

#15 TOP TRUCK

MAGAZINE Autumn 2020



www.toptruck-international.com



CONTENT

#15
Autumn2020

THE TOP TRUCK 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: Hans Eisner

COORDINATION: Susanna Laurencik

EDITOR: Alex Stewart

LAYOUT DESIGN: Comellink - comellink.com

LAYOUT: Comellink - comellink.com

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

© 2020 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

Belgium, Brazil, Finland, Germany, Italy, Netherlands, Ukraine, Spain.

#12 Industry news

#18 In the spotlight

#20 Featured suppliers

Bosch, Clarios, Dayco, Delphi, Exide, Febi, Gates, Mahle, Mann+Hummel, Meritor, NRF, Osram, Philips, Philips Narva, SKF, Valeo.

#52 Network contacts



DIGITAL DEVELOPMENTS

A new online era is upon us

How does one adapt in the face of unprecedented challenges? By embracing innovation, teamwork, and technology. That's the spirit of this issue of TOP TRUCK magazine, which showcases the network's endeavours to broaden our online offering and the integration of digital platforms to facilitate customer engagement, network efficiency, and widen the reach of training programs and useful information.

Of course, we are rooted in physical locations: garages, workshops, spare parts hubs, and so on. And the face-to-face contact between expert and customer should never be undervalued. But, both because of the new realities of the pandemic, and because it is efficient, helpful, and cost-effective, embracing our online presence has never been more important or more sensible.

Digital connectivity brings with it challenges, as well as benefits. As our In The Spotlight section shows, TOP TRUCK and GROUPAUTO are taking the lead in ensuring that connected vehicle data is made available to the aftermarket, and not just vehicle manufacturers. But with an understanding of the issues, strong corporate leadership, and the best interests of our customers at the core of everything we do, we are sure this will become an opportunity rather than a threat. The idea of a TOP TRUCK dashboard app, which would link vehicles and workshops, is just one of the possibilities that could streamline processes, add value for customers, and allow the network to continue to deliver incredible service.

And, elsewhere in the magazine, you'll find more examples of this new online spirit – virtual meetings, training sessions, and new websites to improve our customers' experience.

The network continues to grow, too, in the physical space, with new branches joining all the time. This hybridisation of business, physical and digital, is without doubt the best way that we can continue to develop, learn, and stay ahead of the game.

The whole TOP TRUCK international team wishes you a safe and successful rest of the year!

GROUPAUTO International

TOP TRUCK'S
EDITORIAL

REFERENCED SUPPLIERS

MEMBERNEWS



BELGIUM (8 GARAGES)

AN EXCELLENT START



TOP TRUCK KARTCUP 2020



In 2020, TOP TRUCK Belgium was officially launched. So far, eight partners have already joined, six TOP TRUCK members and two TOP TRUCK service partners. The new members have started enthusiastically and embraced the process, which ensures the network will be able to grow further. The target for 2020's year end is 10 members. Currently, there are only members in the Flemish part of Belgium, but the intention is that in the future this will be expanded to have partners in the French-speaking region too.

The six new TOP TRUCK network members are: Antwerp TTS in Grobbendonk; CTSL in Genk; Service van den

Hout in Weelde; S'Jegers in Laakdal; Transport Repair Center in Lummen; and TTSB in Bree. The two new Service Partners are Transmekaniek in Balen and BBTS in Brugge. These eight wonderful companies are already providing excellent support to the network.

There will be more events organised in Belgium in the future, but currently everyone is invited to all events being held in the Netherlands.

For more information visit www.toptruck.be


BRAZIL (493 GARAGES)

DIGITAL TRANSFORMATION



The PitStop – TOP TRUCK Network prizes innovation. Once again, it is taking a firm step towards the future with an intensive process of ‘Digital Transformation’, which will place more than 1400 points of sale at a new level of business management and customer relations.

In the last few months, the ‘Digital Transformation’ process has gained even more strength in the face of a new context for the world economy, work, and consumption relations. PitStop – TOP TRUCK was able to innovate with digital connectivity platforms on the network portal to meet the demands of members. It also encouraged them to start a digital transformation within their own businesses.

Internally, the network digitized all the activities and controls that are carried out by consultants. Another important process that provides agility in administrative matters, such as document signing and control, began being carried out on the DocuSign platform.

One of the highlights of the new digital solutions is the ‘Conhecimento Digital’ or ‘Digital Knowledge’, a 100%

online program that connects three of the five network pillars; these are Information, Training and Technology, and the ‘Pró Conhecimento Online’, an exclusive platform in a virtual environment for training members and their employees.

Another platform that is considered one of the main examples of the process is the ‘Online Consultancy’, which will be launched soon. This is another innovative benefit, as it involves new work methodologies, new tools, technological resources and, of course, a lot of knowledge from professionals who have provided face-to-face assistance for over a decade.

“It is important to emphasize that, no matter how much we talk about strategic and innovative projects, the essence remains the same: all the new products and benefits developed by PitStop – TOP TRUCK are focused on bringing exclusive solutions to our members for the evolution of their businesses,” concluded the Director of GROUPAUTO Brazil, Paulo Fabiano.



FINLAND (39 GARAGES)

TOP TRUCK DEVELOPING



With its 39 heavy duty repair shops, the TOP TRUCK network covers the entire country from southern Finland to Lapland. Several repair shops have recently joined the network:

Arskan Kone Oy, located in Ilomantsi, Finland, joined the TOP TRUCK chain in June. Arskan Kone Oy is a multi-brand heavy equipment repair shop that performs maintenance,

repair services, and painting work of heavy equipment and machines. In addition to this work, the company's service range includes the maintenance of forest machines and equipment and painting and bodybuilding for trucks. The company also offers towing service, as well as passenger car maintenance and repair work.

Konehuolto KTP Oy, located in Kokkola, Finland, joined the network in February. It is a multi-brand heavy equipment repair shop that offers maintenance work and repair services for heavy equipment and heavy machines. The company's range of services also includes inspections of lifts and crane trucks, as well as contracted services for the machinery company Rotator.

KM Huoltopalvelut Oy, located in Savonlinna, Finland, joined TOP TRUCK in January. It is a multi-brand heavy equipment repair shop that specializes in heavy equipment maintenance and bodybuilding. It also offers spare parts services, with a service range including Sisu, Kesla, Cargotec, Kome, Massey Ferguson, and Kubota contracted services.



GERMANY (114 GARAGES)

BACTOATTAQ

COPARTS is doing its part to make the automotive sector safer. At the moment, people do not like touching surfaces that other people have touched; the fear of contracting Covid-19 is always present. COPARTS has secured the exclusive marketing rights to BactoAttaQ within the automotive sector. What this means in an everyday setting is that through the easy use of an already prepared cloth, surfaces can be made 99.9% safe against Covid-19.

BactoAttaQ is a product that can be used within the private and professional sector. The advantage for workshops is that they have a powerful and up-to-date product that they can use as part of their advertising. Through the BactoAttaQ promotion, workshops can offer the use of a "clean" courtesy car for their customers while their own cars are being repaired and high-light the safe customer environment. The workshop presents itself as a caring part of the community and because of BactoAttaQ has a powerful and unique tool for promoting long term customer loyalty. This is particularly important for garages with older customers or customers that are more at risk. BactoAttaQ kills all multi-resistant germs and prevents the long term and continuing growth of bacteria, fungus, alga, yeast, and viruses. The product can also be purchased in normal, household quantities.

Competitiveness

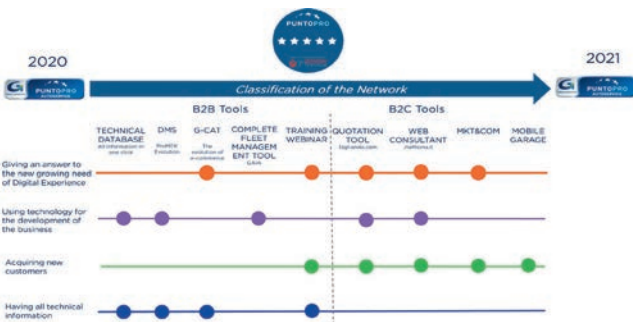
The independent market has to be part of a proactive restructuring in order to keep up with the activities of vehicle manufacturers regarding commercial vehicle customer loyalty through longer guarantees and service contracts. This is something that TOP TRUCK recognised at an early stage and it has continually developed its approach. Three fundamental elements are: further development of the network, quality control in the partner operations, and knowledge management.

Internal Communication

The TOP TRUCK Extranet will shortly be overhauled in order to provide better communication to TOP TRUCK partners and a better dialogue within the partner operations. This will allow a quick and flexible exchange of information among partner operations regarding system modules and recent developments in the commercial vehicle world.


ITALY (198 GARAGES)

ONLINE PRESENCE



TOP TRUCK Italy is ready to announce a new release of its website, hoping it will be even more useful and functional for customers and visitors. The goal is to be closer to users and to provide all necessary information with a new, online model. The new website is adaptive, optimised for browsing from desktops, tablets, and smartphones. Above all, there is a commitment to speed up site navigation and make the site more intuitive for users. Page structure is clear and allows quick access to the TOP TRUCK world.

The main areas are organized according to web usability rules: easy to access and navigate, and focused on the multiple needs of customers. From a visual perspective, the design is simple and bright colours are chosen to allow practical and friendly user experience. Looking at the home page, the innovation is immediately obvious: one can now search for the nearest workshop directly from the home page, a feature introduced to provide fast solutions and reduce vehicle downtime. Helping customers solve problems in the shortest possible time has always been a TOP TRUCK priority.

Also on the home page there are four clickable icons to highlight the strengths of the TOP TRUCK network: the

professional competence of the mechanics; the technical and IT support provided to the workshop management; marketing activities and other services offered; and the great opportunities for business expansion generated by agreements and conventions stipulated by the group.

One page is focused on 'services'. The aim is to give visibility to the benefits given to workshops that join the TOP TRUCK network; this is not an exhaustive list but the goal is to highlight some unique aspects. In addition, there are four 'how to join us' pages for different website users: drivers, workshops, distributors, or producers. These pages explain the advantages for each category and how to join the TOP TRUCK network and become part of the great team.

In the 'news' section, which is constantly updated with industry news, events, and new projects, there is a division between news from the TOP TRUCK Network and that which is related to the suppliers and partners. In addition, the suppliers and partners logos will be present at the bottom of all the pages, linking to their websites. Collaboration and support between supplier partners and the network during the year are the basis of TOP TRUCK's success. Finally, network growth being the goal, the 'about us' section contains a network history, the international and Italian story, which allows those who do not know about it to better understand how the network works.

This website rebrand is one of the steps in a large communication plan that started at the beginning of 2020 with a new advertising campaign, which was discussed in the last issue of the TOP TRUCK magazine.

Finally, to offer an even better service to TOP TRUCK network workshops, the TCG Spare Parts Catalogue, one of the most used and appreciated, has been totally renewed and has become a quick, comprehensive search tool. The catalogue can be consulted directly online using personal credentials. The HaynesPro database has been integrated, and in the Topmotive Truck section it is possible to search for spare parts by inserting the vehicle's VIN. Information is available with a simple click to access the database directly. It is also possible to enter the HaynesPro database directly by accessing the TCG spare parts catalogue and, having clicked on Topmotive Truck, view HaynesPro's technical information. An important development also concerns manufacturers' brands: in addition to the big seven it is now possible to find the Saf Axles Trailers' catalogue, whereby typing the axle number one can access the cross-section of the spare parts of that specific axle.



THE NETHERLANDS (51 GARAGES)

TRUCKXPERT

In May, TruckXpert was launched. It is an online platform where members can register for various training courses. The platform has many options, such as information about training, where members can learn about the latest training and can review their training and certificates. Over time, technical support will be offered through this platform, as well as a database that will house information about past services.

