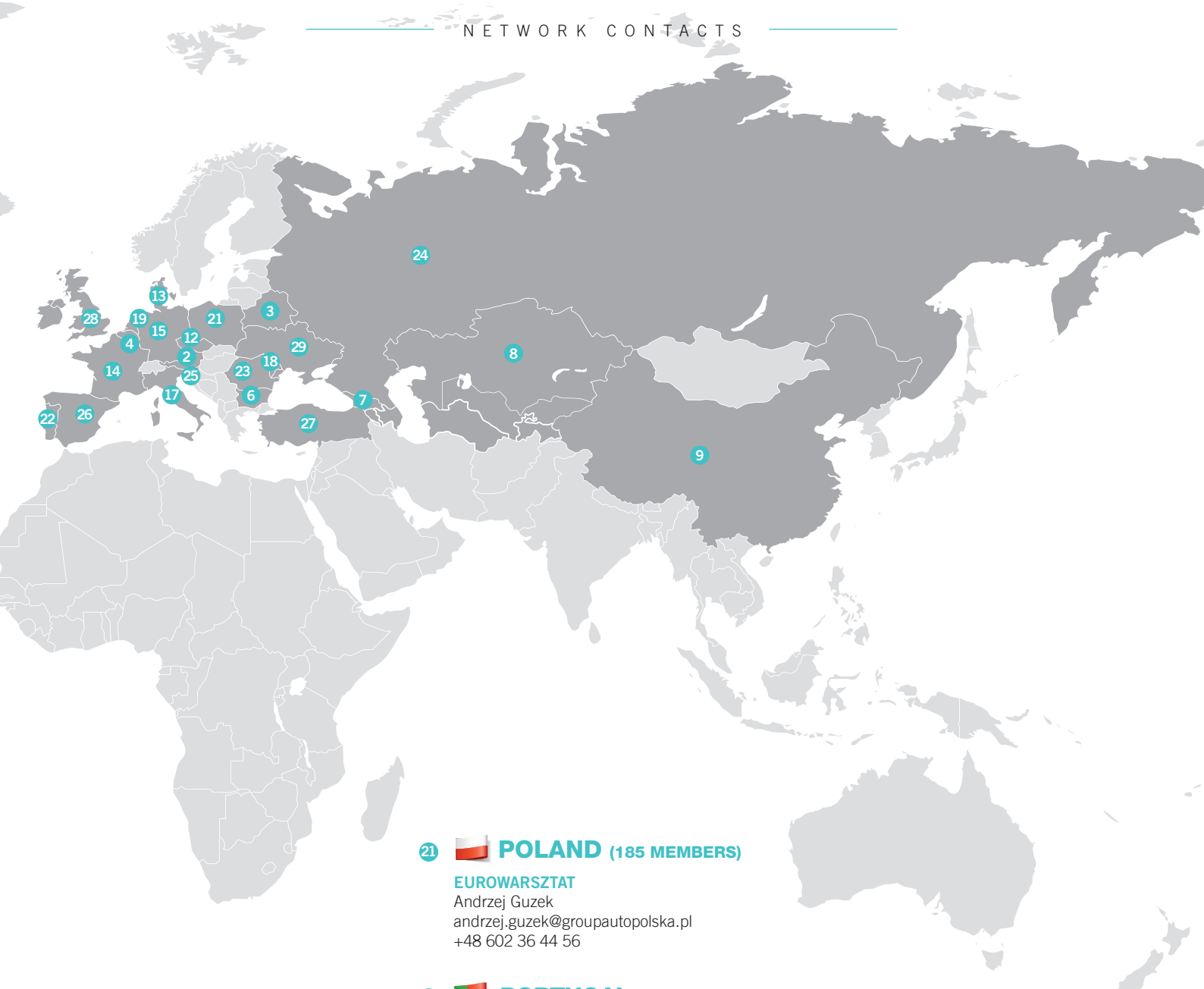
Daniel Griesenbeck
griesenbeck@coparts.de
+49(0)20131940360

16 **GUATEMALA** (17 MEMBERS)

EUROTALLER

Sandra Alvarez Ramirez
sandra@groupautoamericacentral.com
+507-3000502/03 ext.605





21  **POLAND (185 MEMBERS)**
EUROWARSZTAT
 Andrzej Guzek
 andrzej.guzek@groupautopolska.pl
 +48 602 36 44 56

17  **ITALY (1306 MEMBERS)**
PUNTOPRO
 Lorenzo Titaro
 l.titaro@groupauto.it
 +393929988890

18  **MOLDOVA (14 MEMBERS)**
EUROGARAGE
 Denis Pileavschi
 denis.pileavschi@groupauto.md
 +373 22 815 408
 +373 22 815 405
 +373 78 300 870

19  **THE NETHERLANDS (130 MEMBERS)**
CARXPRT
 Freek Blekxtoon
 freek@groupauto.nl
 +31 650 20 39 29

20  **PANAMA (7 MEMBERS)**
EUROTALLER
 Teresa Soriano
 eurotaller@groupautoamericacentral.com
 +507 300-0502/0503

22  **PORTUGAL (98 MEMBERS)**
TOPCAR
 Carlos Calleja
 ccalleja@groupautounion.es
 +34 617 420 011

23  **ROMANIA (53 MEMBERS)**
PROGARAGE
 Claudiu Gherghelas
 ClaudiuGherghelas@gauromania.ro
 +40 07 40 305 001

24  **RUSSIA (112 MEMBERS)**
EVERYCAR
 Karen Akopov
 k.akopov@groupautorus.ru
 +79 10 49 947 77

25  **SLOVENIA (25 MEMBERS)**
EUROSERVIS
 Samo Krajnc
 samo.krajnc@euroservis.si
 +386 15 830 355
 Darko Glavac
 d.glavac@groupauto-adria.com
 +386 41 695 429

26  **SPAIN (713 MEMBERS)**
EUROTALLER
 Carlos Calleja
 ccalleja@groupautounion.es
 +34 617 420 011

27  **TURKEY (25 MEMBERS)**
EUROMOBIL
 Mehmet Yücesan
 mehmetyucesan@grupototr.com
 +90 216 314 00 50

28  **THE UNITED KINGDOM (900 MEMBERS)**
AUTOCAR
 Maria McCullough
 maria.mccullough@groupauto.co.uk
 +44 78 60 43 91 71

29  **UKRAINE (72 MEMBERS)**
TOPSERVICE
 Victor Golovchuk
 victor.golovchuk@groupautoukraine.com
 +38 503 404 636



NRF.EU

NEW IN SANTA'S BAG
**NRF EXHAUST GAS
TEMPERATURE
SENSORS**



NEW!

AT THIS SPECIAL TIME OF THE YEAR WE WOULD
LIKE TO THANK YOU FOR OUR PARTNERSHIP.
WE LOOK FORWARD TO ANOTHER YEAR OF EXCELLENT
COOPERATION BETWEEN GROUPAUTO AND NRF.