



ATR World



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Sustainability in the workshop

Eco-conscious initiatives are now extending to the aftermarket as the circular economy comes to the fore. This begs the question: How can garages be more environmentally friendly?

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Dear readers



Sustainability is a topic on everyone's lips. Almost every industry is making great efforts to improve their environmental footprint. Minimising waste, using cleaner energy and recycling are all areas of interest to aftermarket suppliers, garages and bodyshops. It is often reported on how manufacturers can adopt more sustainable practices, however garages too can implement a wide range of sustainable practices in their daily operations. Adopting more sustainable practices and considering the emissions targets are important for the modern garage. Please browse pages [04](#) and [05](#) to read more about how garages can evolve towards a more sustainable way of doing business.

ATR is also engaging for a more sustainable aftermarket and is proud to be a founding member of the newly formed Forum on Automotive Aftermarket

Sustainability (FAAS). All relevant stakeholders are joining forces and using their collective influence to promote a more sustainable future. Sustainable solutions such as energy transition, low-carbon production, pollution reduction and circular economy are the current key focus elements of the FAAS. We encourage you to consider joining the FAAS and have the opportunity to contribute towards a robust and sustainable future for the automotive aftermarket. You can read more about this initiative on page [09](#).

We conclude this issue with an interesting contribution about how garages can maintain and improve relationships through technology. Please see pages [40](#) and [41](#) for more information.

I would like to take the opportunity to congratulate the team at Kaha on achieving their 90th anniversary in 2024. We were privileged to attend the special occasion in Helsinki.



Enjoy reading!

Warren Espinoza
CEO, ATR International AG



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IMPRINT

The carbon-neutral garage: Evolving toward sustainability

The European Union is moving swiftly to achieve net zero with legislation and sustainability targets for a whole breadth of sectors. As consumer expectations around environmental responsibility rise, how can workshops be more sustainable?

Sustainability has evolved from a buzzword to one of the world's most significant challenges. Almost every industry is now making great efforts to decarbonise and improve its environmental credentials. This is especially true in the automotive manufacturing sector, but is now extending to the aftermarket as the circular economy comes to the fore. Minimising waste, using cleaner energy and recycling are all areas of interest to aftermarket suppliers, garages and bodyshops. In fact, one insurer has stated that increasing 'green repair' rates in bodyshops by just 2% can reduce annual Europe-wide CO₂ emissions by a staggering 30,000 tons.¹

Europe encourages the industry forward

In the European Union, the European Green Deal and the Circular Economy Action Plan have seen extensive debate

around the future of the automotive industry. As a crucial sector to the region, striking the balance between ambitions and practicality is key. Some suggestions have called for OEMs to use 25% recycled plastic in their cars, a quarter of which must be recycled from scrapped vehicles. Such end-of-life measures for reusability, recyclability, and recoverability are predicted to cut 12.3 million tons of CO₂ emissions by 2035.²

While reducing the emissions related to manufacturing and end-of-life waste is tied to OEMs and component suppliers, there are many important responsibilities in the aftermarket too. While smaller in scale, they form part of a much larger picture in which the aftermar-

ket adapts to meet regulations and sustainability objectives while meeting consumer demands.

Sustainability in the workshop

It may not be obvious at first, but garages can implement a great number of sustainable practices in day-to-day operations. The first is an area where garages can have a severe impact on the environment if done incorrectly – waste management. Proper disposal and recycling (where possible) of emission-intensive and frequently used products like oil, batteries, tires, refrigerants and filters can drastically improve workshop sustainability. Garages should stay up-to-date with

Minimising waste, using cleaner energy and recycling are all areas of interest to aftermarket suppliers, garages and bodyshops.



the latest recycling programmes and refurbishment possibilities with suppliers and local authorities.

The reduction of waste also extends to everyday rubbish and recycling, not just automotive-specific items. Paying greater attention to plastic and using a well-organised and labelled recycling system will further minimise waste. Responsible chemical storage, usage and washing are also critical to garage sustainability. For those concerned about chemical seepage or working near waterways, farmland and areas of nature, sealing concrete floors with acrylic systems is a popular safeguard.

Beyond waste and emissions, workshops can embrace a broader spectrum of sustainable practices. Water-saving measures, opting to repair parts before replacing them, and specialising in the servicing of electric and hybrid vehicles are all steps in the right direction. Other small ways to curb emissions are to minimise engine idling and test drives to only the essential; encouraging alternative transportation



methods among staff, such as carpooling or cycling; and installing electric vehicle charging stations at the workshop.

Product selection and sustainable energy

Daily choices can add up to a meaningful difference. With that in mind, opting for more sustainable products and packaging, such as biodegradable cleaning agents, low-VOC paints and recycled paper products, can improve garage sustainability. Streamlining and combining supply deliveries to minimise the number of journeys is also a good way to reduce emissions, as can re-using containers for commonly used fluids or parts.

It is important to understand that the manufacturing process for most components is very emission-intensive, not to mention the logistics before and after production. To that end, locally reconditioned parts are a resource-conserving alternative that also offer customers a more cost-efficient option. Whether they are reconditioned in-house or alongside a specialist, there are certainly sustainability benefits to this approach that could be discussed with customers.

When selecting parts and fluids from aftermarket suppliers, consider more than just the price and quality of the product. Some suppliers offer more sustainable products with equivalent performance or more ecological packaging that will provide long-term benefits to the environment while also appealing to environmentally conscious customers. In cases where there is a choice, it should be communicated with

the customer, who may be happy to pay a premium for a more sustainable product.

Another important consideration is the workshop itself. With almost daily use of air compressors, lights, power tools, and more, garages need a lot of energy. Those looking to cut emissions should consider a solar installation, potentially paired with a battery, and sufficient insulation to keep staff comfortable year-round without excessive use of heaters or air-conditioning. Efficient appliances and lighting can also reduce energy use, further improving overall efficiency.

Action and accreditation

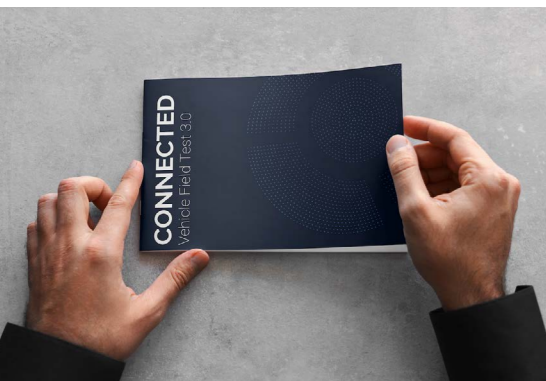
Adopting more sustainable practices and considering the industry's net-zero emissions ambitions are important for the modern garage. Not only does it help the climate crisis, but it also demonstrates sustainability action to customers. In many cases, these changes can help to reduce business costs such as waste management and energy usage. For businesses determined to take action, obtaining green accreditations serves as a testament to a workshop's commitment to sustainability, solidifying its reputation and contributing to a more sustainable future.

KEY FACTS

Almost every industry is enacting measures in order to be more sustainable. Garages can implement sustainable practices in their day-to-day operations as well.

Driving change: The role of connected car data in IAM workshops

A field study on the current state of equipment, vehicles, and telematic data requirements



A field study on the current state of in-vehicle data in IAM workshops



The connected vehicle field test was supported by a big variety of IAM players



The key findings provide insights from the exploratory phase and the process deep dives

The Independent Automotive Aftermarket (IAM) is a dynamic and competitive sector that provides repair and maintenance services for vehicles of various brands and models.

However, the IAM faces multiple challenges in accessing and using connected car data that could enhance their daily operations and position them favourably against competitors. To address this issue, CARUSO dataplace, a platform that provides access to harmonised multi-brand in-vehicle data from different vehicle manufacturers, conducted a field study on the current state of connected car data in IAM workshops.

The study involved 30 workshops throughout Europe and aimed to explore the challenges and opportunities of using telematic data in the IAM sector. The methodology encompassed an exploratory phase, in which workshops were surveyed about their equipment, vehicles, and telematic data requirements. It also included a process deep dive phase where three workshops were selected for a detailed analysis of their operations, data integration, and consent processes.

The study yielded some intriguing insights, such as:

- Workshops can possess up to ten, or even more, diagnostic tools. On average, the sample group had four distinct diagnostic tools. Closer inspection revealed that independent workshops had fewer diagnostic tools (average of 2.5) compared to concept workshops (average of 4.5).
- Car Repair Shops acknowledge the value of telematics, but voice concerns about time investment, customer acceptance, and equitable data access.
- 76% of the workshops believe their customers would consent to providing

access to their connected car data.

- Most of the car repair shops prefer acquiring consent through paper-based forms.
- The top data item, with an average score of 9.33 (out of 10), was accessing the next due date.

The study demonstrated that there is tremendous potential for the IAM sector to utilise in-vehicle data to improve their business performance and customer satisfaction.

However, there are also several challenges and gaps that need to be addressed, including:

- Enhancing the technical and digital capabilities of the workshops to manage and process in-vehicle data proficiently.
- Offering a standardised and harmonised data platform that provides data from different vehicle manufacturers in a secure, compliant manner.
- Educating workshops and their customers about the benefits and risks of sharing in-vehicle data, while gaining their consent and trust.

The advantages of integrating technology, particularly telematics, are clearly recognised by independent automotive workshops. While certain processes such as online bookings have gained traction, there is still a need for better digital integration and interoperability between various systems and tools. More details and insights about the study can be found [here](#).

KEY FACTS

Workshops are slowly preparing for connected car data and the IAM can utilise in-vehicle data to improve operations, competition, and customer satisfaction.

Managing security relevant RMI access for independent operators

SERMI, a harmonised authorisation scheme for independent operators



KEY FACTS

ATR shareholders can actively contribute to the establishment of SERMI in their countries. Two criteria must be met for SERMI to become operational in a country.

SERMI is a harmonised authorisation scheme that enables access to anti-theft related repair and maintenance information (RMI) for independent operators including Remote Service Suppliers (RSS). It eliminates the need for multiple authorisations from each vehicle manufacturer, reducing paperwork and delays. With a single SERMI certificate, independent operators can access all relevant information for security related operations (like programming keys, replacing door locks, and other anti-theft related repairs) across all vehicle manufacturers.

The SERMI scheme, approved by the European Accreditation Agency in March 2023, is available on the SERMI website. It provides an overview of the conditions that must be met to obtain SERMI accreditation. Information on SERMI, including a list of accredited Conformity Assessment Bodies (CABs) by country, can be found [here](#).

Independent operators can use this website to check the implementation status in their country of operation and to obtain information about the corresponding operational CAB to whom they should apply for a certificate. For country-specific requirements (e.g., relevant criminal record), independent operators can refer to their CABs.

Once the first CAB is ready, FIGIEFA expects a roll-out time of at least two months for SERMI to become operational in a member state. It is important for independent operators/repairers to obtain SERMI accreditation in a timely manner to ensure access to security relevant RMI and business continuity.

How it works

- Independent operators apply to an accredited Conformity Assessment Body (CAB). The CAB conducts the necessary approval for the company and authorisa-

tions for individual employees.

- Upon approval, a Trust Centre issues electronic certificates to the independent operator.
- Workshop employees download an app to authenticate their login to manufacturer websites.

Once authorised, employees can then access security relevant RMI from all vehicle manufacturers. Company approvals and employee authorisations are valid for 5 years unless revoked for abuse. Such a certification mechanism is also applicable for the RSS. The RSS uses a chain authorisation mechanism (where the SERMI certificate of the IO employee and RSS employee are linked together) to access the necessary information and perform the repair operation in the vehicle.