Air conditioning campaign

Clean air has become even more important and so, in cooperation with network partner Tunap, a special air conditioning campaign has been set up: "Make sure that you have your air conditioning cleaned at least once a year." When a customer has his or her air conditioning cleaned at a TOP TRUCK location, they receive a bath duck and a flyer with the reason for the air conditioning cleaning – stay healthy and safe!

Agenda 2020

Due to Covid-19, the TOP TRUCK Kart cup that was planned on May 28th had to be moved to September 3rd. Last year, this event was a great success; 40 teams have registered for September and will compete during a two hour race. May the best TOP TRUCKER win!

TOP TRUCK Kart cup 2020

The TOP TRUCK Kart cup took place on 3rd September. At the Circuit Park in Berghem, 36 teams competed in a two hour race for the cup. The winner was the team from G-TRUCK wholesaler WAGO. Just like last year, it was a great success.

STERK Trailers

TOP TRUCK has entered into an exclusive partnership with STERK Trailers from Giessen. STERK Trailers is a small-scale, but professional trailer builder that distinguishes itself in the field of customization options and LHVs. STERK Trailers likes to think along with the customer and create tailor-made solutions for their specific transport needs. This vision fits in perfectly with the TOP TRUCK network.

Congress

G-TRUCK Netherlands is organizing a congress on Wednesday, October 21st. Visitors will be brought up to date by three speakers on customer focus and business operations. As always, the event will be held in a beautiful, inspiring location and will provide the opportunity to network. For the first time, though, the congress will last two days. An overnight stay will be available and there will be a visit to the Military Museum the next day.



UKRAINE (33 GARAGES)

SUPPORTING CONSUMER

Currently, GROUPAUTO Ukraine is seeking to create the most comfortable conditions for cooperation with its clients. The company kept its branches open during the pandemic, and also increased warehouse availability and provided every client with on-time deliveries. Considerable effort has been made to maintain all sanitary standards for company clients and employees. Coordination of customer service has been optimized and the system of online orders has been updated, and brands promotion and customer education are now done fully online. All of the changes are aimed at simplifying the use of the system.

In addition, the company was able to enlarge its offering with a range of brands, including Febi HD. In fact, GROUPAUTO Ukraine has strengthened its position among truck parts distributors in the country even more.

AutoTechService 2020

The focus for the TOP TRUCK network is to support their partners to organise their activities. Despite the tough economic conditions, GROUPAUTO Ukraine took part in AutoTechService 2020. The event was held in May 2020, and workshop management, suppliers, and representatives of the large transportation and logistics companies were all invited. The event is now a tradition in the Ukraine. The campaign's main goals were close contact with manufacturers, the optimization of cooperation, and the identification of possible problems and their solutions. It also introduced the TOP TRUCK network's service offer to the management of the largest transportation companies in the Ukrainian market

GROUPAUTO Ukraine is seeking to increase customer loyalty to the concept even more, and to get suppliers interested in mutually beneficial cooperation.


SPAIN (148 GARAGES)

TOP TRUCK IS THE MOST WELL-KNOWN AND VALUED NETWORK



This is one of the conclusions of the “Study on brand awareness and perception of industrial vehicle garage networks in Spain”. The study was presented during the II Congress of V.I. Garages of the Plural Aftersales Initiative, which took place last November in Ifema, under the patronage of Motortec Madrid. José Moreno, director of TOP TRUCK, affirmed at the discussion table after the presentation the dynamic role of V.I. garage networks, both in terms of garages’ technical qualifications and the professionalisation of their business management.

The phenomenon of garage networks was one of the main talking points of the Congress, which gathered together more than 200 professionals in Madrid. Garage consultancy The Hub Automotive Insights presented a survey of brand perception of V.I. garage networks based on 258 interviews with garage managers randomly selected from among 1,276 V.I. repair companies throughout Spain. The main conclusion was that 20% of garages know no network. Of those who do, almost half mention TOP TRUCK as a network brand first.

After the study’s presentation took place, titled “The phenomenon of networks of industrial vehicle garages in Spain – reality and challenges”, a round-table discussion with representatives from different V.I. garage networks took place. Its conclusions: the workshop networks are clearly a dynamic factor for industrial vehicle repair companies. They contribute to a more professional management, to modernised work processes that improve efficiency, and to attracting new customers and increasing loyalty. All of which improves workshop profitability.

“Only by being part of a network can you find an environment in which you feel more protected, that is able to provide you with all that information that a workshop

needs and that prepares you for the future, and that will help you to be profitable. Is it possible to survive alone? Yes, it’s possible, but it’s getting more and more complicated,” said José Moreno, TOP TRUCK’s Director.

New general coordinator

GROUPAUTO Unión Ibérica (GAUIb) has strengthened its business strategy in the after-sales of industrial vehicles with the hiring of Jesús Cámara. As the General Coordinator of TOP TRUCK, Jesús will assume the responsibility of energizing the network of multi-brand industrial vehicle garages promoted by GAUIb, the largest in Spain. This challenge will include the creation and deployment of a new generation of services with a high added value for member garages, and the strengthening of the relationship with each and every one of them, which will be even more personalized and tailored to their specific needs.

Among this new generation of services, it is worth highlighting all those related to the effective digitization of the network, the improvement of current standards to suit the new expectations of end customers, and agreements with fleets and corporate customers. The goal is to achieve sustainable competitive advantages for TOP TRUCK garages and make them more efficient and profitable.

Jesús Cámara is an Industrial Technical Engineer from the Polytechnic University of Madrid (UPM) and has extensive experience in the automotive after-sales sector. He has worked in the field of tourism, for consultants such as MSXI, for builders such as FCA, VW, PSA and, more recently, KIA, and in the industrial vehicle sector, where he was responsible for improving processes for the IVECO garage network.

INDUSTRY NEWS

HYDROGEN

DEDICATED NETWORK IN EUROPE

Rather than building hundreds of small production units scattered across Europe, 11 gas infrastructure managers have proposed creating a dedicated hydrogen pipeline network in order to create a European hydrogen station network. According to its designers, it is to produce low-carbon and renewable hydrogen “where it will be inexpensive and bringing it back to the major centres of consumption”. These 11 partners (Enagás, Energinet, Fluxys Belgium, Gasunie, GRTgaz, Net4Gas, OGE, ONTRAS, Snam, Swedegas, and Teréga) must be able to offer the start of a hydrogen network from the middle of the decade, to reach a first set totalling 6,800km by 2030.



SPORT

BREAKING SPEED RECORDS

Last June, Aliyyah Koloc (15) broke two speed records on the runway at Panensky Tynec Airport in the Czech Republic. At the wheel of a 5-tonne prototype truck powered by a 12-litre, 1900hp engine, the daughter of former driver Martin Koloc (a double winner of the European Truck Racing Championship in 1995 and 1996) covered 500m in 13.2 seconds (from scratch) and reached 284.13 kmph (from a rolling start).

ENVIRONMENT

RAPESEED TO REDUCE CO² EMISSIONS

The manufacturer Renault Trucks and Oleo100 fuel are starting a collaboration aimed at facilitating access to 100% rapeseed fuel for heavy truck fleets, on both older and newer vehicle models. It should allow the adoption of Oleo100, a fuel produced from rapeseed by Saipol, a subsidiary of the French company Avril group. This alternative energy substitute for diesel guarantees a 60% reduction in CO² emissions and up to 80% of fine particle emissions, with a performance claimed to be similar to diesel.



GERMANY

SUNDAY DRIVING BAN IN GERMANY AGAIN

The Sunday driving ban for heavy goods vehicles is back in Germany, with the exception of the Saar, on the border with France. The driving ban on Sundays and public holidays is valid in Germany from 00:00 to 22:00 for commercial vehicles over 7.5-tonnes. The only exemption is the transport of perishable foodstuffs. Trucks are also prohibited from driving on Saturdays from 7:00 to 20:00 during the school holidays in July and August. The ban was lifted this year by half of the Länder, which led to considerable traffic jams. The amount of fines for non-compliance to these prohibitions, which varies between Länder, varies from €120 to €570.



FUEL

SHELL AND AIR LIQUIDE PARTNERS IN LNG AND CNG

Shell and Air Liquide announced a partnership to provide a network of LNG (liquefied natural gas) and CNG (compressed natural gas) stations in common in Europe. The objective is to allow Shell fuel card customers access to the Air Liquide network. Carriers will also be able to source bio-LNG and bio-CNG.



THE NETHERLANDS

MCDONALDS RUNS ITS TRUCKS ON FRYING OIL

After initial successful experiences in Great Britain and India, American fast food chain McDonalds has decided to extend this initiative to the Netherlands. The Rotterdam Neste refinery and the food supply chain specialist HAVI have signed an agreement to this effect in the Netherlands. Under the agreement, oil produced by fast food restaurants will be recycled by Neste and then used as bio-fuel by HAVI trucks. McDonalds began recycling its cooking oils into bio-fuels in 2008 in Great Britain. In 2018, the concept was adapted for McDonalds restaurants in southern and western India. Each month, 35,000 litres of used oil produced by the 85 stores in Mumbai alone are collected, filtered, and transformed into bio-fuels to supply the trucks of the American group.



HYDROGEN

PROGRESS ON THE BIGGEST HYDROGEN STATION IN EUROPE

Air Liquide have announced the construction of the first high pressure hydrogen station in Europe (700 bars). This station will supply the first fleet of long-haul hydrogen trucks as part of the HyAMMED project, which brings together manufacturers, large-scale distribution players such as Coca-Cola European Partners, Carrefour, and Monoprix (French supermarkets), as well as transporters. This large capacity hydrogen station (1-t/day) will be located at the Air Liquide site in Fos-sur-Mer (France). It will allow for the recharging of up to 20 low-carbon hydrogen trucks per day over long distances; their range will be up to 800km. "The project should make it possible to reduce CO2 emissions by more than 1,500 tonnes of CO2 per year, or the equivalent of more than 2 million kilometres travelled by truck", said Air Liquid in a statement.

USA

AUTONOMOUS TRUCK CORRIDOR PROJECT BETWEEN OHIO AND INDIANA

The US Department of Transportation has just awarded a grant of \$4.4 million (€3.91 million) to experiment with semi-autonomous freight trucks, as well as platooning, on the I-70 motorway, which connects Ohio to Indiana. The technologies implemented for this experiment apply to autonomous Level 4 trucks (limited autonomy for the journey on the motorway), with a supervisor behind the wheel.



TECHNOLOGIES

BLIND SPOT DETECTION SYSTEM AS AN AFTERMARKET ON DAIMLER TRUCKS

Mercedes-Benz is now able to equip all its models with its Sideguard Assist system, whether they are standard or aftermarket. According to the manufacturer, studies by insurance companies indicate that about half of accidents between trucks and cyclists could be avoided with such a system. The number of deaths could be reduced by a third and the number of serious injuries by more than 40%. The generalization of blind spot detection devices for heavy vehicles will be mandatory in the European Union between 2022 and 2024.



HAULAGE

NEW ROADS TO CHINA

Heavy goods traffic to China has increased sharply with the health crisis, with more and more European carriers now offering direct connections. Statistically, trucks save 50% of the cost of transport compared to planes, and 30 to 50% of time compared to rail. The route crosses Mongolia and/or Kazakhstan for more than 12,000km and less than twenty days of travel. Future prospects depend on the development of the Meridian Highway project between Shanghai and Hamburg, a central element of the New Silk Road. Last year, Russia gave the green light to the construction of the last stretch of this central line of communication, 1,200 miles between Belarus and Kazakhstan.



TECHNOLOGIES

HOW TO AVOID RED LIGHTS

Two Dutch companies are testing an electronic system that allows trucks to avoid stopping at red lights. The technology saves time, fuel, and vehicle emissions, as well as tires and brake systems; this could save up to €973,000 and 1,722 tonnes of CO₂. The carriers Vos Transport and Gist Nederland have been testing this intelligent system since the start of the year.



