

# #19 TOP TRUCK

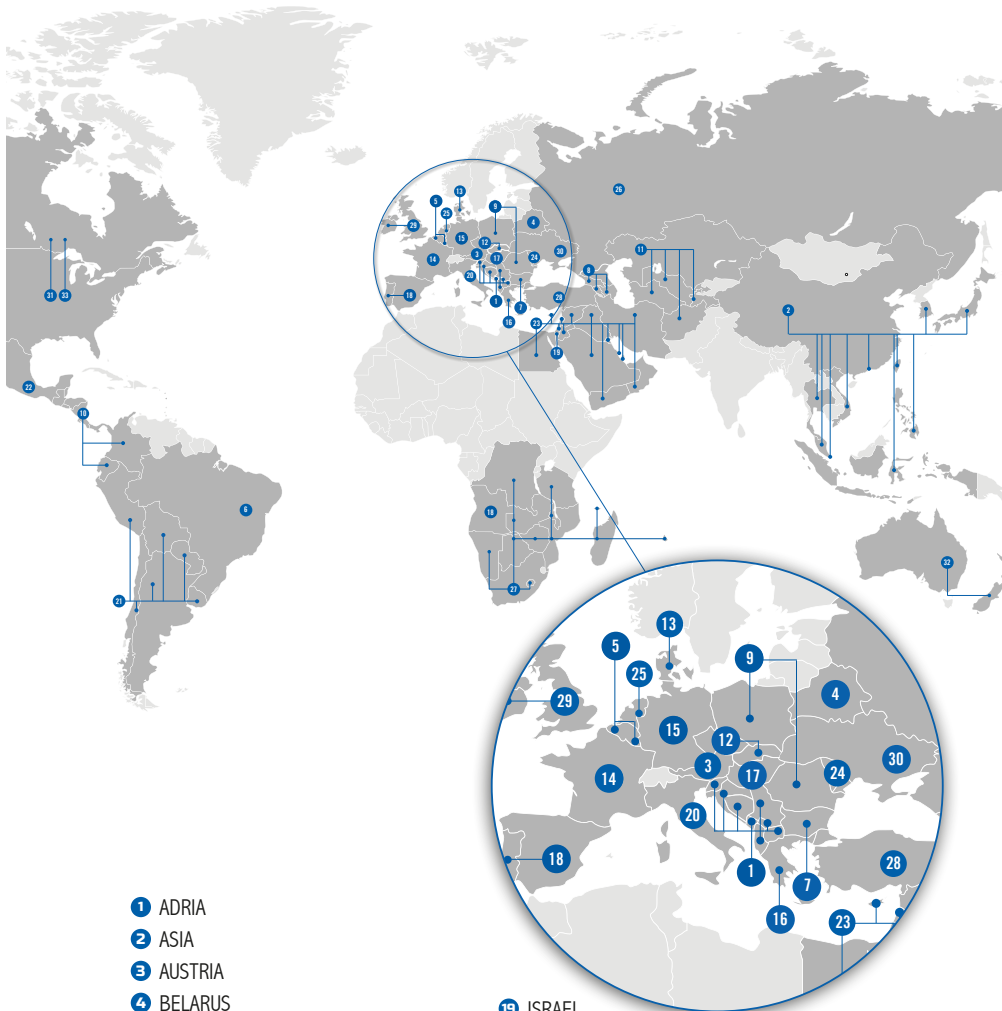
MAGAZINE Autumn 2022



[www.toptruck-international.com](http://www.toptruck-international.com)

# GROUPAUTO NETWORK MAP

THE NETWORK OF MULTISPECIALISTS FOR DISTRIBUTION OF SPARE PARTS AND SERVICES FOR PASSENGER CARS, LIGHT COMMERCIAL VANS, TRUCKS, AND TRAILERS.



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Autumn 2022

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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](mailto:groupauto@groupautointernational.com)

**PUBLISHER:** Holger Hellmich  
**COORDINATION:** Tini Labitzke  
**EDITOR:** Alex Stewart  
**LAYOUT DESIGN:** Comellink - [comellink.com](http://comellink.com)  
**LAYOUT:** Comellink - [comellink.com](http://comellink.com)  
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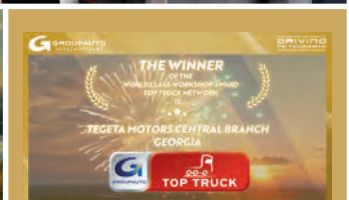
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## DRIVING TO TOMORROW

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### Looking forward

Increased opportunities for getting together are presenting us with new chances to learn and develop

This edition of TOP TRUCK magazine is extremely future-orientated. The lessons of the last few years, combined with the fact that we operate in a very dynamic and evolving marketplace, have shown us the value of planning. It is impossible to plan for every contingency, but the network is taking steps to future-proof our offering. For example, we are reviewing both technological and legal changes in the marketplace and developing business strategies to address them as we emerge from what has been a very strange couple of years.

The lifting of pandemic restrictions has also allowed us to work more closely together. Although recent online events have been successful, there is no substitute for meeting face-to-face. Catching up in person, exchanging ideas, and presenting directly to colleagues is still the best way to conduct business. This is why it is great to see our networks in Belgium, Italy, and our featured member Spain getting together to speak with key partners. This interaction helps strengthen our network in many ways, including sharing of information, the generation of ideas, and the chance to raise awareness of our brand with workshops, suppliers, and customers.

Meanwhile, there are exciting developments across the TOP TRUCK family. Brazil is increasing its 'omnichannel' presence, France and Belgium are offering new technical training, and Germany has welcomed new team members to help the business drive sales and strengthen its relationship with suppliers. The United Kingdom has welcomed new members to the network, while Portugal is using incentivised marketing techniques to reach new customers.

In short, we are all working hard to leverage the opportunities afforded us by a return to pre-pandemic normality (for the most part). This puts the network in a strong position and reminds us that out of adversity sometimes the most engaging and powerful ideas can arise.

The entire GROUPAUTO International team wishes you a very successful end to 2022 and a bright start to 2023.

TOP TRUCK'S  
EVOLUTION

GROUPAUTO

# REFERENCED SUPPLIERS

ACPS AUTOMOTIVE			bilstein <sup>group</sup> <sup>®</sup>  	
				
		Delphi Technologies	<b>GROUPAUTO REFERENCED SUPPLIERS</b>	
				
				
HaynesPro <sup>®</sup>				
				
				
				
				
				
				

# MEMBER NEWS



## BELGIUM (5 GARAGES)

### Meeting 2022

Belgium TOP TRUCK members were present at the TOP TRUCK meeting on April 6th in the Netherlands. The most significant priority is to grow the network, as there are still not enough members to compete effectively with branded dealers. The key, therefore, in the last quarter of 2022 is to find a manager who can oversee this process so that the network can be at full strength for 2023.

### Transport Repair Centre Open Day

TOP TRUCK member TRC from Belgium held an open day on Saturday, May 21st. TRC has been in a new location since December 2021. They have worked hard to get the workshop and offices in order, and they proudly showed the results during the open day. It is a great building, with a lot of potential and possibilities, and TRC are doing a great job at making it work. It is also hoped that a training facility can be created at this location for Belgian members. This is because opportunities for high level training for mechanics in Belgium are hard to come by, and, together with TRC, the network would like to increase these.



### TOP TRUCK Kart Cup

The first edition of Kart Cup Belgium took place on Thursday June 30th. TOP TRUCK and Beneparts organized the Kart Cup at one of the most beautiful outdoor kart tracks in the region, Karting Genk, 'the home of champions'. Thirty-eight racing teams, consisting of four people, took part in a 100-mile race. The rain was pouring down and it made for a spectacular sight for spectators and drivers. They also enjoyed a delicious, fully-catered barbecue.

The network can look back on a great evening full of excitement and fun, but especially fun, and thanks must go to members and Beneparts for the wonderful day. The network would also like to thank our sponsors for their contribution.



## THE NETHERLANDS (54 GARAGES)



### Meeting 2022

On Wednesday April 6th, the first meeting since October 2021 was held at Residence Rhenen. Due to pandemic measures, it has taken a while for the network to meet in person again. A lot has been achieved together in recent years and there is much of which to be proud. During the meeting, the future of TOP TRUCK was discussed. A lot is changing in the market, and the network must adapt to that using its cooperative strategy. After a presentation about the different formulas, the event concluded with a delicious dinner.

### Screening the TOP TRUCK network

One of the things the network must do to be prepared for the future is getting its workshops ready. For this reason, screening has begun across the TOP TRUCK network. This is part of the next step towards professionalization and quality. This will also become part of the new policy and guidelines.

This screening forms the basis for every TOP TRUCK participant, both for existing and new members. In collaboration with ASE, there has been a careful examination of what constitutes a good service provider, considering, for example, business operations, appearance, personnel, quality, and safety.

### Guest lecture

In May and June, the network gave guest lectures at 6 different VMBO-T schools. Held in collaboration with Explora/Texa, the aim of these was to give students an idea of what it means to work in truck technology, which included a full explanation of the network and plenty of photographic and video material. The lectures finished with a quiz, where students could win a small prize. Everyone who attended received information about the network and a goodie bag, as well as a 100% guarantee of work if they are

excited and motivated! There is also the opportunity to do an internship at a local TOP TRUCK location. Students and teachers were very excited.

The aim is to continue giving such lectures next school year. The network wants to contribute positively to job creation and help find good mechanics for the business, a lack of whom impacts negatively on the delivery of good quality service.

### Transport Compleet Hardenberg

After three years, the Transport Compleet fair could finally take place again in Hardenberg. It is a trade fair where the transport industry comes together. Network members from the region had the opportunity to speak to their customers personally again, while enjoying a snack and a drink. Everyone also had the chance to set a record time on a race simulator. It was great to meet and speak to members and their customers.

### TOP TRUCK Kart Cup

After the summer break, there was a great start with the annual TOP TRUCK Kart Cup. Forty-one teams took part, from TOP TRUCK members, G-TRUCK members, and Fleetmaster partners, as well as some parts suppliers. It was a great evening with hard and fearless racing.





## BRAZIL (126 GARAGES)

# EXPANSION AIMING AT OMNICHANNEL SUCCESS

**GROUPAUTO Brazil** has started the second quarter with excellent results. Besides surpassing the milestone of two thousand physical points of sale throughout the country, thus establishing itself as the biggest auto parts network in Brazil, PitStop TOP TRUCK is also moving forward with the implementation of its omnichannel strategy, optimizing and standardizing the end consumer's experience in all sales channels of its associated stores.

To begin with, an increasing number of heavy commercial vehicles line members are using the PitStop Sales Portal. This is a marketplace platform developed by the company which, besides being a complete and ready-to-use solution for members at no extra cost, also brings a competitive advantage by integrating the stock of the physical point-of-sale with that of the auto parts suppliers. This extends the product offering and strengthens the store's sales flow.

PitStop TOP TRUCK not only wants to facilitate and bring digital transformation to all its stores. It also wants to support entrepreneurs in developing their business by offering the end consumer the same service and experience physically or digitally.

"Our purpose is to plan and operate strategically in 360°, providing our associates in Brazil with technology, consulting, and training, so that the customer can easily find what they need at all points of contact with PitStop", says Paulo Fabiano Navi, director of GROUPAUTO Brazil Rede PitStop and Digital Channels.

"As well as having a good experience in the Sales Portal, finding product availability, easily identifying the parts, and making payment in a practical way, consumers should have the same experience at a physical point-of-sale. In other words, they need to find a clean and pleasant environment with clear signs for where they can quickly pick up the part and, if they want, buy additional items with the same agility they had online," says Fábio Moretti, national Operations manager at PitStop TOP TRUCK.

Omnichannel delivery at PitStop TOP TRUCK breaks down in three, key ways.

**Online sales:** facilitates the digital transformation of associated stores with a ready-to-use e-commerce platform and features that optimize the repair shop, end-consumer experience.

**Physical stores:** brings improvements to the physical environment of heavy commercial vehicles points of sale, with adaptations designed to increase consumer well-being and business margins.

**Delivery:** delivery options have been expanded with e-commerce, via click-and-collect at the selected address or the ability to buy online and pick up at the physical store.

## OMNICHANNELITY AT PITSTOP TOP TRUCK

*Facilitates the digital transformation of associated stores with a ready-to-use marketplace platform and features that optimize the repair shop/end consumer experience.*






**FRANCE (206 GARAGES)**

## TOP TRUCK CHALLENGE

The HV trading group of AAG (Alliance Automotive Group) G-TRUCK is organizing a challenge from March to December 2022 which will drive interest in its TOP TRUCK repair networks, as well as the G-TRUCK/TOP TRUCK Coordinators or Sales Representatives.

The AIR TRUCK CHALLENGE 2022 aims to stimulate commercial growth and increase the turnover of the 103 PL TOP TRUCK workshops. It will also unite TOP TRUCK network around a trip, scheduled for March 2023.

Based on commercial performance, 90 participants will take their place for five days and four nights in Europe at a destination that is still a secret. It will be revealed as the AIR TRUCK CHALLENGE progresses.

Throughout the Challenge, the Truck Sales Team will be on hand to support Distributors and Garages as they attempt to conquer the AIR TRUCK CHALLENGE.



## THE NAPA TRUCK OFFER



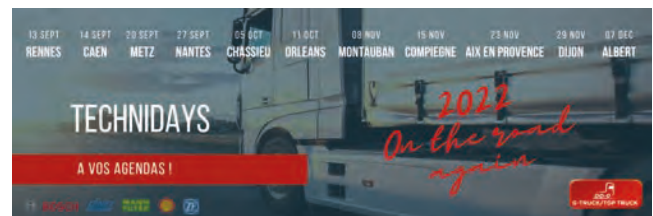
NAPA is continuing to expand its range. AAG France occupies an undisputed, leading position in the truck market, with the two networks G-TRUCK and MP TRUCK accounting for more than 220 points of sale. This position requires innovation to develop and

support the market. That is the reason why the private label NAPA has been launched in the truck market. NAPA made a remarkable start with its truck batteries, which was the first range launched by the brand in the heavyweight market. There are many more to come!



## TECHNIDAYS 2022

The AAG truck distribution and repair networks are launching a training plan to strengthen the expertise of technicians and sales representatives. G-Truck/TOP TRUCK and MP TRUCK want to develop the technical and commercial skills of their multi-brand workshops by launching a partnership with five premium equipment manufacturers: BOSCH, SHELL, MANN FILTER, DINEX, and ZF. Technidays 2022, on the theme of the emission standard Euro 6, will take place from September to December.