ATR shareholders

ATR shareholders can actively contribute to the establishment of SERMI in their countries. Two criteria must be met for SERMI to become operational in a country:

- At least one Conformity Assessment Body (CAB) must be in place to provide accreditation.
- A sufficient number of workshops must already be accredited.

It is important to work with the SERMI organisation to attract CABs to offer SERMI accreditation in your market. FIGIEFA can assist in this process.

Additionally, ATR shareholders can play a crucial role in raising awareness among their workshop customers about the existence of SERMI and the importance of obtaining accreditation.



SERMI Authorisation Relevant Operations

Launch of the ATR Community



ATR is thrilled to announce the launch of its new dynamic networking and event management platform designed to bring its members closer together



KEY FACTS

ATR is launching its new dynamic networking and event management platform that's designed to bring its members closer together.

The ATR Community is an exclusive and dynamic online platform for ATR shareholders and ATR suppliers. The basic idea is to create a place for additional networking with ATR business partners, and provide an event management platform, but also facilitate the daily interaction with you.

You can use the ATR Community in many ways:

- Gain an overview of upcoming ATR events and save the dates
- Register to all future ATR events via the ATR Community platform
- Use the ATR Community as your gateway to ATR event platforms and online meetings with a "single sign-on"
- Gain valuable insights about other ATR Community members reviewing their profiles including videos and PDF documents
- Make yourself and your company more visible and provide ATR shareholders or ATR suppliers with additional information about your company and products
- Show other ATR Community members your core competences and inform them about the segments and regions in which you are active
- Quick and easy access to relevant surveys

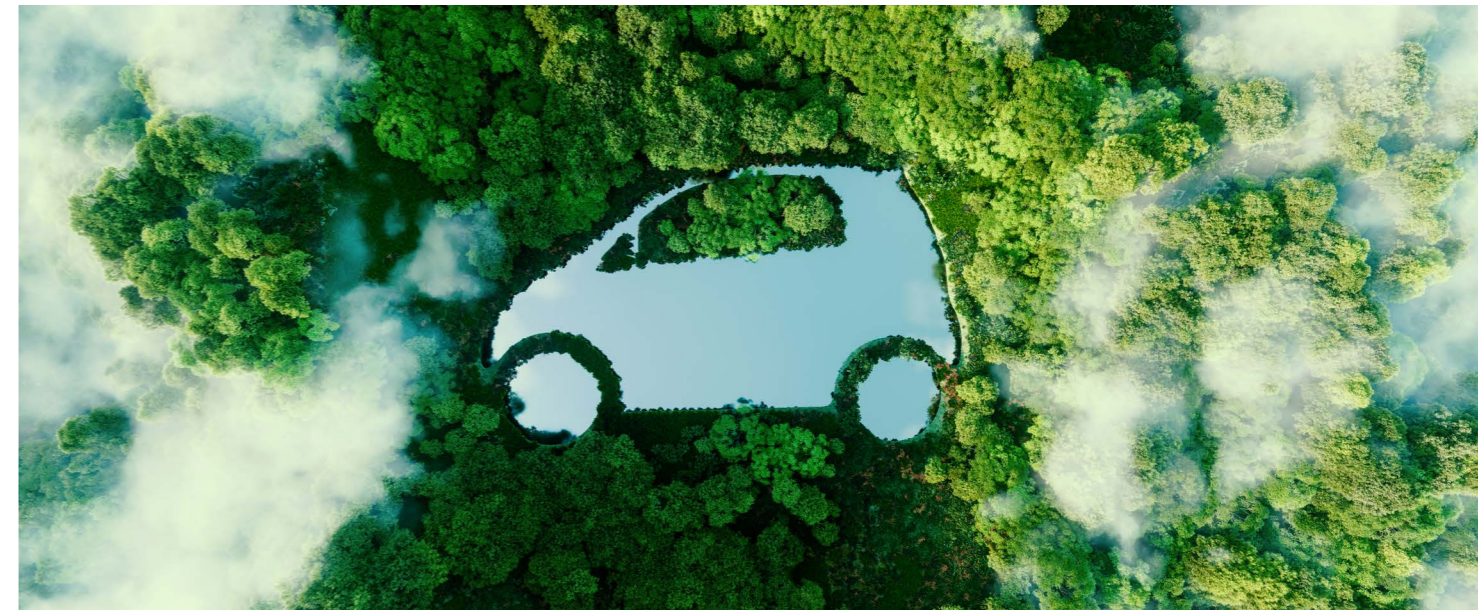
- Watch the recordings of previous online webinars to learn from the valuable insights, even if you were unable to participate live
- Read industry newsletters, articles and ATR magazines in the ATR library ensuring you never miss out on valuable content
- Organise and plan your own meetings through the platform with the possibility of exporting the meetings to your Outlook calendar
- Network with other ATR Community members all the time

As you can see, the ATR Community is your one-stop-shop! We are incredibly excited about the possibilities the ATR

Community offers and how it will enhance your engagement and collaboration within the ATR network.

If you haven't yet signed up, you can do so [now](#) and don't miss out on the world of opportunities open to you!

We hope you enjoy your time on the platform and please do not hesitate to contact the ATR team in case you should need any assistance or further information about the ATR Community. We always appreciate your feedback and are looking forward to developing the ATR Community together with you.



FAAS: Driving the Aftermarket into a sustainable future



The Forum on Automotive Aftermarket Sustainability (FAAS) is establishing itself as the foremost sustainability initiative within the Aftermarket. ATR is proud to be one of the founding members of this important initiative

The FAAS initiative is driven by a sustainable vision for the future of the Aftermarket. All relevant stakeholders are joining forces and using their collective influence to promote a more sustainable future. Sustainable solutions such as energy transition, low-carbon production, pollution reduction and circular economy are at the core elements of this initiative. Bridging knowledge gaps within the sector and equipping companies with the necessary tools to

actively participate in sustainability efforts is another key goal of the FAAS.

Four initial topics have been identified and are addressed in focussed working groups: These include a CO₂ footprint study, the remanufacturing of parts, the determination of a methodology for calculating the CO₂ footprint of products as well as optimisation of supply chain logistics. In a collaborative approach, analyses are initiated, measures are derived and recommendations for action are made for the Aftermarket.

At the beginning of 2024, the first FAAS Board of Directors was elected. Beside 13 other Directors, Warren Espinoza, CEO of ATR International AG, was elected to be a member of the Board for the next four years. "We are proud to be a part of this important initiative which pro-

KEY FACTS

In January 2024, the first FAAS Board of Directors was elected. Warren Espinoza, CEO of ATR Internatioal AG, together with 13 other members, was elected to the Board for the next four years.

vides the opportunity to actively contribute to sustainable concepts for the Aftermarket and to promote exchange and collaboration across all relevant players. The sharing of ideas and the joint pursuit of industry solutions provides a high level of motivation to create added value for ATR Shareholders and other market participants", Warren says.

Being part of FAAS means enhanced collaboration, the exchange of best practices and the fostering of sustainable initiatives. Find more information on becoming member of FAAS on <https://www.faasforum.eu/>.



SAVE THE DATE

ATR Digital Conference and ATR Symposium 2024

Don't miss out on our event to further discuss and explore the future of digitalisation in the IAM and other topics that are shaping the industry

KEY FACTS

*When? 9 and 10 October
Where? Athens, Greece
Planning: Arrival the evening of Tuesday 8 October. Departure from 3pm onwards 10 October*



The global independent Aftermarket faces ongoing challenges in navigating a rapidly evolving landscape full of obstacles. These obstacles are expected to endure, necessitating our readiness to adapt accordingly.

This situation drives our commitment to hosting the ATR Digital Conference and ATR Symposium – an event where we unite to confront these challenges collectively and advance into the future as a cohesive force.

Following the very positive feedback on the format and content of the ATR Digital Conference and ATR Symposium '23, held in Lisbon, we once again want to build on that success and invite our members to SAVE THE DATE for the ATR Digital Conference and ATR Symposium 2024.

Be assured... this is going to be another great event!

As we continue to finalise details and agenda topics, we will share comprehensive information to ensure all participants are well informed. The registration process will be facilitated through the new ATR Community, mirroring the successful registration procedure used in 2023. Invitations to register will be sent out via e-mail, so should you not receive an e-mail, but would be interested in attending, please send an e-mail to digitisation@atr.de.

Plan now to be part of the next phase... We look forward to seeing you there!



HER MARKA ARACA YEDEK PARÇA

Martaş & Stellantis cooperation!



The industry's leading giants join forces at Martaş Otomotiv!

Martaş Otomotiv and Stellantis Otomotiv Pazarlama A.Ş. are pleased to announce the signing of a distributorship agreement in January 2024. The official launch took place at the Erzurum Distribution Center, where both companies unveiled their joint initiative under the motto of "Spare parts for all brands of vehicles".

"Now a part of us - Distrigo"

The announcement that Martaş is now a part of Distrigo, the distribution platform of multi-brand spare parts, tires, accessories and various products of Peugeot, Citroen, DS Automobiles, and Opel brands, was made in the presence of staff from both companies and other industry stakeholders. Distrigo is a platform that caters to a total of 150 Peugeot, Citroen, Opel and DS authorized services throughout Turkey, as well as thousands of private services and spare parts dealers.

Original spare parts are as close to you as Martaş Otomotiv!

Following the launch of the Erzurum Distribution Center, which will serve the

Distrigo organization with a closed area of 5,700 m², the investments made in the original spare parts market were mentioned by OES Business Unit Manager. It serves the original spare parts market with daily and hourly deliveries from a total area of 85,500 m² in 11 distribution centers throughout Turkey (Istanbul/European, Istanbul/Anatolian, Istanbul/Doğu Anadolu, Ankara, İzmir, Bursa,

Samsun, Antalya, Adana, Diyarbakır, Erzurum). It was also emphasized that the level of service will be above market expectations. The launch ceremony, which continued with the explanations of Martaş Otomotiv General Manager Erdem Çarıkcı and Stellantis Otomotiv General Manager Mehmet Akın, ended pleasantly with local dishes and treats.

Martaş welcomed 2024 with SAP

Martaş successfully completed the SAP ERP project on January 1, 2024, which had started in January 2023.

The ERP application currently used in the project was replaced, all processes managed by the ERP application were reviewed and updates were made where necessary. All targets were successfully achieved in the project, which aimed to achieve delivery speed, stock availability and customer satisfaction that are indispensable for the sector.

With the financial consolidation of companies, Martaş has instant stock level and pricing flexibility, technical uninterruptedness and accessibility; the project has achieved a flexible and scalable ERP system that meets not only Martaş current needs but also all kinds of demands that will be needed in the future.

The project in numbers

- Nearly 3,000 hours of analysis, 1,000 hours of testing and 2,000 hours of training
- 12 distribution centers
- 300,000 product codes
- 8,000 customers
- 1,000 suppliers
- 150 users
- 12,000 deliveries daily are managed by SAP

Martaş shapes its future with digital solutions

In particular, all problems arising from numerous integrations with other IT platforms, intensive and high data processing, and cultural change in the project were successfully completed. On the other hand, the SAP project is the first SAP project in the local market and one of the first SAP projects in the European market.

KEY FACTS

Martaş Otomotiv and Stellantis Otomotiv Pazarlama A.Ş. signed a distributorship agreement in January 2024, and the official launch took place at the Erzurum Distribution Center, where both companies unveiled a joint initiative under the motto of "Spare parts for all brands of vehicles".

