

#16

TOP TRUCK

MAGAZINE Winter 2021



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LOOKING FORWARDS

Building on our core strengths and facing the future with confidence

It is now around a year since the full impact of the pandemic started to be felt globally, and this period has been tough for us all. Health concerns, a contracting global economy, supply chain problems, and the mechanics of everyday have been impacted in ways none of us could foresee.

But, with vaccines being produced and rolled out across the world, it is possible to see the light at the end of the tunnel. And throughout this period, the TOP TRUCK family has worked hard to continue to deliver high quality service, to care for its members, and to put itself in a position to emerge from this strangest of years stronger, wiser, and more determined than ever.

Across our members, we've seen innovation and imagination. Online conferencing drove huge engagement in Russia. In Germany, our featured member text, a quick-thinking procurement response has led to cleaner workshops and a sales opportunity. Germany and Brazil have also both reached milestone achievements. And across the world, we have continued to grow, adding new members to the network and finding new opportunities.

It's a testament to the response of TOP TRUCK members that this year has been approached as an opportunity to think, to test new ideas, to collaborate, and to harness new technologies. And that is why this issue is full of ambition and looking towards the future, rather than dwelling on the difficulties that we all have, in truth, faced. TOP TRUCK is a market leader in the automotive sector and times like this demonstrate the utility of groups such as ours. Combining agility, problem-solving, experience, and the benefits of scale – it's little wonder that new workshops continue to want to be part of this growing and successful group.

And so we can look to 2021 as a chance to build on this momentum, to consolidate our gains and to continue to strive for excellence in everything we do. We are through the toughest time many of us have faced – now it is time to seize what the future can offer.

All of us at the TOP TRUCK family wish you a safe and successful 2021

TOP TRUCK'S
EVOLUTION

GROUPAUTO

REFERENCED SUPPLIERS



MEMBERNEWS



BELGIUM (6 GARAGES)

POSITIVE NEWS

2020 was a strange year for everyone, and for TOP TRUCK Belgium as well. But it was above all positive, because the TOP TRUCK network has grown to 10 members. They are all very motivated and driven companies, who will spare no effort. They all see the usefulness of a network and of working together, not only in Belgium but also in cooperation with The Netherlands.

Growth

Continued growth in 2021 is, of course, a target. Unfortunately, due to the pandemic it will not be easy to approach new companies and connect them with the network. Travel restrictions are one reason, because the headquarters of G-TRUCK is in The Netherlands. But TOP TRUCK has never shied away from a challenge and the target for 2021 is to expand to 15 members.

Cooperation

TOP TRUCK members have had a good year despite the global crisis. Because transport has not stopped, neither has turnover. Of course, the pandemic has had other effects. Training courses, meetings, and events have all been affected. This makes cooperation and contact difficult, especially in the automotive field.

Challenges in 2021

None of this alters the fact that 2021 will be an important year, and the target is growth, both in brand awareness and members. The aim is to bring various new fleets into the network. Cooperation with the Netherlands and any digital connections that exist will be further strengthened to achieve these goals. In Belgium, the network will also explore the possibilities presented by different platforms, like Travis Roadservice and GNM with the R&M platform.

These are challenging but achievable goals for 2021, for the network as a whole and for individual members.




BRAZIL (493 GARAGES)

REACHING A MILESTONE

WE CAN'T STOP GROWING

SALES POINTS

Rede **PitStop**
TOP TRUCK

Success in the market with more than 1500 sales points in more than 600 cities in Brazil.

PITSTOP. WHO TAKES PART EVOLVES. PITSTOP.COM.BR

Pitstop TOP TRUCK. has reached 1500 sales points in Brazil in more than 600 cities, 32% of which are TOP TRUCK. The number shows the success of the associative model that the network put into practice in 2009.

Pitstop TOP TRUCK was created based on the concept used by GROUPAUTO International, one of the largest distribution networks and spare parts services in the world. In an evaluation by GROUPAUTO in 2019, Pitstop TOP TRUCK was awarded the best operation in the world among the 62 countries that are part of the group. Support from distributors and the broad package of benefits developed exclusively for members in Brazil were highlighted factors.

Pitstop TOP TRUCK was developed in Brazil by the Comolatti Group, with the objective of strengthening the Brazilian aftermarket market. It has been a key factor in the maturation of the segment and the improvement of the management and operation of

auto-parts stores, grinders, and car repair shops. By becoming an associate, owners now have access to a package of exclusive benefits that cover the different areas of business management. These are divided into five pillars: information, training, technology, commercial and marketing, and financial.

“The structure of Pitstop TOP TRUCK aims to provide members with knowledge, infrastructure, brand strengthening, and favourable commercial conditions, making their business increasingly attractive and competitive. To this end, the network has the support of the main manufacturers of the market”, explained Conrado Comolatti Ruivo, Commercial Director of Br Autoparts.

“We created Pitstop TOP TRUCK to guarantee sustained growth in the independent Brazilian auto-parts replacement market. It is with great pride that we have collaborated in the formation of successful companies, been able to remain competitive and offer quality customer service. To be part of Pitstop TOP TRUCK is to evolve”, highlighted Paulo Fabiano, director of Pitstop TOP TRUCK.

Pitstop TOP TRUCK is always seeking to innovate and to reinvent processes in the Brazilian aftermarket. This has made it a point of reference, with a consolidated brand and associates increasingly prepared to achieve success in such a competitive sector.

“It is very satisfying to follow the growth of Pitstop TOP TRUCK. Today we are celebrating more than 1500 sales points, and we can say that it is the largest associative network in the independent auto-parts replacement market in Brazil, and remains one of the most representative GROUPAUTO networks in the world”, said Sergio Comolatti, president of the Comolatti Group.



CZECH REPUBLIC (20 GARAGES)

STABILITY AND STRENGTH

The year 2020 was a big test for all fields across the market. The TOP TRUCK network has done everything possible to minimize risk and has succeeded. Despite all the problems, the network is stable and has strengthened its influence in the market. TOP TRUCK is ready for the next wave of the pandemic, should it come, and there is good reason to hope that next year will be better than this one.

E.M.T.

The network's company E.M.T., which acts as guarantor for TOP TRUCK in the Czech Republic and Slovakia, managed to have an excellent 2020. Despite the many obstacles, E.M.T. did not need to take large savings measures and even managed a slight increase in revenues compared to 2019. Huge thanks must go to the dedicated staff members and also to E.M.T.'s business partners, with whom the

company has great relationships. E.M.T. is looking forward to a successful year in 2021 and is determined to be a successful and reliable partner in the years to come. The company is carefully monitoring the market situation and responding to all changes and measures as quickly and effectively as possible.

E.M.T. insurance

This year also sees the launch of an innovative, additional service: advantageous vehicle insurance for clients in cooperation with the pan-European broker Respect, a.s.. The network has established a subsidiary, E.M.T. Insurance, which offers this insurance and helps clients with the settlement of insurance claims so they can fully devote themselves to their business.





FINLAND (38 GARAGES)

INCREASED INVESTMENT



With its 39 heavy duty repair shops, the TOP TRUCK network covers the entire country from southern Finland to Lapland. While plenty of interest in the chain exists in the country, the search for new repair shops is still going on. The chain invests significantly in marketing and has published announcements and news, for example in trade magazines. Additionally, increasing focus is being placed on e-marketing and e-campaigns. The TOP TRUCK offer magazine is published twice a year, containing the latest offers for end users.

Together with the Finnish Centre for Economic Development, Transport, and the Environment, and TTS, a private organizer of vocational education, TOP TRUCK chain members have launched the first nationwide recruitment training. This aims to increase the number of new workshop mechanics to meet the challenges posed by growing repair needs. After the training, the selected individuals should be employed by a workshop and, if needed, trained further until the final degree is achieved. This training method offers an opportunity to get more manpower in the automotive industry, where the need for new staff is constantly increasing.



GERMANY (106 GARAGES)

Find out about how COPARTS is marking its 40th anniversary, as well as exciting developments in sales offerings and partnerships, in our featured member text.





THE NETHERLANDS (56 GARAGES)

A NEW NORMAL

Will 2021 be the year that the world says goodbye to the pandemic and returns to 'normal'? For the network, 2020 was a surprisingly good year. The majority of the network's members performed well. Some have slightly less turnover, but there can be no complaints when compared to other branches.

The network has grown to 52 participants in the Netherlands and 10 in Belgium, which is a cause for celebration. Unfortunately, due to understandable measures taken by the government, it is difficult to organize meetings and events. This is very unfortunate, as cooperation and the relationship between members is an important factor within the network.

The future

The network will continue to look to the future in 2021; everything is going faster and getting closer. The transition to other forms of fuel is increasing pace, for example, and the network must ensure its readiness. This means a further professionalisation of workshops and the network as a whole. Of course, the network is on the right track but steps can still be taken, including communication, branding, and the network's commitment to these technologies. These improvements will allow large fleets to be approached and supported and the business to grow.

The possibilities of various, upcoming types of fuel options, such as hybrid, electric, and hydrogen must be investigated, too.; the network has already been in contact with various companies to see how this can be managed.

Core values

The three core values for 2021 will be personal, flexible, and reliable. These core values can all make a difference to customers. In 2021, the network will look at how it can improve and adapt its communication accordingly.

This includes a piece of digitalization and the collaboration with various platforms on which customers can easily offer maintenance. For example, a large part of the network is connected to Travis road service: this service includes washing, parking, and repair, with a number of very large fleets that use their platform and services.

A connection is also being built with R&M from GROUPAUTO so that the network can help big fleets like Verizon and other software providers with a connection in the vehicles. This will help the network stay ahead of dealerships in the area of connectivity.




SPAIN (148 GARAGES)

G-SMART: BIG DATA DRIVEN BY LOYALTY AND EFFICIENCY



Whether it comes from digitalization, new participants and business models in the market, or from unprecedented disruptions such as those brought by a global pandemic, innovation is key to guaranteeing added value as distributors. This does not only refer to technical features: innovation may also come in different forms or concepts, as is the case with the G-Smart digital platform recently launched by GROUPAUTO Unión Ibérica.