On the event program are various items, including meeting equipment manufacturers, learning new technologies, and improving Euro 6 performance with the following products: filtration, oils and lubricants, DENOC cases, NOX sensors, and clutches.

Since its launch in 2017, Technidays has already tackled the subjects of Euro 6, braking, ground contact, and safety. This year, Technidays starts with 18 dates across France, with the aim of training nearly 500 people.





## GERMANY (114 GARAGES)

### SET FOR GROWTH



Caption: Markus Pompe, Mathäus Sled, Martin Völling, Agnes Anna Blasek, Samantha Böhnke, Olaf Bruno, Dirk Wittenberg and Holger Schirge (from left to right)

The team at the COPARTS System Headquarters has been reinforced. With six new employees joining at the same time, COPARTS is sending a clear signal of stability and growth. Olaf Bruno is the new Head of Systems Cars/Commercial Vehicles. Holger Schirge is the new Head of the Purchasing Department. The System Partner Management, Purchasing, Workshop Equipment, and Accounts departments have also been expanded. This has seen Agnes Anna Blasek (System Partner Management), Samantha Böhnke (Accounts) and Markus Pompe (Workshop Equipment) strengthening the team at System Headquarters. In addition, the Purchasing team has been supported by Mathäus Sled since February 2022.

“We are pleased to have recruited such experienced sector experts for our team,” said Martin Völling, authorised representative and Commercial Manager of COPARTS. “Together with our new colleagues, we want to continue consistently on our path of digitisation, automation, and building up a data portal to allow efficient data exchange with COPARTS wholesalers and our suppliers,” added COPARTS Managing Director Dirk Wittenberg.

#### NEW SYSTEMS MANAGER

COPARTS is consistently focussing on its growth and is reinforcing its team in almost all departments of its Essen System Headquarters. Olaf Bruno has held the position of System Manager since July 2022. He will be further developing the system contents, in dialogue with the COPARTS wholesalers. “Our common target is the continued modernisation of our range for our system partners. This is a permanent process, which we will be working on together with COPARTS wholesalers,” said Bruno. The main focal points will be digitising processes

and marketing support for connected system partners.

The 56-year-old can already look back on extensive experience in the sector. He spent the last 18 years working for WM Vehicle Parts and was most recently employed as the Area Manager for Sales and Customer Concepts. As a trained vehicle electrician, he also brings with him the practical pre-conditions for a dialogue with workshops and retail partners on an equal basis.

#### NEW HEAD OF PURCHASING

Holger Schirge has already been the Head of the Purchasing Department since April 2022. The 55-year-old father has worked in areas such as product management and as the Head of Central Purchasing and Product Management at companies including COPARTS competitor Carat. Most recently, he spent six years at ELVIS AG (European Cargo Association International Freight Forwarders) as the Head of Purchasing, where his responsibilities included central purchasing for the web shop. “Trust, commitment, transparency, partnership: my role is all about building up long-term supplier relationships,” says Schirge. One further focus is also on the continuous development of the commercial vehicles department.



Olaf Bruno



Holger Schirge



## ITALY (185 GARAGES)

### Event mode

Since before the pandemic, spring and early summer have always been the perfect time for exhibitions, fairs, and events. This year, thanks to fewer restrictions, the ice was broken with the Transpotec&Logitec exhibition, held in Milan from May 12th to the 15th. With a stand in a very busy area in the AfterMarket village, TOP TRUCK Italy management held a lot of meetings with customer, suppliers, and garages, some new and some already consolidated.

The stand was also a meeting point for Italian G-Truck members from all over Italy, who were able to attend and organize meeting.

The exhibition format, unique in Italy, is innovative and well-structured and it attracts many visitors from all over Europe. Novelties and vehicles previews, solutions, truck and light vehicles test drives, conferences, special projects for target audiences, training and moments of professional and playful aggregation for the reference community and decorated trucks gatherings were some of the many attractions of the event. Once again being exhibitors gave TOP TRUCK the possibility to continue to promote the network, support innovation, and influence trends and to consolidate relations with buyers and trade operators.



During the weekend of May 21st-22nd, the VII° TOP TRUCK meeting was held in Gabicce Mare. More than 250 people from the TOP TRUCK garage network gathered for the annual conference. The event format is well consolidated: a business meeting, a convivial dinner, and the next day participation at the truck races at the Misano circuit to support a TOP TRUCK sponsored vehicle. Many topics were discussed during the meeting: from technological services offered to workshops to new projects, from improvements to existing agreements to new business opportunities. Great importance was given to international projects too. Belonging to an international group is certainly one of the winning elements of the network and this year, the guest speaker was Robert Stevens, Director of Workshop Networks and Technology at GROUPAUTO International. He spoke about the importance of the Italian network and, in addition to announcing some international projects that will also involve Italy, he acknowledged the excellence of Italian workshops.



During 2021 GAI classified and awarded the workshops that have distinguished themselves worldwide according to five different categories and for four of these, four Italian workshops climbed to the top steps of the podium! This recognition of the commitment and performance of Italian workshops is a stimulus to continue to improve.

On Sunday morning, participants attired in red TOP TRUCK shirts and caps observed technicians at work, chatted with the truck drivers inside the paddock, and then watched the Goodyear FIA European Truck Racing Championship.

Shortly after Misano, the 29th edition of Autopromotec, an event dedicated to automotive equipment and aftermarket products, took place in Bologna from May 25th-28th. TOP TRUCK Italy found its place on the GROUPAUTO Italia stand. This area offered a large showcase for specific products and services for each individual segment of the market, and an important meeting area to explore and discuss the company's developments with customers and suppliers from across the world. For TOP TRUCK it was another great opportunity to meet and exchange views with leading market players.

At the beginning of July, on the 6th-7th, TOP TRUCK Italy sponsored One Day Truck & Logistics. This is a unique event that involves the transport and logistics supply chain in a large one-day congress review. It is a full-day conference session, animated by exhibition spaces and opportunities to network. The event's goal is to provide an updated picture of the sector's trends, with insights on market, technology, legislation, and politics.





## PORTUGAL (21 GARAGES)

### Promotional campaign

As one of the most important strategies to reinforce brand awareness, loyalty, engagement, and sales, a new promotional campaign has been launched this summer by TOP TRUCK Portugal. Considering the needs of end consumers, and campaigns run by competitors, TOP



TRUCK Portugal launched the TOP TRUCK Maintenance Campaign, with 20% discounts for oil filter changes, engine oil changes, and check-ups.

It is worth mentioning that the campaign that offers TOP TRUCK's collectible gifts in interventions equal to or greater than €400 remains active. Gifts are renewed monthly.



## RUSSIA (14 GARAGES)

### BEST GARAGE 2022

This year's 'Best Garage 2022' contest has been successfully completed, with the National Final held on August 22nd. This year, the contest was held online. The contest's fans and representatives from spare parts manufacturers joined the GROUPAUTO Russia broadcast to hear the names of the best specialists live.

This year, 330 professionals made it to the National Final: 51 teams from six Russian regions (90 managers, 93 master consultants, 84 mechanics, and 63 diagnosticians) all sought to prove they are the best specialists of Russia.

The Official Partners of the contest were BARDAHL and VALEO. The Official Sponsors were LYNXauto, NTN-SNR, SIDEM and PARTRA.

The final was opened by PARTA's technical specialist Ildar Sadykov, and the manager of the 'Best Garage 2022' project, Pavel Turovsky. They congratulated the participants on reaching the finals and wished them strength and luck in the competition. And they would need it: difficult tests and personal interviews with the jury awaited the participants.

Ten finalists in each category reached the semi-final. Only three made it through to each final. They were evaluated by the strict jury, comprised of representatives of the Group's Suppliers, GROUPAUTO Academy technical trainers, EVERYCAR network development specialists, and the owners of successful garages.

By the end of the day, the participants who won 1st, 2nd, and 3rd places connected to the live broadcast to share their emotions with the host and the audience. Some 874 people were watching the broadcast by the beginning of the results' announcement. Most winners had been waiting for the results at their workplaces, so they shared the joy of victory with their teams.

What does it take to win? Based on the finalists' answers, the network has picked out the keys to their successful work: strong and close-knit teams, constant and advanced training, and a lot of practice at work, where all that knowledge can be immediately applied.

During the prize-giving ceremony, the winners were congratulated by the specialists of the GROUPAUTO Russia Partners and Sponsors: Artem Berezing from VALEO, Andrey Babushkin from Lynxauto, Pavel Sorochinsky from NTN-SNR, Arek Kowol from SIDEM, and Ildar Sadykov from PARTRA. The final was then closed by Eduard Aramyan, the General Director of GROUPAUTO Russia.

In autumn, GROUPAUTO Russia will hold its online Conference, where experts will analyse the contest results and the questions that participants had after completing the tasks.



## SPAIN (128 GARAGES)

The Motortec meeting provided a much-needed opportunity to conduct fact-to-face meetings and present a Profitability Action Plan to the whole TOP TRUCK network in Spain and Portugal. Find out more in our Featured Member article.



## UNITED KINGDOM (50 GARAGES)

### BIGGER AND BETTER

In 2022, TOP TRUCK UK has continued to expand its national coverage and strengthen its repair services and recovery network. With the addition of four new members, TOP TRUCK UK now supports 55 workshops nationwide.

The latest members to join the garage network are RJB Commercials in Saffron Waldron, Dean Transport 94 Ltd in Belvedere, Boleyn Recovery & Fleet Services Ltd in Barking, and Hydra Vac Ltd in Bridgend.

TOP TRUCK was thrilled to welcome members old and new to the highly anticipated Garage Show 2022, the biggest event of the year for TOP TRUCK workshops, on Friday October 7th. This must-see event included a TOP TRUCK conference, technical seminars for all workshops to attend, and a dedicated Commercial Vehicle Zone where top CV parts suppliers were in attendance, including Knorr-Bremse, WABCO, Bosch, Milwaukee, and the new NAPA Truck.

TOP TRUCK Manager Maria McCullough presented an update to the network on the progress made since the beginning of the year, including seven new training courses added for the network, as well as updates on the pending GROUPAUTO International Amazon contracts.



The network also had presentations from Lunaz, on an exciting opportunity involving their EV Cabs, as well as a presentation from 24/7 GROUPAUTO International's European breakdown service. The evening was rounded off with a gala dinner and awards.

NAPA Truck is the group's private label truck parts brand launched in February 2022. In August, NAPA Truck raced at the Convoy in the Park Festival, where the blue and yellow MAN TGS drew crowds of spectators. The brand is growing at a rapid rate and has already launched several product ranges. This includes batteries, water pumps, oil and lubricants, and King Pin kits, with many others in the pipeline. NAPA Truck knows the value of keeping fleets moving.



# INDUSTRY NEWS

## ENVIRONMENT

### RIGHT TO POLLUTE: UP TO 50 € PER TONNE

From 2025, carriers within the European Union will have to have a right to pollute. This right is obtained by buying or trading carbon quotas, the price of which cannot exceed 50 euros per tonne. This is the result of a vote by the European Parliament. It was held within the framework of a major revision of the texts of the climate package, intended to accentuate the fight against global warming in the EU.



## FRANCE

### AID UP TO 50 000 € FOR ELECTRIC RETROFIT

The French Ministry of Ecological Transition announces an electric retrofit bonus for trucks. It is aimed at carriers and rental companies with the aim of accelerating their energy transition. "The amount of the aid amounts to 40% of the cost of the transformation of the vehicle (with thermal engine) within the limit of 50,000 euros", specifies the ministry. This bonus was previously reserved for passenger cars, LCVs or two-three-wheelers.



## TOLL

### ADOPTION OF THE NEW EUROVIGNETTE: THE EU EASES THE RULES FOR TRUCK TOLLS

The European Union succeeded in agreeing on the heavy goods vehicle toll system that the States will be able to apply. It allows for an à la carte system that is much less restrictive than what the Commission initially wanted. The principle of the kilometer charge – considered the most consistent with the polluter-pays principle – should be generalized by 2030 on the trans-European network. It thus forces Romania, Bulgaria, Sweden, Denmark, the Netherlands, Luxembourg, Latvia and Lithuania to abandon the sticker on the main roads.

This limitation allows the States to maintain combined pricing (distance and duration) as well as a time-based system in sparsely populated areas and on certain sections. In addition, a Member State may apply a congestion charge in certain areas.



## FORD

### THE FASTEST VAN IN THE WORLD

At the last Goodwood Motor Festival (United Kingdom), Ford presented an improbable van. Equipped with four electric motors and a 50 kWh liquid-cooled battery, the Ford Pro Electric Supervan boasted an exceptional power of... 2000 hp. This makes it the most powerful and fastest van in the world. The 0 to 100 km/h was indeed reached in less than 2 seconds, a performance worthy of hyper-cars like Koenigsegg, Pininfarina or Bugatti.

## HYDROGEN

**VOLVOTRUCKS TESTES H<sub>2</sub>O TRUCK**

Volvo Trucks presented a model of semi-trailer tractor unit equipped with a fuel cell and capable of having a range of up to 1,000 km. The Swedish company has not yet communicated a production start date, but the first test vehicles are already on the road. The prototype is based on the FH Electric, that its autonomy is similar to the diesel version and that it has two fuel cells capable of generating 300 kW, exactly like the GenH2 therefore, and that the total mass should be 65 tonnes.



## RECORD

**DAF CF ELECTRIC CLIMBS EUROPE'S TOUGHEST MOUNTAIN PASS**

A 26-tonnes Daf CF Electric with a GVW has become the first all-electric truck to master Austria's highest mountain pass, the Grossglockner Alpine Road, which is 48 kilometers long, has 36 switchbacks, and slopes of 12%. Thanks to intelligent planning and intermediate charging, this truck can travel up to 500 km a day behind the wheel of the CF Electric.



## CONTEST

**UNIMOG AND ZETROS NAMED "OFF-ROAD VEHICLE OF THE YEAR 2022"**

The readers of OFF ROAD magazine voted the Unimog as the Zetros in their category in the respective vote for "Off-Road of the Year 2022". This year, nearly 40,000 readers cast their votes among 167 vehicles. In the category of special vehicles, the Unimog was named winner for the 18th time in a row with 43.9% of the vote. In the passenger vehicle category, readers voted the Mercedes-Benz Zetros in first place.