VExpert programme: qualified electric auto service



With market trends in mind, Create Business launched VExpert to empower workshops to work safely and effectively on hybrid and electric vehicles

The automotive industry is undergoing a revolution with the exponential growth of hybrid and electric vehicle fleets. As consumers seek more sustainable and energy-efficient alternatives, automotive repair workshops face the challenge of adapting to this new techno-

Why the VExpert Programme?

Insurance companies, for example, are increasingly referring their clients to qualified workshops that can competently and safely handle electric vehicles. Additionally, electric vehicle owners themselves are increasingly attentive and seeking workshops that can offer services tailored to the specific needs of their vehicles.

The VExpert programme also offers financial benefits for workshops. By attracting owners of electric and hybrid vehicles, workshops can increase their customer base and, consequently, their revenue. Specialised services often have higher labour rates, which can further contribute to the financial growth of the workshop.

In summary, Create Business' VExpert programme is more than just a qualification; it is a guarantee of competence, safety, and excellence in servicing hybrid and electric vehicles. In a world where automotive technology is constantly evolving, becoming a VExpert is essential for workshops that want to stand out and meet the growing demands of customers for specialised services.

Competition also plays an important role. With a limited number of qualified workshops capable of servicing these vehicles, those with the VExpert qualification gain a significant advantage in the market. In 2024, Create Business expects to qualify

over 150 workshops from the A OFICINA and Auto Check Center networks.



The VExpert guide with all programme details

KEY FACTS

Create Business launched the VExpert programme in the last quarter of 2023 – an initiative aimed at empowering workshops to work safely and effectively on hybrid and electric vehicles.

logical reality. Create Business, attentive to market trends, launched the VExpert programme in the last quarter of 2023, an initiative aimed at empowering workshops to work safely and effectively on hybrid and electric vehicles.

Tailored Qualification

VExpert is a comprehensive programme developed in three levels, designed to enable workshop technicians to handle these vehicles professionally and safely, following best practices and safety guidelines. From initial training and acquisition of necessary equipment to communication with the end customer, the programme ensures that workshops are fully prepared to meet the specific requirements of these modern vehicles, and their owners view VExpert workshops as a preferred location to entrust their vehicles.



Safe removal and transport of an electric vehicle battery during VExpert training

Create Business launches Remote Technical Support service



With this service, Create Business provides an innovative tool for workshops

The revolution in the automotive industry is not limited to the electrification of the fleet. Even in thermal engines, technological advancements and system complexity are making software increasingly important in car repair. Many repairs can only be carried out after writing new software or adapting it to the replaced part or component, with the software being made available solely by the vehicle manufacturer.

This recurring situation can be resolved by connecting the vehicle to the manufacturer's "PassThru", a process provided by major manufacturers. However, due to the lack of standardisation and distinct requirements among different brands, it's becoming a highly challenging, onerous, and complex process to configure for most of multi-brand workshops. In order to address and simplify the complexity of the process, Create Business has launched the +Value Remote Technical Support.

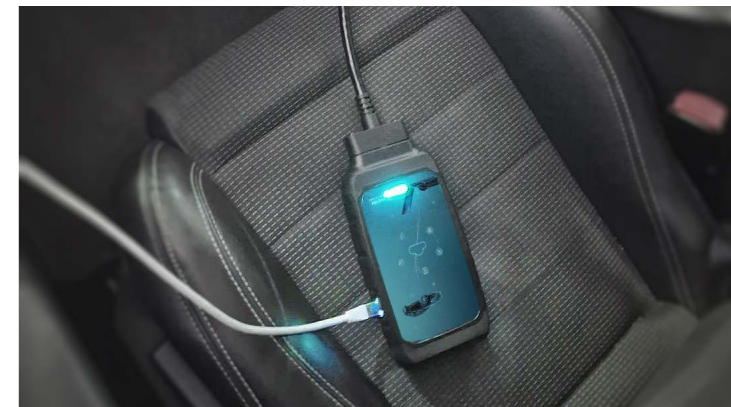
What is the objective? And advantages?

The objective is to equip workshops with a solution that, with just one piece of

equipment, allows easy access to a set of resources, enabling the execution of complex adaptation and programming operations, and resolving faults or software uploads only possible with original equipment and software. This allows communication with manufacturers without having to invest time in computer processes and with controlled costs. With the +Value Remote Technical Support service, Create Business intends to provide its customers with a differentiating and innovative tool that allows them to respond at the manufacturer's level.

How does it work?

With Remote Technical Support, it will only be necessary to physically interact in connecting the equipment to the vehicle, ensuring the prerequisites, and indicating the needs to be met. All management will be carried out by the Create Business technical team, from vehicle connection to the manufacturer. This is possible thanks



Technical service provides an innovative tool for workshops

to Create Business' own investment in developing its communication structure and, through existing market hardware "Remote VCI," allowing total adaptability to the needs of our market and workshops.

Not only that, but above all, always maintaining the premise of keeping workshops close to us, which is only possible with in-house development. The tool will never be the only solution on the market, nor will it cover all needs, however, as always, close collaboration with all customers will be essential for the success and development of the programme. Communication, interaction, and joint learning will contribute to the development of the tool and improve it to achieve the best results and uphold the Create Business DNA – Adaptation to change!

KEY FACTS

Technological advancements and system complexity are making software increasingly important in car repair. So, Create Business is equipping workshops with an easy solution. Remote Technical Support service provides an innovative tool for workshops.



The remote technical service interface on the workshop side

Much to discover in KGK's new demo car



KGK's new and inspiring demo car is packed with modern products to showcase its wide range



the cabin in electric cars consumes a lot of power from the car's battery. To get around this, the cabin and cargo heating system Range Plus from Webasto has been installed.

To the delight of craftsmen, the car is equipped with an electrical system that provides 230V and 12V with products from WhisperPower, Calix, and CTEK. Through a separate service battery, you can therefore charge tool batteries and easily use power directly from the car. The same system also maintains the car's 12V battery,

which on a combustion engine car makes starting problems a thing of the past.

To be clearly seen and visible, the car is equipped with a light bar, work floodlights, and warning lights from Hella, flashlights from SmartVan, and enhanced cabinet lighting with LED lighting. In the cabinet, lightweight panels, interior, and cargo securing from SmartVan are installed, as well as tool cabinets from Kamasa Tools;

and , you will find roof racks from Ultibar, with pipe box, step holder, and cargo roller from SmartVan on the roof, which in the future, will also be equipped with solar panels to help charge the service battery.

Road safety is a strong focus for KGK, and therefore they have installed a 360° camera system from Continental with a 10" high-resolution touchscreen. On the screen, you can see the vehicle from different views with simple touches on the screen. Collision warning from Mobileye is also installed, which recognises speed limit signs, lane departure warning, distance warning to the vehicle in front, and alcohol locks from Dräger.

KEY FACTS

KGK's new demo car has been fully equipped with the latest in automotive technology for the purpose of giving KGK's customers the opportunity to experience, test, and feel products from its wide range.

The new demo car is perfect for the purpose of giving KGK's customers the opportunity to experience, test, and feel products from its wide range. The car runs on electricity and travels across the country together with KGK's salespeople. Since it's an electric car, it is equipped with battery heating from Calix, which, by heating the battery, among other things, maintains range in cold climates. Heating

Worn gearboxes – a resource for future automotive technicians



KGK, Autoexperten and their ZF workshop donated worn-out gearboxes to high schools, making them a valuable resource for educating future automotive technicians

KGK and Autoexperten's ZF workshop, specialising in the refurbishment and repair of gearboxes and axles, had seven worn-out gearboxes from buses in their inventory. Motor Industry College (MBC), which ensures the quality of automotive high schools according to industry standards, collaborates with KGK and Autoexperten and took charge of the gearboxes. They organised a competition for their 29 certified high schools in Sweden, where schools had the chance to win one of these gearboxes.

High schools win old gearboxes for new life

The competition meant that high schools had the chance to win old gearboxes from buses. To participate, high schools had to post a picture on social media and briefly explain why they wanted to win a gearbox. The competition produced seven lucky winners, and the gear-

boxes are now being rejuvenated by the mechanics and technicians of the future.

Commitment benefits the industry

There is currently a shortage of mechanics and technicians in the automotive industry. KGK and Autoexperten sees a great need for these skills and is involved in fostering the growth of automotive technicians. The collaboration with MBC helps to renew, improve, and keep automotive education relevant in Sweden. KGK and Autoexperten's goal is to get more students to choose to study automotive and transportation programmes in high school and graduate as automotive technicians.

KGK and Autoexperten – a workplace for future automotive mechanics and technicians

KGK and Autoexperten have been playing a crucial role in driving progress

KEY FACTS

Since there is currently a shortage of mechanics and technicians in the automotive industry, KGK and Autoexperten are fostering the future growth of automotive technicians by engaging with today's students and high schools.

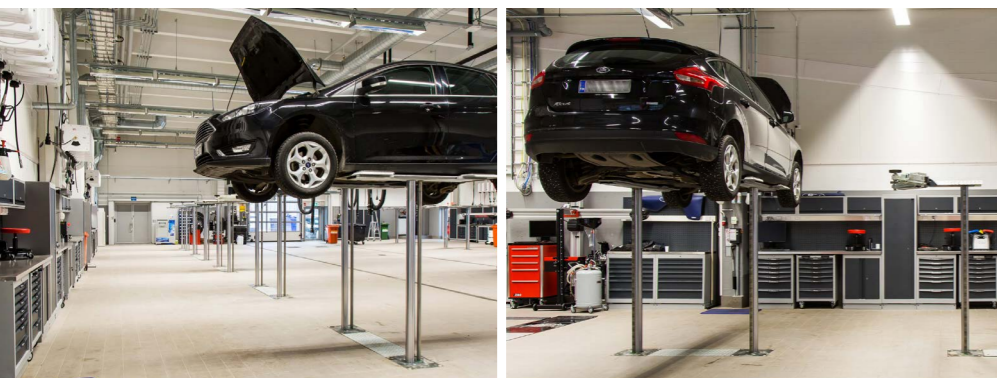
forward and do so by engaging with students as mechanics and technicians of the future. They set high standards for education in automotive and transportation programmes and contribute by donating gearboxes for students to practice on.

To secure a sustainable future for the automotive industry, well-trained workers are needed who can handle both older and modern technology. KGK and Autoexperten ensure that the automotive industry has a future. They engage with students and their education and provide a natural workplace for both current and future automotive mechanics and technicians.

Kaha (KGK Finland) and Arpré have established a cooperation



Kaha and Arpré Oy, Finnish workshop equipment supplier, joined forces with the goal of offering Kaha's dealers and workshop customers a more comprehensive service



Arpré and Kaha, two respected companies in the Finnish automotive industry, have been collaborating since December 2023, in order to offer an even broader range of services and products to Finnish car repair shops. Kaha has long operated as one of Finland's largest importers of car spare parts, accessories and tools, and Arpré Oy, on the other hand, is known as a supplier of car lifts and fixed workshop equipment.

We expect the cooperation to strengthen both Kaha's and Arpré's position in the industry and bring more versatile, innovative solutions to repair shops – and to improve customer experience, of course.

Goals of the cooperation

Kaha and Arpré's partnership brings many benefits to both companies and their customers:

- Wider product selection: Car repair shops can purchase both Kaha's

high-quality car spare parts and Arpré's workshop equipment conveniently under the same roof.