Included as a service in the Spanish TOP TRUCK Garage Network and targeted at almost 1,000 independent truck repair garages in the country, G-Smart takes the repair process to the highest level of knowledge. Built on its functionalities as a parts catalogue and garage management software, it provides a foundation for selling parts during the repair process, which is the obvious first goal. But it goes further.

As the network's role in the value chain demands constant added value, it must ensure knowledge of the entire repair process and related activities, to be able to provide that value with products and services. This applies not only to the garage itself, but to all the stakeholders. This includes drivers, fleet managers, distributors, parts manufacturers, third parties, and, obviously, GROUPAUTO itself, as the cohesive and binding element for all of them. G-Smart is the platform where it all takes place.

This added value comes, firstly, by incorporating the most user friendly and extensive heavy duty and LCV catalogue for parts, axle parts and services, such as

technical information or training, in an organic way. This is seamlessly integrated into the repair process and available to garages when they need it. Features include: part search by licence plate, axle number, common parts requests for vehicles or clients, perfect IAM parts match, OEM-IAM cross references, real-time availability, missed sales or navigation behaviour analysis, and the integration of Repair and Maintenance fleet functionalities. These facilities allow the exhaustive catalogue and its organic delivery to secure customer and stakeholder loyalty and increase sales.

G-Smart also brings efficiency and time and cost optimisation for stakeholders across a variety of procedures, automating and not duplicating tasks. There is transparent and seamless information exchange across the platform. It also, by tracing and registering every piece of information generated by each process, generates Big Data that can be analysed to increase the network's knowledge and give a competitive advantage. Over 2,000 data points per repair process, which can lead to a data set of over one million points per month, provides information on what, how, when, and why things sell or don't.

The constant integration of clients and services in the platform will exponentially increase this Big Data. Wisely handled, this will guarantee added value, allowing the network to master market behaviour, create predictive models, monetise information, and continue exploiting and exploring the ever-widening future IAM digital territories.



THE UNITED KINGDOM (43 GARAGES)

SUPPORTING CONSUMER

Meet the Team



Garage Network
Manager

Maria McCullough



North West/Yorkshire,
Wales & Northern Ireland

Neil Clark



South West &
South Wales

James Hutchings



South &
South East

Mark Johnson



North East
& Scotland

Scott Pilley



Office
Manager

Gill Miles

Team transfer

In January 2020, a decision was made by GROUPAUTO UK to transfer TOP TRUCK into the garage networks department. This meant that Maria McCullough, who already heads up AutoCare, the UK version of EuroGarage, took over the management of the TOP TRUCK network. In addition, Maria's team of five BDMS who cover the UK and already visit AutoCare garages, took on the additional role of visiting and working with the TOP TRUCK network. This received a positive response from current members, and four new garages have also been welcomed to the network.

New TOP TRUCK plans for 2020 were disrupted very early into the year due to Covid-19. Despite numerous lockdowns, TOP TRUCK members continued to work throughout, as like in most countries these types of businesses are classed as essential. Frustratingly, Maria and her team had plans to arrange regional meetings for the TOP TRUCK network, as well as meetings to look at new opportunities, and to have several TOP TRUCK panel meetings. However, COVID-19 prevented any meetings or gatherings outside of individual households. It is hoped that when the situation improves during 2021, the team will be able to reschedule those meetings and events.

Members have also seen the introduction of some great benefits to the network, including a free legal help line with an online HR portal. There is now a fortnightly TOP TRUCK network newsletter emailed to all members,

containing useful information on technical issues, new product launches, and new member benefits. Various training courses were launched, including IRTEC and online webinars provided by several suppliers including Haldex, NRF, ZF and Denso. On-site training such as 'Roadside & Recovery Technician (IMI Accredited)' and 'Irtec Training' has also been arranged for several members on request. Lastly, there are now exclusive offers on courtesy car deals as well as outright purchase. Deals on utilities, white goods, and phone contracts through Currys/PC World are also being offered.



INDUSTRY NEWS

SAFETY

NEW STICKERS FOR BLIND SPOTS

In France, over 3.5-tonnes trucks must now be equipped with a sticker indicating their blind spots. “10% of fatal pedestrian accidents and 8% of cyclist deaths are directly linked to blind spots”, explained Marie Gautier-Melleray, the French delegate for Road Safety. Trucks in town that do not display these stickers will risk a fine of €35. Nevertheless, there will be an amnesty for one year for vehicles that already had signage, but which does not conform to the new model. In addition, European regulations will require the use of radars with audible warning devices on all new trucks from 2024.



CONNECTED TRUCKS

AMAZON'S ALEXA IN VOLVO AND IVECO TRUCKS

Volvo Trucks and Iveco have teamed up with Amazon's Alexa voice assistant to provide driver guidance, information, and eco-driving services. The new Volvo FH, Volvo FH16, Volvo FM, and Volvo FMX models will be the first commercial heavy goods vehicles in the Swedish manufacturer's range to be equipped with Alexa. The integration of Alexa will allow truck drivers to get directions, make phone calls, listen to the news and access entertainment, all with voice command. Volvo Trucks equipped with Alexa will be available from March 2021 in France, Austria, Germany, Ireland, Italy, Spain, and the U.K.

At Iveco, the integration of Alexa has been taken a step further. The voice server will also make it possible to control certain functions related to eco-driving and vehicle maintenance, in addition to the on-board driver-centred functions.

SPORT

WORLD PREMIERE IN COMPETING IN THE DAKAR RALLY WITH HYDROGEN-POWERED TRUCKS

GAUSSIN, the French leader in clean and intelligent freight transportation, has announced its participation in the world's largest rally, the Dakar. They will partner the Swiss Rebellion in the 2022 edition. Until at least 2024, GAUSSIN will be the first team in the world with 100% hydrogen trucks to compete in the famous rally. The group will participate with its own hydrogen vehicles, designed especially for the event.



SWITZERLAND

A TRANSPORTER EQUIPS HIS ELECTRIC TRUCK WITH VOLTAIC PANELS

In Switzerland, Rhyner Logistik has just acquired a 26-tonne Renault Trucks D Wide Z.E. to supply Denner supermarkets in Zurich and the surrounding area. This new 100% electric 6X2 forwarder has joined the company's fleet of one hundred trucks. The Swiss transporter has had photovoltaic panels installed on the body to supply its refrigeration unit.

The Renault Trucks D Wide Z.E. electric emits no CO₂ or NO_x and is silent. The company has a fast-charging station in its warehouse that can power the vehicle while goods are being loaded. Energy will also be recharged during braking or slowing down.



ELECTRIC TRUCKS

SWEDISH VOLTA TEAMS UP WITH THE EUROPEAN LEADER IN REFRIGERATED RENTAL TRUCKS

The European leader in refrigerated rental, the Petit Forestier group, has just concluded a long-term strategic partnership with the Swedish manufacturer Volta Trucks to develop a fully electric refrigerated utility vehicle. The agreement provides for the production of 1,000 16-tonne trucks from 2022. The Volta Zero, a narrow vehicle, has a low cabin resembling that of a bus, with a central operator's station and a very good view of its surroundings. It uses an innovative electric axle to drive the rear wheels, rather than an electric motor and propeller shaft like most of its competitors. This lighter, more compact set offers more payload (8.6-t), with a total volume of 37.7m³, capable of accommodating 16 Euro pallets. This light carrier is equipped with batteries, arranged between the rails and the frame, delivering a power of 160 to 200kW for an advertised range of 150 to 200km.

H2O TRUCKS

MAN PLANS TO TEST HYDROGEN TRUCKS IN 2023...

MAN has just drawn up its roadmap for electric mobility with the announcement of the first tests of long-haul hydrogen trucks with carriers in 2023-2024. MAN will be able to benefit from the expertise of its Japanese partner, Hino, and the hydrogen ecosystem set up by Bavaria. The German manufacturer already offers battery-electric vehicles, such as the Lion City bus (E and TGE) and the eTGM distribution truck. In addition, MAN has indicated that it will turn to hydrogen, with prototypes to be built in 2021. Practical tests in collaboration with several transport customers are thus planned for 2023/24.

...and a joint venture between Daimler, Iveco and Volvo Trucks

At the same time, Daimler Truck AG, IVECO, OMV, Shell, and the Volvo Group have committed to work together to help create the conditions for the mass-market roll-out of hydrogen trucks in Europe. As a growing number of governments and businesses align on a common vision for a net-zero emissions energy system, the H2Accelerate participants believe that hydrogen is an essential fuel for the complete decarbonisation of the truck sector. The deployment will be in two phases. In short term, phase one will see 100s of trucks and about 20 high capacity hydrogen station and selective clusters. In the second half of the decade, the main goal is rapidly reaching more than 10,000 trucks and providing Europe-wide coverage of major corridors with high capacity power stations.



AUTONOMOUS SHUTTLE

NEW OUTLETS FOR FRENCH NAVYA

French Navya, until now a specialist in the development of autonomous passenger shuttles, has now positioned itself as an expert in vehicle automation, with ambitions in the supply chain. The first experiment will be with the Korean Post. Navya is increasing the number of passenger shuttle experiments on all continents, with 170 units sold. In France, Navya intends to offer in 2021 an autonomous shuttle transporting passengers and parcels in rural areas. “In rural areas, e-commerce players like Amazon are forced to put up vans with a single package in them. Our project will help address this issue and create value to finance passenger shuttles”, said Benjamin Baudet, CEO of Navya.



AWARD

MAN TGX NAMED TRUCK OF THE YEAR 2021

MAN's new TGX range has been voted International Truck of the Year 2021 by a jury of 24 journalists, each representing a magazine specializing in industrial vehicles across Europe. The MAN TGX beat Volvo Trucks' new range in the standings. It succeeds the Mercedes-Benz Actros range. This is the eighth time that the German manufacturer, a subsidiary of Traton, has won the title. Its last prize dates back to 2008 with the TG Series range.