## HYDROGEN

**DAIMLER TRUCK IS TESTING A FUEL CELL TRUCK WITH LIQUID HYDROGEN**

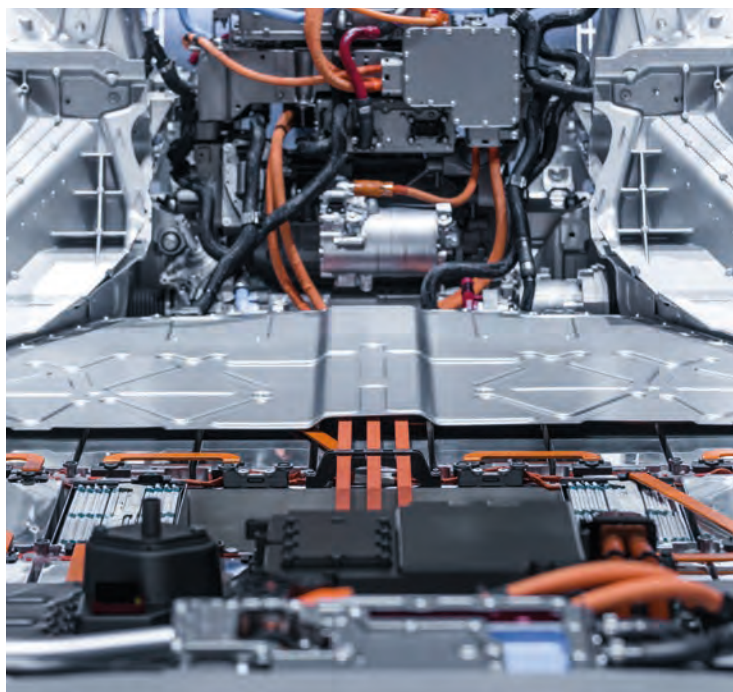
Since last year, a Mercedes-Benz GenH2 Truck fuel cell prototype has been undergoing intensive testing, both on the in-house test track and on public roads. Daimler Truck favors liquid hydrogen in the development of hydrogen engines. The energy carrier has a density relative to volume that is significantly greater than that of hydrogen gas. As a result, more hydrogen can be transported, significantly increasing range and achieving performance comparable to that of a conventional diesel truck. The development goal of the GenH2 truck is to achieve a range of 1,000 kilometers or more. During the refueling process, cryogenic liquid hydrogen at minus 253 degrees Celsius is poured into two 40 kg tanks mounted on either side of the chassis. Thanks to the particularly good insulation of the vehicle tanks, the hydrogen can be kept at temperature for a sufficiently long period without active cooling.



## INDUSTRY

**MAN BUILDS BATTERY FACTORY IN NUREMBERG**

The manufacturer launches large-scale production of batteries for electric trucks and buses at the Nuremberg site. Man Trucks & Bus has invested around 100 million euros in this plant over the next five years. Production capacities will be expanded to more than 100,000 batteries per year. Investments in the development of battery production will secure 350 jobs in the promising future.



## EV INFRASTRUCTURE

**DAIMLER TRUCK, TRATON AND VOLVO LAUNCH THEIR JOINT VENTURE FOR THEIR CHARGING NETWORK**

The manufacturers Daimler Truck, Traton and Volvo have finalized the formation of their joint venture in the field of charging infrastructures in Europe. At least 1,700 terminals on and near highways and in logistics platforms in Europe will be built. The parties agree to invest a total of €500 million, which is expected to be by far the largest investment in charging infrastructure in the heavy goods vehicle sector in Europe to date.





## THE DEPLOYMENT OF AUTONOMOUS VEHICLES CONTINUES

In the United States, it is the turn of the State of Oklahoma to ratify, with the support of the American Senate, a bill authorizing the circulation of autonomous vehicles on open roads. Oklahoma has become the 30th state in the United States to legislate in favor of autonomous vehicles. At the federal level, a major step forward was also made with the adoption in March 2022 of regulations removing the obligation for manufacturers of automated vehicles to equip autonomous vehicles with manual driving (steering wheel/pedals). Earlier this year, the UN also marked a milestone by amending the Vienna Convention on Road Traffic to allow driverless vehicles.



### AWARD

## DAF XD SERIES IS THE NEW 'INTERNATIONAL TRUCK OF THE YEAR 2023'

The new generation DAF XD series was awarded 'International Truck of the Year 2023' by a jury of 24 commercial vehicle editors and senior journalists, representing 24 major trucking magazines throughout Europe. Just last year, the New Generation DAF XF, XG and XG series for long haul and heavy transport was elected 'International Truck of the Year 2022'. Summing up the jury vote, International Truck of the Year Chairman Gianenrico Griffini commented: "With the introduction of the new XD series, DAF has delivered a state-of-the-art distribution truck that sets a new benchmark in its class. The truck range significantly improves direct and indirect vision thus safety, a key factor for distribution vehicles. Also, the vehicle's efficiency and driver comfort are introducing a new standard in this segment."



## ELECTRIC TRUCKS

## VOLVO TRUCKS INTRODUCES A NEW ALL-ELECTRIC AXLE THAT INCREASES RANGE

At the IAA show in Hanover, Germany, Volvo revealed new electric axle makes it possible to install more batteries, since it integrates the electric motor and the transmission in the rear axle. Increasing the number of batteries boosts range, providing an opportunity to electrify long-distance transport as well. In fuel cell electric trucks, which will come to market in the second half of the decade, the space freed up is convenient for integrating other components.



## DAIMLER TRUCK UNVEILS ITS FIRST ELECTRIC TRUCK WITH A CAPACITY OF 40 TONNES

The world leader in heavy goods vehicles Daimler Truck presented its first all-electric truck with a useful capacity of 40 tonnes overtaking its American competitor Tesla which is struggling to launch its own. A prototype of the "Mercedes-Benz" brand vehicle, known as the electric "eActros LongHaul", was presented at the German motorshow "IAA". The eActros, with a range of around 500 kilometers on a single battery charge, is expected to be ready for series production in 2024, according to a statement. The truck's batteries can be charged from 20 to 80% in series on a charging station of approximately one megawatt of power in less than 30 minutes.



## HYDROGEN TRUCKS

## RANGE OF UP TO 1 500 KM

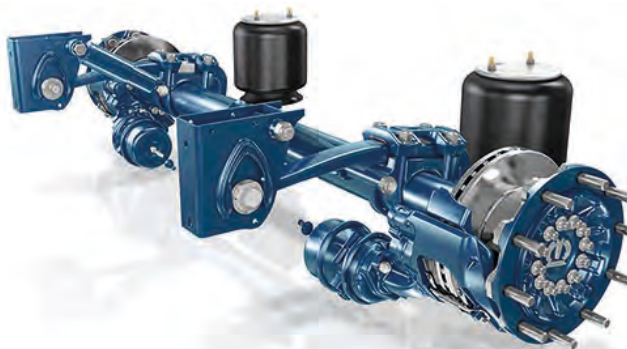
The German E-mobility specialist Quantron has presented a new hydrogen truck. Named QHM FCEV, this tractor-trailer is designed in partnership with Ballard Power Systems for long-haul hauling. With a range of up to 1500 km, the truck is equipped with two FCmove-XD fuel cells with a power of 120 kW respectively supplied by Ballard and an eGen Power 130D integrated axle manufactured by Allison Transmission.



## TRAILER

**KRONE PRESENTS THE ETRAILER PROTOTYPE**

The German trailer company Krone has demonstrated its electric axle eTrailer technology co-developed with the start-up Trailer Dynamics which drives the semi-trailer and recovers braking energy to power the integrated batteries. According to the German bodybuilder, the system, which is compatible with any tractor on a plug-in hybrid model, offers a range of 500 km and reduces CO2 emissions by 20%.

**EXTENDED TRAILER TO REDUCE CONSUMPTION**

At the IAA, German coachbuilder Fliegl has exhibited extended and lightened trailers. The X-tra Long Efficiency tarpaulin model, increased by 1.48m compared to standard trailers, offers 9% more loading volume. The SDS 390 X-tra Long model with sliding floor can load 11m<sup>3</sup> of additional goods, i.e. 101m<sup>3</sup> in total.

## OEM

**NEW GEAR BOX FROM ZF**

The German OEM ZF revealed CeTrax 2, a new integrated and modular electric transmission for heavy-duty vehicles. This new system combines an optimal power-to-weight ratio with a perfectly integrated and compact design. This enables continuous high power of 360 kW and improved efficiency through gear changes. This system also incorporates advanced technologies, such as a hairpin stator structure, an innovative cooling system and a silicon carbide-based inverter, inspired by ZF's expertise in passenger vehicles. Series production will be launched next year in collaboration with an international manufacturer.

**FAURECIA: STORAGE FOR LIQUID HYDROGEN**

Faurecia revealed its cryogenic hydrogen storage solution. By taking advantage of the high energy density provided by liquid hydrogen, the equipment manufacturer has developed a very compact solution which makes it possible to store the same quantity of hydrogen for a volume reduced by 40%. What facilitate the integration of this device in the vehicle while maximizing the amount of hydrogen that can be on board. This hydrogen storage technology is intended to be suitable for intensive use cases and allows a range of around 1,000 km to be achieved.

**SONO MOTORS: SOLAR PANELS FOR REFRIGERATED TRUCK**

The German start up Sono Motors and the French coachbuilder Chereau will build a first trailer with solar panels for refrigerated truck. Sono Motors will equip the roof and sides of a Chéreau trailer with 54 photovoltaic modules. The high-efficiency automotive solar modules cover an area of 58.9 m<sup>2</sup> and deliver up to 9.8 kWh of energy in total peak power. It offers the possibility of saving approximately 3,416 liters of fuel per year (up to 8,475 liters under optimal conditions). This will reduce, according to the calculations of the two companies, local CO2 emissions by nearly 9 tonnes per year and per vehicle compared to refrigerated diesel trailers.



# FEATURED MEMBER

SPAIN

## MOTORTEC MEETING



Motortec saw TOP TRUCK presenting a comprehensive plan to improve the profitability of its more than 130 network workshops. The network, specialising in V.I. and promoted by GAUIb, brought together all 130 workshops from across Spain and Portugal for a face-to-face meeting. After the hiatus caused by the pandemic, this was a good opportunity to present a comprehensive plan to their garages, aimed at improving the profitability of their businesses. The plan includes innovative technological solutions to optimize the efficiency of processes, a package of services for the capture and loyalty of fleets, and a technical training plan, virtual and face-to-face, tailored to the current and future needs of the repairer. There was also a new proposal for commercial and management training.

This meeting was the first time in two years the network could assemble all TOP TRUCK garages together, face-to-face. During this period, a further 30 garages have been incorporated into the brand, which specialises in the maintenance and repair of industrial vehicles. This brings the total number of garages in the network to more than 130 across Spain and Portugal. The spare parts distribution group, for its part, has added four new industrial partners (Recambios Industriales Albacete, Hermua Recambios, SGP Global Parts and Global Parts Ibérica), and their candidate workshops (to join the network) also attended the Motortec meeting.

During the meeting, TOP TRUCK managers explained in detail their comprehensive proposal of services to improve the profitability of their workshops. Firstly, there will be a service package for fleets, with centralised invoicing developed by the network.

“With the services this incorporates, and the power of the R&M technological solution developed by GROUPAUTO Unión Ibérica, we can bring the business of fleets and assistance companies closer to TOP TRUCK workshops than ever before”, explained Jesús Cámara, General Coordinator of the network.

In addition, a training proposal designed to solve the current needs of repair professionals will be added to the fleet service package. “In the end, technical training must help the repairer to generate competitive advantages over other competitors

by diagnosing and repairing any technology more efficiently. Therefore, our new proposal not only significantly improves the existing online training program but also incorporates new locations that bring face-to-face training closer to the workshops, which is still in high demand”, added Mr. Cámara.

TOP TRUCK’s proposal to improve the profitability of its affiliated workshops is completed by the establishment of a goal called ‘Profitable Workshop’. Under this, network repairers will follow a new commercial and management training plan called ‘Mastertruck’.

After the meeting, workshops visited the fair, taking a tour of the stands of all the group’s suppliers and the GROUPAUTO stand itself, a stop that included a food truck enabled by the network.



# IN THE SPOTLIGHT

Author : Robert Stevens, Director of Garage Networks & Technology

## 2022 WORLD CLASS WORKSHOP AWARDS



The 2022 World-Class Workshop Award winners were announced at the GROUPAUTO Congress in Tenerife in mid-October. As in 2021, the Network Managers submitted nominations and provided supporting information to help GROUPAUTO International select the winners in each category.

We were pleased to receive an even broader response than last year with 90 nominations received from the various national networks. After reviewing the nominations, GROUPAUTO International selected the 3rd Place, 2nd Place, and the Winner for each category. For TOP TRUCK, the Category Winners were selected from more than 1000 TOP TRUCK workshops in 17 Countries.

In 2021, GROUPAUTO International launched the World Class Workshop Awards. This award was created to recognize outstanding workshops in our EUROGARAGE and TOP TRUCK networks. We are very proud to announce the latest winners of the 2022 World Class Workshop Awards for TOP TRUCK. To determine the winner, we contacted the various Network Managers from our international networks and asked them to nominate workshops in five categories.

Below are the 2022 TOP TRUCK Category Winners and Placeholders. These workshops excelled in one of the five individual categories: Branding, Marketing, Customer Service, Fleet Service, and Performance.

The categories included:

- World Class Branding
- World Class Marketing
- World Class Customer Service
- World Class Fleet Service
- World Class Performance



Congratulations to the TOP TRUCK Category Winners and Placeholders!

TOP TRUCK	Branding	Marketing	Customer Service	Fleet Service	Performance
<b>Winner</b>	<b>Netherlands</b> Lumas Truck Service Bodegraven	<b>Germany</b> Michel Truckservice	<b>Spain</b> Revolsa	<b>Italy</b> Claudio Air Service	<b>Caucasus</b> TEGETA MOTORS Central Branch
<b>2nd Place</b>	<b>Spain</b> MP Trucks	<b>Caucasus</b> TEGETA MOTORS Central Branch	<b>Caucasus</b> TEGETA MOTORS Central Branch	<b>Caucasus</b> TEGETA MOTORS Central Branch	<b>Germany</b> Michel Truckservice
<b>3rd Place</b>	<b>United Kingdom</b> G & CA Lombardo	<b>Netherlands</b> Truck Support Venlo	<b>Germany</b> Michel Truckservice	<b>Germany</b> Michel Truckservice	<b>Spain</b> Hermanos Parada

GROUPAUTO International then selected the Winners and Placeholders for the top award of WORLD CLASS WORKSHOP 2022. To win this award, the workshop had to excel in all five individual categories.