- Efficiency and professionalism: The combined resources of the companies enable faster delivery times, installation and maintenance services, as well as training and technical support.
- Cost savings: Customers can save on costs by getting all the products and services from one supplier. We at Kaha are very excited about the

cooperation and looking forward to seeing the results!

KEY FACTS

Arpré and Kaha, two respected companies in the Finnish automotive industry, have been collaborating since December 2023, which will save customers money and broaden the range of services and products to Finnish car repair shops.



Supply Chain Technology for “Safety in Motion”

TOKIĆ GROUP

“Safety in Motion” – the recognisable slogan of Croatia’s leading IAM distributor – has been Tokić’s guiding principle for more than 30 years

The most significant transformation of the automotive aftermarket in the Adria region was marked by the opening of Tokić branches three decades ago. The first extensive stock of automotive parts from global suppliers was revolutionary at the time, creating the possibility of choice based on the good-better-best principle. The market

in the years, this slogan transitioned from the road to the business culture, especially in the technological departments where more than 40 people work at Tokić today. With continuous growth, as well as having entered ATR International AG cooperation, Tokić has developed the widest shop network, opened its educational centre, and established a franchised service network (Auto Check Center). Further evidence of Tokić’s technological ambitions includes being the first in Europe to test autonomous robots in its warehouses, thus confirming its status as an early adopter of emerging technology. Tokić has also pioneered the IAM aftermarket through the use of deep learning, data science, and artificial intelligence. The inclusion of these “invisible employees” enables Tokić to continue growing its automotive aftermarket presence.

Digital transformation

Tokić endeavours to carefully balance its family and traditional organisation with an open and agile business strategy – a balance that permits digital transformation and innovation. Besides constant investments in its sales divisions, many

talented engineers and highly skilled IT employees have joined the company. In tandem with this impressive talent acquisition, Tokić has also invested in robotic process automation (RPA) to assist in critical human-led activities. Today, over 270

Today, over 270 RPA software modules automate more than 10 million tasks annually.

RPA software modules automate more than 10 million tasks annually. An autonomous digital archive has been created. This paperless approach saves trees and eliminates paperwork from stores. Furthermore, over 20 internally developed digital applications expedite business operations, ensuring top-notch business hygiene. These strides in automation have facilitated Tokić’s digital transformation, allowing staff to focus on higher-order tasks, such as business strategy and key business relationships.

Climate, politics, and technology

Thanks to Tokić’s commitment to ongoing education and training, the organisation has effectively integrated new staff and is significantly more resilient as a result. This was confirmed by the business’ optimised responses during the pandemic, ongoing war, floods, climate change, and all the other supply chain challenges and

shocks. Tokić accomplishes this primarily through excellent relationships with suppliers, synergising procurement and sales departments, and deploying cutting-edge supply chain management technology. These external challenges are only compounded by the sector’s internal complexity: servicing demand for over 100,000 unique vehicles on European roads, totalling more than a million different parts. Generally, vehicles consist of about 30,000 parts and around 1,800 modules, so effectively sustaining the national and regional fleet(s) requires much more than accumulating a large stationary stock supply—which is an economically wasteful solution. Balancing the need for business stability, economic progress, and increased customer and mechanic satisfaction requires increasingly sophisticated solutions.

Secret weapon for safety on the move

The complexity and uncertainty of the global market affects the general consumer and industry leader alike, hence advanced solutions are more important than ever. For example, the public anxiously looks to the future regarding factory closures, new progressive e-mobility, and autonomous driving. Add to this, automotive markets—in their mature phase—are rapidly transforming due to new technologies, directives, and ideologies, as well as

geopolitical and economic influences. Even distributors are confronted with a rapid increase in factors that force them to make a large number of high-risk business decisions in a very short time. All these factors and influences together make “Safety in Motion” more challenging.

To address these challenges, Tokić formed a partnership with LOKAD, a French IT company that brings together AI and machine learning technology and deploys it at scale with experienced employees and powerful supercomputers. Unlike traditional approaches to uncertainty about the future (e.g., demand for a spare part), LOKAD expresses the problem as a list of (many) small real-time decisions, all of which are ranked by profitability. These small choices allow Tokić to make the most sensible inventory decisions in the presence of evolving and sometimes extreme market conditions.

Tokić’s new intelligent inventory management helps to optimise supplier stocks, transportation and storage, and creates financial value for all stakeholders in the supply chain (including customers, partners, mechanics, and drivers). Every single part of the million-item assortment, for every driver, is stored in the right place, at the right time, in the right quantity, and with optimal financial costs. With technology, Tokić today learns and predicts scenarios, guided by the principle that decisions are based on accurate information with valu-

able conclusions, helping to shape future decisions rather than just solving current problems.

Big Expo for technological transition

Tokić has financially optimised sales, distribution, and category management, making the company an even more valuable partner for suppliers, mechanics, and drivers. Tokić has a framework and business buffer between the most likely and extreme scenarios, which is constantly revised using AI to produce active predictions based on fresh data and business experience.

Ultimately, it is the responsibility of suppliers and distributors (rather than automakers) to convey this technological shift to mechanics and drivers. We will accomplish this mainly by growing our business with the aid of technology and intelligent inventory management, but certainly by investing in employees and work benefits.



Second headquarters in Slovenia

KEY FACTS

Tokić has invested in robotic process automation (RPA) to assist in critical human-led activities. Today, over 270 RPA software modules automate more than 10 million tasks annually. And the autonomous digital archive saves trees and eliminates paperwork from stores.



Tokić store

was thus introduced to a completely new (and appreciably higher) standard of purchasing experience.

Both the Croatian market and Tokić started to develop through the slogan “Safety in The Croatian market”, led by Tokić’s vision, which offered both family and business-oriented drivers a previously unseen IAM assortment availability. Over



Tokić attaches great importance to efficient warehouse management and even uses autonomous robots

Stellantis acquires Comercial Automotiva (DPaschoal)



After the acquisition of Comercial Automotiva, Stellantis has become the largest auto parts distributor in South America

Stellantis acquired 70% of the controlling interest in Comercial Automotiva (DPaschoal, DPK, KDP, AutoZ, Maxxi Training, Kmaxx, Recmaxx, Autocred and Maxxipel), a Brazilian company that has been providing specialised automotive services since 1949. With more than 120 stores, in addition to 28 tire and parts distribution centres, Comercial Automotiva/DPaschoal offers products and services for multi-brand vehicles.

With this acquisition, Stellantis is expanding its participation in the after-sales and multi-brand service market in Brazil. The operation is in line with the strategic objective of regional expansion, in addition to strengthening its capacity to respond to ever more complex consumer demands.

"We move forward as a mobility tech company, capable of meeting all the mobility and service needs of our customers", says Emanuele Cappellano, Stellantis Chief Operating Officer for South America.

"This is one of the goals of our global long term strategic plan Dare Forward 2030 and, with this acquisition, Stellantis has become the largest distributor of auto parts in South America. It is a coherent step that adds to the recent acquisition of Norauto in Argentina, a company specialised in the commercialisation of automotive products and services", explains Cappellano.

The auto parts market generated more than U\$19 billion in South America in 2022.

With almost 3 thousand employees, Comercial Automotiva/DPaschoal ended 2023 with revenue of R\$1 billion. The acquisition of controlling interest in Comercial Automotiva/DPaschoal is a strategic investment that has expanded Stellantis' presence in the aftersales market. Luis Norberto Pascoal, with extensive expertise in this market, will maintain the remaining 30% of the company's shares and will remain vice-president of the board of directors.

"Brazil is one of the most promising automotive markets in the world and, for this reason, Stellantis has established a

regional expansion plan to increase its customer service capacity throughout its journey. With this acquisition, it will be possible to serve customers of all vehicle brands in their safe, accessible and sustainable mobility needs", explains Paulo Solti, vice-president of Parts and Services Stellantis South America.

South American auto parts market

The auto parts market generated more than U\$19 billion in South America in 2022. In Brazil alone, it transacted more than U\$12 billion in the period of those 20% corresponds to original parts (OEM) and 80% corresponds to parts from independent manufacturers in the replacement and after-sales market (IAM).

DPaschoal, a traditional brand in the Brazilian market

Comercial Automotiva/DPaschoal is one of the most traditional automotive service companies in the country. Founded in 1949, in Campinas, in its early years it dedicated itself to tire sales and repair, and diversified its operations as it expanded its



Paulo Solti (vice-president of Parts and Services at Stellantis in South America and president of the board of directors of DPaschoal), Luis Norberto Pascoal (vice-president of the board of DPaschoal) and Emanuele Cappellano (Stellantis Chief Operating Officer for South America)

range of operations. It currently operates with more than 120 own stores and 28 distribution centres in fourteen Brazilian states. It also has national operations due to its e-commerce structure.

Its range of multi-brand products and services covers a vast portfolio of automotive parts, tires, oils and filters, accessories, as well as sound and multimedia.

The company's history is marked by pioneering in several areas. In 1986, for example, DPaschoal created the first basic mechanics course for women. Contrary to the idea that mechanical workshops are not "a woman's thing", the course sought to contribute to the inclusion of women in automotive matters, sharing theoretical and practical knowledge about car care, safety and maintenance tips, evaluation of items for knowing the right time to change and much more.

In 2007, the Green Economy programme was created, which aims to raise awareness and reduce the environmental impact generated by the disposal of products. Using diagnostic tools that measure and test the useful life of vehicle components, products are only changed if really necessary.

In addition to operating in the automotive sector, DPaschoal has structured several businesses in different segments based on its principles and values. The

companies that make up the block acquired by Stellantis serve the areas of Automotive, Education and Training, in addition to Technology and Innovation.

They are:

DPK is a parts distribution platform. It has 17 branches across the country, a portfolio made up of more than 65 manufacturers and 35 thousand items in stock. It also has an accredited system in Brazil with 1,500 partners and a B2B online shopping portal, DPK.com.br.

KDP is the complete solution that offers dealers and automotive centres a variety of tire models and sizes, as well as parts and accessories. The accredited network has more than 120 partners who have a range of benefits that boost your business.

The AutoZ Network is a physical store that has over 7 thousand items in its stock, segmented into parts, tires and accessories. Its biggest difference is its agility in delivery.

KMAXX is a platform of intelligent solutions which makes it easier to find the right part in the shortest time. It has a wide range of highly qualified automotive products that provide an experience of quick and assertive responses.