AUTONOMOUS TRUCK

DAIMLER TRUCKS JOINS FORCES WITH GOOGLE FOR ITS AUTONOMOUS TRUCKS

The Daimler Trucks group has just signed a global strategic partnership with Waymo, subsidiary of the Alphabet-Google group, to deploy autonomous technology (level 4) on its trucks. The two partners have announced that they will begin by equipping Freightliner Cascadia trucks, produced by Daimler in the United States, with the autonomous driving system developed by Waymo. Waymo, the West's leader in autonomous technology, has accumulated more than 20 million kilometres on public roads through 25 American cities and 15 billion kilometres in simulation. Such technology has a favourable situation in the U.S., as many North American states have already authorized this type of experimentation on highways, unlike Europe, which only sporadically permits testing.

AUTONOMOUS TRUCK – 2

SWEDISH EINRIDE TO OFFER SELF-DRIVING TRUCKS FOR HIRE FROM 2021

Sweden's Einride has unveiled its new range of autonomous vehicles, the first two models of which, intended for restricted applications, have been announced for rental for 2021. They are called AET, which stands for Autonomous Electric Transport. New vehicles have level 4 autonomy (total autonomy possible on certain sections of the route) and can carry 16 tonnes of freight with different configurations depending on the use.

Two first models are now available now reservation and will be deliverable in 2021. AET1 is dedicated to operating in an enclosed area while AET2 can, in addition, use public roads for short distances to reach another operating site. These two models have a range of 130 to 180km, with a maximum travel speed limited to 30km/h. By 2022/23, Einride also plans to lease the AET3, which is designed to travel on rural roads with a speed of 45 km/h. In addition, Einride is targeting the launch of its AET4, intended to travel at 85 km/h on the motorway. The company charges €8,500 in reservation fees per vehicle, to which rental fees must be added. This will be a minimum of €15,200 per month for the AET1 and up to €19,000 for the AET4.

SAFETY

AVOIDING FLAT TIRES

In Denmark, Continental is starting a real-time tire tread depth monitoring pilot project with car-sharing operator Share Now and telematician Traffilog. The solution will be tested on the tires of 600 vehicles. It uses an algorithm to process data from sensors and predict tread wear. Continental has announced a tread measurement accuracy of less than a millimetre. The objective of this remote diagnostic tool is to provide real-time monitoring of the state of health of a fleet's tires, with preventive alerts making it possible to anticipate renewals.



GERMANY

TRUCK TOLL FINE FOR GERMAN GOVERNMENT

The Court of Justice of the European Union has considered that the basis for calculating the toll on German motorways was erroneous from the start, because it took into account, in addition to the cost of road maintenance, the price of road safety, in particular costs related to police intervention on the roads. The German toll for heavy goods vehicles applies to vehicles over 7.5 tonnes and all motorways as well as a large part of national roads. It is billed between €0.09-0.14 per kilometre depending on the vehicle category and brought in €7.5 billion to the federal budget in 2019.

SERVICES

CONTINENTAL LAUNCHES ITS ON-BOARD WEIGHING SYSTEM FOR HEAVY GOODS VEHICLES

German company Continental is offering an on-board load control system for truck and trailer, which can be used before departure. It provides additional functions that go beyond legal necessity, in particular allowing an optimization of the loading, or a reduction of empty journeys. Before the truck leaves, fleet operators and drivers will be able to verify that the vehicle's weight is within the safe range with the OBWS (On-Board Weight System). Air suspension frames are particularly suitable for constantly measuring the load condition of each axle. Continental deploys a sensor that uses ultrasound to measure the height and pressure of the air springs. For leaf shocks, Continental uses a height sensor: the shock absorber travel then provides information on the load status of the axle concerned.



SPAIN AND PORTUGAL

NEW FLEET OF MEGA-TRUCKS

In Spain, XPO Logistics has just expanded its mega-truck fleet by 10 tractor units and 280 additional semi-trailers. This formula, essentially a truck towing two semi-trailers for a total length of 25.25m and a maximum load of 60 tons, has been operational in Spain for three years, and a little over a year in Portugal. XPO intends to use its new mega-trucks on the freight transport network for connections between Valencia and Malaga, Barcelona and Madrid, or Seville and Granada. Thanks to their greater load capacity, these mega-trucks can reduce CO2 emissions by up to 20% compared to traditional trucks.



FRANCE

ÎLE-DE-FRANCE REGION SUBSIDIZES ELECTRIC RETROFIT FOR TRANSPORT SMES

The Paris region is offering VSEs and SMEs to finance the electric conversion of professional vehicles. The offer is reserved for heavy rollers such as VTCs, taxis, and road carriers and comprises aid of €2,500 for the conversion to electric (battery or fuel cell) of a four-wheel vehicle with no GVW limit. The conversion must be carried out by an approved company meeting the requirements of the decree of March 13th, 2020. In addition, the region has extended its aid system for the purchase of clean vehicles, in particular for NGV or electric trucks (battery or fuel cell) of more than 3.5 tonnes for goods transport vehicles. The amount of this aid can be up to €15,000 (and up to €9,000 for vehicles below 3.5 tonnes). Aid for the acquisition of light professional vehicles can go up to €6,000.



GERMANY

HYDROGEN TRUCKS FOR SUPERMARKET SUPPLY CHAIN

German supermarket giant Edeka is testing green hydrogen-based logistics for its transport. Twenty hydrogen trucks (40 tonnes and 12-to-18 tonnes) will be tested. They will drive two million kilometres per year and save 1.5 million tonnes of CO₂. Sixteen million euros will be invested by 2023 for this purpose.

FRENCH MARKET

SALES DECREASED TO 24.5%

The Industrial Vehicle Observatory (OVI) has just published its 2020 report. There is one significant observation: in the context of the pandemic, road freight transport has only fallen by 5%, according to the National Road Committee (CNR). Registrations of VI in France dropped by only 24.5% to 41,632 units. This is a level higher than that of 2009, a black year for transport, and equivalent to 2015. In addition, public support of €127 billion, the debt ratio, and the maintenance of bank loans decided by the State have limited business failures. For OVI, 2021 will therefore see only a 1% improvement in sales, with a forecast of 42,000 registrations. The European target of reducing CO₂ emissions by 55% could, however, increase sales of VI Euro 6 or low-energy alternative energies such as bioNGV and B100.



POLAND

LEADER IN ROAD TRANSPORT

In 2020, Poland has remained the European leader in international road transport activity, a position held since 2007. From 2008 to 2018, the Polish road transport of goods increased by 8%. At the same time, the tonne-kilometres carried out have multiplied by 17 in 10 years. Germany is the main conduit country, followed by France.

EUROPE

TRUCK MANUFACTURERS CALL FOR AN END OF FOSSIL FUEL ENGINES BY 2040

European truck manufacturers have said that all new trucks sold should be free of fossil fuels by 2040 to achieve carbon neutrality by 2050. This target will be possible, provided that the right recharging and refuelling infrastructure is built and a coherent policy framework is put in place, including full CO₂ pricing to drive the transition. To develop their roadmap towards carbon neutrality by 2050 at the latest, the presidents of European manufacturers of commercial vehicles, under the aegis of ACEA (Association of European Automobile Manufacturers), have joined forces to those of scientists at the Potsdam Institute for Climate Impact Research.



BATTERIES

EU APPROVED PUBLIC AID TO DEVELOP RESEARCH PROJECT ON NEW GENERATION BATTERIES

The European Commission approved a public aid of €2.9 billion granted by 12 Member States, including Germany, France and Italy, for a vast European research project on a new generation of batteries. Europe, which is seeking to compete with Asia in this future market, which will be crucial for the automotive sector, had already approved aid worth €3.2 billion at the end of 2019 for another project involving seven member states. The new project, dubbed "European Battery Innovation", involves 42 companies up until 2028, including manufacturers BMW, Fiat and Tesla, French chemist Arkema, and Swedish battery specialist Northvolt.

FEATURED MEMBER

GERMANY

ANNIVERSARY

COPARTS is celebrating its 40th anniversary in 2021. Forty years of performance strength. Forty years of innovation power. Across the year, garages and trade partners will have attractive anniversary offers. The online exhibition PROFI SERVICE DIGITAL will take place in May 2021. And in November 2021, the PROFI SERVICE TAGE will take place in Frankfurt, hopefully under 'normal' conditions.



BactoAttaQ

COPARTS is doing its part to make the automotive sector safer. At the moment, people do not like to touch surfaces that other people have touched, and the fear of contracting corona virus 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 the corona virus. BactoAttaQ is a product that can be used within the private and professional sector. BactoAttaQ kills all multi-resistant germs, and prevents the long term and continuing growth of bacteria, fungus, alga, yeast and special viruses (for example, SARS-Co V-2). The effectiveness of BactoAttaQ against a variety



of microorganisms has been tested and documented in independent laboratories. The product can also be purchased (in normal household quantities) from TOP TRUCK partners.

System Strengths

In the highly competitive aftermarket, strong partners are required for success. UHL Trucks is just such a partner, and they have joined COPARTS, bringing access to data for repairing and adjusting commercial vehicles, comprehensive logistics, and fast parts supply. This increases the number of KG shareholders to ten. UHL Trucks covers northern Germany and has 300 employees in seven locations. UHL Trucks will help implement the TOP TRUCK workshops concept at other locations, and the common goal is to expand further the trade of commercial vehicle parts.