Congratulations to the 2022 TOP TRUCK World Class Workshop Winner TEGETA MOTORS, Central Branch, Georgia (GROUPAUTO CAUCASUS), as well as the 2nd Place workshop MICHEL TRUCKSERVICE from GROUPAUTO Germany and the 3rd Place workshop LUMAS BODEGRAVEN from GROUPAUTO Netherlands!!

WORLD CLASS WORKSHOP	
<b>Winner</b>	<b>Caucasus</b> TEGETA MOTORS Central Branch
<b>2nd Place</b>	<b>Germany</b> Fa. Michel Truckservice
<b>3rd Place</b>	<b>Netherlands</b> Lumas Bodegraven

The purpose of the TOP TRUCK Network is to maximize the opportunity for aftermarket commercial vehicle workshops and to maximize the value of these workshops to commercial vehicle owners and fleet operators. We are working to accomplish this through Standardization, Integration, and Cooperation throughout the network. It is vital that we transition from being a collection of independent national networks to being a single international network. This is what will allow us to compete in the future.

The World Class Workshop awards not only recognize some of our outstanding workshops, but also provide us with a benchmark for what our international network can achieve.

Congratulations again to all the TOP TRUCK Winners and Placeholders for 2022, and we look forward to the 2023 World Class Workshop awards.





# READY FOR THE WINTER: BOSCH SERVICE PARTS FOR CV MAINTENANCE AND REPAIR

As a development partner to many manufacturers, Bosch is familiar with the requirements placed on systems, components and parts in CVs – even under extreme conditions.



## Bosch service parts for commercial vehicles

Every trucker and fleet operator knows that winter can be a tough time – for drivers, vehicles and dispatchers. That's why it's advisable to do a thorough check before the cold season sets in. The vehicle needs to be looked over and any worn parts that are in danger of failing must be exchanged. Some wearing parts should also be replaced as a precaution. Paying attention to quality, will save money in the medium term. Breaking down or taking risks in terms of safety are not acceptable solutions.

### RELIABLE BOSCH SERVICE PARTS FOR COMMERCIAL VEHICLES

At temperatures below zero, **windshield wipers** are particularly exposed. At night, for example, a cardboard can be placed between wiper and windshield to prevent the rubber from freezing to the windshield and being damaged. If they need to be replaced, Bosch

recommends to mount **Aerotwin** flat-blade wipers (500–750 mm length). These wipers feature an aerodynamic profile and the innovative Power Protection Plus wiper blade technology along with a particularly quiet and long-lasting performance. Another robust wiper blade is the hard-wearing **Twin** (400–1,000 mm length) with metal bracket system and triple corrosion protection.

Lack of charge and deep discharge of **batteries** are the most common reasons for failure in winter – even in profession-ally operated vehicles. The batteries are especially challenged when starting – among other things because of the viscous oil. Their condition should therefore be checked before the winter. Reliable power supply is provided by the powerful and durable **Bosch truck batteries TA, TE, T5, T4 and T3**. Light tests by official institutions on Europe's roads show a similar picture

every fall. Besides passenger cars sometimes also trucks are on the road with dangerously poor lighting. The function and correct setting of the **vehicle lights** should therefore be examined during the winter check. With the **Trucklight, Trucklight Maxlife, Xenon HID, Xenon GigaLight HID and Xenon White HID** product lines, Bosch offers durable and robust 24 V automotive bulbs for commercial vehicles.

The compressed air of the pneumatic systems in commercial vehicles must be dehumidified and cleaned of particles and oil mist. The beginning of the cold and wet season is the best time for the annual replacement of the **air dryer cartridge**. Frozen water in the compressed air can affect the function of the valves. The risk of corrosion in air reservoirs, valves and cylinders also increases.

**Cabin air filters** help prevent fogging of the windows and reduce deposits on the air conditioning system. This improves visibility and safety. The winter check is therefore the perfect opportunity to replace the cabin filter. Bosch recommends replacement every 120,000 km at the latest or once a year. In addition, the vehicle manufacturer's specifications must be observed.



Invented for life



**BOSCH**



**Ready for the winter**

with Bosch batteries, bulbs, filters  
and wiper blades



[boschaftermarket.com](http://boschaftermarket.com)



Long lasting  
**JOURNEYS**  
 begin here

**New technology for trucks.**

Brembo Prime pads and discs for commercial vehicles are designed to work together in harmony, with the same reliable in-house production as the original equipment components. Supreme quality replacements for DAF, IVECO, MAN, MERCEDES-BENZ, SCANIA, VOLVO, SAF-HOLLAND, SCHMITZ CARGOBULL and many others. Superior braking performance comes from perfect synergy.



- Superior performance**
- Long lasting durability**
- Exclusive solution**
- Full range**



[bremboparts.com](http://bremboparts.com)



## Back on truck: Brembo aftermarket expands its heavy-duty and lcv product offerings

New solutions for commercial vehicles and LCV

Brembo, the world industry-leading innovator of brake technology, introduces its newborn Aftermarket line of brake pads dedicated to heavy-duty vehicles. The company has also completed its replacement discs offer with new Co-Cast and Ring solutions and the introduction of an entirely new family of floating calipers and brackets for LCV (light commercial vehicles). Key to the development of this upgraded portfolio has been Brembo's technological know-how and deep experience as a renowned brake manufacturer in the top-quality Original Equipment market segment.



The new Brembo range of brake discs for commercial vehicles have some special characteristics in order to better respond to repetitive thermo-mechanical stress to which these vehicles are subjected. For example they are made by a special cast iron alloy, they have an exclusive pillar venting technology and a co-casting process. All this leads to greater heat dissipation, superior resistance to thermal cracking and a remarkable increase in the life of both the brake discs and pads, even in extreme conditions. Brembo's engineers and technicians also worked on a full range of brake pads dedicated to commercial vehicles. Thanks to an exclusive treatment, all the brake pads guarantee the perfect braking efficiency, avoiding the fading effect and providing a reduction of

braking distance during the running-in period. The entire range of discs and pads for trucks, coaches, busses, etc. is ECE-R90 homologated.

Light commercial vehicles are required to meet the highest standards of safety, reliability and integrity to last years in each and every environmental condition. To achieve this, all the components of the new family of floating calipers and brackets for LCV must be engineered to provide high-performance resistance and long-lasting durability on the road. Brembo's latest line of brake calipers guarantees extremely high-quality and reliability, ensuring better resistance to atmospheric corrosion through the design of seals that prevent infiltrations. This solution has been manufactured and tested in-house with the most advanced technologies, which allow Brembo's engineers to assess the performance and the reaction of the braking system under a huge range of different conditions.



Covering more than 95% of commercial vehicles in Europe, the new wide range of replacement parts includes 100 unique part numbers of new brake discs and 67 brake pads, as well as 86 brake calipers or brackets for LCV.

All these new products are now available for Europe, Middle-East and Africa in a special dedicated packaging.

TESTED AND TRUSTED ALL OVER EUROPE.



## THE RIGHT BATTERY TECHNOLOGY TO KEEP BUSES GOING.



In the course of the mobility shift, buses are playing an incredibly important role – not only in local public transport. During the last 10 years, more and more electronic devices as well as security and fuel saving systems have found their way into modern buses. In combination with shorter routes and more frequent schedules, the battery is used 24 hours a day, seven days a week. This calls for new technologies in energy supply, as regular batteries cannot keep up anymore.

Ensuring the reliability of their bus fleets and maintaining low operating costs have become key factors for public transportation companies – whether on urban, inner-city, or long-distance routes. The latest bus models incorporate technology that requires a greater reliance on batteries to supply increased electrical loads to operate components and accessories such as Wi-Fi, cameras, payment systems and air conditioning. Furthermore, ticketing machines and infotainment systems must be updated each night. These new electrical systems demand a much higher energy than traditional flooded batteries are able to provide as they are not designed for deep cycling – a capability only the VARTA Promotive AGM technology can provide.

Jan Snijders,  
Workshop manager,  
Connexion,  
Netherlands



### What makes the ProMotive AGM unique?

AGM stands for “Absorbent Glass Mat”. The glass mat fleece soaks up the acid in the battery like a sponge, providing the highest possible cyclic stability and extreme vibration resistance. Since there is no acid stratification, overall capacity loss is reduced to a minimum, resulting in a much longer life compared to conventional batteries.

A unique feature of VARTA AGM batteries is the patented PowerFrame® design. The VARTA ProMotive AGM is the first battery to use this special grid on both the positive and negative plates for optimum performance and excellent starting characteristics even at low charge levels.

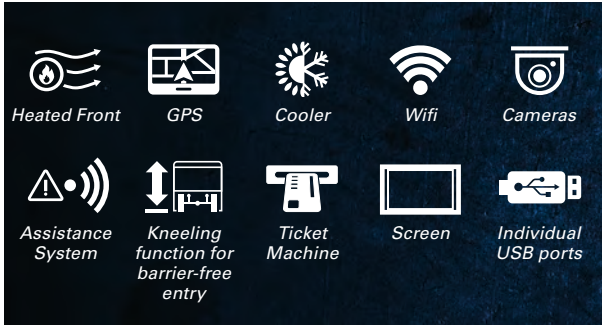
Due to the special design of the VARTA ProMotive AGM, up to 80% of the specified capacity can be utilized without significantly compromising cycle life, which is a key requirement for well-equipped buses. In comparison, the recommended depth of discharge (DOD) of a regular starter battery is 20%.

Cycle life is a crucial performance indicator in energy demanding applications. It defines how many times a battery can be discharged and recharged before it reaches its end of life. The VARTA ProMotive AGM can stand six times more cycles compared to conventional batteries. With its cycling stability and depth of discharge capabilities AGM is the perfect technology for buses that need to supply many electrical consumers around the clock. “The VARTA Promotive AGM meets all energy demands of today’s buses and still has a lot of free capacity available for additional consumers. It was designed to be absolutely future-proof” says Thorsten Werle, Engineering Design Lead Heavy Duty at Clarios EMEA.

### Smarter routes and accessibility features put additional strain on the battery

Public transport companies are planning their routes more effectively today. To provide as much mobility as possible to the customers more stops are added. Punctuality is another important factor. Even short delays can lead to customer dissatisfaction, penalties, and therefore high efforts for bus fleets. Shorter driving times save fuel, emissions, and noise, but for the battery this also means much shorter charging times. In addition, accessibility

features like “Kneeling”-mechanisms – air or hydraulic systems that allow the vehicle body to be lowered – need to be powered to help wheelchair users, passengers with strollers and people with reduced mobility board. This can lead to a negative charging balance with conventional batteries and therefore to battery breakdowns.



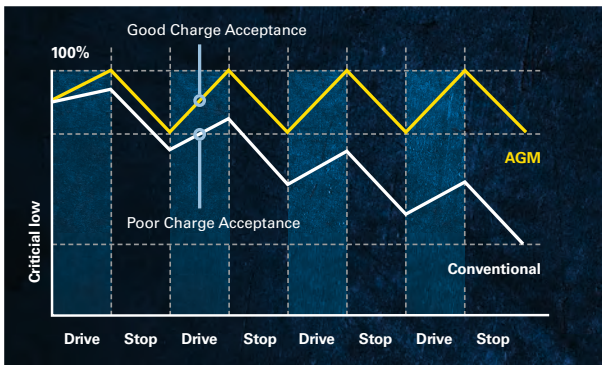
Individual comfort and safety features require powerful batteries

With the use of AGM technology and its much better charge acceptance, the energy balance is kept positive. Furthermore, AGM technology makes sure that the battery has a high state-of-charge at the end of the day which reduces additional recharging and cost.

### Saving fuel is hard work for the battery

Due to governmental regulations, commercial vehicle manufacturers in the EU must reduce their fleets’ CO2 emissions to 15% by 2025 and 30% by 2030. New energy saving functions are being installed to meet these regulations.

Fuel saving systems like passive boost, start-stop and eco-roll all provide some form of downtime for the engine. For instance, eco-roll is a function in vehicles with predictive cruise control which calculates fuel saving effects depending on the topography of the route. In areas with small declines the engine is running in idling mode to save fuel. The battery is not being charged during these periods. While the alternator is having a break, electrical devices like GPS, air conditioning, mirror cams, info screens and Wi-Fi continue to discharge the battery. Having to support electronic and electrical devices for improving driving efficiency, safety and comfort puts additional strain on the battery.



The AGM technology offers superior charge acceptance in comparison to regular batteries.

Here the charging capabilities play a major role. The VARTA Promotive AGM needs to be charged less overall and is recharging much faster as it provides a higher charge acceptance than conventional batteries.

“The battery became a weak spot in our modern buses at Connexion. However, standstill is not an option for us. The busses need to run reliably, and we do not have time to check the batteries regularly. With the VARTA AGM we now have peace of mind”, reports Jan Snijders, workshop manager at Connexion Bus in Rotterdam.

### AGM technology is ready for the future of public transportation

The integration of electric or hybrid buses to reduce pollution and noise emission in inner cities is increasing. And while propulsion is handled by a high-voltage-battery, these vehicles all rely on 24V batteries to power their electrical system.

In full-electric vehicles, 24V AGM batteries play a major role in regards to the functional safety by supplying the vehicle's electrical system. They secure functions like lights, brakes, steering and systems in the vehicle, even during an outage of the high-voltage-system. Charged 24V batteries are also mandatory for starting the electric power train.

Original equipment manufacturers have been working for a long time on developments in the area of full electric heavy commercial vehicles. The main focus of the OEs and the fleets is to get as much operating distance as possible from the electric power unit. That means that energy for safety and comfort functions will be provided by VARTA AGM technology.

### VARTA Fleet Program: direct contact to the manufacturer

The increasing complexity of modern buses represents a major challenge for public transport companies. To ensure that fleets are best equipped to cope with these, VARTA has not just developed a reliable, future-ready product in the form of the AGM battery, but also offers the corresponding service with its VARTA Fleet Program. This program’s main feature is that it offers fleet managers direct contact to the manufacturer.

By registering free of charge on the website [www.varta-partner-portal.com/en-GB/fleet-program](http://www.varta-partner-portal.com/en-GB/fleet-program), members will receive custom advice relating to their fleet, strategic purchase recommendations, support on battery management-related questions, analysis and optimization options for battery performance and a great deal more.

### Clarios UK Limited

Suite 5, Building 6, Croxley Park,  
Watford Herts WD18 8YH



[www.varta-partner-portal.com](http://www.varta-partner-portal.com)



for more information visit  
[delcoremy.com](http://delcoremy.com)

# DELCO REMY STARTERS AND ALTERNATORS NOW AVAILABLE IN EMEA



**Delphi**  
Technologies

Delco Remy starters and alternators are now available for off-highway applications and some popular Mercedes trucks.