Recmaxx offers products, services and guarantees that further improve the

KEY FACTS

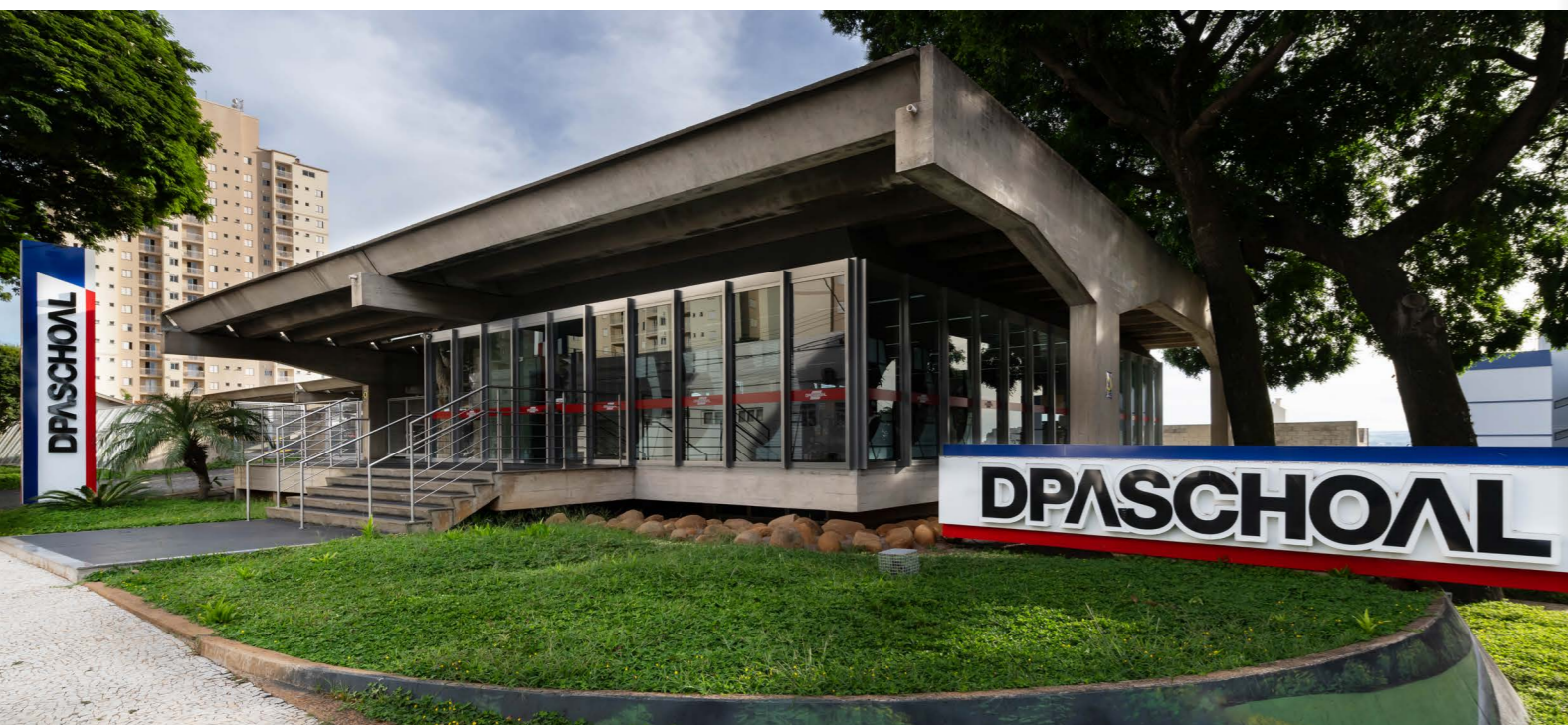
Stellantis now owns 70% of DPaschoal Company, a Brazilian company that provides multi-brand automotive services, with more than 120 owned stores in Brazil. Stellantis has expanded its participation in the after-sales and multi-brand services business in South American market, which is in line with its strategic plan Dare Forward 2030.

cost-benefit of retread tires, bringing peace of mind and security to truck drivers and fleet owners.

Autocred is a financial platform from Cia DPaschoal that offers solutions to enable access to credit for consumers and companies.

Maxxi Training is the division of the DPaschoal group focused on teaching, training and professional development in the sector. It is also responsible for developing new talent and improving the company's existing human capital.

Maxxipel is an Innovation and Technology company of Cia DPaschoal, which aims to keep the group moving towards modernity and digital transformation, with research as its basis for building a sustainable technological platform.





3D coordinate measurement of a control arm for maximum quality

One of the IAM's widest ranges of Steering & Suspension, and now an IPAS supplier

With sales of electric and hybrid vehicles constantly growing, workshops must have access to high quality steering and suspension replacement parts; their increased weight and torque output, and lack of engine noise are placing increased demands on these components. Always looking ahead, febi, SWAG and Blue Print rely on unparalleled quality standards.

Offering an extensive selection of safety-relevant steering and suspension parts, ranging from axial joints and transverse control arms to connections and steering links, the three brands of the bilstein group contribute to road safety.

For more information watch our [video](#) now.

Benefits at a glance

Right range – supplying one of the widest steering and suspension product ranges in the industry with over 11,000 articles covering all popular European and Asian vehicle types. Constant research and development are key to its Fast to Market approach.

KEY FACTS

With over 2,850 Steering and Suspension ProKits available, febi provides a solution by offering appropriate assembly kits for quick and efficient repairs.

Highest quality – strict OE-matching standards and intensive testing ensures steering and suspension parts renowned for their quality, durability, and ease of installation.

In-house Production – bilstein group engineering uses its expertise and state-of-the-art machinery to produce selected steering and suspension components for the febi, SWAG and Blue Print brands in-house.

febi ProKit – with more than 2,850 steering and suspension ProKits in range, febi offers an innovative and tailored total repair solution.

Greater driving safety, comfort, and control

A vehicle's chassis plays an essential role in driving comfort, safety, and dynamics; effecting how it responds to challenging road conditions, under braking, and during evasive manoeuvres.

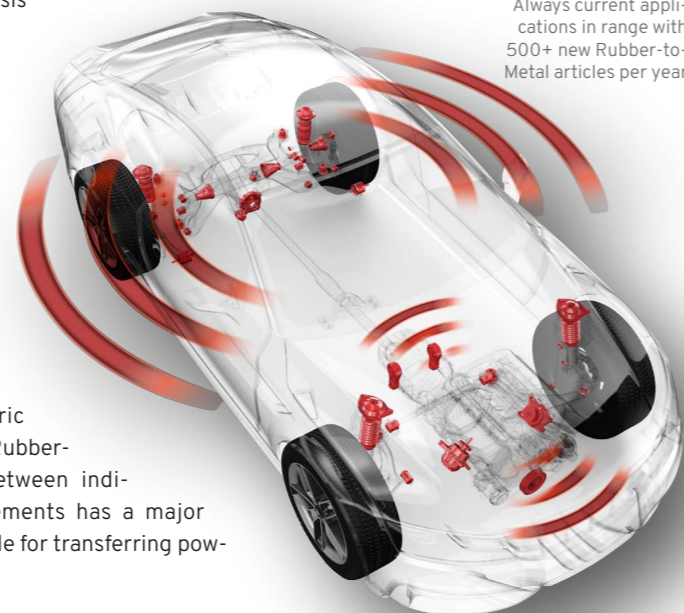
The elastomeric properties of the Rubber-to-Metal parts between individual chassis elements has a major impact. Responsible for transferring pow-

er to the road, supporting and cushioning the vehicle, sound absorption, steering characteristics, and stability – especially in critical situations – precise engineering is crucial.

Reduction of noise, vibration and harshness

- 6,000+ Mounts, Bushes, and Dampers to reduce NOISE
- Parts for a worldwide car parc of 650+ million passenger vehicles to dampen VIBRATIONS
- OE-matching quality standards, tested and verified in-house to avoid HARSHNESS

bilsteingroup[®]



Always current applications in range with 500+ new Rubber-to-Metal articles per year

Delivering excellence, driving reliability

Better be sure. Better be Bosal!

Always a premium quality products with Bosal

bosal :aftermarket

KEY FACTS

BOSAL catalytic converters are devices that reduce and control the exhaust emissions by converting toxic gases into less toxic substances.

BOSAL aftermarket provides innovative product solutions within the emission control and chassis market.

As a family-owned global leader, with an established OE pedigree and more than 100-year history, Bosal has lots of experience and knowledge in the manufacturing of aftermarket exhaust and chassis parts. Through state-of-the-art development competencies, strict selection and purchase of raw materials, Bosal products are developed by using the latest technology in manufacturing. Bosal's high-quality product range is extended with an all-round service to the customer, strong availability and fast delivery.

optimal mix of precious metals to reduce the harmful gases. Bosal offers two quality catalytic converters: Bosal quality (ECE homologated) and Blue Angel (more PGM loading).

Silencer

A silencer will adjust and reduce the noise level of the exhaust system by slowing the speed of gas emitted. It also controls back pressure and guides the exhaust gas through the exhaust system. By using E-glass, the Bosal silencer ensures maximum acoustic attenuation right from the first start of the engine and throughout the entire life of the exhaust system.

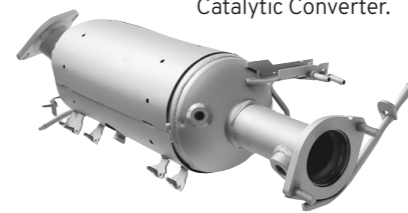


Front pipes and flexibles

In contrast to many other companies, Bosal uses stainless steel in front of the catalytic converter. Aluminised steel breaks off more easily and could enter and destroy the catalytic converter.

Diesel Particulate Filter

One of the products from Bosal's hot end part, the Diesel Particulate Filter (DPF) destroys the soot particles that are dangerous for human health. It works through two different systems: cordierite and silicon carbide. Bosal AM offers two options: DPF only and DPF with integrated Catalytic Converter.



Catalytic Converter

In order to contribute to a cleaner environment, Bosal catalytic converters are devices that reduce and control the exhaust emissions by converting the toxic gases into less toxic substances. They are all homologated to European standards and legislation, which results in the



Kits & Parts

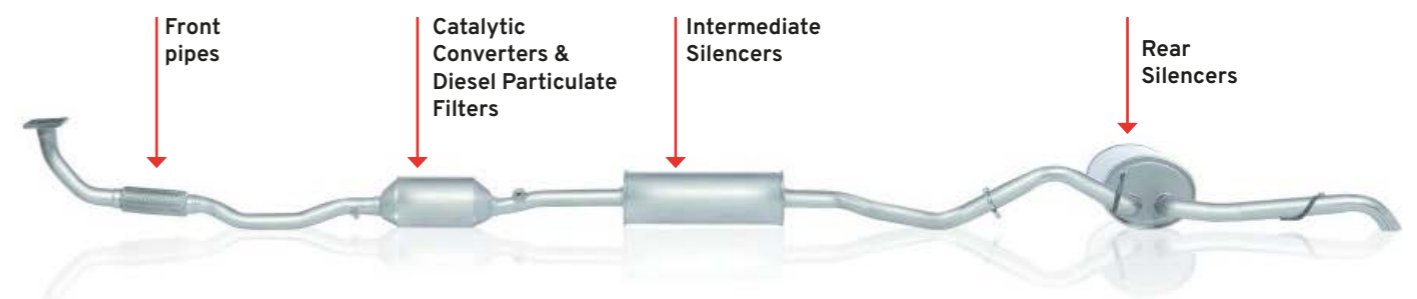
To complement their range of products, Bosal also offers mounting kits as rubbers, clamps, pipe hangers, gaskets, springs, washes, etc.

DPF Additive – Bosal GEN

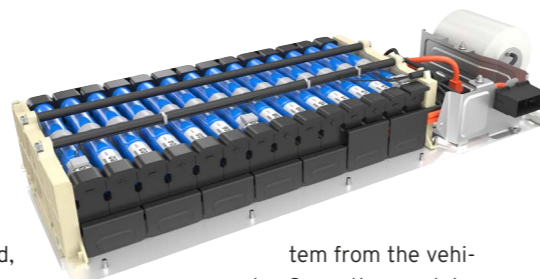
A new product for regeneration of the DPF with OE quality, Bosal Gen based on organometallic components (liquid cerium and/or iron) will enable the DPF with PSA technology to burn soot at a low combustion temperature. There are four generations of additives. Each Bosal GEN additive is available in 1L or 3L/4,5L as a full kit.



Connect with Bosal to [LinkedIn](#) or to their [website](#) and download their catalogue.