TIRES

NEW LABELLING IN SIGHT FOR HEAVY-DUTY TIRES

The European Union has adopted new tire labelling, which will initially present information on fuel consumption, grip, and rolling noise, before incorporating abrasion and mileage. The device will now be compulsory on the tires of heavy commercial vehicles. For the first time, heavy commercial vehicles of category C3 (trucks and buses) will be affected, which had not been required by European regulations until now. Since a tire's grip can account for 5-10% in a vehicle's fuel consumption, the new labelling system could result in "a reduction of 10 million tonnes of CO2 emissions and an increase in turnover of €9 billion for the sector," according to the European Parliament.

FUEL CELL

DAIMLER AND VOLVO MAKE A MARRIAGE OF CONVENIENCE ON FUEL CELLS

Heavy-duty vehicle makers Daimler and Volvo AB, both majority owned by Chinese group Geely, will team up to produce fuel cells. They plan to launch their hydrogen trucks from 2025.



SAFETY

BOSCH CAMERAS WILL DETECT DRIVER FATIGUE

Bosch has developed an interior camera monitoring system capable of detecting when the driver is tired or distracted in order to assist driving. This system will also be useful for getting back behind the wheel after a trip made in autonomous mode. This system should be available in 2022.



AUSTRIA

VIENNA HAS BANNED LORRIES WITHOUT ELECTRONIC BLIND SPOT ASSIST

Vienna has prohibited access to trucks without electronic blind spot assistant. From April, no vehicle of more than 7.5-tonnes can circulate in the Austrian capital without the equipment. Vienna is pioneering this approach in Europe. Authorized systems cannot consist simply of a camera and a screen, but must also be equipped with an acoustic or visual warning system.



HYDROGEN TRUCKS

DAIMLER TRUCKS UNVEILED GENH2 TRUCK

Daimler Trucks has presented the Mercedes-Benz GenH2 Truck, which had its world premiere as a concept vehicle, marking the beginning of a fuel-cell drive. With the GenH2 Truck, Daimler Trucks is demonstrating which specific technologies the manufacturer is driving forward at full speed. The idea is that heavy-duty fuel-cell trucks can perform flexible and demanding long-distance haulage operations with ranges of up to 1,000km and more on a single tank of hydrogen. Daimler Trucks plans to begin customer trials of the GenH2 Truck in 2023; series production is to start in the second half of the decade. Mercedes-Benz has also revealed the eActros LongHaul, a battery-electric truck with a range of about 500km, projected to be ready for series production in 2024. Finally, the eActros battery-electric truck with a range of well over 200km, ideal for heavy urban distribution, goes into series production in 2021.

EUROPEAN TRUCKS MARKET

In the first six months of the year, 92,278 trucks over 16-tons (-44.2%) were sold in Europe.

LEGISLATION

MANDATORY TACHOGRAPH IN EU TRUCKS BY 2024

Following the adoption of the mobility package by the European Union last July, a new version of the intelligent tachograph will be scheduled for the end of 2024. It will have to automatically record the position of a truck during border crossings and during loading and unloading. The device will be mandatory on board commercial vehicles over 2.5-tonnes and in international transport or cabotage from July 2026.



TECHNOLOGIES

FLAX FIBRE FOR TRUCK BODY

The Volta Zero is a 16-tonne electric heavyweight that offers a range of 200km. Some body parts are made of a biodegradable flax fibre and resin material co-developed with the European Space Agency (ESA). In addition to the weight gain, which promotes better runtime, composite flax has a key advantage over carbon, which is that it is non-conductive. This reduces the risk of a short circuit in the event of an accident.



SCANIA

BRAND NEW FUEL CELL AND PHEV TRUCKS

Scania unveiled its first range of 100% electric trucks (BEV), the date of sale of which has not yet been announced. The L and P series, which benefit from this technology, can be equipped with the choice of a pack of five or nine batteries for respective ranges of 130km and 250km. The electric motor delivers a continuous power of 230kW, or approximately 310hp. Thanks to the 130kW DC (direct current) charging circuit, the five batteries will charge in less than 55 minutes and the nine in less than 100 minutes. In parallel to the presentation of this 100% electric range, the Griffin brand announced the optimization of its plug-in hybrid truck (PHEV) available with the L and P series cabs. Since its presentation at the Hanover Motor Show in 2018, it has increased its range by 50km to bring it to 60km in electric mode (depending on gross total weight, topography and type of bodywork). It is powered by the 9-litre diesel engine with 280-360hp in addition to the 115 kW electric unit.



FRANCE

CONVERTING A DIESEL TRUCK INTO AN ELECTRIC VERSION IS NOW POSSIBLE

The publication of the Retrofit order in the French Official Journal on April 3rd, 2020 makes it possible to convert Diesel utilities into an electric, battery, or fuel cell version. The conversion rate remains 50% lower than that of new hydrogen equipment, according a French company e-Néo, one of the few to work on the conversion of heavy trucks by relying on hydrogen.



EUROPE

STRICTER AUTOMOTIVE STANDARDS

The EU Commission Climate Action Plan has drafted its objectives: it proposes to double the share of electricity from renewables compared to the current level, “to 65% or more”, and to double the pace of energy renovation of buildings. Industry will be ordered to reduce its emissions by 25% compared to 2015. The share of renewables in transport is expected to rise to “around 24%” by 2030, a tripling from 2015. The EU had already tightened its automotive standards in 2019, requiring a 37.5% reduction in CO2 emissions by 2030 (compared to 2021). This target could now be raised to 50% according to a European source. For heavy goods vehicles, the EU has ratified a 30% reduction from 2030, and a 15% reduction in CO2 emissions by 2025, based on 2019 emissions.

AUTONOMOUS TRUCK

HOW TO DRIVE A TRUCK WITHOUT GETTING BEHIND THE WHEEL

The Fuso eCanter SensorCollect is a prototype dumpster based on the eCanter, the all-electric version of the Canter small truck range. Operators moving alongside the vehicle can control the eCanter SensorCollect remotely using a wireless HMI (Human Machine Interface). Equipped with LiDAR, ultrasonic sensors and high precision GPS, the truck can safely perform remote-initiated commands by detecting people or objects in its immediate environment. These orders consist of following the driver, stopping, avoiding obstacles, and stopping immediately if a person or object is in the immediate vicinity of the vehicle.

IN THE SPOTLIGHT

Author : Robert Stevens, Director of Garage Networks & Technology

WHAT ARE SVI AND THE OTP?



Many people in the aftermarket are concerned about supporting new vehicle technology such as hybrids, full-electric drivetrains, and ADAS. However, there is one new technology that concerns me more than all of these others combined. That technology is simply the ability of vehicles to send data – so-called “connected vehicles”. Although commercial vehicles have had a form of connectivity (FMS) for a while, this type of live data is relatively new to LCVs and passenger cars.

The reason these “connected vehicles” concern me is that the data will be sent exclusively to the vehicle manufacturer. The manufacturer will then decide who can access the data, which data they are allowed to access, and how much it will cost. This is a significant problem since the aftermarket competes with vehicle manufacturers for new vehicle services, not just “out of warranty” vehicles. Vehicle manufacturers are also trying to keep vehicles coming to dealerships for services for as long as possible.

This means having equal access to vehicle data will be crucial for the aftermarket if we are to be able to compete fairly with vehicle manufacturers for repair and maintenance services.

The solution to this problem is that vehicle owners must be able to choose the data they want to send, and who will receive the data. And they must be able to make these choices without monitoring by or interference from vehicle manufacturers. Although that solution sounds reasonable, it will be very difficult to implement because this is not what the vehicle manufacturers want. Therefore, it will require legislation that compels them to comply.

Two parallel proposals to address third-party access to vehicle data are currently under consideration by legislators in Brussels: SVI and the OTP. Some people have misunderstood the purpose of these two proposals, and they think that a choice must be made between these proposals. This is incorrect.

SVI (Secure Vehicle Interface) is a set of CEN/ISO Standards that facilitate the secure transmission of data from a vehicle to the vehicle owner’s selected service provider. The OTP (Open Telematics Platform) is a concept that provides a complete in-vehicle data services solution which includes the ability to install third party apps in the dashboard infotainment system with bi-directional communication, just like apps on your smartphone.



Until the OTP is approved and available in vehicles, SVI can support secure data transmission for interim solutions that are retrofitted to the vehicle, or added by the vehicle manufacturer. The final implementation of the OTP will then require the support of secure data transmission standards such as those included in SVI. Therefore, these are not competing solutions; they are two pieces of the total solution required by the aftermarket to provide competitive services to vehicle owners.

Imagine your fleet customers being able to install a TOP TRUCK app in the dashboard of their vehicles. The Fleet Manager could configure this TOP TRUCK app to gather selected data from their vehicles such as current mileage, service alerts, trouble-codes and even specific sensor readings. This data could then be automatically sent to the TOP TRUCK Network to facilitate quotations and service bookings. If the driver experienced a problem on the road they could use the app to find nearby TOP TRUCK locations, and select a workshop to assist them. The TOP TRUCK app would then allow the driver to send data

to the selected TOP TRUCK workshop about the problem they are experiencing, so that the workshop could prepare to support the vehicle. The driver could even use the app to send their location to the selected workshop to expedite roadside support.

GROUPAUTO International recognizes the importance of vehicle data access to the future of the aftermarket, and so we recently participated in a webinar to explain the need, and demonstrate the potential, of this type of in-vehicle data access. This webinar was organized by Autocare (US), Michelin and Enterprise Holdings, and it was viewed live by European legislators, vehicle manufacturers, and aftermarket representatives. You can view a replay of the entire webinar, or just the vehicle-data demonstration at www.svi-for-mobility.org using the 'Webinar & Demo' link at the top of the SVI for Mobility webpage.

GROUPAUTO International will continue to support our members as well as the TOP TRUCK and EuroGarage Networks as we prepare for the future of the aftermarket.



ALL-ROUND SUPPLIER

High-performance CV battery TA AGM



Bosch TA battery (12V, 210Ah, 1,200A) with AGM technology for commercial vehicles

Professional truckers need to keep moving – usually for extended periods. Their commercial vehicles become like a second home over days, weeks, or even months. Equipment based on power-hungry electrical technology turns modern commercial vehicles into a mobile rest area for long-haul drivers. The numerous hotel and comfort functions, such as auxiliary air conditioning and heating, a refrigerator, microwave, or television improve working conditions for truckers, yet they place a heavy burden on the batteries – even in stationary operation. Numerous breakdown statistics – in which depleted and aged batteries top the list of causes – prove that such increased requirements can only be satisfied with a high-performance battery.

NEW TA AGM SUPPLIES COMFORT AND HOTEL FUNCTIONS

Bosch has now added an extremely capable battery for commercial vehicles to its range in the shape of the new 12-volt TA AGM starter battery. Bosch's high-performance, vibration-resistant, and maintenance-free commercial-vehicle batteries are specifically designed for supplying a multitude of consumers – and for reliable starts. The Bosch TA AGM supplies consumers in commercial vehicles reliably over long periods – even in stationary operation. In doing so, the risk of failures and unnecessary downtimes is reduced.

LEAK-PROOF AND MAINTENANCE-FREE

The new TA AGM truck battery with AGM (absorbent glass mat) technology was developed entirely for the specific demands of long-haul operations. With this battery type, the electrolyte is held entirely within a fiberglass mat. This makes it absolutely leak-proof and maintenance-free.

EXCEPTIONAL CYCLE RESISTANCE

The TA AGM also demonstrates its superiority in terms of cycle resistance, which is up to six times higher than that of conventional lead-acid batteries at a discharge depth of up to 80 percent. The risk of potential failures caused by cyclical loads is reduced; the constant output in slow-moving traffic and stationary operation is assured, as are reliable starts.