The portfolio growth is matched with supply chain growth by utilising the BorgWarner warehouse in Poland to best serve European customers.

Leveraging the groups OEM and aftermarket strengths to introduce new starter and alternator products to EMEA via the world leading team that brings the Delphi Technologies brand and support to the market.



The Delco Remy brand brings its impressive starter and alternator engineering expertise to the European market, expanding from its established operations in the Americas. The new starters and alternators portfolio will include popular off-highway applications with an all-makes starter motor to service various Case, Caterpillar, and Cummins applications.

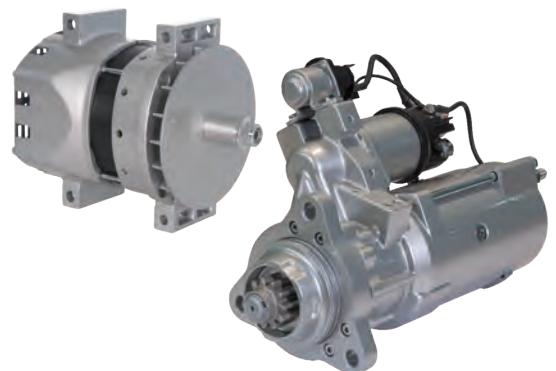
Truck customers also get a slice of the action with a starter motor for the Mercedes Atego and an alternator for the Mercedes Actros. Delco Remy starters and alternators reduce vehicle downtime and provide a robust design to maximize performance in vehicles that are the hardworking backbone of so many front-line services.

Delco Remy parts are stocked in the group's its existing warehouse in Poland to strengthen the expansion activity, which represents a substantial commitment to EMEA operations. The strategic positioning of the warehouse within Europe will give customers an enhanced service experience and confidence in operations at a very difficult time for the automotive market as a whole.

"We have many years' experience in engineering genuine OE starters and alternators, and we are delighted to expand to a new market to serve new and existing customers," comments Reinout Meijers, EMEA Starter and Alternator Category Manager. "European OEMs produce some of the most popular applications in the world; and we are very excited to offer them to our aftermarket customers, delivering the outstanding quality and performance they require."

The Delco Remy brand of starters and alternators leverages the new relationship with Delphi Technologies, both brands forming part of the BorgWarner Inc aftermarket offering, to ensure a strong route to the market and high customer satisfaction.

Delphi Technologies team's aftermarket expertise now includes starters and alternators to help vehicles go cleaner, better, further right through their lives.



**Delphi**  
Technologies

We help to keep **industry moving**



**Delphi Technologies**

Built on our pioneering technology and OE expertise, our full-service aftermarket solution for **truck** and **off-road vehicles** includes premium **OE diesel injection parts, starters & alternators, comprehensive training, advanced diagnostics, test equipment** and **technical support** helping you to maintain and service these complex vehicle systems, and keeping industry moving.



[Delphiaftermarket.com](http://Delphiaftermarket.com)  
[Delcoremy.com](http://Delcoremy.com)



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Delco Remy is a registered trademark of General Motors Corporation licensed to BorgWarner.





**Das Original**

## Complete gasket range from Elring

Das Original Mercedes-Benz engines OM934 and OM936

Back in 1998 when the first Atego with a OM904 or OM906 engine was presented, ElringKlinger was already series supplier for a wide range of gaskets. In the first few years, metal layer gaskets were still used for sealing the cylinder head. With increasing performance and higher demands on long-term durability, the switch was made to metal elastomer technology. This technology has remained in use to this day and is also the only way to safely seal modern engines over the long-term.

### The challenges

With the second generation of the Atego launched in 2013, the demands on the engine sealing increased, particularly in the cylinder head area. Various different measures were required to manage the increased ignition pressure of 200 bar, an injection pressure of up to 2400 bar and the resulting power level of the 4 cylinder engine of 170 kW (231 hp), as well as a torque of 900 Nm.

On the one hand, there is a 6 cylinder head screw arrangement around the combustion chamber, making 18 screws in total, which can absorb the enormous forces. The OM 904 had just 10 cylinder head screws. Another measure was to adopt the height-profiled and laser-welded fire ring for combustion chamber sealing tried and tested on the predecessor model. Further development was required for the OM934 and OM936 engines, however. The fire ring now has 16 different height levels on each individual ring and in the  $\mu\text{m}$  area. Another major advantage of this technology is that the combustion chamber deformation caused by tightening the cylinder head screws can largely be compensated for in this way. With this complete technology, it is also possible to manage the occurring sealing gap vibrations

so that they have practically no damaging effect on the entire cylinder-head gasket. A special high-temperature resistant fluororubber was developed to seal from engine oil and radiator coolant, which also has outstanding ageing resistance.



727.451 – Cylinder-head gasket OM934

These cylinder-head gaskets are unique in the world and also rely on outstanding know-how in gasket production. This impressive level of knowledge can be found in the main plant in Dettingen Erms, southern Germany.





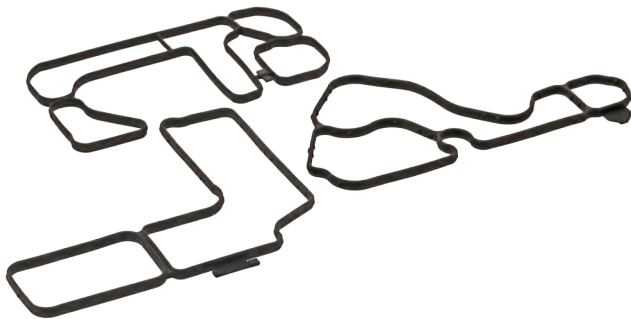
The production at the main plant in Dettingen a. d. Erms  
The cylinder-head gaskets and all other gaskets are designed so that they also work optimally in the M936 G gas engine and can also be run with synthetic fuels.

The engines were also launched on the market in North America as Detroit Diesel DD5 and DD8, where they are used in freightliner trucks.

**Full gasket range**

Parallel with the increasing demand for engine sealing in the spare parts market for the OM934 and OM936 engines, the range of gaskets and gasket sets is now complete. In addition to the sets available as standard, a number have been added that make the work in the workshop easier.

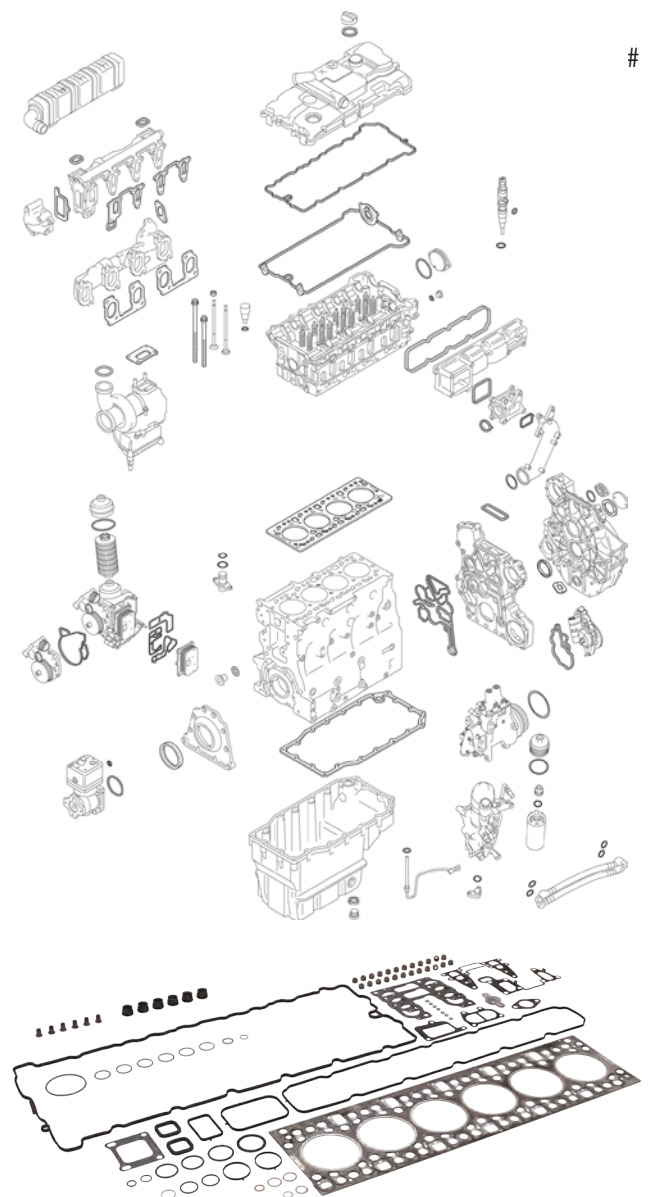
One example is the gasket set for the water pump.



872.620 – Gasket set water pump

All available gasket sets and individual gaskets can be identified easily using the exploded drawings in the Eling catalogue. Another option is the PDF download from the Eling homepage. The online catalogue also included high-resolution product images.

A wide range of exploded drawings of the engine are available on the Eling website and in the catalogues



822.520 Cylinder-head gasket set with valve stem gasket



www.exidegroup.com

## EXIDE PowerPRO AGRI & CONSTRUCTION

### ROBUST BATTERY WITH SUPERIOR CRANKING POWER FOR SPECIALIST VEHICLES & MACHINES.



There is a wide variety of heavy vehicles and machines in vast numbers, dedicated to working hard on rough ground, in the harshest conditions.

In addition to field tractors, farm businesses need mechanical crop sprayers, harvesters as well as other seasonal equipment, ready for time-critical duties handling all-important produce and livestock. The prime objective in the world of construction is keeping the project on schedule at every stage. A construction site routinely employs many different excavators, bulldozers, cranes, loaders and rollers that all play their unique part in the creation of new buildings and infrastructure. These examples represent the two major groups of applications, but even more specialist vehicles are in daily use for the precise needs of forestry, quarrying, mining, mineral handling and big industry.

The size of this market for batteries is much larger than most people imagine and in most cases the performance requirements are universal. For this reason, Exide took its original spare part specialist battery and called it PowerPRO Agri & Construction. This is an easy description to remember in the aftermarket as the reference battery for specialist vehicles working in tough environments.

The outstanding high cranking power of Exide's PowerPRO range is achieved by using more plates and active material to maximise the grid surface. High cranking power is very important for reliable engine starting of stationery vehicles left in cold, unsheltered conditions, which is a clear benefit for busy operators that need to get to work quickly, especially during winter time.

Exide PowerPRO Agri & Construction is also an extremely robust design with additional hot-melt fixation of plate groups on most of the range to preserve the internal integrity of the battery. Another advantage for the end-user is the fact that the battery is maintenance-free with no topping-up required. However, for applications demanding special high cycling resistance, hybrid options that do require some maintenance, satisfy this specific need.



Exide's success as an Original Equipment manufacturer in this sector is based on outstanding product performance and proven durability. There is no room for second best when the original investment cost of specialist vehicles and equipment is so high. Working directly with world leading machine makers, required Exide to develop quite an extensive range of ten different boxes and twelve references. This results in a very comprehensive aftermarket offer that non-OE battery manufacturers find difficult to match.

Exide is a good first choice for every kind of commercial vehicle battery from standard everyday needs to the most extraordinary applications.



# Choose the original part.



## Exide PowerPRO Agri & Construction.

Ideal for agriculture, forestry and construction machinery.

### Benefits of Exide PowerPRO Agri & Construction

- Superior cranking power (more plates and active material to maximize grid surface)
- Robust design with most references featuring hot melt fixation of plate groups
- Wide range including special types
- True OE design and construction (original part)
- Maintenance Free
- Hybrid types\* available for demanding cycling endurance applications



[exidegroup.com](http://exidegroup.com)

\*require topping up



**ENERGIZING  
A NEW  
WORLD**

**EXIDE**  
TECHNOLOGIES



# Keeping it Clean

with febi Filters

febi offers an extensive range with more than 635 filters. Every febi filter has been designed and manufactured to meet Original Equipment standards to achieve the highest performance and reliability.

- » **The right range** – our filtration components cover over 91% of the Independent Aftermarket (IAM)
- » **More than filters** – offering an even wider range with filter periphery products
- » **febi cares** – all filters are designed and manufactured to meet OE standards and undergo a stringent quality control process



**Did You Know?**

Most AdBlue® systems use pressurized air to inject the AdBlue® into the exhaust system. Pressurized air contains more or less oil particles from the air compressor which can react with AdBlue® injection components. For that reason it is highly recommended to use air dryer cartridges with oil separator.



**SOLUTIONS  
MADE IN GERMANY**

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





# Keep SCR Systems Running

## AdBlue Urea Filters

SCR systems (Selective Catalytic Reduction) in modern vehicles are operated with a solution of 32.5% synthetic urea and 67.5% demineralized water, known under the brand name of AdBlue®. AdBlue® is dispensed from the tank via the metering unit as required based on driving condition and injected into the exhaust tract upstream of the SCR catalytic converter. The reaction of urea with the hot exhaust gases in an SCR catalytic converter, converts toxic nitrogen oxides into harmless nitrogen and water vapor.

AdBlue Urea filters ensure that no contaminants enter the metering unit to guarantee long component service lives. The mesh and change intervals are comparable to those of a diesel fuel filter. If the filter is clogged or the SCR system no longer functions due to neglected maintenance or damaged components, the engine control unit will switch to an emergency program.

Engine speed and power will be reduced depending on vehicle type. If the fault in the system is not rectified, the drive to the closest garage will happen at walking speed in the worst case. Only completion of the required maintenance/repair of the SCR system by a specialist workshop will make it possible to end the emergency program.

Febi offers the widest range of AdBlue Urea filters, making it your No. 1 in the Independent Aftermarket for AdBlue Urea filters. We're even taking things a step further – in addition to filters, we offer other SCR system articles as well.

The entire range of urea filters for commercial vehicles can be found at: [partsfinder.bilsteingroup.com](http://partsfinder.bilsteingroup.com)



i

- » Your No. 1 with more than 20 AdBlue Urea filters and highest coverage of 97% in the IAM
- » Patented compensation elements prevent damage due to freezing
- » High filter capacity to protect the sensitive SCR system, for long replacement intervals and low downtimes
- » Dynamic growing product range of SCR components

**bilsteingroup®**



## GATES FLEETRANNER™ – GLOBAL RANGE, GLOBAL COVERAGE

Gates FleetRunner™ is an established, leading heavy duty product brand name for the OE systems supplier's aftermarket parts range for trucks and buses. With this brand, Gates can offer one heavy duty replacement parts brand to fit trucks and buses manufactured in the U.S., Australia and Europe, as well as a wide range of applications from China. Wherever the truck or bus was built, Gates FleetRunner™ can deliver a solution.