Competitiveness

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



IN THE SPOTLIGHT

Author : Robert Stevens, Director of Garage Networks & Technology

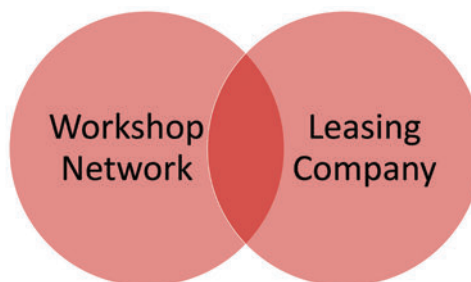
PARTNERING FOR SUCCESS – THE FUTURE OF THE AFTERMARKET

A workshop network is simply a group of individual workshops that choose to join together for a common purpose. That purpose is usually to gain access to resources that might not be available to the workshops individually. These resources might be related to publicity, training, technical resources, purchasing terms, or potential customers.

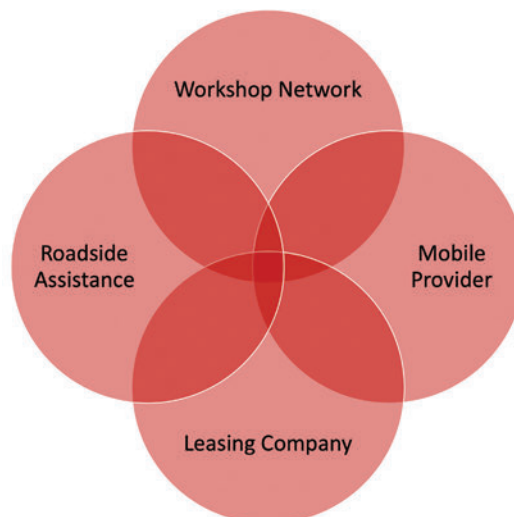
I assume that if you are reading this article you are either a distributor or workshop associated with the TOP TRUCK Network, a supplier to the TOP TRUCK Network, or a customer of the TOP TRUCK Network. If this is correct, then you probably already understand the value of a network like ours. Therefore, in this article I would like to talk about the value of partnerships beyond the TOP TRUCK Network.

Due to changes in the vehicle services industry, the future of the aftermarket depends on networks, systems, and partnerships. We have our workshop networks, although I would like them continue to grow in number and coverage. We have our systems, which I have discussed in previous articles, that support workshop information, fleet services, live vehicle data, parts information, and more. The next key element of our future is partnerships.

Of course, we currently have a number of partnerships with parts suppliers and fleet operators, but I am talking about a new kind of partnership. These new partnerships would be based on common customers outside of vehicle repair & maintenance services. For example, we currently provide repair and maintenance services to Leasing Companies.



But if the driver of that Leasing Company vehicle was also a common customer with additional partners such as a Mobile Provider and a Roadside Assistance Company then all four of these partners could work together to provide a higher-level of service to our common customer.

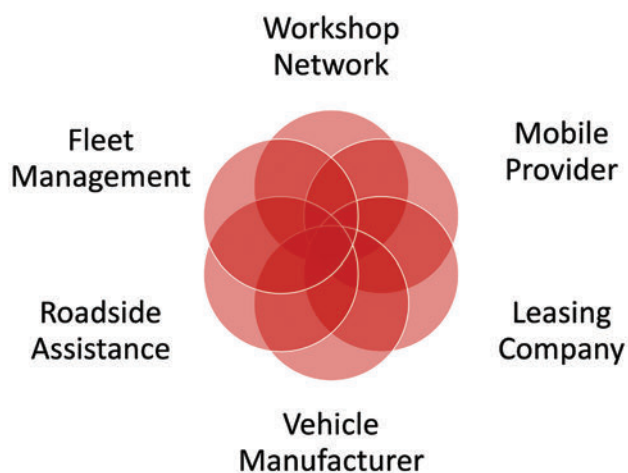




As the number of partners with a common customer increases, the value of the service provided by these partners to their customers increases.

It is this type of common-customer partnership that GROUPAUTO is working to establish to support our networks, because this type of partnership can deliver one of those key resources for Network members: potential customers.

GROUPAUTO values the workshops in our TOP TRUCK Network, and exploring potential common-customer partnerships is one of the ways we are working to support our networks. If we all work together, we can succeed in this new future for the aftermarket.





BOSCH DENOXTRONIC FILTERS: CLEAN ADBLUE FOR OPTIMUM DOSING



Bosch Denoxtronic filters (from left to right): 6HD, 6.5, 2.2, 2.1, 1

The Bosch Denoxtronic system is an important element of exhaust-gas treatment systems in commercial and off-highway vehicles. With assistance from the pump and dosing module, it controls the injection of AdBlue into the flow of exhaust gas. The appropriate quantity of AdBlue is injected based on the engine's operating state and exhaust values. A chemical reaction in the SCR (selective catalytic reduction) catalyst reduces pollutant emissions in the exhaust gas. In the course of this reaction, nitrogen oxides and ammonia are converted into

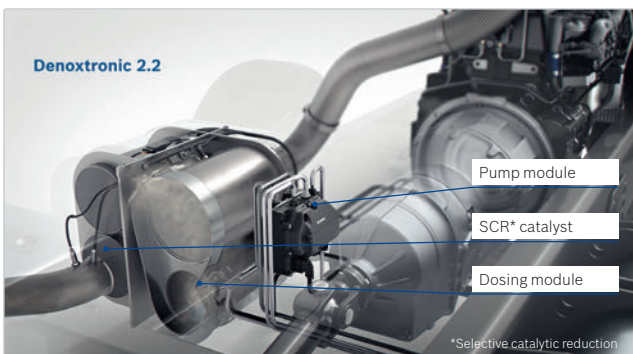
water and nitrogen. AdBlue is a solution comprising 32.5% urea and 67.5% demineralized water. Bosch Denoxtronic filters reliably cleanse the AdBlue of dirt particles, assist with optimum dosing, and protect the Denoxtronic system at the same time. The Denoxtronic filter must be changed at regular intervals as per the manufacturer's specifications. There is now a video tutorial that describes how to change the filter.

www.youtube.com/watch?v=w-BNDcBn178

Denoxtronic service kits for CVs

Model/kit	SNR	Vehicles
Denoxtronic 1 service kit	1 457 436 042	DAF, MAN, IVECO, Scania, Volvo
Denoxtronic 1 repair kit	F 00B H40 025	DAF, MAN, IVECO, Scania, Volvo
Denoxtronic 2.1 service kit	1 457 436 006	Case, IVECO, KHD, Renault, Volvo
Denoxtronic 2.1 repair kit	1 457 030 020	Case, IVECO, KHD, Renault, Volvo
Denoxtronic 2.2 service kit	1 457 436 088	Cummins, IVECO, Mack, Nissan, Renault, Volvo
Denoxtronic 6.5 service kit	1 457 436 039	Perkins, IVECO, CNH, JCB, Daimler India, CAMC (China)
Denoxtronic 6HD service kit	1 457 436 057	MAN, John Deere, IVECO, CNH

Video: a fly-through of the exhaust-gas treatment system, Denoxtronic generations, and filter replacement



Denoxtronic filters from Bosch Well-equipped for demanding tasks:





BOSCH
Invented for life

Driven by

ROBUSTNESS



If you are constantly on the move, you need reliability – especially when it comes to wearing parts. That's why commercial vehicle filters from Bosch make no compromises: first-class quality, precise processing and strict product control ensure high durability throughout the entire service life.

boschaftermarket.com

**What drives you,
drives us**

VARTA® PROMOTIVE AGM BY CLARIOS



KEEPS THE DRIVER RELAXED AND THE CUSTOMER SUPPLIED.



For trucks a long summer is a time that places great demands on their batteries. Food products need to be kept cool permanently. Also drivers like a pleasant climate in the cab. That means a high energy demand for the vehicles. Clarios, developed the VARTA ProMotive AGM for operation in such conditions. Its special technology makes this truck battery more reliable and durable than conventional batteries.

Truck as a second home

For the drivers, concerns for a flat battery have major impacts – a fact Fabio Bilibio, owner of a trucking company in Treviso, Italy, is aware of: “It’s not easy to find good drivers, particularly in Italy. To recruit them, we have to offer them the best-possible new trucks – because the truck is their second home.” Life on the road is already hard enough. Young people are aware of that, which makes the job unattractive for potential new recruits.

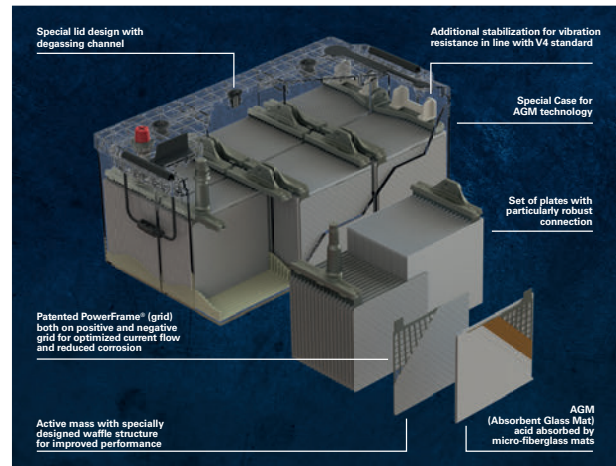


For Fabio Bilibio, finding good drivers is not easy: “To recruit them, we have to offer them the best-possible new trucks – because the truck is their second home.” Photo: Clarios

Bilibio has his fleet therefore equipped with all mod cons – i.e. with numerous comfort and entertainment features that make life more pleasant: TV, refrigerator, wifi, cab air conditioning and heating. “With the conventional batteries installed as original equipment by the manufacturers, it was common that trucks would not restart after a statutory rest period,” reports the fleet manager.

Finally a solution

That is all in the past now since his company has been using the new VARTA ProMotive AGM. AGM stands for Absorbent Glass Mat. The glass mat absorbs the electrolyte like a sponge avoiding acid stratification. This and other special features of the AGM technology allow excellent cycling and deep discharge capabilities as well as high charge retention. For more information about the AGM technology visit the VARTA Truck Portal.