HIGH VIBRATION RESISTANCE

Over time, the space allocated to components in the engine compartments of modern commercial vehicles has changed. AdBlue technology and SCR catalysts need space close to the engine. For this reason, it is ever more common for the battery to be installed near the rear axle, where intense vibration prevails. Like the TE EFB battery, the TA AGM is ideal for this application thanks to its high vibration resistance as per DIN EN 50342-1. Among other things, this standard defines the highest vibration resistance tested during stress and vibration tests in laboratories – on a horizontal, vertical, and diagonal level.

STRONG IN COLD STARTS AND START/STOP SYSTEMS

The TA AGM boasts high cold-starting performance. With a rating of 1,200 A (CCA) and a capacity of 210 Ah, it is a reliable energy supplier for assured cold starts, in addition to all comfort and hotel functions. Due to the microcycle resistance associated with the AGM technology, it is also suitable for functions like start/stop systems and sailing/coasting without assistance from the engine.

As the most high-performance battery, the TA AGM complements the existing Bosch range of EFB batteries and conventional lead-acid batteries for commercial vehicles by adding a new, reliable premium product in OEM quality.

THE RANGE OF BATTERIES FOR CVs

BOSCH'S POWERFUL STAR PRODUCTS COVER A WIDE RANGE





BOSCH
Invented for life

Driven by **COMFORT**

Extra-ordinary
deep-cycle
resistance

Reliable energy supply on the road: the powerful Bosch TA commercial-vehicle batteries

boschaftermarket.com

High performance for trucks:

- ▶ Very powerful thanks to AGM technology and PowerFrame®
- ▶ 6 times higher deep-cycle resistance than conventional starter batteries with up to 80% DoD (Depth of Discharge)
- ▶ Reliable power supply for advanced comfort and hoteling functions with parking cooler/heater
- ▶ Highest vibration resistance V4 according to EN-standard



ON-THE-ROAD POWER PLANT: VARTA® PROMOTIVE AGM TRUCK BATTERY BY CLARIOS GETS DRIVERS WARMLY AND RELIABLY THROUGH THE WINTER



Europe is currently still enjoying fall temperatures, but winter is approaching apace. This is a challenging time for batteries in trucks – with increased rates of flat batteries caused by sub-zero temperatures. To avoid this, Clarios, the global market leader in advanced energy storage solutions, developed the VARTA ProMotive AGM in collaboration with the leading truck manufacturers. A special technology makes this truck battery more reliable and more durable than conventional batteries.



Successful use under extreme conditions

Anders Johansson is familiar with the problems of truckers in winter all too well. He spends up to five nights a week on the road in northern Sweden – frequently at low sub-zero temperatures and in constant darkness. Both of these factors have frequently afflicted the batteries used previously by his fleet. “When you spend so many hours on the road, lights plus a microwave, refrigerator, iPad and coffee machine are essential items in order to live as normal as possible. And, of, course, a cab heater,” he says.

The heater runs all night and sometimes even when parked up for lunch. That draws a huge amount of electricity. After all, the fuel pump, glow plug, ventilation system and coolant pump in the heating system have to be kept operational. “Waking up at night because the battery has gone flat and it’s perhaps only one or two degrees in the cab is no fun,” recalls Johansson.

VARTA ProMotive AGM as power pack

Since fitting VARTA ProMotive AGM in his fleet, engines start reliably even after being switched off for an extended period. For Johansson it was a major problem that often batteries did not manage that: “If you’re stuck in the middle of a forest up here in the far north, the nearest workshop may be 250 to 300 kilometers away. That’s why drivers often didn’t turn their engine off overnight in the past to make sure there was still enough power the next morning.” Since that is no longer necessary, Johansson saves a lot of fuel and money, despite the slightly higher purchase price of the VARTA ProMotive AGM compared with other batteries.

What is the VARTA ProMotive AGM?

AGM stands for Absorbent Glass Mat and is a further development of the lead-acid battery. The electrolyte in this case is bound in a glass-fiber fleece mat. That prevents electrolyte stratification – the main cause of flat batteries in

lead starter batteries – as a result of which its service life is significantly extended. Another advantage of the AGM technology is its excellent charge acceptance. For the first time, it is possible to charge the battery fully – not just in the lab but also in the vehicle. That means the full battery capacity is available for every overnight stop. In combination with the VARTA PowerFrame® grid, the VARTA ProMotive AGM delivers excellent starting performance even if the battery is partially or even significantly discharged.

This reliable grid technology sets the AGM battery apart from competitors’ batteries. Real world fleet testing proves the powerful grid to be nearly three times more corrosion resistant compared to other grids, making it more durable than other technologies. The PowerFrame grid technology pattern is optimized for full grid utilization, providing more than 60% superior electrical flow for better connectivity.

VARTA Fleet Program: direct contact to the manufacturer

Customers can also enjoy the appropriate service and exclusive support directly from manufacturer VARTA – thanks to the VARTA Fleet Program. By registering, members receive customized information on battery management, test results and helpful tips for their fleet. Registration is free of charge on www.varta-automotive.com/fleet.



Clarios

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

VARTA® AGM TECHNOLOGY – PROVEN BY DAKAR.



OE
ORIGINAL
SPARE PART

MADE
IN
GERMANY



VARTA ProMotive AGM

- ▶ Six times the cycle life compared to conventional batteries
- ▶ For advanced hoteling functions with parking cooler/heater
- ▶ Designed for end-of-frame installation (EURO 5/6) due to highest vibration resistance



VARTA Silver Dynamic AGM

- ▶ The OE spare part for start-stop vehicles and highly equipped cars
- ▶ 8 out of 10 newly manufactured AGM start-stop vehicles come with a VARTA
- ▶ Best solution for the aftermarket to offer 1:1 replacement

www.varta-automotive.com

It all starts with **VARTA®**

CLARIOS



DAYCO HEAVY DUTY STRENGTH



Dayco is a truly global business with research & development facilities, manufacturing operations and distribution centres throughout the world. It specialises in power transmission products and is a leading engine products and drive systems supplier for the automotive, industrial and aftermarket industries. Dayco is also a major player in the heavy duty (HD) sector, where it supplies original equipment (OE) components, to vehicle manufacturers (VMs) including DAF, Iveco, MAN, Mercedes-Benz, Renault, Scania and Volvo, as well as agricultural VMs such as New Holland.

Although the company originally made its name through the design and manufacture of drive belts, it has grown its product portfolio to include the associated components within the drive system to reflect its sector specialism. Therefore, the Dayco HD range also includes drive components – tensioners and idlers – where the company is the global leader in terms of OE supply.

At the heart of the auxiliary drive system is the belt, which, depending on the application, will be of either V or Poly-V (multi-grooved) design.

Despite their relatively simple design, Dayco's V-belts, which consist of more than 150 part numbers, are manufactured from premium quality materials to provide strength and durability, while providing optimum resistance to oil, grease, heat, chemical agents, and ozone, as well as continuous flexing.



In contrast, the company's Poly-V belts, which consist of more than 360 part numbers, are made of EPDM and manufactured to the latest design criteria to deliver the very best in contemporary belt performance. With a larger contact area compared to a V-belt, the Poly-V belt is capable of driving a greater number of ancillary components and can also transfer power from its outer surface, which, depending on the application, can be either smooth, textured or ribbed. Due to the fact that the load is spread across the belt, Poly-V

belts are comparatively thin and therefore have tremendous flexibility, which means they are also able to be used on small diameter pulleys, increasing the scope for engineers when seeking the ideal solution for the drive systems of new engine designs.

To ensure the ancillary components on the system are driven in accordance with their design specification, the drive belt must be kept at the correct tension and under a controlled load. This is made possible by the use of tensioners and idlers and with the increasing power of modern engines, allied to the growing number of auxiliary components driven by the belt, these drive components are now highly developed and engineered to exacting standards. Dayco's HD tensioner and idler range now comprises more than 190 part numbers.



For more information about Dayco, visit the aftermarket website at www.daycoaftermarket.com where customers and technicians can find comprehensive technical information and product support.



www.dayco.com

KUBELUBRIE.COM

Dayco Heavy Duty.

Your global partner from **OE to**
the Aftermarket.



Leader in engineering and production of OE HD tensioners. OE HD belts designed for diesel grade HD applications. High performance and reliability. The preferred partner of the most important OE truck brands and engine equipment. VOLVO, CNH-IVECO, MERCEDES, MAN, SCANIA, CUMMINS, CATERPILLAR.

DAYCO[®]

MOVE FORWARD. ALWAYS.™

Delphi Technologies



Diagnostics



Diesel fuel systems



Test equipment



Training & technical support

Technology driven

Built on our pioneering technology and OE expertise, our full-service aftermarket solution for heavy duty vehicles provides access to premium parts, comprehensive training, advanced diagnostics and technical support that will put you a step ahead in maintaining and servicing the complex vehicle systems of today and tomorrow.



Scan to learn more

delphiaftermarket.com



Keep heavy duty heroes moving with Delphi Technologies

In a time of uncertainty one particular type of vehicle has emerged as a hero of our communities. The heavy duty diesel vehicle has been moving essential supplies, providing key services, and keeping businesses on the move. There are millions of heavy duty vehicles entering their service life in 2020 needing maintenance & repairs and it has never been easier with Delphi Technologies' full service solution.

Our DS diagnostic solution allows workshops to quickly interrogate the ECU and access information for 70+ heavy duty vehicle brands, and 680+ models built into our diagnostic database. Over 16,000 unique system selections completes the heavy duty database, allowing access to comprehensive fault code data and repair instructions. Thanks to high annual mileage these heavy duty vehicles require servicing more frequently and can present slightly different needs. Our DS diagnostic tool gives you the ability to target diesel-specific diagnostics including VGT calibrations and SCR regenerations, while providing our usual comprehensive coverage for car and light duty.

If the diagnostics are revealing the injectors are at fault you can take your injector servicing and coding to the next level with our Hartridge Sabre CRi Expert. This compact and powerful test bench allows you to identify injector faults with precision and ease with a variety of test steps which replicates on-vehicle conditions. The 3000+ test plan library includes coding test plans which will recode the injector in the same machine immediately after test with the new measurements.

The inclusive training program is designed to bring together all these elements and more to unlock your full business potential, so no matter the level of workshop experience you can become heavy duty pros. Our training takes you through everything the DS Diagnostic, Hartridge test benches, and our OE quality injector parts program have to offer. Our training equips you with everything you need to service, diagnose, and repair these essential vehicles in order to minimize down-time and maximize-up time of these heavy duty heroes.

70+
vehicle brands

680+
vehicle models

16,000+
unique system selections

Learn more about
our heavy duty
diagnostics solution



Scan to learn more

delphiaftermarket.com





EXIDE CV BATTERIES FOR LOWER TOTAL COST OF OWNERSHIP



Selecting the right battery can make a big difference in business. When a revenue-earning vehicle has a breakdown due to a discharged battery or other battery issue, it results in reputational damage, reduced profitability and financial penalties. Exide designed its range of premium CV (commercial vehicle) batteries with this in mind, placing the utmost focus on reliability and performance. Every product in Exide’s range is designed to excel in a particular application.

Whether making stop-go urban deliveries or long-haul deliveries, trucks require reliable, long-lasting batteries optimised for the task at hand. Exide’s CV range is designed around the full demands of the modern commercial vehicle park, and is specially optimised to allow businesses to increase operating efficiency and reduce overhead.

Key facts on Total Cost of Ownership (TCO)

- Commercial vehicles are becoming increasingly complex, with various European standards and new electronic equipment.
- Fleet owners want to control costs, improve reliability and maximise the utilisation of their fleets.
- One single breakdown of a truck (e.g. battery failure) severely hits profitability and customer satisfaction.
- The main cause of CV battery failure is deep discharge, with energy drain leading to acid stratification. Exide has addressed this with Carbon Boost technology.
- Vibrations are a primary cause of battery failure on modern Euro 5 and Euro 6 trucks. Exide has addressed this with HVR® (High Vibration Resistance) technology, which prolongs battery lifespan and reduces the risk of breakdowns.