New Bosch repair set for high-voltage batteries allows outworn battery modules to be replaced



tem from the vehicle. Once the module carrier plate and other components have been removed, the old modules can be replaced with the new nickel-metal hydride modules from the repair set. The battery is then reassembled and re-installed in the vehicle. No vehicle-specific tools are required for this work. By including the repair of high-voltage batteries in their portfolio, workshops can add another string to their bow in the important electromobility market. However, the repair set for high-voltage batteries can only be installed by workshop associates who have completed level 3 high-voltage training. The Bosch Service Training Center offers product-specific installation courses as well as courses working on live systems leading to a qualification as high-voltage expert.

KEY FACTS

Since the fall of 2023, Bosch, in Germany, has been offering its high-voltage battery repair set for the Toyota Prius III, the Toyota Yaris, and the Lexus CT 200h.

Safe and resource-conserving solution for replacing high-voltage battery modules in Toyota and Lexus models.

- Simple replacement of nickel-metal hydride modules without vehicle-specific tools
- Five-year warranty for entire repair set following replacement of all high-voltage battery modules
- The Federal Motor Transport Authority has granted a general operating license for the use of the high-voltage battery repair set.

Over the course of time, the performance of high-voltage batteries in electric and hybrid vehicles decreases as their modules wear out or become faulty. And generally, once the traction battery's storage capacity has become too low, the complete battery system is replaced. This is a very costly process. While replacing individual modules that are faulty or outworn is possible and less expensive, there is always the risk of the battery system breaking down again. However, a repair using the Bosch high-voltage battery repair set replaces all the traction battery's nickel-metal hydride modules. All the remaining components of the battery system, such as housing, blower,

and electronics, are left in place. With its new high-voltage battery repair set, Bosch is now offering a solution for selected hybrid models made by Toyota and Lexus that is simple, reasonably priced, and which, above all, conserves resources.

The entire repair set comes with a five-year warranty. There is no need for a special inspection following the battery repair, as the repair set has passed all the tests set by the vehicle registration authorities and been granted a general operating license by the Federal Motor Transport Authority.

Market launch in Germany and selected European markets

Since the fall of 2023, Bosch has been offering its high-voltage battery repair set for the Toyota Prius III, the Toyota Yaris, and the Lexus CT 200h in Germany. It is expected that the repair set for the Toyota Auris will be approved in the fall of 2024. Finally, the Bosch solution for replacing high-voltage battery modules will also be launched in other European countries.

Installation of repair set reserved for level 3 high-voltage experts

The work of replacing the modules starts by removing the high-voltage battery sys-



Beyond line Innovation for new mobility

Brembo Beyond range embraces the company's mission to be a solution provider, improving the driving dynamics of vehicles and implementing new mobility concepts, with a specific focus on sustainable solutions

This product family includes two products: Greenance kit and EV kit. Brembo Beyond Greenance kit consists of a special alloy disc which guarantees high resistance to wear and a pad with a compound developed for use in combination with the Greenance disc. Brembo Beyond EV kit consists of a disc with a special protective coating on the surface to be used in combination with innovative EV brake pads. The components are more silent and resistant to oxidation,

offering greater durability, with obvious benefits in terms of sustainability. The end result is a braking system that guarantees efficient performance and protection from rust beyond 100,000 km, even in the toughest of conditions.

Greenance kit

Retrofit solution for high mileage vehicles

- Over 80% PM10 and PM2,5 reduction
- Disc life increased up to 3 times
- 15% total cost of ownership reduction

EV kit

The exclusive solution for electric vehicles

- Maximum silence while driving
- Anti corrosion
- Plug-in

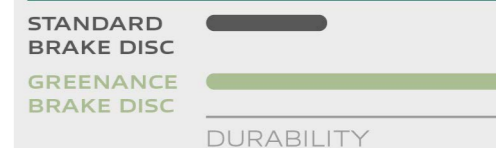
Find out more at bremboparts.com

KEY FACTS

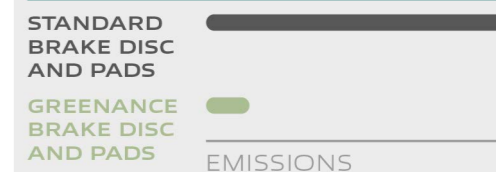
The Brembo Beyond range includes two highly durable products: Greenance kit and EV kit, which improve the driving dynamics of vehicles.

BEYOND GREENANCE KIT

BRAKE DISC DURABILITY X3



EMISSIONS -80%



TCO -15%



High quality, effective, environmentally friendly ATE is expanding its brake product portfolio with the brake cleaner “ATE Brakecleaner PRO” with overhead spray valve



Finally – meeting the demands of many ATE customers: the first brake cleaner from Continental’s premium brake brand ATE

Care and maintenance of vehicles are essential for their longevity and safety. In this context, regular cleaning of vehicle components, such as brake discs, clutch or transmission parts plays a decisive role. Brake cleaners are indispen-

sable tools in every workshop for maintenance, repair and assembly work. With its new ATE Brakecleaner PRO, ATE is now presenting a solution that not only meets high demands, but also closes a gap in the ATE product portfolio. At the start of sales, the brake cleaner will initially be available in many European markets, including key markets for the automotive industry, such as Germany, France, Italy and Spain – expansion to other international target markets is planned for the near future.

Brakecleaner PRO impresses with its easy handling and high-quality feel

With the sales launch in April of 2024, ATE is launching a brake cleaner onto the market that makes it even easier for workshops to remove extreme soiling caused by oil, grease, resin, silicone and corrosion protection layers: the overhead spray valve of the ATE Brakecleaner PRO enables flexible application. The spray can does not necessarily have to be held vertically and can even be used upside down. A practical detail that facilitates brake cleaning in different positions and angles. The high spray pressure ensures optimized cleaning perfor-

KEY FACTS

In April, 2024, ATE is launching a brake cleaner that makes it even easier for workshops to remove extreme soiling caused by oil, grease, resin, silicone and corrosion protection layers.

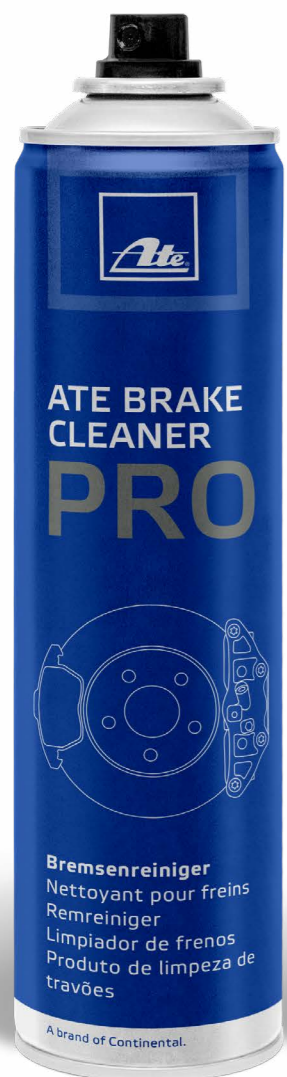
mance even in hard-to-reach areas and washes away abrasion dust even better. For the layout of the new brake cleaner can, ATE relies on a high-quality lithography process. (That way, ATE not only ensures that the can meets the strictest specifications in all target markets, but also impresses with its high-quality feel.)

Environmentally-friendly detail: can lids made from 100 percent recycled plastic

The ATE Brakecleaner PRO is manufactured and developed in Germany. For the international market, ATE uses four different part numbers, each with adapted hazardous substance information in 22 different languages. ATE sells the 500 ml spray can exclusively in boxes of 24, which not only minimizes the environmental impact, but also covers the regular requirements in workshops. The can lid is made of 100 percent recycled plastic and is deliberately not dyed in order to protect the environment.

For the sales launch, ATE is offering its new brake cleaner at an attractive special price. The ATE Brakecleaner PRO is also part of the MoreContinental Partner Program: Workshops can collect valuable bonus points with the new product and thus promote their business.

The new ATE Brakecleaner PRO has a capacity of 500 ml and is available in boxes of 24 pieces. The spray can not only impresses with its practical overhead spray valve, but also with its environmentally friendly lid made from 100 percent recycled plastic.



New TOOL BOX W04: flushing and refilling made simpler than ever



Independent workshops are now also able to flush the cooling circuit of certain engines according to the manufacturer’s specifications

KEY FACTS

The TOOL BOX W01 and the new TOOL BOX W04 provide mechanics with everything they need to carry out the complete flushing procedure, from bleeding and vacuum checking to creating a vacuum and the actual task of flushing.

If a new part is fitted without changing the coolant, its surfaces will lack protection. This is because the fluid remaining in the cooling circuit will have no more additives left for the new surfaces, as they will already have been used to coat the removed part. Plus, it’s no use simply pouring in extra coolant as the additives are not able to target just unprotected surfaces and settle on them. In short, there is only one solution for professional mechanics: namely, drain everything, flush thoroughly and completely refill!

Flushing is often compulsory

This is why some manufacturers explicitly specify that certain engines must be flushed – as Volkswagen does for the EA288 and EA288 evo units, for example. And it is this requirement that has posed a problem for many independent workshops in the past, as usually only authorised workshops are able to obtain the right flushing device. Now, though, there is a compact solution designed to also allow independent workshops to flush these engines according to the manufacturer’s specifications: the TOOL BOX W04 from Continental.

Two cases, one solution

Continental’s new flushing kit fits into two handy cases. These contain the flushing and vacuum unit together with all the hoses required. Mechanics will find the necessary adapters and connectors in TOOL BOX W01. “Many workshops already use this TOOL BOX for cooling system diagnostics, meaning they already have all the adapters,” explains product manager Maximilian Pape.

“So we decided not to add these components to the new TOOL BOX W04 as well, to avoid needless duplicate purchases.” Now all that workshops need are the canisters for flushing and filling; the TOOL BOX even contains the requisite covers complete with connector.

The two boxes complement each other perfectly. The TOOL BOX W01 and the new TOOL BOX W04 provide mechanics with everything they need to carry out the complete flushing procedure, even when dealing with very intricate cooling systems – from bleeding and vacuum checking to creating a vacuum and the actual task of flushing. All connector systems and adapters have been designed so that they each fit just one mating part, thereby eliminating the possibility of making connection errors.

Universal usability

Continental’s solution offers the added benefit of being universally suitable for all

vehicles, and not just the aforementioned Volkswagen engines – an additional adapter also included with the kit allows the cooling system of non-VW vehicles to be flushed via the return line too. This is particularly important for older or second-hand cars. Maybe the previous owner topped up the system with hard water instead of distilled water. Or when fitting the water pump, the last workshop used sealing paste that has started to contaminate the coolant. TOOL BOXES W01 and W04 now enable workshops to put an end to the associated risks once and for all.

More information can be found [here](#).



Delphi's new reman plant A leap towards sustainability!



In a bold move towards sustainable operations, Delphi has recently inaugurated its new remanufacturing plant in Wroclaw, Poland. This plant represents a major landmark in Delphi's dedication to ecological responsibility and cutting-edge manufacturing practices.

Sustainable operations at the forefront

The new plant showcases Delphi's dedication to its sustainability agenda. It's not just a factory – it's a hub of green innovation. Strategically located close to Delphi's central distribution centre in Europe, this facility is engineered to minimise its ecological footprint. As an example, the plant's architecture features expansive windows to harness as much natural light as possible, reducing reliance on artificial lighting and hence energy consumption.

With the capacity to process over tens of thousands of parts annually, the new facility is truly redefining industry standards. More than that, it is a core aspect

of Delphi's ethos. Alongside offerings like Delphi's authorised repair programs, it highlights their dedication to an environmentally mindful business approach. This plant is a proactive stride towards a future where automotive sustainability is not just envisioned but actively realised.