The glass mat in the VARTA ProMotive AGM absorbs the electrolyte and increases its cycle stability. That prevents the drop-off in capacity caused by electrolyte stratification. Photo: Clarios

The investment has paid off for Bilibio: Unlike some companies, he has not been forced to downsize his fleet due to shortage of drivers. The feedback from fellow trucking company owner Russo is also positive: So far, he has not experienced any unwanted stops or flat batteries with the VARTA ProMotive AGM. Distributor Pasquale Di Sabatino is particularly happy since his customers are looking for affordable solutions – though this is not always the best choice: “Obviously, the new technology from VARTA is a little more expensive in terms of the initial purchase price. But whereas other batteries normally last a year, the lifetime of AGM batteries is up to six times longer than conventional flooded batteries. When you factor in fewer flat batteries on the road with their consequential costs, the purchase price is definitely worth it.”

Direct manufacturer contact: The VARTA Fleet Program

Nevertheless, the increasing complexity of modern trucks represents a major challenge for trucking companies. To ensure that fleets are best equipped to cope with these, VARTA offers, besides future-ready products, additional service with its VARTA Fleet Program. Members will receive custom advice relating to their fleet and battery management, strategic purchase recommendations, a newsletter covering the latest technologies and trends, as well as an analysis and optimization options for battery performance. Register free of charge at: www.varta-automotive.com/fleet

Clarios

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

VARTA® ProMotive AGM

UNLOCK YOUR TRUCK'S FULL POTENTIAL.



VARTA ProMotive AGM is designed for heavy commercial vehicles. It is the only battery for unlocking the most demanding applications and power-consuming functions including parking cooler/heater without the battery wearing out and resulting in downtime.



- ▶ 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

MADE
IN
GERMANY



Visit our portal varta-automotive.com/fleet and get an appointment with our experts to optimise your fleet's TCO.

It all starts with  **VARTA®**

 CLARIOS



EFFECTIVE COOLING OPTIMISES EMISSIONS CONTROL



Although the current Euro VI engine emissions regulations are primarily achieved through the use of exhaust treatment systems, the control of the engine's temperature remains an incredibly important factor to provide the stability that is required to ensure the process is carried out effectively and the designed emissions reductions are actually delivered in practice.

The auxiliary drive system and the water pump it powers are therefore vital elements within the engine, which must operate correctly to allow the entire unit to work in the optimum temperature window to ensure the inlet and exhaust gases are not un-necessarily influenced by avoidable temperature fluctuations. Only when the overall thermal system is managed effectively will the engine run at its greatest efficiency and its emissions potential be realised.

Dayco, a leading engine products and drive systems supplier for the automotive, industrial and aftermarket industries, is a major player in the heavy duty (HD) sector, where it supplies important original equipment (OE) components, such as tensioners, idlers, dampers and naturally belts, to HD vehicle manufacturers (VMs) across Europe and around the world.

The company's engineering pedigree equips Dayco with the expertise required to design and manufacture the components within the drive system that best suit the needs of the application and work in unison with the engine's other crucial elements, including the water pump, to guarantee its thermal management is well-controlled.

To ensure the aftermarket has access to the high quality replacement products it needs to enable it to provide a first-class and reliable repair solution, Dayco has introduced six water pumps – produced and supplied to Dayco by the OE pump manufacturer – for the 10.8 and 12.9-litre, MX11 and MX13 engines used in a number of popular DAF applications.

These OE water pumps, which Dayco identifies with the part number prefix DP, cater for two MX11 (DP1979 and DP1980) and four MX13 (DP1975/6/7/8) applications and are supplied with or without speed sensor, in line with the original specification stipulated by DAF.



By providing the OE water pump for these popular vehicles, Dayco can supplement its existing, premium quality range, and give commercial vehicle workshops and fleet managers the tools they need to compete with the VM's dealer networks.

In the same way that Euro 6 has for the passenger car/light commercial sector, Euro VI engine legislation has been an important landmark in the battle to reduce emissions from HD vehicles. However, the only way to ensure that the gains made by these original design solutions are maintained over the life of the vehicle, is to install OE and OE quality replacement parts when they are serviced in accordance with the VM's schedule.

These OE water pumps and the existing poly-v belts, tensioners and idlers in the Dayco aftermarket range, allow technicians in the independent sector to maintain this standard and ensure these vehicles not only remain reliable for their owners and their customers, but also operating within their intended design criteria, which correspondingly benefits the nation's overall health.



www.dayco.com

KUBELIFE.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.

DAYCO[®]
MOVE FORWARD. ALWAYS.™

Delphi Technologies

Technology driven



Delphi Technologies' Heavy Duty solution



Diagnostics



Diesel
fuel systems



Test
equipment



Training &
technical support



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Delphi Technologies

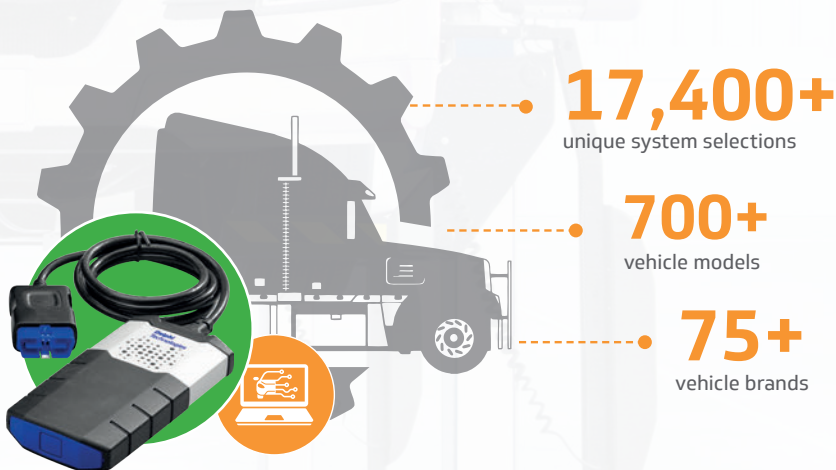
Maximising vehicle uptime with DS diagnostics

Calling all fleet servicers! Workshop operation is changing in the new normal and 'downtime' (the period a vehicle is off the road) is changing too. It's the thing your customers are trying to avoid at all costs, except it's really hard to measure what down time costs are for certain. Fleets know what vehicle downtime could involve but they can never know how it would affect them exactly. Downtime is the unknown but vehicle uptime (when a vehicle is able to perform its intended function) is much more knowable, with a range of benefits fleets can actually track and measure. So instead of just avoiding downtime, help fleets to increase their vehicle uptime with the help of Delphi Technologies.

Even through 2020 we continued to expand the capabilities of our DS Diagnostics solution. We increased the applications in our heavy duty software resulting in coverage of 76 VM brands, 704 models, and 17,429 unique system selections now at the technician's

finger tips. We added electric bus coverage for selected Mercedes and Volvo models in the same diagnostic tool so you can invite more buses into your workshop including those that have a varied model mix. The range of new diagnostic tasks includes VIN decoding, offering the technician a quicker and easier vehicle selection by VIN, saving valuable time. We also released our guided diagnostic solution for heavy-duty and LCV, DTC-Assist, which supports the technician during the process of failure root cause identification.

These developments make it even quicker and easier to unlock the benefits of essential preventative maintenance for your fleet customers instead of just minimum maintenance. With their vehicles on the road more and performing better fleets can benefit from increased service hours, customer satisfaction, and reputation. Downtime represents the fear of the unknown but uptime will always come out on top.



Scan to learn more



EXIDE'S GEL TECHNOLOGY

Batteries for deep discharge use



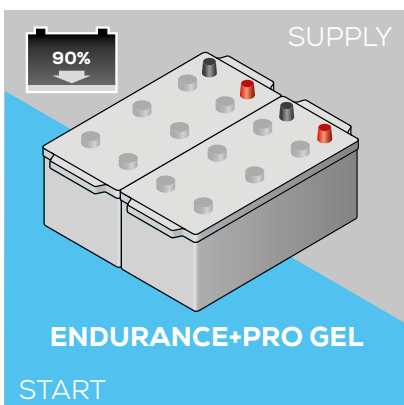
Exide Technologies is the inventor of Gel technology, the ultimate choice for the most demanding commercial vehicle applications.

Instead of being in liquid form, the electrolyte is fixed in a gel. This creates a highly robust battery with best-in-class deep cycle properties. The latest Exide Endurance+PRO GEL battery is the most effective and efficient option compared to any other VRLA battery. In fact, it passes 1000 cycles EN 50% DoD test and has 90% safe DoD (compared to 75% of any other VRLA battery), which means more energy available over time. For the fleet owner under pressure to meet time-critical logistics, GEL batteries minimises the risk of non-starting after planned or unexpected stop periods.

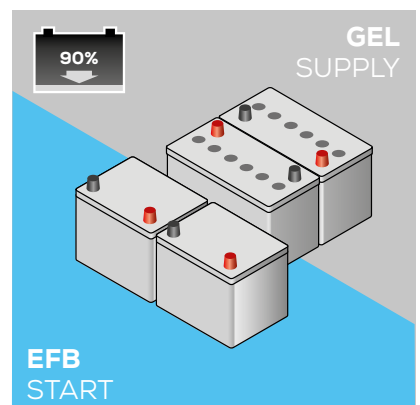
To enhance the reliability of their vehicles, major truck manufacturers such as Scania and Volvo, worked with Exide to develop dual-battery systems to segregate battery technology. GEL supply batteries provide extreme cycling power for 'hotel loads' and on-board equipment, whilst either orbital AGM or EFB batteries are isolated and reversed fully charged for safe starting.



SINGLE GEL BATTERY TECHNOLOGY



DUAL BATTERY TECHNOLOGY SEGREGATING START & SUPPLY FUNCTIONS



THE BEST START OF THE DAY



EXIDE ENDURANCE+PRO GEL

Ideal for commercial vehicles with a high demand for battery power when the engine is switched off ...but ready to restart at any time!