- Exide offers market-leading fitment support. This allows businesses to select the right battery technology every time.

Batteries that deliver for your business

Exide’s CV batteries are designed to reduce total cost of ownership by providing maximum performance for a particular application, allowing businesses to control operating costs and outperform competitors. Exide’s total cost of ownership modelling is central to how it engineers its products. It takes account of initial upfront costs, maintenance costs, battery lifespan, and likelihood of breakdown, ensuring the best business outcomes are delivered with each battery. Even when compared to batteries with a lower initial outlay, Exide’s premium CV batteries help to reduce costs – often by a considerable amount.

“Modern trucks are becoming increasingly sophisticated, and placing new demands on the battery. At the same time, businesses want to reduce costs, improve reliability and increase uptime,” said Michael Geiger, VP Sales & Marketing – EMEA at Exide Technologies. “Choosing the right battery can make a big difference to any business, particularly in today’s market. In some applications, for example, businesses can achieve total cost of ownership savings of **up to 70%** by switching to the new StrongPRO EFB+ battery.”

Going the distance

Battery lifespan is crucial to total cost of ownership. The longer the battery is on the road, the longer the time period over which the cost can be depreciated. Exide has designed its batteries to provide excellent lifespan, enabled by technologies such as Carbon Boost and HVR® (High Vibration Resistance). These technologies also reduce the risk of breakdowns while increasing reliability and performance.

Exide’s commercial vehicle range includes StrongPRO EFB+, Endurance+PRO GEL and EndurancePRO EFB. Each has its own particular strengths, delivering a balance of electrical performance, reliability, cycling endurance, lifespan and value for money.



CHOOSING THE RIGHT BATTERY IS KEY TO OPTIMISE TOTAL COST OF OWNERSHIP

Exide's latest top of the range CV batteries meet higher demand for endurance, long life and reliable starting



ENDURANCEPRO EFB



ENDURANCE+PRO GEL



STRONGPRO EFB+



RECOMMENDED TYPE OF VEHICLES / USE CONDITIONS:

Long-haul modern/ standard trucks with rear chassis installations and /or hotel functions. Ideal for vehicle running on rough terrain. It requires water topping.



RECOMMENDED TYPE OF VEHICLES / USE CONDITIONS:

Express delivery trucks and city bus with power hungry equipment and deep cycling needs.



RECOMMENDED TYPE OF VEHICLES / USE CONDITIONS:

Long-haul modern/ standard trucks with rear chassis installations and/or «hotel functions», express delivery and city bus. Ideal for vehicle running on rough terrain, with power hungry equipment and deep cycling applications.



Code	Capacity	CCA	Box
EX2253	225 Ah	1150 A(EN)	D06 518(L) x 279(W) x 240(H)
EX1803	180 Ah	1000 A(EN)	D05 513(L) x 223(W) x 223(H)



Code	Capacity	CCA	Box
EE2353	235 Ah	1200 A(EN)	D06 518(L) x 279(W) x 240(H)
EE1853	185 Ah	1100 A(EN)	D05 513(L) x 223(W) x 223(H)
EE1403	140 Ah	800 A(EN)	D04 513(L) x 189(W) x 223(H)

EXIDE OFFERS A WIDE RANGE OF BATTERIES THAT FLEET OPERATORS RELY ON



POWERING THE WORLD FORWARD

www.exide.com/eu/en



More information about our work lights can be found online.

febi Work Lights –

Good Visibility at All Times



Good visibility is extremely important for commercial vehicles and for machines operating in the evening or at night. If there is insufficient lighting, vehicles and loads risk being damaged, and people could potentially get injured.

If there is inadequate lighting in a working area, necessary illumination can only be achieved with additional work lights on a vehicle.

You can rely on the wide selection of LED work lights from febi in OE matching quality. Thanks to modern, efficient LED technology, these lights achieve great luminous efficiency with comparatively low power consumption. This protects the vehicle battery and enables longer working hours with battery power.

All febi work lights meet the highest standards: they are 100% inspected to ensure that each individual lamp delivers maximum performance. Water spray tests are carried out to simulate real weather conditions such as rain and mist. Furthermore, additional salt spray tests demonstrate the corrosion resistance of materials and coatings.



IP67 tested work lights survive the complete immersion in water for at least 30 minutes without being damaged. Additional high temperature water jets compatibility is necessary for the highest protecting rating IP6K9K, which stands for maximum durability of a work lamp and complies with ISO 20653.



febi ProKit: The Complete Solution for a Professional Repair

With ProKit, we offer an innovative product line which saves workshops time and money since febi ProKits are guaranteed to contain all the parts necessary for the repair in question.

With ProKits, febi has complete repair solutions for heavy-goods vehicles! Practicality oriented, complete sets are perfectly tailored to specific repair requirements and contain all the necessary installation materials alongside the individual replacement parts. Additional trips to obtain replacements of various items, such as corroded screws or nuts, therefore become a thing of the past. This saves workshops money as well as time.

Besides work lights, febi also offers a broad range of strobe lights.

Find more products online at:
partsfinder.bilsteingroup.com

febiTruck



Bringing Light into Darkness

Work Lights from febi

- » Broad range of work lights
- » LED work lights with the needed accessories (crimp connectors & shrinking tubes)
- » Most of the lights have an extra long cable (up to 1.5 m)
- » Dust and vibration resistant and has a corrosion protection
- » Resistant to high water pressure up to 100 bar and high temperatures up to 80 °C - therefore suitable for high pressure cleaning
- » Trouble-free use in a wide temperature range from -40 °C to +60 °C



 SOLUTIONS
MADE IN GERMANY

www.febi.com

bilsteingroup®



GATES INTRODUCES INNOVATIVE OFF-ROAD BELT TO BETTER MEET DEMANDS OF TODAY'S POWERSPORTS VEHICLES

Gates G-Force RedLine CVT belts are engineered for performance and durability in the most extreme environments.

Gates (NYSE: GTES), a leading global provider of application-specific fluid power and power transmission solutions, introduces a new line of continuously variable transmission (CVT) belts specifically designed to withstand the increased heat, power and operating environments of today's off-road vehicles (ORVs).

Gates G-Force RedLine™ CVT belts are engineered from a patented, fiber-reinforced Ethylene Elastomer compound, providing maximum transverse stiffness and unmatched heat resistance. This allows for increased durability, greater load-carrying capability and a higher effective operating temperature. Extensively lab and field-tested, ATV and UTV enthusiasts and racers alike, can expect outstanding performance as Gates G-Force RedLine belts deliver:

- Excellent recovery from temperatures up to 170°C without power loss
- Up to 300 percent increased belt life
- Up to 50 percent lower speed losses under heavy loads and torque

"Today's high-performance ORVs demand innovative belt technology than can withstand use in the most extreme environments," says Christian Buhlmann, vice president of global product line management for Gates. "Through advanced materials science and process technology, we've created the next generation of CVT power transmission belts designed

to deliver higher load capacity, higher peak torque capacity, less heat fatigue and greater durability."

In addition to the performance benefits, Ethylene Elastomers are more environmentally friendly to manufacture and will serve as the foundation for future belt developments at Gates across a number of categories.

Gates G-Force RedLine belts are now available from distributors across Europe, Middle-East and Africa. To learn more, and to see the G-Force RedLine in action, please visit www.gates.com/redline.



MAXIMISING FLEET UPTIME

Introducing FleetRunner™, Gates' dedicated heavy-duty aftermarket parts programme. Being an Original Equipment supplier with a global footprint and coverage, Gates applies the same quality standards in the manufacturing of all FleetRunner™ parts. This makes them premium-quality solutions that keep your engines running more efficiently for longer periods of time, saving money on maintenance and maximising road time. Available from stock across Europe, the Middle East and Africa.

**GATES® FLEETRANNER™
KEEPS YOU ON THE ROAD**

WWW.GATES.COM



Gates® FleetRunner®



www.mahle-aftermarket.com
www.mpulse.mahle.com

COMPRESSOR OIL: THE LIFEBLOOD



A damaged air conditioning compressor is a costly affair. Avoid this by always using high-quality compressor oil. After all, the oil plays a crucial role in compressor durability.

Why make life difficult for yourself when there is an easy way? When it comes to compressor oil, the solution is: PAO 68 oil from MAHLE. This multigrade oil reliably lubricates the air conditioning compressor and is an economical solution for you. After all, the AA1 version of our PAO 68 oil (without a leak detecting agent) is approved for use in almost all air conditioning systems in vehicles with a combustion engine and in electric and hybrid vehicles. The PAO 68 AA1 oil without leak detecting agent is suitable for R134a and R1234yf refrigerants and for conventional piston and electric air conditioning compressors. Truly an oil for any situation. There is one exception: vane compressors. But you will still find the right compressor oil for these and any other needs in our range.

Lubricated and protected

The major advantage of our PAO 68 oil is its versatility. And, unlike PAG oils, it isn't hygroscopic. You'll be familiar with this from the brake fluid, which absorbs moisture over time and must therefore be regularly changed. By using MAHLE multigrade oil, you can also prevent and counteract humidity-

related problems, such as the icing up of components or the formation of acids in the air conditioning circuit. In comparison with conventional oils, the PAO 68 oil thus offers considerably improved possible uses, protects against wear, and ensures the proper function of the air conditioning compressor. Of course, we also offer PAG oil in all the usual grades in case you still want to use it.

What is PAO 68 oil?

During manufacture, special additives are added to the base PAO (polyalphaolefin) to ensure the oil's outstanding characteristics. As a result, the PAO 68 oil from MAHLE is a unique combination of highly refined synthetic oil and performance-enhancing additives.

Advantages of the PAO 68 oil

- One oil for almost all air conditioning compressors
- Non-hygroscopic: does not absorb moisture
- Compatible with many other lubricants and refrigerants
- Can be used when topping off and when changing the system's entire oil volume
- Easier to store





Thermal management products
for all types of drives.

BEHR[®]

No matter whether it's humming or buzzing under the hood.

Thermal management is becoming more and more important - and that with all drive technologies. We offer workshops all thermal management spare parts plus workshop equipment and diagnostics for cars and commercial vehicles, vans, construction and agricultural machinery. With more than 9,000 quality articles, MAHLE Aftermarket completely covers the areas of air conditioning and engine cooling. With MAHLE, your workshop delivers 100% performance, today and tomorrow.

mahle-aftermarket.com

MAHLE



NEW FUEL FILTER PROTECTS COMMERCIAL VEHICLE DIESEL INJECTION SYSTEMS AGAINST WATER AND DIRT PARTICLE

- MANN-FILTER PU 12 004 z diesel fuel filter available from now on as a set with fuel prefilter for the independent automotive aftermarket
- Thanks to three-stage water separation, filter separates over 90 percent of the water in the fuel

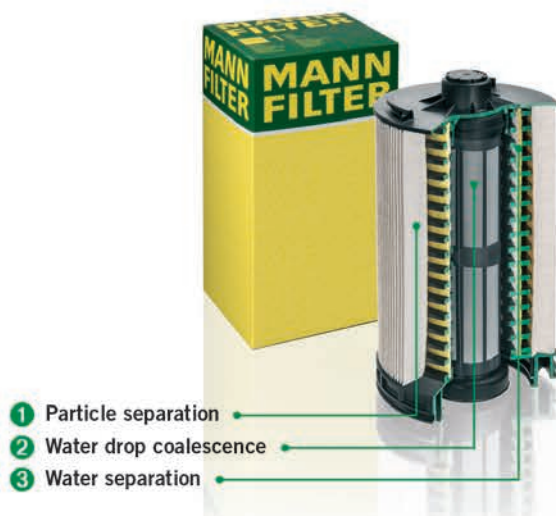
Even high-quality diesel may contain traces of water, whether from moist air entering through the tank ventilation or from condensation in the large tanks used to store the diesel in gas stations. However, advanced commonrail diesel injection systems with injection pressures of up to 2,500 bar have higher requirements than simple mechanical systems in terms of the purity of the fuel.