Further confirming Gates' comprehensive drive system coverage, TecDoc data places Gates FleetRunner™ coverage at more than 90%, with specific coverages for Micro-V® kits and Micro-V belts at 97%, V-belts at 94% and tensioners/idlers at 90%. Curved hoses and thermostats are also part of the Gates FleetRunner™ range.

With FleetRunner™, Gates is also the first supplier in the market to offer a 'Kit Finder' tool in its online catalogue ([www.gatesautocat.com](http://www.gatesautocat.com)). When an OE part number is entered into the online system, the Kit Finder tool filters it across each FleetRunner™ kit number to identify the right replacement part for the order.

Gates parts distributors, operators and installers will also notice visual differences with FleetRunner™; it is now sold in green packaging whereas Gates passenger car parts remain in red packaging. This colour identification system helps to eliminate picking errors.



This tool makes it easier for the workshop manager to identify the OE quality parts needed to carry out a complete overhaul of any specific drive system.

In response to customer feedback, FleetRunner™ also has stronger boxes and belt sleeves, providing increased protection for heavy duty components. Packing materials have been added to improve parts stability throughout the logistics chain as well. These packaging upgrades are designed to reduce the potential for damage and decrease customer returns.

Additionally, the parts numbering system has been simplified. For both Micro-V belts and kits, the ES references have become HD references across the Gates FleetRunner™ range. V-belt numbering has also been updated to indicate dimensions more clearly.



## DRIVEN BY OE QUALITY



FleetRunner™ is the heavy-duty parts programme from Gates that maximizes fleet utilization levels by keeping your vehicles on the move. As an OE parts manufacturer, Gates understands what you expect from an OE quality product. That's why the same OE manufacturing standards are applied to all FleetRunner™ parts.

Our combination of OE quality solutions includes drive belts, tensioners, belt kits and hoses. Our depth of range keeps more engines running more efficiently for longer periods of time.

FleetRunner™ is a global brand dedicated to the service and repair of heavy duty fleets. Available from stock, order now from Gates distributors across Europe, the Middle East and Africa.

**GATES® FLEETRANNER™  
KEEP ENGINES GOING FOR LONGER**



[GATESTECHZONE.COM](http://GATESTECHZONE.COM)



GATES AUTOMOTIVE CATALOGUE APP



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### MICRO-V® KITS



### BELTS & METALS



### FUEL, TURBO & OTHER HOSES



### THERMOSTATS & COOLING HOSES



## Oil filters – Especially sturdy, durable and service-friendly.

Modern combustion engines have to perform ever more efficiently – and should therefore always be lubricated in the best possible way. Depending on the application, several hundred liters are pumped through the engine circulation system every minute so as to reduce the friction of moving parts, thus preventing the premature wear of pistons, con rods and other similar components. Besides the quality of the lubricant, it is essential for the oil filter to function reliably.

- Dust, metal abrasions and other residues down to the smallest particles of 10 µm (0.01 mm) are reliably removed from the lubricating circuit
- The risk of damage and wear to engine components is significantly reduced
- Fuel consumption and emissions are reduced as a result of the oil being cleaner and the lubricant acting more effectively
- Only a high-quality oil filter can withstand temperatures of up to 160°C, while demonstrating a static pressure resistance of up to 20 bar
- With over 120 different filter media, we have the right solution for every application

### Your benefits:

- ✓ Optimum filter performance thanks to **high dirt absorption capacity**
- ✓ **Pressure and temperature resistance** in all operating situations
- ✓ High-quality machining and **precise welding** of the filter components ensure **perfect functioning**
- ✓ **Precise fitting** accuracy makes installation easier and guarantees functional reliability
- ✓ Damage and **wear to engine components is significantly reduced**
- ✓ **Pulsation resistance** under extreme operating pressures

Oil filtration

purifying our planet

hengst.com



**Hengst**  
FILTRATION





## The SMART Alternative.

**OE quality and service excellence.**

It is in the nature of things: There is only one original. We offer a service that makes things possible, flexible, reliable and personal – so that you can convince your clients with first-class OE quality and attractive conditions. As a strong sales partner with optimal availability.

**purifying our planet**

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

**Hengst**  
FILTRATION



Professional products just for workshops  
[www.liqui-moly.com](http://www.liqui-moly.com)



# REDUCE FUEL COSTS WITH THE OIL CHANGE PACKAGE

**Thanks to LIQUI MOLY, fleet operators can reduce their running costs**

The current fuel prices are putting a big dent in the cost calculation of many fleet operators. There is little that can be done about the prices themselves. But the fuel consumption of the vehicles can be reduced quite a bit. Every kilometer traveled, every hour the engine runs, then saves money.

How? This is done with the oil change package from LIQUI MOLY. The package consists of four parts. Firstly, the additive Pro-Line Engine Flush, which is added to the oil just before the oil change to remove deposits and sludge from the system.

Secondly, the right motor oil. Often, the motor oil is seen as a mere cost factor and therefore low-priced, high-viscosity oils such as 10W-40 or 15W-40 are used. This may have been approved by the vehicle manufacturer, but here it is a waste of potential savings. A savings potential that is all the greater the more expensive the fuel becomes. A lower-viscosity oil is thinner, provides lower internal friction and the engine needs less power to pump it. "This won't cut fuel consumption in half, of course, but it will reduce it by a few percent," explains David Kaiser, Head of Research and Development at the German oil and additive specialist LIQUI MOLY. "The more often the engine runs, the more money is saved."

Thirdly, Pro-Line Engine Wear Protection follows. The wear protection additive is added to the motor oil. It contains tiny particles of MoS<sub>2</sub>, which act as a solid lubricant to reduce direct metal-to-metal contact.



This not only reduces fuel consumption even more, but also increases the service life and reduces the risk of breakdowns and engine problems.

Fourthly, the Pro-Line Diesel System Cleaner K is added to the fuel. The additive dissolves combustion residues and deposits on and in the injectors, so that the diesel is finely atomized again. This restores the original fuel economy.

With this four-part package, consumption costs can be reduced by several percent, so that the expenditure for it is quickly amortized. LIQUI MOLY also offers fleet operators individual oil advice. "We analyze the vehicle fleet together with the operators, so that they need as few different oils as possible for their fleet," says David Kaiser. "This simplifies procurement and reduces the risk of costly mix-ups."



LIQUI MOLY offers a wide range of chemical products for commercial vehicles

"With this oil change package and our advisory services, consumption costs can be reduced, while money can also be saved for repairs because defects are avoided," says David Kaiser. "It's a two-pronged way to be kind to your budget – and the environment at the same time through reduced emissions."

# 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.



205 liters

60 liters

20 liters

[www.liqui-moly.com](http://www.liqui-moly.com)





[www.mahle-aftermarket.com](http://www.mahle-aftermarket.com)  
[www.mpulse.mahle.com](http://www.mpulse.mahle.com)



# WORK. PERFECTLY DONE.

**You give your all to ensure that your work is always as perfect as possible, so that couriers, truck drivers, farmers, or construction workers can do their work with confidence. That's why we've got your back. With great passion and commitment, we provide you with an extensive product range in the best OE quality as well as top service, so that you can fully concentrate on your job and make sure that everything runs smoothly.**

## You can rely on us: MAHLE's OEM competence

When it comes to commercial vehicles, you can rely on our extensive know-how and expertise. After all, MAHLE stands for outstanding quality and durability. By means of hard work, our products and systems have earned this reputation all around the world—both on the road and in off-road applications. One success factor is our OEM competence with almost all vehicle manufacturers and in all vehicle segments and product groups. And this has been the case for more than 100 years.

Today, we produce MAHLE quality at 160 locations in over 30 countries. And each of our locations manufactures according to the same standards, with German engineering and know-how.

## New powertrain technologies already in series production

In the future, MAHLE will continue to be your partner and first choice among your suppliers. Why? Because we know what tomorrow's fleets will need. After all, we work along with commercial vehicle manufacturers to develop these vehicles. In our research and development centers around the world, we are currently working on alternative drive concepts—whether battery-powered, hydrogen-based, or based on climate-neutral fuels.

The resulting knowledge also finds its way directly into MAHLE's Aftermarket business unit. This is why we can offer and supply you with the right products for your work at any given time.

In the case of light and medium-duty commercial vehicles, we anticipate increasing drive electrification, even though the combustion engine will still play a role in many regions in the long term. For this segment, we can use our products and solutions from the passenger car sector or adapt them relatively easily. On the other hand, when it comes to heavy-duty commercial vehicles, we envisage another form of drive, namely the fuel cell with hydrogen as the energy source. For many years now,

MAHLE has been a development partner and series supplier for fuel cell systems. With our technologies, we're already hydrogen-ready in many fields. MAHLE is particularly strong when it comes to the complex air intake system and the temperature control of fuel cell systems. We are already supplying many products for series vehicles, and additional MAHLE components are currently on the test benches of passenger car and commercial vehicle manufacturers.

We're working with Ballard to gain an even better understanding of the overall fuel cell system and to accelerate its development for the mass market. In doing so, MAHLE is contributing its extensive experience in the areas of thermal management, air management, power electronics, and packaging. We've set up an H2 test section in Stuttgart/Germany, where, since the spring of 2021, we've been testing the use of hydrogen in internal combustion engines for heavy-duty transport and in the overall fuel cell system.





## Heavy-duty trucks: for the long haul



Large, heavy, powerful: trucks are designed for a long service life and high mileage. The demands on them are high. Freight forwarders, fleet operators, and drivers are under constant time and cost pressure. Breakdowns must therefore be kept to a minimum.

To keep trucks running consistently over long distances, MAHLE has a wide range of products for your customers relating to engine parts, gaskets, filters, starter motors & alternators, engine cooling & air conditioning, workshop equipment & diagnostics, and e-mobility & electronics.

[mahle-aftermarket.com](http://mahle-aftermarket.com)



**MAHLE**



## NEW MANN-FILTER TRANSMISSION OIL FILTER FOR THE E-AXLE

**MANN-FILTER is offering the new W 7071 oil filter in original equipment quality for electric commercial vehicles in the independent automotive aftermarket, available immediately.**

Contrary to some opinions, the majority of electric vehicles have a transmission that is housed in what is known as the e-axle. This e-axle is a compact solution for the electric drive of battery electric vehicles and applications in hybrid vehicles. Electric motor, power electronics and transmission are combined into one compact unit, which directly drives the vehicle axle.

To meet new electromobility requirements when it comes to oil filtration, the worldwide filtration expert MANN+HUMMEL developed new transmission oil filters to provide flawless cooling and lubrication of the e-axle. For commercial vehicles in the independent aftermarket, one of these transmission oil filters is available as MANN-FILTER W 7071 for Mercedes-Benz eActros 300 and eActros 400.

### Lubrication and cooling with one oil

As all of the transmission components are integrated in the e-axle, one oil circuit in total is sufficient for both cooling and lubrication. Yet this is an advantage with a catch: Since the oil comes into contact with mechanical and electronic components, metal particles and chippings from the transmission can end up in the power electronics and the e-motor, causing them damage. Therefore, the e-axle only functions if these particles are removed from the system efficiently, quickly, and permanently. As with many conventional transmissions, the focus is on particle separation: A filter is required for this.

The MANN-FILTER transmission oil filter W 7071 is fitted with the new MULTIGRADE O-eM 50 filtration medium, which is specially tailored to the oil requirements for lubricating and cooling e-axes. Specifically, the fully synthetic filtration medium works as follows: Pressure losses are reduced by approximately 50 percent and are therefore significantly lower compared to conventional transmission oil filters made of cellulose media. Another positive effect: Significantly reduced differential pressures cause the bypass valve to open for shorter times and less frequently. This allows more filtered, clean fluid to reach the areas requiring



lubrication, ensuring a longer service life of the transmission. Low differential pressure also means lower energy requirements for the entire system and has a beneficial effect on the driving range of electric vehicles.

The fully synthetic filtration medium is also characterized by a significantly higher chemical resistance to becoming brittle during the period of use, which is why the filter is suitable for very long service intervals according to the vehicle manufacturer's specifications. In addition, the W 7071 has a high degree of separation: 99.5% with a particle size of 50 µm. For comparison: A human hair has a diameter of 50–100 µm.

### Original equipment supplier for e-axle filters

MANN+HUMMEL already has the transmission oil filter in series production for the e-axle of a commercial vehicle manufacturer. Since May 2022, the new filter will also be available in the independent aftermarket, expanding the comprehensive range of MANN-FILTER products.

**MANN  
FILTER**

**One for all, all for one.  
MANN-FILTER.**

**MANN  
FILTER**

*The better  
choice for  
70 years*



Being there when it matters: that is our mission. For over 70 years, MANN-FILTER and its filtration solutions have stood for reliability. Regardless of the operating conditions, whether in cars, trucks or off-highway applications. With our products in 100% original equipment quality, we are a strong partner who is always at your side.

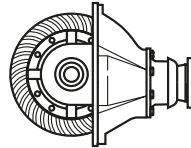
**MANN-FILTER – Perfect parts. Perfect service.**  
[www.mann-filter.com](http://www.mann-filter.com)



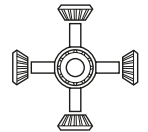
# MERITOR® 17X DIFFERENTIAL IDENTIFICATION



The terms “Drive Head”, “Differential” and “Carrier” are generally used synonymously and refer to the entire centre removable casting of a Meritor axle containing the crown wheel and pinion and differential mechanism.



Occasionally the word “Differential” is used in its correct sense to apply specifically to the internal mechanism which allows the half shafts to rotate at different speeds.