Benefits of Exide Endurance+PRO GEL

- Impressive energy throughput over the battery lifetime: safe DoD of 90%, vs 50% of standard flooded batteries, and 5 times more cycles than a comparable standard flooded battery
- Withstands deep discharges for maximum reliability
- Valve regulated: maximum safety and highly vibration resistant
- Very low self discharge
- Maintenance free
- Designed for OE applications



Available in D06 box



ORIGINAL GEL



EXTREME CYCLING



SAFE START



URBAN DELIVERY



MAINTENANCE FREE



HIGH ENERGY DENSITY



LONG-HAUL

With 'hotel loads' for driver convenience and comfort



DELIVERY TRUCKS

With electrically powered lifts/loaders



URBAN TRANSPORT

With passenger information and security systems



SPECIAL VEHICLES

With heavy on-board power equipment



THE POWER OF NEW



Smooth. Steady. Stable

Air Springs from febi Truck

Without suspension, driving would be extremely uncomfortable and unsafe. The constant connection between the vehicle and the road is necessary to transfer the forces of braking and acceleration, as well as wheel forces in curves. That is why high-quality chassis suspension components are critical.

Safeguarding a Smooth Ride

Air springs are one of the main components of chassis suspension. The spring not only carries the weight of the vehicle, but it also allows the axle to move up and down to compensate for uneven roads and potholes.

Air springs offer the decisive benefit of being adaptable to the vehicle's current load condition with a variably adjustable air pressure. This increases comfort and driving stability and ensures that the load is treated lightly. The adjustable frame height makes it easier to approach ramps of different heights and simplifies handling when changing trailers and swapping bodies.

Perfectly in Touch

Air springs are exposed to environmental conditions such as UV radiation, extreme temperatures, chemical substances, and mechanical stress. Over time, the rubber hardens and small cracks form. If the air springs are not replaced in time, they can burst.

Thanks to the appropriate selection of the rubber compound and optimal arrangement of the two to three reinforcing fabric layers, premature failure is avoided. Air springs from febi also come with:

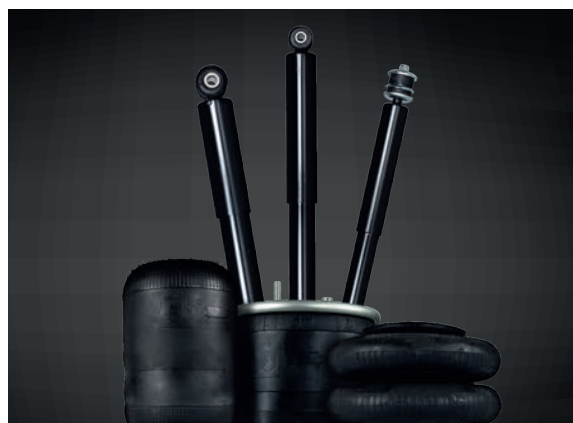
- » Steam vulcanization ensures an optimal bonding of the different reinforcement layers with the rubber
- » State-of-the-art production is in accordance with TS 16949
- » Regular lifetime tests with up to 3 million load cycles

This not only serves as proof of consistent quality, but also a long service life is granted. Furthermore, febi Truck is No. 1 in the Aftermarket for air springs.

Produced to Perfection

Since air springs play a critical role in the vehicle, attention to detail in manufacturing is crucial. From the materials used to the final inspection of the product, care is taken in every step.

Air springs are built using various materials, including:



- » **Rubber:** special mixture which fulfills the highest demands
- » **Cord fabric:** reinforcing element with a woven structure, giving the rubber the strength and durability against pressure and other forces
- » **Plastic or metal components:** metal components with anti-corrosion coating and glass fibre reinforced plastics, which are not only stable, but also exceptionally light

Constant testing of the outer and inner dimensions, material hardness and specification, as well as the coating thickness of accessory parts must be in accordance with defined, OE standards.

Furthermore, to create an optimal wrapping of the air spring and therefore a product of the highest quality, the material must be cut exactly to size. Manual and automatic wrapping ensures the ideal arrangement of the rubber layers for a reliable and resilient product. Only highly experienced employees can carry out this essential step as it requires a great deal of skill.

After the layers are rolled, steam vulcanization is carried out. Steam vulcanization cures the material which leads to an optimal vulcanization, bonding of the different layers, consistent hardness of the rubber, and reliably prevents individual parts from peeling away.

febiTruck



Perfectly in Touch

febi Air Springs

- » Offering more than 375 air springs of all standard types including 18 convoluted ones
- » No.1 in the Aftermarket for Air Springs
- » State-of-the-art steam vulcanization safeguards/secures a durable and dimensionally stable product
- » Consistent quality guaranteed
- » Regular lifetime tests with up to 3 million load cycles ensure a long service life



**SOLUTIONS
MADE IN GERMANY**

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bilsteingroup®



EURO 6 IN FOCUS



GATES CORPORATION

Gates provides technical guidance and assurance for counter sales staff and workshops

It's fair to say that an increasing number of parts enquiries received by technical hotlines concern the influence of European exhaust emissions regulations, more generally known as Euro 6. For counter sales staff at heavy duty parts distributors across Europe, the speed of their answers is dependent on how quickly they can identify the brands that conform with the requirements. The best options are guaranteed to fit, have proven to be reliable and are recognised as acceptable by fleet engineers.

Legislation

Since January 2014, all trucks and buses in Europe have been built to meet Euro 6. The regulations incorporate tough on-board diagnostics and in-service monitoring of emissions that contain nitrogen and oxygen NO and NO₂, better known as NOX. These are the product of the high temperature combustion generated inside the engines.

As a manufacturer working closely with designers of major truck and bus manufacturing marques, Gates has a strong OE pedigree and enjoys a preferred supplier status for various systems on vehicles built by a wide range of manufacturers. These include MAN (truck and bus), Mercedes Benz (truck and bus), trucks built by DAF and Scania as well as buses made by Van Hool. OE success stories highlight Gates as a preferred OE engine parts supplier for parts on engines such as the MAN D15, the Mercedes HDEP as well as the DAF MX11 and MX13 engines.

With a strong OE pedigree it is clear that Gates understands the commitment to quality and compatibility of parts designed for Euro 6. Moreover, the ranges of parts supplied include more than just multi-ribbed accessory belts, tensioners and idlers. Hoses for turbochargers, air systems, fuel systems and cooling systems (plus the compatible thermostats) are also available. It means that Gates is supplying OE quality parts to the after market at very competitive prices.

Service contract expiry dates

Over the last two years the percentage of Euro 6 vehicles requiring service and repair outside of their initial purchase warranty or contract service terms has risen sharply. This makes the business a popular target for independent workshops that can offer favourable service and repair contracts.

While the conditions set by fleet operators often specify that OE parts must be used, in practice they are often satisfied by the reputation of the brand.

A strong OE pedigree ensures that the parts supplied by Gates will pass any reputation test and be supported by most fleet engineers.

Belt kits, quality and control

Moreover, Gates is making things easier for professional workshop mechanics by not only supplying individual parts, but also offering complete belt kits. By fitting kits, workshop managers can be sure to make vital contributions to preventive maintenance strategies employed by fleet engineers. Those responsible for logistics fleets that generally operate with tight, just-in-time deadlines understand that the drive systems fitted to these engines are highly engineered and require careful maintenance. For instance, RPM has been lowered and now generates extra vibration that the drive system must control. This means that all of the parts – belts, tensioners and idlers – must all be replaced at the same time in order to ensure that worn parts don't compromise the critical performances of any other components in the system.

The belt kits supplied by Gates are attractive because all of the OE quality parts needed for one drive system overhaul are in the same box. This allows for ease of ordering, ensuring all of the parts are compatible, and provides additional peace of mind as all parts are covered by a single warranty. What's more, with over 150 accessory belt kits to choose from, Gates is a market leading brand.

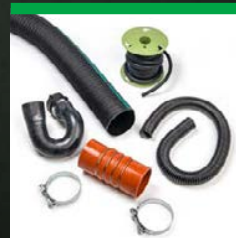
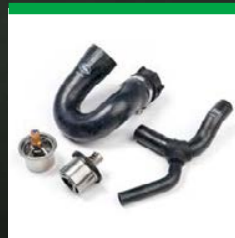
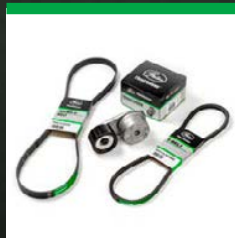


MAXIMISING FLEET UPTIME

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



FleetRunner™



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

REJUVENATION CURE FOR ENGINES



LIQUI MOLY Super Diesel Additive restores original fuel consumption levels and reduces maintenance costs

The drama gets underway as soon as the engine is started: the diesel fuel does not burn completely, while combustion residues and soot particles accumulate on the injectors. Encrusted nozzle ports mean the fuel injection process is no longer optimum. The fuel is not as finely atomised as it should be. As a result, combustion is impaired: the engine suffers a loss of performance, and fuel consumption increases. What is more, the impaired combustion caused even more residue to accumulate and so the problem gets worse. Low-quality diesel exacerbates the situation even further.

LIQUI MOLY's Super Diesel Additive counteracts this. Simply pour the additive into the fuel tank. As soon as the engine is running, its active ingredients are transported to the injectors together with the fuel. Here they gradually loosen encrustations and deposits from the injection ports, thereby restoring the engine to its original efficiency. In addition, the Super Diesel Additive increases the cetane number of the fuel, which enhances combustion. What is more, it protects the entire fuel system from corrosion.

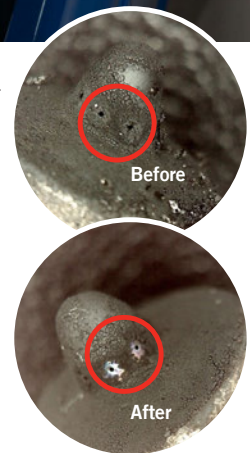
Like LIQUI MOLY's other additives, Super Diesel Additive is not a miracle worker: it's a chemical tool developed for a specific purpose. It's also possible to remove the injectors and clean them by hand, of course. This has the same effect but is much more involved and expensive.