Tiny dirt particles and water drops can damage the components of the fuel circuit, which in the worst case can result in system failure. Another challenge is the composition of modern diesel fuels, which have changed greatly in recent years: they contain very little sulfur and have higher proportions of biofuel and additives. This results in the formation of very small and stable water drops in the diesel fuel and requires a new water separation technology.

Three-stage water separation protects injection system

If water enters the fuel circuit, it is reduced to small drops in the low-pressure fuel pump. After several fuel cycles, drop sizes smaller than 1/10th the diameter of a human hair are possible. MANN+HUMMEL has developed a solution for removing these very small and finely distributed water droplets from the diesel fuel. Fuel flows through the MANN-FILTER PU 12 004 z diesel fuel filter from the outside to the inside in three stages. This is referred to as pressure-side filter operation.

In the first stage, the filter medium reliably removes solid dirt particles from the diesel fuel. The second filter stage uses a coalescer fleece. It retains even the finest water droplets from the fuel/water emulsion and combines them to form much larger drops. In the third stage, a hydrophobic sieve ensures that the enlarged drops do not enter the injection system. Gravity causes the separated



water to collect in a water collection chamber in the filter module. A sensor signals as soon as the water needs to be manually drained or siphoned.

The MANN-FILTER PU 12 004 z separates over 90 percent of water droplets from current gas station diesel fuels, even in the case of tiny water droplets of up to ten micrometers. It works right up to the end of the service interval, even with a loaded filter element. Both single-stage and two-stage concepts on the market achieve relatively low separation efficiency of up to a maximum of 35 to 40 percent and therefore do not provide reliable protection for modern injection systems.

Can be recycled to protect the environment and available as a set

The new fuel filter will be available from now on for the independent automotive aftermarket in 100 percent OE quality. In conjunction with the PU 5003 prefilter, which protects the low-pressure pump, it will be available as the PU 12 010-2 z set for the Mercedes-Benz Actros, Heavy-Duty Engine Platform HDEP. Metal-free elements mean that both filters are completely incinerable and therefore can be recycled to protect the environment.

Service-friendly, patented concept when changing the filter – further information at: www.mann-filter.com.

**MANN
FILTER**

From the first mile to the last.

MANN-FILTER – for first fit and the automotive aftermarket.



MANN-FILTER, the premium filter brand of the automotive aftermarket, offers innovative solutions to new, challenging filtration demands. As original equipment or yellow-green boxed, whether for passenger cars, commercial vehicles or off-highway applications: original MANN-FILTER products in OE quality are trusted around the world. Always choose original MANN-FILTER in 100% OE quality!

MANN-FILTER – Perfect parts. Perfect service.
www.mann-filter.com



MERITOR® PREMIUM BRAKE PADS



Worldwide braking leader for the commercial vehicle industry supplying friction products as Original Equipment and into the aftermarket. If you are a city-bus operator, running high powered premium tractor units or vocational vehicles then you will know the issues. Short life, both for disc pads and discs, are mainly the result of fitting inappropriate replacement pads. At Meritor we understand the problems, and, of course, the solutions:

- Quality Components
- Wide Product Range
- Premium Braking Performance
- R90 PLUS

Premium: M550 Friction material – for Meritor, Knorr & Wabco brakes

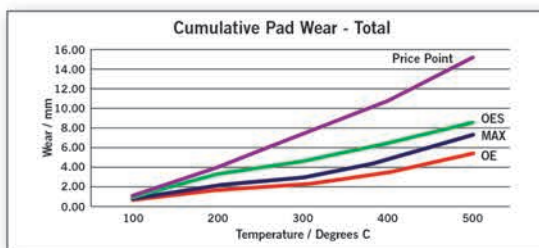
Applications: High demand usage – temperatures above 500°C
Bus, Coach, CV heavy duty and specific trailer HD

Back Plate: Wiremesh



PREMIUM WEAR AND BRAKING PERFORMANCE

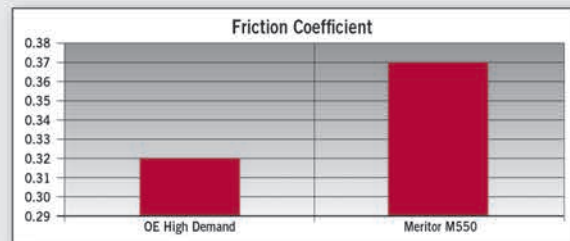
- Excellent braking performance in high temperatures over 500°C.
- More Stopping and Braking Power.
- Reduced levels of disc wear.
- Better pad wear performance vs other aftermarket products.



STOPPING POWER

M550 friction material has higher friction than other OE high demand friction material, giving more braking power.

Actual friction value of M550 calculates to an outstanding friction coefficient of 0.37 compared to other claimed aftermarket high performance and even OE friction materials.



R90 PLUS TESTING

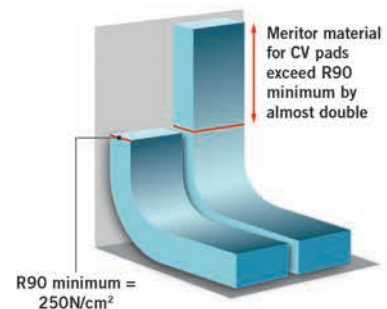
R90 PLUS Testing. - Meritor brake pads exceed R90 minimums

The key R90 PLUS tests for CV pads are:

Hot Shear testing – This is same test as required by R90 at ambient temperature but MERITOR also do it on 300C hot pads and require the shear strength to exceed the R90 minimum of 250N/cm² of friction material (which it does).

MERITOR also carry out a full range of performance testing primarily on dynamometer to review a whole range of performance characteristics across a range of pressures, speeds and temperatures that are not required by R90 testing. These tests are performed on a regular basis from production samples to ensure consistent high performance products.

Finally we carry out full scale inertia dynamometer wear testing which includes characteristic performance checks between each wear section. This testing to International standards is used to benchmark both the pad wear and rotor wear of all Meritor grades against OE and other aftermarket offers.



AFTERMARKET EUROPE

MERITOR® REMANUFACTURED CALIPERS



PREMIUM QUALITY REMANUFACTURED CALIPERS FOR TRUCK, TRAILER AND BUS APPLICATIONS, COVERING ALL MAJOR VEHICLE AND TRAILER MARQUES

- OE Equivalent Braking Performance
- State of the Art Processes
- Quality Components
- Wide Product Range
- Recycled Product – Reduced Waste



OE EQUIVALENT BRAKING PERFORMANCE

As a supplier of Original Equipment brakes to major truck and bus manufacturers, Meritor understands what it takes to design and build brake calipers to the highest standards. We use this knowledge and experience to give you exceptional quality remanufactured brakes for aftermarket use.

No corners cut...

Every Meritor remanufactured brake has 100% new:

- Bolts & fasteners
- Bushes
- Gaskets
- Rubber Seals & Boots
- Metal Caps & Covers

And every component used is to OE specification and from OE sources, or, is approved using the same Meritor engineering philosophy.

www.meritorpartsexpress.com/eu

Meritor Aftermarket Switzerland AG
Neugutstrasse 89,
8600 Dübendorf, Switzerland.
Tel: +41 (0) 44 824 8200

Meritor Aftermarket UK Limited
Unit 1 Broad Ground Road, Lakeside Industrial Estate,
Redditch, Worcestershire, B98 8YS, U.K.
Tel: +44 (0) 1527 50 3950

meritor.com

© 2020 Meritor, Inc.
All rights reserved.



www.nrf.eu
webshop.nrf.eu

ACCELERATE IN CORONA TIMES AND REINVENT YOURSELF >



By taking strict measures and safety rules in time, NRF got through the COVID-19 situation better than most other IAM companies. NRF didn't have to close production sites and warehouses. Due to the flexibility on NRF and customer side, NRF completely switched to virtual customer contact in a few weeks. By introducing online webinars and launching a virtual booth instead of Automechanika Frankfurt, NRF has reinvented itself... and the Aftermarket.

COVID-19 MEASURES AT NRF

Already in the beginning of March, NRF realized the seriousness of the situation and responded immediately. To prevent closure of production sites and warehouses, NRF informed the office staff to start working from home. NRF has supported its employees in this as much as possible. It was ensured that everyone had good computer equipment. NRF invested in new software to optimize digital collaboration. On a personal level, NRF offered flexible working hours, as working from home can be a challenge. The crisis gave NRF new insights. An obvious one is that video works. Collaboration between the international locations has even improved. As a result, NRF has changed its future travel policy.

SALES RESULTS AGAINST AFTERMARKET TREND

The ambition of NRF was to avoid lossmaking in April and May, which are very profitable months under normal circumstances. NRF has succeeded in this. In June NRF recovered the Aftermarket business to 80%. July and August were beyond expectations, with a NRF sales record in July. NRF experienced that other suppliers had availability and supply chain issues

NRF ONLINE TRAINING COURSES



due to the consequences of COVID-19. NRF started the year with high stock levels in all warehouses. Due to increasing demand and high productivity, NRF has performed against the Aftermarket trend.

LAUNCHING ONLINE TRAINING COURSES

From mid-March a lot of people started working from home. For NRF it was no longer possible to provide commercial and technical training on location. The NRF team showed itself to be extremely flexible and responded immediately with the launch of new online training courses.

In six months' time, more than 8.000 people from 39 countries (509 cities) worldwide participated in these courses.

VIRTUAL BOOTH REPLACES AUTOMECHANIKA >

Normally, NRF would participate in Automechanika Frankfurt 2020 this year with a large exhibition stand. At this fair NRF normally meets customers from more than 80 countries worldwide. Unfortunately this fair has been canceled due to the COVID-19 situation.

NRF did not want to let this momentum pass and was the **first Aftermarket supplier** which launched a virtual booth. It turned out to be very successful with more than 300 online customer meetings in one week. At the virtual booth NRF introduced 2 new product groups; auxiliary water pumps and expansion tanks. Another highlight are 2 new-to-range DAF CF/XF EURO6 truck radiators.

NRF VIRTUAL BOOTH - AUTOMOTIVE





NRF.EU



EXPERIENCE OUR VIRTUAL BOOTH

TRUCK HIGHLIGHT

NEW DAF XF/CF EURO6 RADIATORS

- ✓ HIGH QUALITY ALUMINUM
- ✓ INCLUDING SOLID X-FRAME
- ✓ EXTENSIVELY PERFORMANCE TESTED

REFERENCES

NRF# 50153

NRF# 50154



[NRF.EU/EXPO-360/AUTOMOTIVE](https://www.nrf.eu/expo-360/automotive)



www.osram.com/truck

SAFELY THROUGH THE CORONAVIRUS CRISIS WITH OSRAM.

OSRAM

The coronavirus pandemic is having a global impact on the economy, production facilities and supply chains. OSRAM is taking consistent and multi-stage measures to counter the economic impact and to get through the crisis safely and efficiently. Customer focus continues to be a top priority in these tough times. We are the number one in automotive lighting and are at your side as a strong and reliable partner during this crisis.

At the beginning of the pandemic, OSRAM's primary goal was to maintain production and to keep delivery times as short as possible. The company assured customers it would approach the situation with maximum professionalism and customer focus. This promise was backed up by establishing a Corona Task Force. To this day, the task force discusses the current status and reacts to developments on a daily basis. It reviews sales and demand trends as well as customer behavior by region and examines in detail the global logistics situation. This serves as a basis for deciding which adjustments need to be made for the plants with regard to the procurement strategy, logistical implications and capacity impacts. The aim of all these early adjustments and measures is to be prepared for all challenges as well as possible and to meet our delivery promise.