A hub of future innovations

The state-of-the-art facility is projected to be a cornerstone of business in the region, with plans to expand the portfolio of fuel system technologies which can be remanufactured. This expansion will serve more customers and foster a team of experts dedicated to sustainable automotive solutions.

A greener future is within reach

The Delphi remanufacturing plant in Poland sends a powerful message. It showcases how technological advancements can be harnessed to combat environmental challenges, paving the path for a cleaner and greener future for the automotive industry.

The process

Each part is disassembled, cleaned, inspected, and then rebuilt using new components.

The result

A product that works just as well as a new one but with a smaller environmental footprint. It reduces waste, saves energy, and offers consumers high-quality products at a lower cost.

Empowering sustainability

Delphi's innovative approach is expected to have a significant environmental impact, with an estimated 18+ tons of material either being reused, saved, or prevented from reaching landfills.

delphiaftermarket.com



KEY FACTS

Delphi Academy's E-learning platform offers a convenient, cost-effective, and quick way for technicians to engage with the latest technologies.



Choose quality that endures for Shock and Strut replacements



Monroe® offers exceptional durability, guaranteed by the best warranty in the category

Beyond exceptional ride and handling characteristics and increased driving safety, professional installers look for one key benefit when choosing shock absorbers and struts: durability. In the past years, Monroe has performed extensive research* with installers worldwide on what is most important to them in choosing the right product for replacement. **The research has shown that more than 40% of installers look for durability and are willing to pay a premium for a brand that offers it. Durability is important for professional installers because it gives peace of mind that the repair will result in a satisfied customer rather than an unwanted return.**

Installers work very hard to earn the trust of the vehicle owner. The last thing they should need to worry about is whether the shocks and struts they install will end up triggering a costly return. With Monroe, installers can be sure every new shock and strut is engineered and manufactured to endure. Through unique design and construction features, **Monroe Shocks and Struts are synonymous with durability. The brand demonstrates its premium quality – and its commitment to bringing unsurpassed peace of mind to the installer – through a best-in-class 5-year warranty.****

The durability of Monroe Shocks & Struts is confirmed by professional installers, who – as part of the research* – provided feedback about their experience with the brand in relation to durability: “With Monroe, I feel confident,” said an installer in France. “If I see a brand granting extended warranty, then that’s a sign it’s good quality,” said an installer in Poland. “When you have the same clients for 15 years, you know you are working with good products,” said another installer in France about Monroe Shocks & Struts.

In addition to longer-lasting products, these unique design and construction features lead to increased confidence and productivity for the installer, who can plan each workday without worrying whether an unsatisfied customer will return for an unscheduled repair. **The Monroe premium quality, ensured by a 5-year warranty** on any qualifying product, also reinforces for consumers the value of always relying on a trusted installer who only uses the best parts.**

Monroe Shocks & Struts are a preferred choice of automotive professionals and their customers around the world. Join millions of installers and choose quality

KEY FACTS

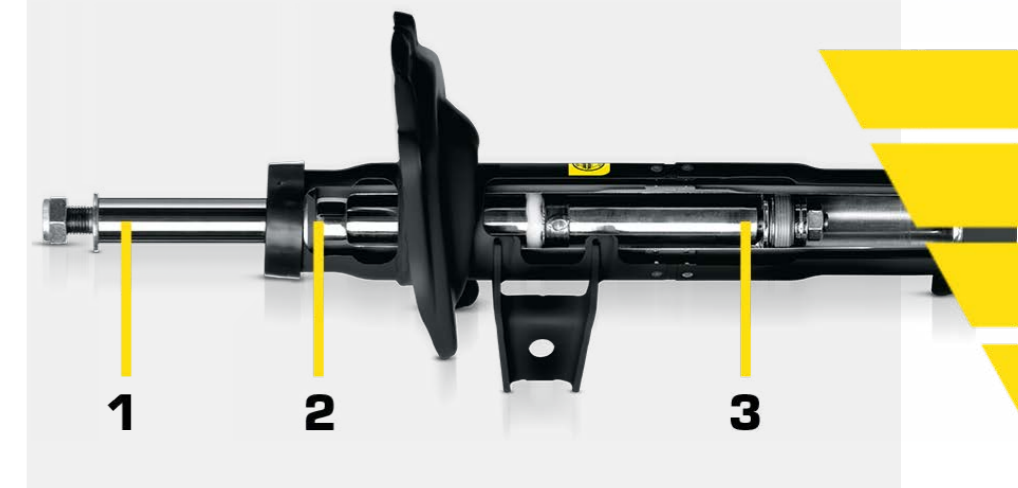
Each Monroe Shock Absorbers is engineered and manufactured to contain three premium ingredients that reduce leakages to make shocks last longer: 1) Premium super-finishing anti-corrosion rod coating 2) World-class oil seals 3) Exceptional smooth rods.

that endures for your next shock & strut replacement.

To learn more about how Monroe Shocks and Struts deliver quality that endures, you can visit the Monroe website via www.monroe.com, or scan the QR Code on the Monroe box.

Monroe highlights that each Monroe Shock Absorber is engineered and manufactured to contain three premium ingredients that reduce leakages to make shocks last longer:

1. Premium super-finishing anti-corrosion rod coating which increases shock and strut service life by resisting leakages.
2. World-class oil seals featuring premium anti-leakage rubber materials that provide outstanding performance even in extreme cold (-40° C) and hot (+120° C) conditions.
3. Exceptional smooth rods that resist seal damage and therefore leakages to make shocks last longer.



*External qualitative and quantitative concept testing (Martec research agency) with 300 installers in Germany, Poland and Italy and qualitative interviews in France with 4 installers. **5-year warranty. Limitations apply. See Monroe.com for full terms & conditions. The warranty is valid in Europe and South Africa only.

IPAS of the year 2023 – pride and motivation at the same time



Elring could not be more delighted. The fact that they managed to convince ATR's shareholders makes them incredibly proud. However, Elring also feels obligated to continually improve on its performance, from year to year.

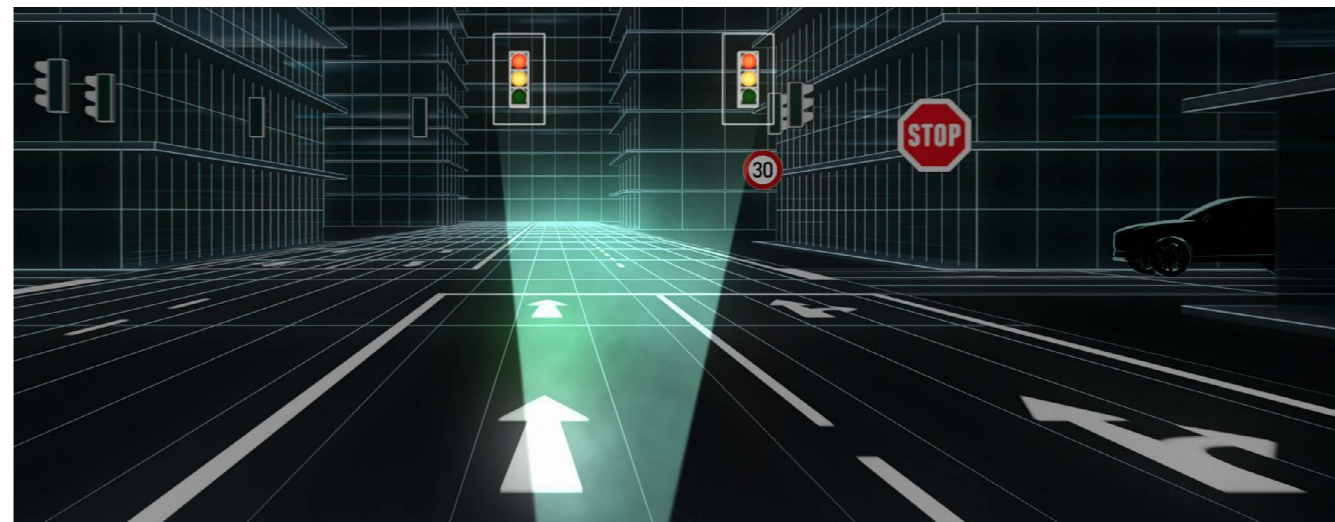
Keeping their business partners happy is, without any doubt, always at the top of Elring's agenda. And honest cooperation based on trust is the foundation of their success. It is for these reasons alone that Elring was able to win this unique award.

every single business partner. The entire Elring team is looking forward to overcoming further challenges with them, solving problems and celebrating success. Our motivation is unabated. Let's continue doing things together," says Gunther Wolf, Director of IAM Sales at Elring Klinger AG.

"Our thanks go to ATR and its shareholders. We have had a strong partnership with ATR for several decades, so it is the greatest honour to be their IPAS of the year 2023, especially as we are a comparatively small company. And rest assured that, at Elring, we see this recognition as an incentive to continue progressing. Together, we are on the right track. We want to continue along this path, hand in hand with ATR, all the shareholders and

KEY FACTS

Elring Klinger has maintained a close partnership with ATR for several decades. It is therefore a great honor for the company to have received the IPAS of the Year 2023 award.



The Traffic Rule Engine makes autonomous driving even safer.

Towards a safer future: autonomous driving



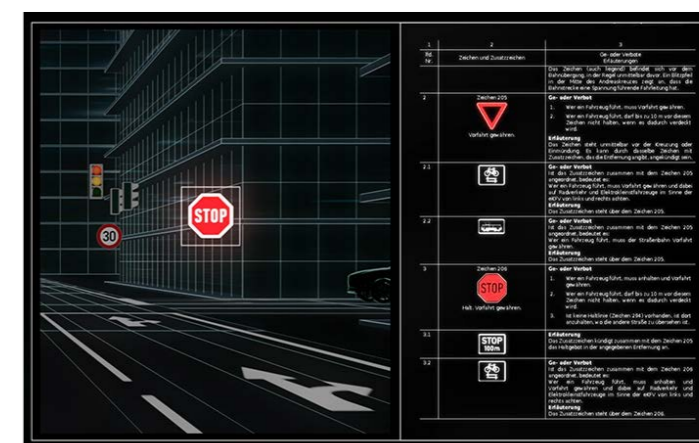
In cooperation with TÜV Rheinland, HELLA has developed "Traffic Rule Engine", the new software which monitors real-time compliance with traffic rules.

News from HELLA: In cooperation with TÜV Rheinland, the automotive supplier operating under the FORVIA brand has developed a new software for autonomous vehicles. The "Traffic Rule Engine" monitors the planned actions of a vehicle and compares them with the currently applicable traffic rules based on sensor and map data. In case of deviations, real-time feedback is provided to the driving system, which is going to make autonomous driving even safer in the future. The software can be easily updated via Over-the-Air updates

to ensure the use of the latest traffic rules. The "Traffic Rule Engine" software focuses on automated vehicles starting from SAE Level 3, which enable temporary autonomous driving. In this case the responsibility is transferred from the driver to the manufacturer.

Coming soon

While HELLA developed the "Traffic Rule Engine" and the associated database, TÜV Rheinland's priorities included taking into account the approval-relevant requirements for the 'Traffic Rule Engine' software and the type approval of automated and autonomous vehicles. At the beginning of the year, the 'Traffic Rule Engine' made its debut: It was presented for the first time at the Consumer Electronics



The 'Traffic Rule Engine' monitors the planned actions of the vehicle and compares them with the currently applicable traffic rules based on sensor and map data.