LIQUI MOLY offers a wide range of chemical products for commercial vehicles, here for example PTFE Longlife Spray



Use of Super Diesel Additive: Diesel injector before and after using our Additive.



The additive is not just effective in theory – it actually works in practice, too. Dirk Sauer runs a forwarding agency. His trucks already run on LIQUI MOLY engine oil, so he decided to try out Super Diesel Additive. For this purpose, he chose the stationary Volvo truck engines that power his block-type thermal power station. These engines sometimes run for 24 hours at a stretch at maximum load. "We were able to reduce fuel consumption from 75 litres to 72 litres per hour," says Dirk Sauer. "This alone saves us about 2,160 litres of fuel per month. It's good for our budget – and great for the environment, too."

The second effect in terms of savings is the reduction in maintenance costs and downtime. "Previously, we had to replace the expensive injectors every year due to the high loads", says Dirk Sauer. "Since we started using LIQUI MOLY, we've had no damage or malfunction in the injectors at all."

For fleet operators, Super Diesel Additive is also available in large containers – including drums of up to 205 litres – and in the form of a concentrate. This reduces costs per litre, making Super Diesel Additive particularly economical. It also means you can use the additive at your own filling station: in this way you avoid any cumbersome handling of cans when refuelling and you can ensure every vehicle really does benefit from the advantages the additive has to offer.

Super Diesel Additive is just one of LIQUI MOLY's many chemical tools that increase reliability and reduce maintenance costs. The entire range of products for commercial vehicles is available at www.liqui-moly.com.

Save money through quality

In the end, it's not a single purchase price that counts for fleet operators, but the total cost of ownership.

LIQUI MOLY helps



through individual analysis and cost reduction advice



by restoring the original engine efficiency with additives



by reducing maintenance and repair costs thanks to high-quality products

This offers new business opportunities to you and helps fleet operators to save money.



www.liqui-moly.com





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

When diesel sweats



Water in diesel is a constant threat to the affected vehicle components. It causes metal parts to rust and reduces the lubricity of the fuel, which can make the fuel pump jam. With the new CleanLine spin-on oil filter, MAHLE offers optimal protection for commercial vehicles with diesel engines.

Water and contamination need to be removed reliably from the diesel fuel. That's why we've developed MAHLE CleanLine for you and your customers: an innovative, high-performance, and easy-to-change filter system for water and particle separation that achieves peak performance throughout its service life. The highlight is the two-stage variant for regions with inferior diesel quality. In this variant, dirt (stage 1) and water (stage 2) are removed separately, resulting in highly efficient cleaning.

CleanLine in first place

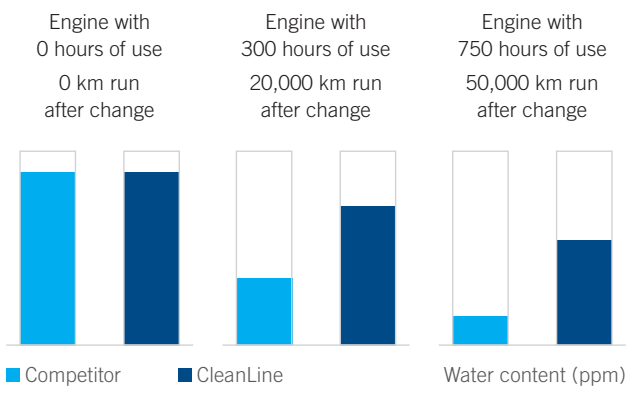
Compared with its competitors, CleanLine has the highest water separation efficiency throughout the service life of the filter: over 93% when new, and even after 30,000 kilometers, it still separates as much as 70% of the water. Competitor products provide less than 20% separation after the same number of kilometers. The dust retention capacity of CleanLine is also significantly higher than that of conventional filters.

In South America, MAHLE CleanLine was tested in the trucks and buses of more than 200 companies. The employees were impressed by the easy and fast filter replacement and by the variety of applications for which the filters can be used. In 2020, MAHLE CleanLine will be available throughout the world—including in your country. Your direct contact: felix.maier@mahle.com.



CleanLine separates more water from diesel fuel

The superiority of two-stage filtration over conventional systems is best seen over time.



CleanLine at a glance

- CleanLine is available with single- or two-stage separation. The single-stage variant filters particles and water in one step. The more powerful, two-stage variant filters in two separate steps: first the particles, and then the water, via a water-repellent, synthetic fabric.
- With CleanLine, you can change the filter in an instant: the existing bowl (water storage tank) can be easily unscrewed when changing the filter.
- CleanLine is made entirely from plastic, which makes it lighter than comparable filters on the market, and it can be disposed of in an environmentally friendly manner.
- CleanLine is compatible with the current filter heads made by vehicle manufacturers.



GREAT WORK!
Supported by MAHLE.

Your performance is great!

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

To sum it all up, you achieve great things.

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



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

mahle-aftermarket.com

MAHLE



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Back Plate: Wiremesh

- Quality Components
- Wide Product Range
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- R90 PLUS

High performance friction material, OE equivalent

Outstanding endurance



QR code for tracking and identification

LOOK FOR THE PAD WITH THE BULL!



OE ACCESSORIES



OE PWV's

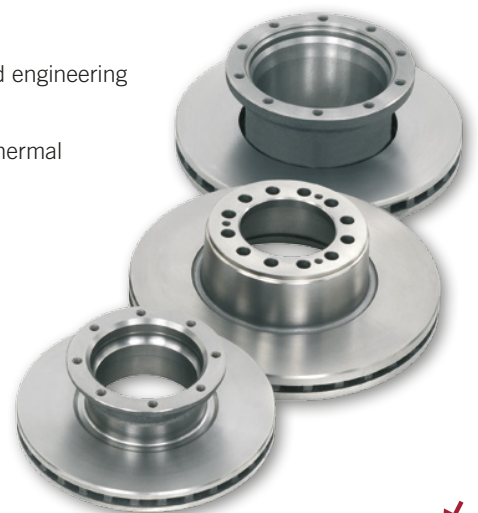
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- Thermal fatigue
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- Comparison test with dynamic frictional properties of the original part
- High load and thermal fatigue integrity tests





BRAKING IS IN OUR DNA

Meritor is the global braking leader both in size and capability for the commercial vehicle industry, supplying braking systems for trucks, trailers, buses and coaches. We are proud of our market-leading position with cost of ownership optimized through the applications of advanced predictive techniques and innovative manufacturing processes.

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EGR COOLERS ON TRUCKS, A TECHNICAL EXPLANATION >

European emission standards define the acceptable limits for exhaust emissions of new vehicles sold in the European Union and EEA member states. EURO 6 is the latest standard, introduced in 2013, with a reduction in Nitrogen Oxides (NOx) to 0.46g/kWh. This is a drop of 90% in comparison to EURO 5. It makes trucks cleaner than passenger cars on NOx. This has been achieved through using Exhaust Gas Recirculation (EGR), Selective Catalytic Reduction (SCR) with AdBlue and Diesel Particulate Filter (DPF).

EGR COOLING

As a cooling parts specialist, NRF offers EGR coolers in their range for several years. With a lot of technical knowledge of EGR coolers and the EGR process, NRF has become a specialist in this subject.

The EGR is largely misunderstood as to its purpose and function. EGR works as part of the system controlling emissions, but also has other key functions:

- Bypass in the cooler to increase engine temperature when the engine is cold
- Decrease exhaust gases temperature by up to 300c
- Helps to reduce 90% of NOx over Euro 5
- Reduced fuel consumption

THE NRF RANGE

NRF offers a range of 19 EGR coolers, EGR modules and EGR valves for truck applications. See the overview below:

APPLICATION	ARTICLE GROUP	NRF
CUMMINS ISX 07-09	EGR Module	48300
CUMMINS ISX 2010-2013	EGR Module	48302
DAF XF 2012- EURO6	EGR Cooler	48382
FREIGHTLINER DD15 10-13	EGR Module	48301
FREIGHTLINER SERIES 60 02-06	EGR Cooler	48108
FREIGHTLINER SERIES 60 08-10	EGR Cooler	48109
MAN TGA D20 EURO4	EGR Cooler	48105
MAN TGA D28 EURO4	EGR Cooler	48102
MAN TGA D28 EURO4	EGR Cooler	48103
MAN TGA/F2000 2000-	EGR Valve	48600
MAN TGA/TGS/TGS D26 EURO4	EGR Cooler	48101
MAN TGA/TGS/TGX 2000-	EGR Valve	48601
MAN TGL/TGM D0836 2005-	EGR Cooler	48106
MAN TGS/TGX D20/D26 EURO5	EGR Cooler	48305
MAN TGS/TGX D2066	EGR Cooler	48104
SCANIA P,R,T series EURO4	EGR Cooler	48319
SCANIA P,R,T series EURO5	EGR Cooler	48318
VOLVO D11 / MACK Mp7	EGR Module	48304
VOLVO D13 / MACK Mp8	EGR Module	48303

BLOCKED EGR COOLER



TECHNICAL INSIGHT - DIAGNOSES AND ERRORS

The EGR is controlled by the engine control unit (ECU). With the engine running, it's possible to read the parameters of the EGR through a diagnostic device and thus determine any errors. The comparison values of the EGR control and the air mass sensor provide information about the correct function: if the EGR valve is activated, a smaller air mass reading will be measured.

VISUAL INSPECTION

Check vacuum lines and/or electrical wiring and connectors. Check for cracks and leakage.

VALVE DRIVE DIAGNOSIS

By feeling and/or hearing it can determine whether the electric vacuum valve or the servomotor is working.

BLOCKED COOLER

The cooler can be blocked due to high buildup of carbon. This results in higher fuel consumption, loss in power and smoke could also be seen, resulting in a broken piston rings EGR would trigger a "DTC" codes.