OSRAM is committed to supporting its customers not only strategically, but also on an operational level. Customer meetings are carried out online to continue personal interaction and discussions as much as possible and to provide customers with regular updates on the current situation. OSRAM also supports its partners' marketing needs by supplying them with digital marketing materials and offering them special promotions for digital fairs, for example. It maintains communication with end users through the web and social media. Various posts have created an early awareness of the situation and have reached almost 800,000 people. Generally, it is still business as usual to ensure that cooperation with customers continues to be successful.

During the pandemic, OSRAM has embarked on new paths and has been producing disinfectants at its plant in Schwabmünchen. A special permit, which allows chemical companies to produce biocides in emergency situations, makes the production of surface and hand disinfectants possible. The disinfectant has not only been supplied to OSRAM internally, but also to medical care facilities, residential homes, etc. – always at cost price.

Insist on OSRAM – the No. 1 in automotive lighting.

For more information, visit
www.osram.com/truck

www.osram.com/notbright-notright



Just like your favorite sports team, your truck lights can also let you down

Sadly, truck lights deteriorating over time is par for the course. Which is why you should always check & change your truck lights every 3 years or 500 hours. So, don't let a burnt-out headlight throw you a curve ball, be proactive and replace them ahead of time.

Remember: If it's not bright, it's not right.



Light is OSRAM

OSRAM



www.philips.com/worklight

PROFESSIONAL LED WORK LIGHTS



OUR TWO LATEST INNOVATIONS

Philips CBH52: a powerful and flexible light for vehicle bonnets

The Philips CBH52 features 32 powerful Lumileds LUXEON LEDs, providing a bright light. Designed to give you clear vision as you work, its white light of up to 5800 Kelvin is also gentle on your eyes to prevent fatigue. Its exceptional 120°-wide beam angle allows the light to be distributed evenly across the illuminated area. The Philips CBH52 offers three useful power modes. Boost mode gives a powerful 1,200 lm of light, helping spot even the smallest of details. The balanced mode of 900 lm allows to see everything and work comfortably for hours at a time.

At a reduced 500-lumen output (Eco mode) you will still enjoy high-quality bright light for up to 5 long hours.

The Philips CBH52 offers two integrated telescopic hooks which are extendable on both sides and can be rotated through 360°. Its mount stretches from 1.10 to 2.08 meters, enabling it to be used in a wide variety of locations. For extended periods of use, the Philips CBH52 is equipped with a long, robust 5-metre cable, providing continuous lighting. Its battery provides with up to 5 hours of continuous cordless use in Eco mode. Complying with international impact-resistance standard IK07, the robust aluminum housing of the Philips CBH52 is designed to withstand tough working environments.



Philips HL22M head light: a unique variable output

The Philips HL22M head light features a powerful white light with a 110° beam angle. It illuminates as far as 70 meters ahead at up to 300 lm in Boost mode. Turn the side-mounted control to gradually vary the output between 50 and 300 lm. Match the light intensity to your work needs by turning the side-mounted knob or selecting one of the two presets – 150 and 300 lm. You also can use the integrated flashing-light function by pressing the third time.



The Philips HL22M also comes with a motion-sensor mode for hands-free use. Its anti-slip elastic headband which fits comfortably around your head. With a battery designed to last from 3 up to 12 hours, it lets you work a full day without interruption. Then recharge overnight, ready to go again the next day. We designed our Philips HL22M with a rubber coating material for better grip and enhanced durability. Conforming to international impact-resistance standard IK07 and international splash- and dust-resistance too, rating IP67, it is built to withstand the toughest working environments.



PHILIPS

Ultinon Pro9000 HL

Performing at OEM level

Compatible with 12 V
and 24 V electrical systems



Available in most
common lamp types

Discover our new **Philips Ultinon Pro9000** headlight bulb. Equipped with exclusive Lumileds TopContact LED chips, otherwise only available to car makers, our lights have optimized consistency, performance up to **250% brighter*** and a cool white light color to provide sharper visibility. We give drivers powerful technology in a small but effective design!



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

* Compared to the minimum legal standard for halogen bulbs. Up to 200% brighter light for HL [=H1] and HL [=H3] types.

philips.com/led-bulbs



www.narva-light.com

RELIABILITY AND QUALITY

NARVA 24V LIGHTING



Three lighting technologies

Commercial vehicles are not like others. They must withstand extreme environments on a daily basis, such as extreme temperatures, difficult terrains and non-stop vibration. Also, 24V lighting should provide the right amount of light in front of the vehicles so drivers can see and be seen, and do their work in the best conditions. Last but not least, they need reliable lighting over the time.

Because we perfectly understand the needs and requirements of drivers of heavy commercial vehicles and fleet owners, we offer headlight lamps in all three lighting technologies – halogen xenon and LED.

Combining reinforced vibration resistance with superior quality components, our NARVA 24V halogen lighting

ranges are robust and dependable for today's trucks and other heavy-duty vehicles. Their enhanced lifetime allows you less maintenance and costs. Drivers can even upgrade their existing halogen headlights to LED. Our NARVA Range Performance LED offer a crisp, white light and brilliant colors. These headlight bulbs also illuminate the road, ensuring great visibility. With superior thermal resistance, the NARVA LED lights are protected from heat damage, making them extra durable and long-lasting. Advanced optical design ensures safe driving without glaring oncoming road users. You also benefit from high-quality products at an affordable price, thanks to our large scale production for Original Equipment Manufacturers. Therefore NARVA 24V lighting bulbs are the smart choice for drivers seeking toughness, and for operators managing large fleets.





Upgrade your truck light from standard to stylish

LED

www.narva-light.com

NARVA Range Performance LED

The new NARVA Range Performance LED with crisp, white light and brilliant colors, does not only look gorgeous, the brighter light also helps you see more and react faster.

Illuminate the road with bright white headlights, ensuring great visibility and an amazing appearance. Due to their compact size and "twist and fit" design, these bulbs are one of the easiest to install. With superior thermal resistance, the lights are protected from heat damage, making them extra durable and long-lasting.

New



Available in all major headlighting and fog lamp types and compatible with both 24V and 12V:
 LED-HL [≈H1], [≈H3], [≈H4], [≈H7], [≈H11], [≈HB3/HB4], [≈HIR2]
 LED-FL [≈H8/H11/H16]



Member of NARVA e.V. Germany

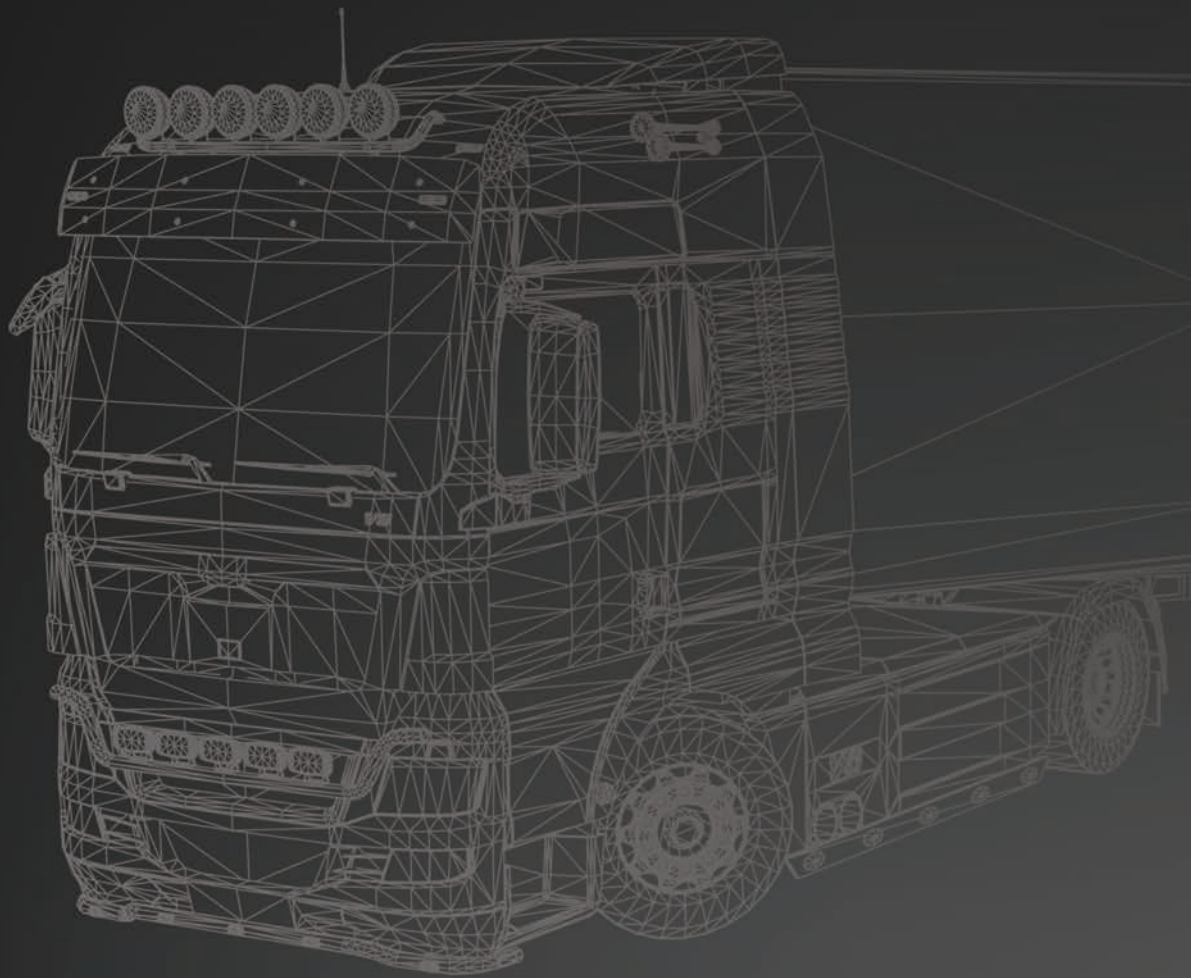


It is your own responsibility to ensure that the use of the LED retrofit lights complies with applicable local legal requirements.



Heavy Duty Art

Solutions for all parts of your truck



Find us on vsm.skf.com

© SKF is registered trademark of the SKF Group. | © SKF Group 2020



SKF®



QRCode

www.valeoservice.com

GREENER, HEALTHIER AND DIGITAL SOLUTIONS



Greener and Healthier Mobility are increasingly strong concerns for drivers, and Valeo perfectly addresses these needs, through its products and services offers.

Greener Mobility

More than 35 years ago, Valeo developed a massive remanufacturing process in its plant located in Amiens, France. Valeo commercial vehicles clutch remanufacturing approach lies in 2 major features. First, a simple core return process: based on easy criteria, Valeo collects and buys Commercial Vehicles cores. After reception, cores are sorted, dismantled and components stored in a safe place.

Valeo Commercial Vehicles' clutch remanufacturing process saves a significant amount of raw material and energy and reduces CO₂ emissions. For Valeo, offering remanufacturing solutions is a duty and part of its corporate responsibility for sustainable mobility. A Must Have to be considered a trustworthy spare parts leader.

Healthier Mobility

Protecting the driver from viruses and bacterias is key. With its Air Quality approach, Valeo has a unique triple offer.

For the disinfection of the vehicle cabin, Valeo offers ClimSpray™. This affordable and easy to use automatic spray, eliminates viruses (including Coronaviruses), bacteria and fungi in only 15 minutes. For the purification of the air conditioning system, which often concentrates contaminants and bacteria, mechanics can use Valeo ClimPur™, the quick and powerful solution to be sprayed when changing the Cabin Air Filter. The efficiency of Valeo ClimSpray™ and ClimPur™ is proven and has been certified by an independent laboratory in May and July 2020, especially against Coronaviruses.

Air pollution can aggravate respiratory issues making people's respiratory system more vulnerable to many diseases, such as COVID-19. Equipping commercial vehicles with Valeo Cabin Air Filter technologies creates a powerful shield to external pollutants, contaminants, pollens and allergens. From particle filters, to anti-allergen and high efficiency filters with top level performance, Valeo has an offer for each and every need.