## Identification Plates

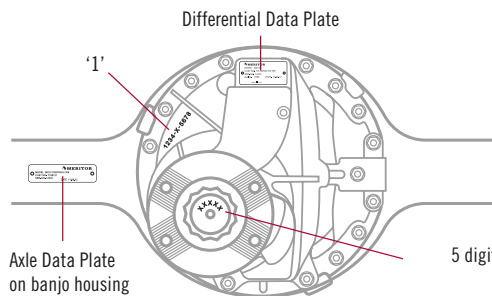
### AXLE IDENTIFICATION PLATE



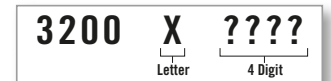
### DIFFERENTIAL IDENTIFICATION PLATE



### IDENTIFICATION TAG LOCATIONS



If the plate is missing or not available: Locate casting reference '1' on main differential case:



5 digit pinion part number stamped for ratio identification

## Part Number Identification

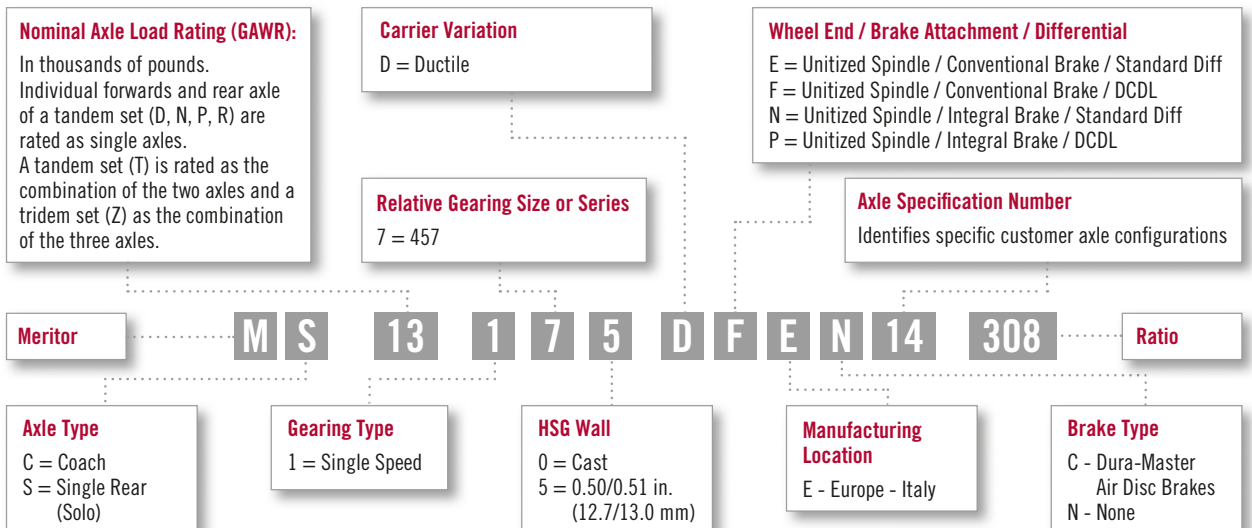
All Meritor differential assembly part numbers comprise of three sections: e.g. **A3 - 3200 - Q - 2123 - 308**  
Prefix                      Base number                      Ratio

The prefix number changes from application to application and defines the variable features such as drive coupling type, differential locks etc.

The base number is the same for all differentials assembled within a particular axle range. All Meritor differential Base numbers start with the numbers “3200”

The ratio is given as a 3 digit number directly after the differential part number. Example: **A3 3200Q2123-308**

This would signify that the axle ratio is 3.08:1



[www.meritorpartsexpress.com/eu](http://www.meritorpartsexpress.com/eu)

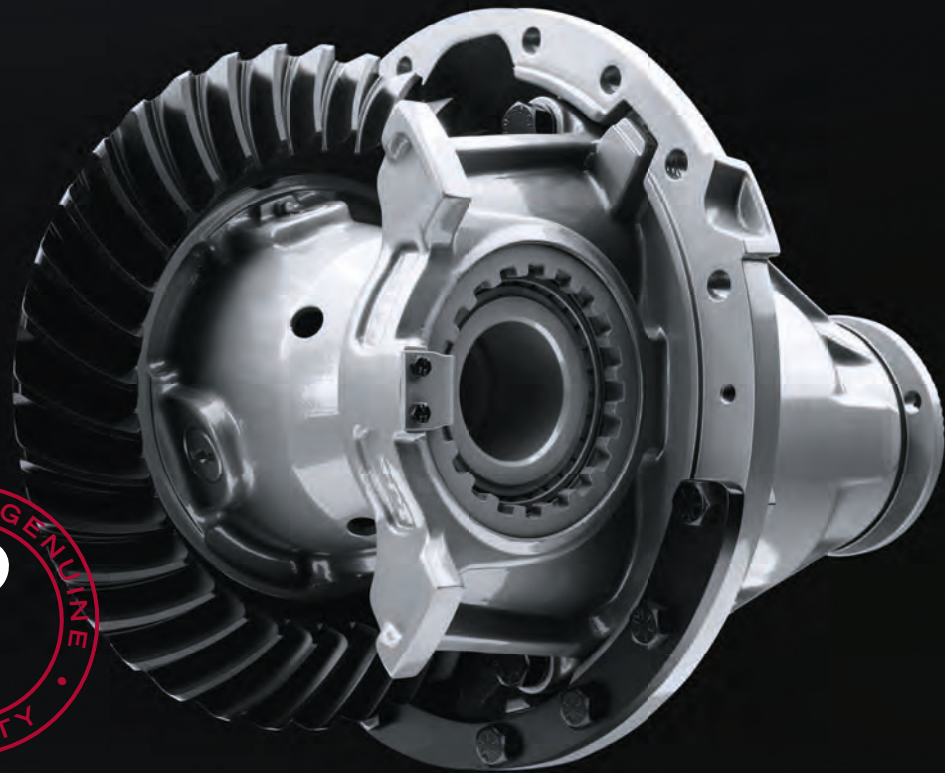




# MERITOR® GENUINE NEW DIFFERENTIALS WARRANTY EXTENSION

**GENUINE OE PRODUCTION PARTS**  
For original performance.

At Meritor, we have absolute confidence in the quality of our products, and we want you to be confident too. Meritor are pleased to offer a **three year, unlimited KM/M** warranty on our Genuine range of products.\*



\*Terms and conditions apply. Warranty covers products against defective material and workmanship only. Refer to MPX for detail on warranty periods, by product. Images shown are for illustration purposes only.



## Hoses and expansion tanks for trucks, a new business line of Metalcaucho

The Metalcaucho's determination to continue growing and expanding the offer to his customers has made to take another step forward in the rubber and metal sector. That is why Metalcaucho presented a new product family a year ago, truck parts.

Metalcaucho, european leading supplier of aftermarket spare parts in rubber and metal for the automotive sector started this new business line launching 213 part numbers, and then they has been adding more codes until reaching 218 codes for a long list of manufacturer brands: Astra, DAF, ERF, Irisbus, Iveco, John Deere, MAN, Mercedes-Benz, Neoplan, Renault Trucks, Scania, Setra and Volvo.

This Spanish company, owned by BBB Industries, the industry's leading American remanufacturing company, has in its portfolio models from different categories of trucks, buses, and even tractors are included.

The 218 part numbers, that Metalcaucho have compiled in a specific catalog on their website, are divided into the following product families:

\* Hoses for:

Radiator = 123 part numbers

Turbo = 28 part numbers

Heating = 14 part numbers

Hydraulic Steering = 1 part numbers

Oil = 14 part numbers

\* Expansion tanks = 25 part numbers

\* Expansion tank caps = 13 part numbers

### Metalcaucho ensures the quality of all its products

In Metalcaucho they **exhaustively control the entire process**, from the design and development of the initial sample to serial production, and implement post-sale follow-up mechanisms to give a quick response to their customers

Quality is an essential requirement in all the processes and solutions. That is why they use **the same composition of materials and production processes as in the original parts**:

For **cooling hoses**, they use EPDM (Ethylene Propylene Rubber), which has **great flexibility at low temperatures and good chemical resistance**, which makes it a perfect material for transporting cooling liquid.

For **turbo hoses**, different types of rubbers are used:

- **AEM** (Ethylene / Acrylic Elastomer): has good resistance to hot mineral oils, fluids and wear and tear.
- **FKM** (Fluorocarbon): is resistant to high temperatures (max. 232°C), so they are used as an internal layer.
- **VQM** (Silicone): has excellent mechanical resistance and high temperatures (max. 225°C).
- **FVQM** (Fluorosilicone): offers resistance to fuel and mineral oil, ideal for providing a chemical reinforcement.

For **expansion tanks**, they are manufactured in PP (Polypropylene) in which between 5% and 30% of Ethylene is added to obtain an ethylene copolymer, and thus the tank can offer **greater mechanical resistance** than one with a conventional Polypropylene.

Metalcaucho has invested 3.2% of its turnover in a new laboratory for the Quality Department, in which they carry out rigorous controls to which all their products are subjected, guaranteeing high reliability, equivalent to original equipment, but with more competitive cost.



**Metalcaucho.com**  
Spain



# Truck spare parts

New product family

→ Hoses for:

- Radiator
- Turbo
- Heating
- Steering
- Oil

Expansion tanks  
Expansion tank caps

→ **218**  
part numbers





[www.nrf.eu](http://www.nrf.eu)  
[webshop.nrf.eu](http://webshop.nrf.eu)

## NRF LAUNCHES NEW PRODUCT GROUP COOLANT TEMPERATURE SENSORS



Last year NRF entered the world of sensors with introducing exhaust gas temperature sensors (EGTS), followed by a small group of coolant level sensors. These new product group have been well adopted by the market. As a result, NRF will further expand their sensor offer in the future.

During Automechanika Frankfurt 2022 NRF proudly presented a new range of 106 **coolant temperature sensors (CTS)** for passenger cars, light commercial vehicles and trucks. In the truck offer are sensors for DAF XF, MAN TGX, VOLVO FH and Mercedes-Benz Actros.

NRF coolant temperature sensors will be **on stock from November 2022**. You can place your pre-order now.

### UNDER CONSTRUCTION - SENSOR LAB

NRF becomes an expert of sensors. The next step will be

taken later this year. Currently NRF is completing the construction of a new laboratory at their location in Granada, Spain.

The laboratory includes an ISO certified cleanroom where NRF can test, validate and develop all kinds of products. The main focus will be on sensors. It will help NRF to even further expand the sensor offer in the future.

Discover the NRF CTS range at [webshop.nrf.eu](http://webshop.nrf.eu).



## HOLGER HELLMICH, SPECIAL GUEST DURING NRF PRODUCT LAUNCH AT AUTOMECHANIKA

NRF participated in the Automechanika Frankfurt 2022. With a large stand in hall 3.0 and more than 40 crew members. In total, NRF met more than 500 partners from 80 countries worldwide, including a lot of Grouppauto partners. At a separate booth outside, NRF presented their TECHsupport team and services. People could even participate in live technical demonstrations.

Automechanika was the perfect opportunity to launch four new product groups. On Thursday 15 September was the product launch of **thermostat housings**. NRF invited Grouppauto International to be part of the special product launch ceremony. After a 30-minute countdown, the show began. **Holger Hellmich, President & CEO of Grouppauto International**, entered the stage to receive the very first product.

In a short speech **Holger Hellmich** expressed how special it was for him and Grouppauto International to be part of the product launch. He also gave an important advice for NRF and the surrounding crowd: **"Listen to your people, listen to your customers, listen to your development team, rate it and go for it!"**

Thanks Grouppauto International for being part of the product launch event. It was an absolute honor for the entire NRF team to have you on stage.



Michal Mieczkowski (NRF) and Holger Hellmich (Grouppauto International)

NRF.EU



**NRF is a leading manufacturer of automotive aftermarket parts and industrial cooling solutions**

MORE THAN **1.100 TRUCK PARTS**

EMPOWERING PERFORMANCE



**LARGE EASY FIT RANGE**  
(= assembly parts included)

**ENGINE COOLING**

- > Radiators > Intercoolers
- > Oil coolers > Radiator fans
- > Fan clutches > Expansion tanks
- > Thermostats

**CLIMATE CONTROL**

- > Condensers > Compressors > Evaporators
- > Heaters > Receiver driers > Interior blowers
- > Blower motor resistors > Expansion valves
- > Pressure switches > Compressor clutches
- > Compressor oil

**AND BEYOND**

- > EGR coolers > EGR valves
- > Auxiliary Water Pumps
- > Exhaust gas temperature sensors
- > Coolant level sensors
- > Coolant temperature sensors



[www.osram.com/truckstarpro](http://www.osram.com/truckstarpro)

# OSRAM TRUCKSTAR® PRO BUILT FOR THE LONG HAUL

**OSRAM**

**Truck and commercial vehicle drivers are pushed to their performance limit every time they get behind the wheel, and so are their lights. As owners, drivers, and fleet managers, you rely on the performance of your lights to keep you safe, day in day out. For you, exceptional quality is the minimum requirement. Lighting systems must therefore be powerful and durable enough to keep up with the demands of your job.**

## Performance & durability you can rely on

OSRAM has been turning night into day for over 110 years. With a history of pioneering technology and a future full of game-changing innovations, you can rely on proven performance from the OSRAM family of products. OSRAM products are rigorously tested under the most extreme conditions to ensure every lamp exceeds all ECE quality requirements. Their commitment to continual innovation is focused on developing quality automotive lighting solutions that improve the driver's vision and the visibility of all road users.

## TRUCKSTAR® PRO is the most powerful range of halogen truck lights from OSRAM

There's no room for error in commercial driving. With many hours spent behind the wheel, often at night and in bad weather, the slightest lapse in concentration can have serious implications for drivers and their cargo. As daylight fades, subconscious control functions begin to diminish, conscious reaction times can be slowed down, and driving becomes more stressful. Furthermore, driver fatigue and poor visibility are potential safety risks. OSRAM TRUCKSTAR® PRO lamps offer up to 2,5 more lifetime<sup>1</sup> and up to 120% more brightness<sup>2,3</sup>, making it easier for you to focus on the road ahead. These impressively bright 24-volt lamps are built with vibration resistant technology to handle heavy duty applications and their excellent durability helps reduce downtime and fleet costs.

## Maximum value for your business

At OSRAM, they understand the importance of proper vehicle maintenance. Every minute spent in the workshop is revenue lost. That's why OSRAM lights are developed especially with the needs of professionals in mind. They offer extra-long lifespan, optimized light intensity and vibration resistance. This means less downtime and more productivity, as well as significant savings on lamps and costs each year.

Use the TRUCKSTAR® PRO calculation tool ([www.osram.com/truckstarpro](http://www.osram.com/truckstarpro)) to work out your individual annual requirement for replacement lamps and find out how much money you can save by installing TRUCKSTAR® PRO lamps. On average three TRUCKSTAR® PRO lamps will replace five standard 24 Volt lamps. The longer life of TRUCKSTAR® PRO lamps alone – averaging 1200 hours compared with 650 hours for standard 24 Volt lamps – will save you money. All you have to do is enter the number of trucks in your fleet, the average number of days on the road and a few other values and you'll be amazed. Enjoy huge cost savings compared with conventional 24 Volt lamps.