Dale Reynolds
Technical specialist





NRF.EU

THE ART OF COOLING >



ENGINE COOLING

RADIATORS | INTERCOOLERS
OIL COOLERS | FAN CLUTCHES
FAN BLADES | EGR COOLERS
EXPANSION TANKS

AIR CONDITIONING

COMPRESSORS | CONDENSERS
INTERIOR BLOWERS | HEATERS
EVAPORATORS | RECEIVER DRIERS
EXPANSION VALVES | PRESSURE
SWITCHES | COMPRESSOR
SPARE PARTS

LARGE RANGE OF RADIATOR
AND INTERCOOLER CORES.
EURO6 ITEMS AVAILABLE.

MORE THAN
1.250 TRUCK PARTS





www.osram.com/notbright-notright

IF IT'S NOT BRIGHT. IT'S NOT RIGHT.

OSRAM

Headlights are hardly the first thing on the minds of truck owners. In fact, they're only really a consideration after they've burnt out. But when you consider that an estimated 1.3 million people are killed on the world's roads each year,* could we all be doing more to change this dangerous behavior? That's exactly what OSRAM are aiming to achieve with their new campaign: *If it's not bright. It's not right.*

Anyone who works in automotive repairs will probably have at least a dozen stories about customers who insisted on the cheap quick-fix instead of spending a few extra bucks to do a proper job. Convincing customers that broken headlights could be a safety risk is no easy task, but OSRAM's three "facts of light" can help educate motorists and build trust within the industry.

1. Check and change

Standard halogen headlights will typically lose 30% of their brightness after 500 hours of use. As a result, the distance you can see at night decreases and the clarity of the world around you gets dimmer. This is not only dangerous, it can also lead to a penalty if a headlamp fails while driving. It's extremely important that your customers get their lights checked regularly and change them proactively when they become too dim. OSRAM recommends replacing lamps every 2-3 years.

2. Change in pairs

Replacing just one failed lamp can result in an unbalanced or unpredictable headlight beam that can cause serious hazards for the driver and those on the road around them. And because both lights are subject to the same stresses, if one goes, you can be sure that the other isn't far behind. Changing both headlamps not only improves visibility, it saves everyone time and increases sales on parts.

3. Upgrade your vision

With many advanced lighting solutions available, even for older models, changing a truck's headlights is an opportunity to take advantage of OSRAM's vast array of innovative vehicle lighting technology. Fitting a higher performance OSRAM lamp such as LED, Xenon or Halogen lights can provide brighter intensity with lower energy consumption, while giving your vehicle a more modern look.

More than just a bright idea

Surveys indicate that the majority of motorists rely strongly on the advice of workshops when selecting new parts. Taking the time to explain the importance of quality lighting is good for motorists and good for business. It helps build trust by demonstrating expertise, while also showing genuine concern for customer safety. Replacing lights regularly and in pairs means that customers are better equipped on the roads while boosting sales for retailers. If ever there was a win-win situation, this is it.

OSRAM believes that the automotive repair industry not only has the power to change motorists' behavior, but a responsibility to do so. Don't wait for customers to ask, let them know that *if it's not bright, it's not right.*



*Source: Statista

www.osram.com/truck



Light is power

The strongest partner on long drives

With TRUCKSTAR® PRO from OSRAM you're not just safer on the road, but arrive more relaxed! With up to 100% more light and double the service life compared to standard 24 Volt lamps, it's a reliable and extremely robust partner – as proved by IEC-68010 certification.

Light ist OSRAM

OSRAM

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MADE IN  GERMANY





QRCode

www.valeoservice.com

THE VALEO REGLOSCOPE™ PRO: PRECISE, FAST AND EFFICIENT



More precise, faster to use and more efficient: The VALEO REGLOSCOPE™ PRO makes it easier for mechanics to check and correct headlamp alignment, from trucks to passenger cars.

More precise adjustment

The precise adjustment of the alignment of your headlamps is essential to avoid dazzling other road users and to comply with regulations. Garage floors are not always perfectly flat and a dedicated area is sometimes necessary to avoid making inaccurate measurements.

Thanks to its Flex Set modules that are placed against a front wheel and a back wheel of the vehicle, the VALEO REGLOSCOPE™ PRO measures the horizontality of the floor with a laser and calculates the necessary compensation.



The REGLOSCOPE™ PRO's diodes then detect the intensity of the light, so that the device can be centered on the headlamp.

With its 1.80 m mast, the VALEO REGLOSCOPE™ PRO can be adapted to all truck headlamp heights in order to correct the settings of all types of lamps (fog lamps, low-beam lamps and full-beam lamps) that use existing (halogen, xenon) and emerging technologies (LED, matrix).

Significant time-saving

Punctuality and meeting deadlines are essential in the road transport of goods, and wasting time is not an option. By making sure that the lamps on your trucks are in good order, you can avoid being stopped for a failure to meet the regulations that could result in late deliveries and unsatisfied customers.

As the world's leading supplier of lighting systems, Valeo boasts a complete lighting offer, from products to tools, plus a range of 31 bulbs for truck lights (indicator lights, fog lamps, headlamps).

The VALEO REGLOSCOPE™ PRO is so easy to use and efficient that you will be able to increase the number of vehicles you can work on in a given period of time. This is a definite economic advantage, for both in-house workshops and truck garages.

Proven added value for customers

As technical check-ups become stricter, complying with regulations is essential. Lighting is one of the top three reasons for failing a technical check-up that demands a second verification (along with tires and brakes).

The VALEO REGLOSCOPE™ PRO performs a complete diagnostic of the lamps in less than 5 minutes and prints out a diagnostic report. The system is also instructive, because if an adjustment is necessary, it produces a pre- and post-adjustment report that explains the need for the operation and proves that the problem has been solved. This clear and detailed report highlights any hazardous parameters, in comparison with the optimal settings.





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VALEO REGLOSCOPE™ PRO

Precise, innovative and universal: make your life easier!

Save time with the flexible zone function

Enable accurate lighting settings for any type of technologies

Demonstrate added value to your customer with comprehensive report

Valeo technical support always available



Call us: 01 527 838 300

TECH @SSIST

Access a free complete technical support program online.

Smart care for you
valeoservice.com 

NETWORK CONTACTS



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

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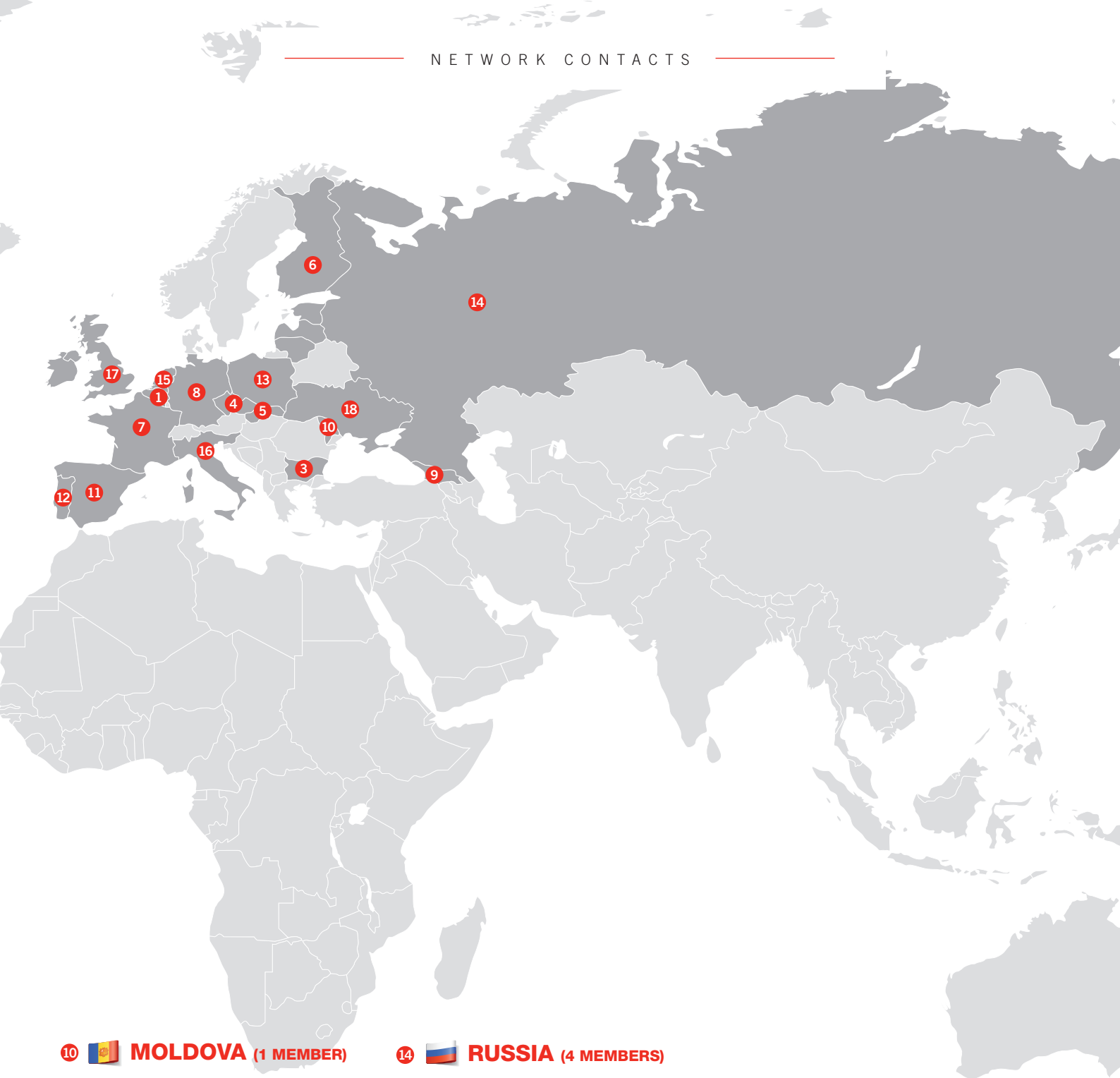
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Technologies

Technology
driven



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