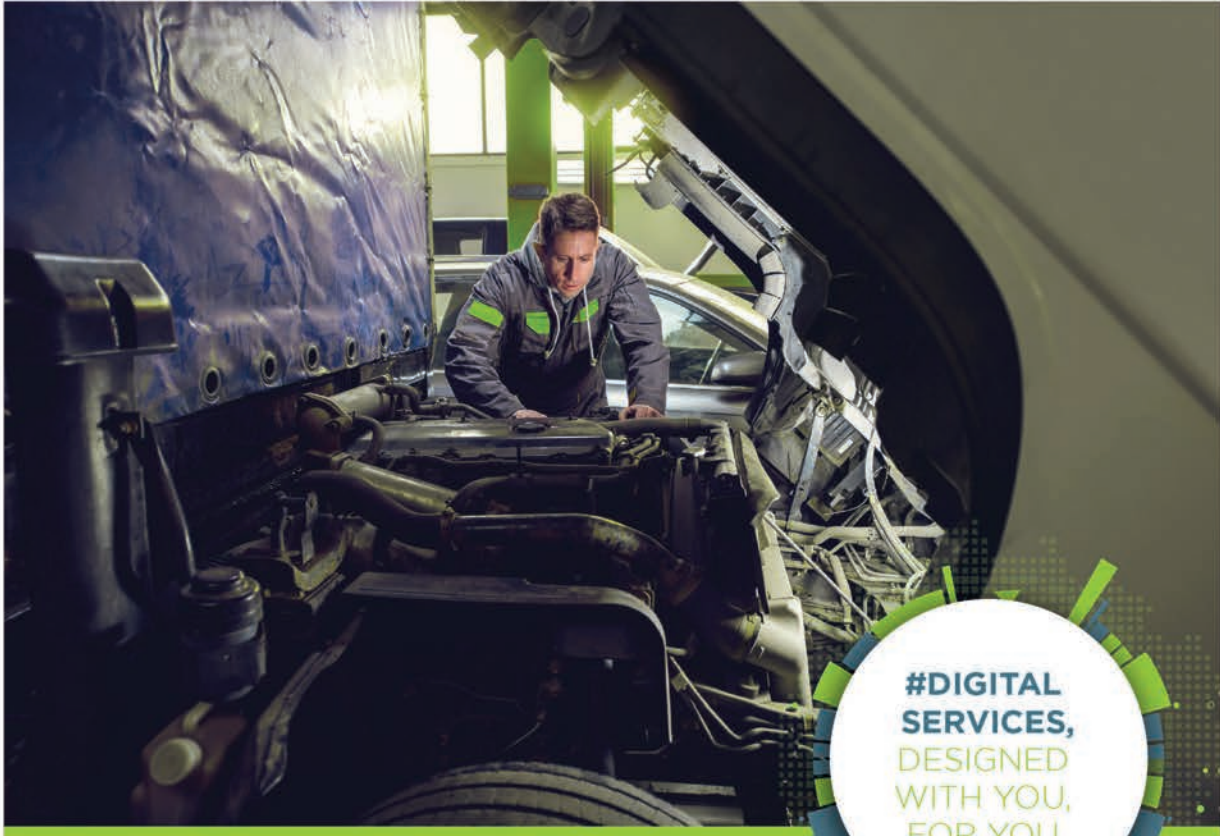


Advanced Digital Technical Support

Maintenance professionals are using spare parts and products with increasingly technical content. They have to combine speed of execution, performance obligations, cost effectiveness and environmental requirements, and Valeo is committed to providing them with perfectly adapted solutions.

In light of the need for social distancing, Valeo reinforces the ramp-up of its e-services program. Valeo accelerates in the publication of online technical content on Valeo Tech @ssist, the online technical support platform for workshops. Valeo reinforces its offer of online training courses for mechanics (more than 30 000 webinar sessions during first semester 2020, worldwide). Last, Valeo keeps on deploying its unique Valeo Specialist Club, the 100% digital Loyalty Program dedicated to workshops. Accessible through a smartphone app, the program is straightforward and efficient, no need to cut out packaging or collect documents and return by mail.





#DIGITAL
SERVICES,
DESIGNED
WITH YOU,
FOR YOU

DIGITAL SERVICES FOR COMMERCIAL VEHICLES

Design with you and for you



**SPECIALIST
CLUB**

THE 100% DIGITAL LOYALTY PROGRAM



TECH @SSIST

ALL TECHNICAL INFORMATION ONLINE

Smart care for you
valeoservice.com



NETWORK CONTACTS



LEADING NETWORK OF INDEPENDENT GARAGES FOR TRUCKS & TRAILERS IN EUROPE AND BRAZIL

NETWORK MEMBERS

1 BELGIUM (8 MEMBERS)

Frits Wernsen
frits@toptruck.nl
Phone: +31 263760590
Mobile: +31 6 20474868

**4 CZECH REPUBLIC
(22 MEMBERS)**

5 & SLOVAKIA (2 MEMBERS)

Peter Trnavsky
trnavsky@emt-czech.cz
trnavsky@emt-slovakia.sk
Mobile: +420 266 100 245

2 BRAZIL (493 MEMBERS)

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

**6 FINLAND & BALTICS
(39 MEMBERS)**

Samy Olin
samy.olin@koivunen.fi
Phone: +358 50 468 1013

8 GERMANY (114 MEMBERS)

Petra Mendack
mendack@coparts.de
00492013194018

3 BULGARIA (13 MEMBERS)

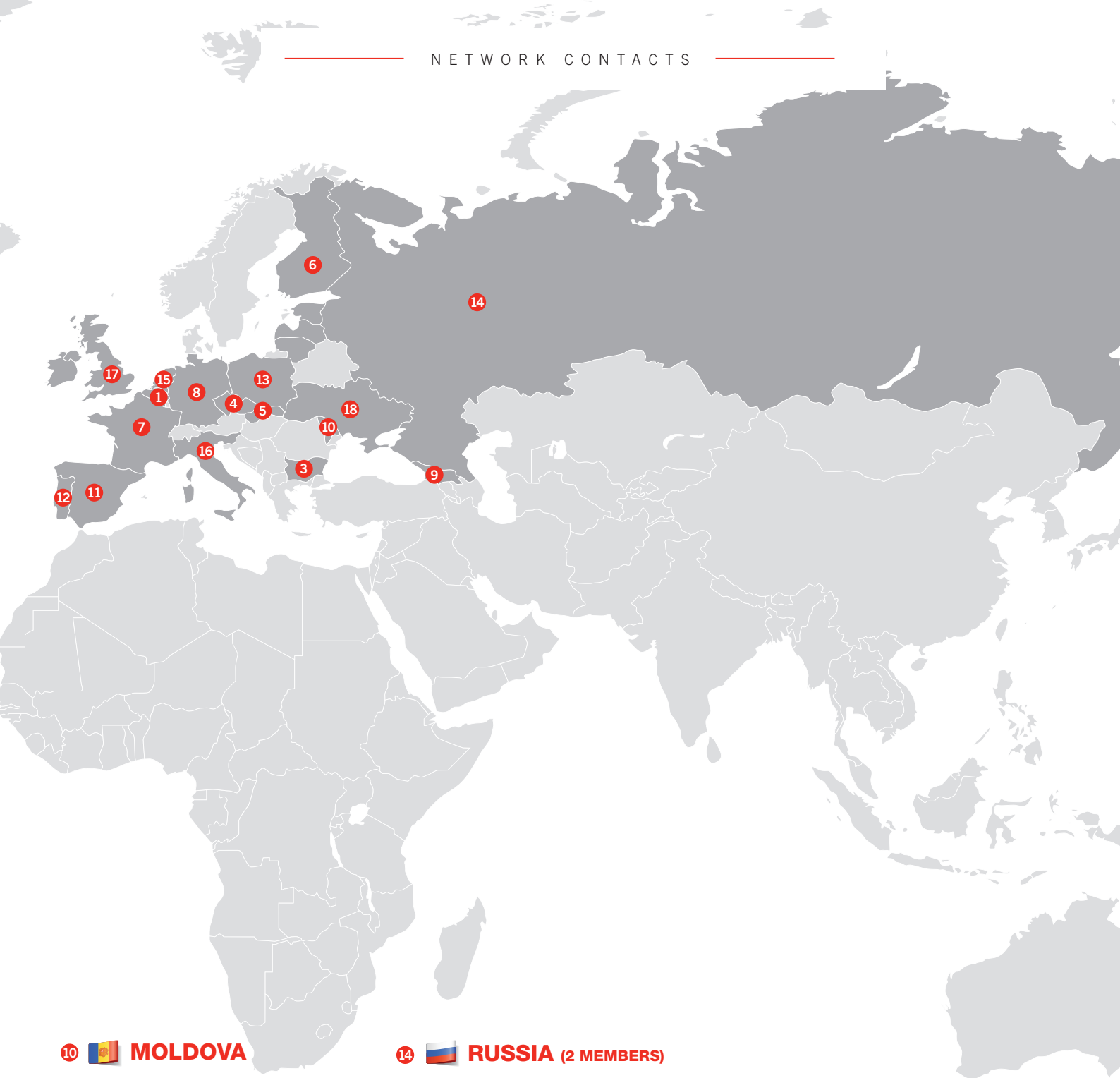
Georgi Tchetinov
office@groupauto.bg
Phone: +359 2 9208580

7 FRANCE (206 MEMBERS)

David Bruneteau
d.bruneteau@groupauto.fr
Phone: +33 (0)1 40 89 91 91
Mobile: +33 (0)6 20 90 52 50

9 GEORGIA (6 MEMBERS)

Davit Khvartskia
D.Khvartskia@tegetamotors.ge
Phone: +995322244444 (ext.1202)
Mobile: +995591082226



10  **MOLDOVA**

Aleksey Vinogradenko
aleksey.vinogradenko@grouauto.md
Phone: +373 22 815 464

14  **RUSSIA (2 MEMBERS)**

Igor Ponomarev
i.ponomarev@grouautorus.ru
Mobile: +7(495) 7475183

11  **SPAIN (148 MEMBERS)**
12  **& PORTUGAL (19 MEMBERS)**

José Moreno
jmoreno@grouautounion.es
Phone: (+34) 91 541 77 54
Fax: (+34) 91 541 79 14
Mobile: (+34) 617 378 246

15  **THE NETHERLANDS (51 MEMBERS)**

Frits Wernsen
frits@toptruck.nl
Phone: +31 263760590
Mobile: +31 6 20474868

17  **UNITED KINGDOM & IRELAND (46 MEMBERS)**

Martin Sangster
martin.sangster@gau.co.uk
Phone : +44.1274.65.46.06
Fax : +44.1274.65.46.10
Mobile: +44 7920 57 3548

13  **POLAND (10 MEMBERS)**

Zbysgniew Lewandowski
zbyszek@grouautopolska.pl
Phone +48 22 292 83 90
Mobile: +48 662 239 357

16  **ITALY (198 MEMBERS)**

Franco Corrado
info@truckcompany.it
Phone: +39 02 89696877
Fax: +39 02 89697055
Mobile: +39 339 4993218

18  **UKRAINE (33 MEMBERS)**

Marina Yevchu
evchu@auto.irbis.ua
Phone: +38 057 728 11 08
Mobile: +38 050 364 84 14

PHILIPS

RacingVision GT200

Always demand **the best**



Be a master of your own drive. Offering nothing short of the best, the **Philips RacingVision GT200** headlight bulbs offer up to **200% brighter light** and **80 meters more safety distance**^{*}. They are designed to provide you with the ultimate performance whatever the track you are driving.



* Brightness compares to the minimum legal standard. Additional safety distance compares beam length to derived minimum after ECE regulation, based on 1 Lux. Farthest distance from the car.

philips.com/racingvision