**Whatever you need to get the job done, OSRAM's range of high-performance solutions are built to last, giving you the confidence to tackle any road in the toughest conditions. Trust OSRAM to light your way.**



<sup>1</sup> Compared with standard lamps

<sup>2</sup> H1, H4, H7 and H11

<sup>3</sup> Compared to minimum ECE R112 requirements

[osram.com/truckstarpro](http://osram.com/truckstarpro)



## Bringing light to business

# OSRAM TRUCKSTAR® PRO

## Built for the long haul

Ideal for professional drivers, the impressively bright 24-volt lamps of the TRUCKSTAR® PRO are built with vibration resistant technology to handle heavy duty applications. Their excellent durability helps reduce downtime and fleet costs. OSRAM's most powerful range of halogen truck lights offers up to 2,5 more lifetime<sup>1</sup> and up to 120%<sup>2,3</sup> more brightness – giving you the confidence to tackle any road in the toughest conditions.

**Insist on OSRAM – the No.1 in Automotive Lighting.**

Light is OSRAM

**OSRAM**



<sup>1</sup> Compared with standard lamps. <sup>2</sup> H1, H4, H7 and H11. <sup>3</sup> Compared to minimum ECE R112 requirements



philips.com

# PHILIPS 24V LIGHTING FOR HEAVY VEHICLES

## UPGRADE SOLUTIONS

# PHILIPS

**MasterDuty:**  
enhanced beam performance  
up to +130% brighter light\*

Philips MasterDuty headlight bulbs now provide an enhanced beam performance to see better and further. Perfect illumination is especially important in the distance – usually between 75 to 100 metres in front of the vehicle. Philips MasterDuty boosts drivers' visibility with up to 130% brighter light on the road. This helps them recognize obstacles and any potential dangers earlier than with most other halogen headlight lamps.

\* Compared to the minimum legal standard. Applies to H1, H4, H7 and H11.

\*\* Lifetime differs per type, indication for H7 only. Up to 1,000 hours for H1; up to 1,500 for H11.



**MasterLife:**  
designed for excellent lifetime  
up to 1,200 hours\*\*

The Philips MasterLife headlight bulbs feature one of the maximum lifetimes in the market with up to 1,200 hours. With a minimum failure rate, our lamps keep your fleet productive and on the move by minimizing time-consuming interruptions. Philips MasterLife is optimised for a very long and reliable lifetime and allows drivers to see farther, up to +100% more vision\*, for enhanced safety and comfort. Commercial drivers can see and be seen for longer than most of other high-performance lamps in the market.

That is why Philips MasterLife is the smartest choice for large fleet owners.



## Built to last

Philips MasterDuty and MasterLife feature increased mount and base stiffness for ultimate protection against mechanical shock as well as a robust double filament designed to withstand severe vibration while remaining stable. Drivers get more light on the road thanks to the very precise position of the filament. We also provide our customers with an advanced burner design and controlled manufacturing using OEM technology, to get the best of the light. Besides, the use of quartz glass to manufacture our bulbs allows for increased pressure inside the lamp and thus generates more powerful light.

innovation  you





**PHILIPS**

Truck and bus lighting

# Built to last

Check here the advantages of Philips 24V upgrades:

[www.youtube.com/watch?v=bqJApSxviPc](http://www.youtube.com/watch?v=bqJApSxviPc)



Philips MasterDuty headlight lamps are designed for maximum vibration resistance and excellent lifetime. They provide up to **130% brighter light\*** for increased safety and comfort.



**Up to 130% brighter light\***



**Maximum vibration resistance**



**Up to 550 hours lifetime\*\***



Images for illustration purposes only.

\* Compared to the minimum legal standard for halogen lamps, indication for H1, H4, H7 and H11.

\*\* Lifetime differs per type, indication for H7 only (H1: 450 h, H4: 700 h, H11: 1 000 h).

[philips.com/trucklight](http://philips.com/trucklight)



<https://aftermarket.schaeffler.com/release-system>

# Intelligent release system components from Schaeffler – for a professional repair

**SCHAEFFLER**



As an important component of modern clutch systems, the release system, the connection between pedal and clutch, has a decisive influence on the driving experience. To ensure that the clutch is easy to operate and that the power flow can be safely metered, all components of the release system must work perfectly together.

Today's vehicles are usually equipped with either, a hydraulic clutch actuation or a pneumatic clutch actuator. This technology includes slave cylinders, master cylinders, release bearings and hydraulic pressure pipes. In fully hydraulic systems, a concentric slave cylinder (CSC) is used, which combines slave cylinder and release bearing in one component. Pneumatic systems on the other hand use pressurized air to operate the clutch actuator.

## Longevity meets premium quality

Concentric Pneumatic Clutch Actuators (CPCA) are the newest interface between clutch and gearbox to engage and disengage the drivetrain in modern trucks & buses. Compared to a mechanical or a hydraulic solution, the pneumatic clutch actuator utilizes air for clutch engagement, which trucks & buses already use for their braking systems. It does not rely on a clutch booster and therefore saves space, weight and lasts longer due to reduced stress on the component. All LuK clutch actuators are engineered to offer maximum reliability and longevity.





# EXTRA-TIME



**Maximize uptime. With LuK Clutches for commercial vehicles.**

LuK clutch systems are made to maximize uptime. Thanks to intelligent repair solutions, such as the LuK RepSet SmartAC, clutches last twice as long. Benefit from our expertise as OE supplier – for increased driving comfort and minimal downtime.

<http://aftermarket.schaeffler.com>



**SCHAEFFLER**

## AS A WIPER SPECIALIST, VALEO BRINGS TO THE AFTERMARKET ITS LATEST O.E. INNOVATION: AQUABLADE™



### Aquablade™ technology on the IAM market

Aquablade™ is an innovative solution based on the precise spraying of the fluid on the surface of the vehicle's windshield, obtained by integrating the screen wash nozzles into the wiper blade. Wiping the glass is faster and more even than with conventional wipers. Its quality also does not depend on the driving speed.

The efficiency of Aquablade™ has been confirmed in numerous tests carried out by the German Fraunhofer Institute. It was proved there that Aquablade™ enables a driver response faster by 0.315 s than with the traditional solution. In practice, this means shortening the stopping distance at the speed of 50 km/h by 4 meters, which corresponds to the width of a pedestrian crossing. Aquablade™ technology debuted as original equipment for premium passenger cars. With time, it began to be used also in other types of vehicles, and has recently been available on the aftermarket under the Valeo and SWF brands. According to Valeo's calculations, Aquablade™ wipers are already present in over a million vehicles on European roads.



### New in the offer of SWF Das Original Truck – Aquablade™

Following its success in the passenger car and bus market, Valeo has also been successful in the heavy-loaded truck market. For over a year, wipers in Aquablade™ technology are installed as original equipment for DAF XF, CF\* trucks. These wipers, under the SWF Das Original Truck brand, are available on the aftermarket from January 2022.

An efficient windshield washer fluid distribution system increases driving safety in difficult weather conditions. This is extremely important in the case of vehicles used to transport people. Aquablade™ wipers not only ensure instant cleaning of the glass and thus improve the visibility for the driver. They are also a reliable support for vehicle safety systems. In many latest generation vehicles, the cameras and sensors for driver assistance systems are located at the top of the windshield. Conventional windshield washer fluid does not often reach this area, especially at higher speeds. Thanks to the use of Aquablade™, the problem of the limited field of view of cameras and sensors have been eliminated.

#### INCREASED SAFETY

- ✓ Better visibility and comfort: limited driver visual disturbance.
- ✓ Best performance at any vehicle speed, night vision and snowy conditions.

#### BEST-IN-CLASS CLEANING PERFORMANCE

- ✓ New integrated cleaning solution.
- ✓ More efficient cleaning all over the windshield: washer fluid distributed all along the blade.

# 100 YEARS OF LEGACY

A BRAND OF TRADITION AND INNOVATION



A TIMELINE OF SUCCESS

# NETWORK CONTACTS



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

### NETWORK MEMBERS

1  **BELGIUM (5 MEMBERS)**

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

4  **CZECH REPUBLIC  
(20 MEMBERS)**

5  **& SLOVAKIA (2 MEMBERS)**

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

2  **BRAZIL (126 MEMBERS)**

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

6  **FINLAND  
(42 MEMBERS)**

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

8  **GERMANY (114 MEMBERS)**

Dirk Wittenberg  
wittenberg@coparts.de

3  **BULGARIA (13 MEMBERS)**

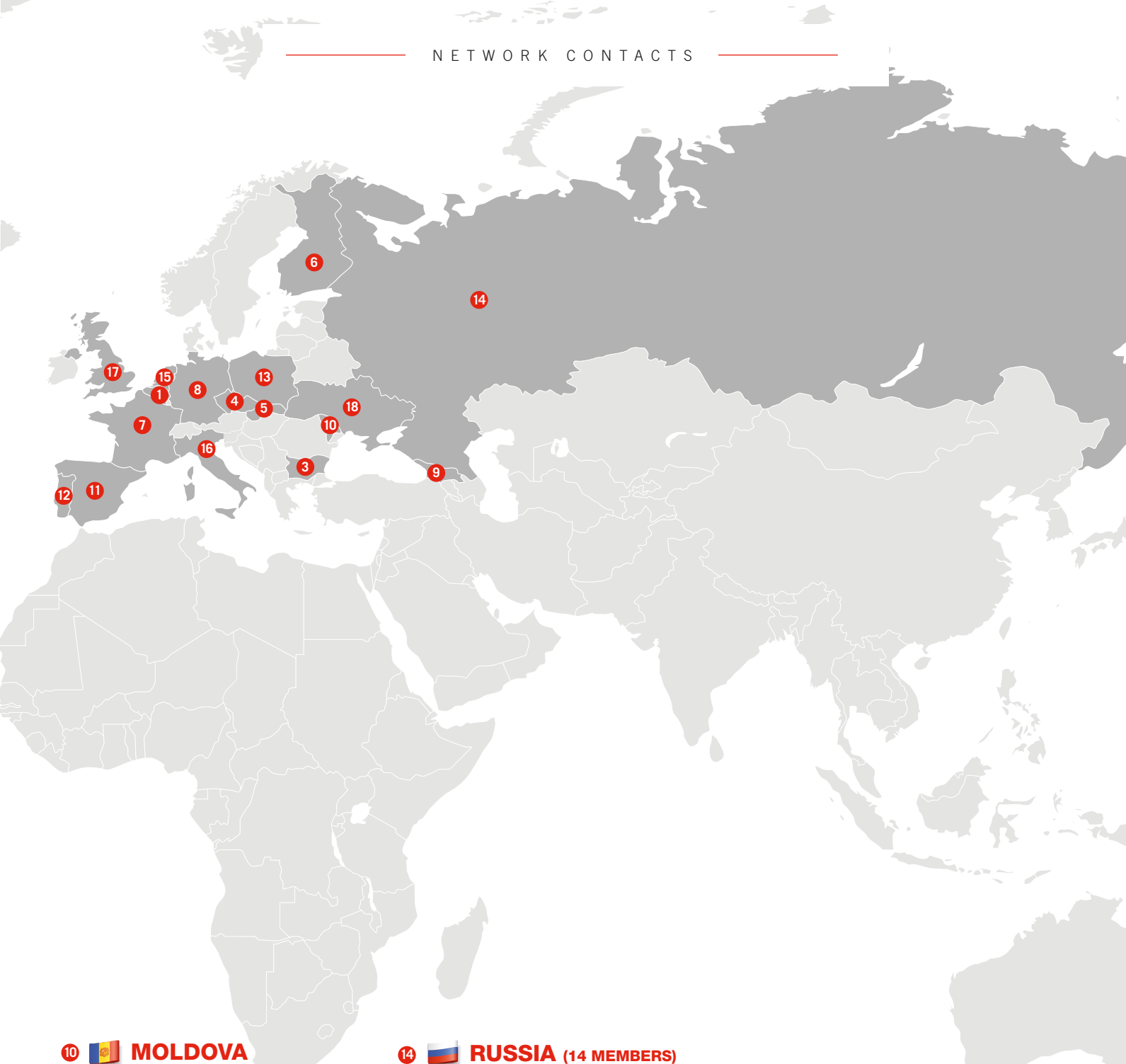
Georgi Tchetinov  
office@groupauto.bg  
Phone: +359 2 9208580

7  **FRANCE (206 MEMBERS)**

Jerome Brunner  
j.brunner@allianceautomotive.fr

9  **GEORGIA (6 MEMBERS)**

d.tsakadze@groupautocaucasus.com  
Phone: +995 591 707 181  
Mobile: +995 595 366 464



**10**  **MOLDOVA**

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

**14**  **RUSSIA (14 MEMBERS)**

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

**11**  **SPAIN (128 MEMBERS)**  
**12**  **& PORTUGAL (21 MEMBERS)**

Jesus Camara  
jcamara@groupautounion.es  
Phone +34 91 541 77 54  
Mobile +34 628 108 700

**15**  **THE NETHERLANDS (54 MEMBERS)**

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

**17**  **UNITED KINGDOM (50 MEMBERS)**

Maria McCullough  
maria.mccullough@groupauto.co.uk  
Phone: +44.01274 470279  
Fax: +44.01274 654610  
Mobile: 07860 439171

**13**  **POLAND (14 MEMBERS)**

Andrzej Guzek  
andrzej.guzek@groupautopolska.pl  
Phone + 48 22 292 83 80  
Mobile + 48 790 800 829

**16**  **ITALY (185 MEMBERS)**

Stefano Baruzzi  
s.baruzzi@truckcompany.it  
Phone +39 02 89696877  
Fax +39 02 2135751  
Mobile +39 335 5476585

**18**  **UKRAINE (33 MEMBERS)**

Yana Yavtushenko  
yana.yavtushenko@vladislav.ua

# NOTES

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# Innovation in every part.

## Brake Components



Brake Caliper



Brake Pads

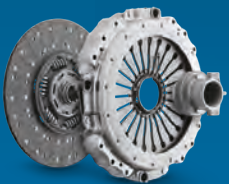


Brake Discs

## Telematics Unit



## Clutch Components



Disc Cover Releaser

## Shock Absorbers



## Transmissions



ZF Ecosplit



ZF Ecofluid



ZF AS Tronic

## Drive Axle



## Steering and Suspension Components



AFTERMARKET

LEMFÖRDER  SACHS  TRW 