Show 2024 (CES) in Las Vegas and is scheduled to expand to various automobile manufacturers later on, especially in Europe and North America.

KEY FACTS

"Traffic Rule Engine", the new software for autonomous driving, developed by HELLA in cooperation with TÜV Rheinland, monitors real-time compliance with traffic rules.

Electronically controlled OE shock absorbers for Volkswagen Group

Electronically controlled shock absorbers from KYB Corporation (hereinafter referred to as KYB) have been adopted by Volkswagen Group to equip new Tiguan, Passat Variant, SKODA Superb and Kodiaq models with the new DCC Pro (Dynamics Chassis Control Pro). The introduction into the market is scheduled during the first quarter of 2024.

DCC Pro systems use double valve shock absorbers to independently control the extension and compression oscillations caused by the car body and the wheel movements while driving.

These valves react to road conditions and driving situations within a few milliseconds. The ECU activates the respective extension and compression solenoids to adjust independently the internal pressure of the shock absorber to suit road conditions and the driver's preference (from comfortable to very sporty). The damping characteristics are automatically adjusted in a continuous way, which in conjunction with the full

independence between extension and compression movements, brings the vehicle comfort and control to the highest level. This provides safe, dynamic manoeuvrability and an unprecedented 'flying-carpet' ride experience.

KYB and the VW Group have been working together for several years, including the sporty Audi RS suspension, and since then have been co-operating extensively for the VW brand. This new development is part of KYB's policy to further strengthen its partnership with the German car manufacturer. The hard development and validation process engineered between KYB and Volkswagen teams has made it possible to offer this technology, which up to now was only imagined for premium segments.



KYB
Our Precision, Your Advantage

KEY FACTS

KYB's new DCC Pro Shock Absorber, which has been adopted by Volkswagen Group, is scheduled to enter the market during the first quarter of 2024.

KYB will continue developing in advanced technologies that provide high added value to our customers in these challenging times for the Automotive sector.

KYB produces electronically controlled shock absorbers both in Asia and Europe, in its manufacturing facilities specifically built to be at the forefront of high technology shock absorber manufacturing.



LUMILEDS



Product Innovation: Philips Ultinon Pro6000 Boost

Ultimate road-legal Philips LED Retrofit Bulbs in major European countries

The Philips Ultinon Pro6000 Boost range provides up to +300% more light on the road compared to the minimal legal standard for halogen bulbs. These exceptional LED retrofit bulbs, developed by Lumileds, set new standards for brightness and have been approved for road use in several European Union countries.¹ They fit a wider range of vehicles thanks to their innovative architecture.

Compact, road-legal LED bulbs accredited by automotive experts

The Philips Ultinon Pro6000 Boost range is homologated and compliant with road-traffic regulations. As a result, the bulbs can safely replace halogen bulbs in a broad range of vehicles, from cars to two-wheelers, motorhomes, vans, and light trucks.

The new Philips Ultinon Pro6000 Boost H7 bulbs are shorter and narrower than

their predecessor, featuring a 30% smaller footprint that significantly improves mechanical fit in the narrowest headlights. This ultra-compact design makes lamp replacement easier for both high- and low-beam functions, thereby providing drivers greater versatility and functionality.

Outstanding performance up to 300% brighter on the road!

Now, drivers can get much more brightness from the same light output. The Philips Ultinon Pro6000 Boost range features the automotive industry-exclusive Lumileds Alticon TopContact LED, combined with a revolutionary architecture that ensures unique optical performance. The result is an impressive boost in brightness on the road, up to 300% more.²

Philips Ultinon Pro6000 Boost also offers a brilliant white light beam achieved through a 5800 Kelvin colour temperature. Its optimal spectrum enhances the visibility of road signs, making them more easily discernible for drivers. With Philips Ultinon Pro6000 Boost bulbs, drivers enjoy clearer vision from exceptional forward illumination. And to avoid dazzling oncoming drivers, they are also equipped with the cutting-edge SafeBeam technology that produces a glare-free beam of light.

KEY FACTS

Philips Ultinon Pro6000 Boost range is available in the most common headlight bulb types H7-LED and H4-LED and road-legal in many European countries.

Exclusive and reliable Philips technology

Featuring the advanced AirBoost cooling technology, the Philips Ultinon Pro6000 Boost range is designed to improve heat dissipation, providing LED bulb life of up to 3,000 hours. Its unique construction offers consistent, reliable performance, lasting six times longer than comparable halogen bulbs. For peace of mind, the Philips Ultinon Pro6000 Boost range has a full 5-year warranty, including a 2-year standard warranty and an additional three years of extended protection.³

With the extensive expertise in building premium automotive lighting products that prioritise safety and reliability, Philips excels in maintaining the highest-quality standards. The range of Philips LED bulbs meets the strict requirements for electromagnetic compatibility (EMI) with vehicle systems and offer stable, professional-quality lighting. Drivers can rely on the world-renowned expertise of an automotive specialist.

More information on the road-legal status in your country: www.philips.com/roadlegalled



¹The Philips Ultinon Pro6000 Boost LED range is approved for road traffic in the respective countries where approval exists and for the listed range of vehicle models and lighting functions only. For more information about the legal requirements that apply in your country and to consult the latest compatibility list, visit Philips.com/roadlegalLED. You are responsible for complying with legal requirements applicable in your country. ²Compared to the minimum legal standard. ³The Philips Ultinon Pro6000 Boost LED range is covered by a 2-year guarantee on purchase + 3 years' free extended warranty upon registration. Visit philips.com/auto-warranty to learn more about the warranty policy. The Philips warranty covers manufacturing defects and non-commercial use only.

Extra value for the workshop

Right in time for the spring season, MAHLE Aftermarket is supporting automotive workshops with a new thermal campaign that now also includes the topic of e-mobility. In addition to the free thermal management package with professional information and advertising material for sales support, the 2024 campaign includes many new tools to attract customers online and on site for A/C checks or A/C services. Because not just garages benefit from a regular service.

As important as an oil change

A well-maintained, hygienically clean air conditioning system has a positive

effect on the health of the occupants and can also help to avoid costly repairs due to damage and failures. A fact many customers often don't know: In electric vehicles, the air conditioning system is more than just a comfort feature.

In addition to controlling the climate of the interior, the air conditioning system in electric vehicles also helps to ensure that the electric motors, traction battery and power electronics are in an optimal temperature range at all times. Regular air conditioning maintenance and high-quality MAHLE components ensure the best conditions for the vehicle and its occupants. To also convince customers with electric and hybrid vehicles

of the importance of regular checks and maintenance of the air conditioning system, the thermal campaign has been significantly expanded in this area. But there are also many other innovations.

The new thermal campaign

In MAHLE Aftermarket's extensive range of services for automotive and commercial vehicle professionals, the thermal campaign is almost a classic. The current edition contains a revised thermal management package that now also includes e-mobility. New digital templates for online banners, social media posts and much more as well as an additional website with sales arguments for workshops and information for consumers complement the flyers and brochures in the package.

365 days workshop support

At MAHLE, services for workshops are always in season. Just a few examples

MAHLE

KEY FACTS

Regular air conditioning maintenance and high-quality MAHLE components ensure the best conditions for the vehicle and its occupants. In electric vehicles, the air conditioning system is more than just a comfort feature, it also helps to ensure that the electric motors, traction battery and power electronics are in an optimal temperature range at all times.

from the wide range of services for automotive and commercial vehicle professionals are the TechTool, which provides interactive thermal management knowledge, the practical filling quantity manual, which shows the correct filling quantities for refrigerant and air conditioning compressor oil in printed form and online, a technical hotline where MAHLE professionals answer workshop questions, and many training courses and e-learning courses. Together with high-quality spare and service parts as well as professional workshop equipment for service and diagnostics, MAHLE Aftermarket can offer workshops on complete solutions.

Accomplishing more together

As an Original Equipment Manufacturer and development partner to the global automotive industry, MAHLE has extensive thermal management expertise and offers a wide range of solutions for workshops. One of these is the marketing support provided by the thermal campaign and the free thermal management package, which can be ordered from mid-March 2024 via participating wholesalers or directly at fanshop.mahle.com/en/thermal-campaign/. More information on the MAHLE thermal campaign and all digital tools for download can be found [here](#).



Classics in a new look

MANN-FILTER

MANN-FILTER packaging now shines in a new and attractive design with many new features and clear added value

Ludwigsburg, December 2023 – MANN-FILTER, the premium filtration brand from the global filtration expert MANN+HUMMEL, recently celebrated its 70th anniversary – and set a course for the future. This course continues to unfold, as the packaging has now been updated to be fit for the future – without changing the unique recognisability of the yellow and green boxes. Mario Milinovic, Brand Manager at MANN-FILTER, enthusiastically explains: “Whether you're a professional or a do-it-yourselfer, our new design offers real added value, such as a direct link to additional digital information and

the certainty of holding an original MANN-FILTER product in your hands. The new packaging shines with a fresh and attractive design that underlines the quality of our products. Up-to-date and easy-to-use, all box designs are now being gradually converted.”

QR code: instant access to product information

Every new box is designed with a clearly visible QR code that links you directly to the respective item in the MANN-FILTER online catalogue. With just one click, the user has access to a wide range of information, such as links to vehicles and engines, dimensions, animated 360° illustrations and numerous product installation videos.

Secure code: quick check to confirm whether it's original

Much of the new packaging will be designed with a “secure code”, an exten-

sion of the QR code, which will provide additional security. This will make it possible for a smartphone to quickly check whether a product is an original MANN-FILTER item.

“As a committed business partner of workshops and dealers, we ensured that our revamped design focuses on user-friendliness. New fonts, pictograms and free spaces for individual labels or markings make choosing the right box much easier during hectic everyday working life. You can find even more information about our new design on our new [packaging website](#),” Milinovic explains.

“But we are not only making our packaging fit for the future. We are also continuing to offer innovative solutions for the new challenges in filtration. Because in the future we also want to keep our promise to our customers: MANN-FILTER – Perfect parts. Perfect service”, Milinovic concludes.

KEY FACTS

Without changing the unique recognisability of its yellow and green boxes, MANN-FILTER's packaging has now been updated to be fit for the future. Every new box is designed with a clearly visible QR code that links you directly to the respective item in the MANN-FILTER online catalogue, which provides additional security.



Strong brand. New design.
The new MANN-FILTER packaging



Nissens
DELIVERING THE DIFFERENCE



Trust the Climate Experts

Let your customers enjoy perfect thermal well-being, not just in the first days of spring, and during the hot summer, but all year round

To stay ahead of the competition and meet the demands of the independent service and repair sector, it is crucial to trust experts and when choosing climate system service solutions, there are several factors to consider.

While the range, coverage, and availability of reliable quality parts are obvious, it is also essential to ease the strain on the technicians undertaking the work. So, assembly related features that make the replacement process safer and faster, as well as technical support from the manufacturer that help technicians avoid common problems are priceless. All of this, along with a comprehensive parts program, is made available through leading aftermarket distributors who deal with Nissens.

The Danish-based replacement parts manufacturer has, for decades, provided complete system component solutions and promoted sound education to prevent common service errors. The Nissens climate system parts offering is a comprehensive program of nine key AC product lines, encompassing more than 3,600 items that provide excellent car parc coverage for all segments. As vehicle fleets

develop and change, so does the range, which continuously expands to best match the most popular applications and address recent advances in technology.

Each spring, Nissens adds more than 250 new products to the program, and the company continues its rapid growth of thermal management system parts for electric-driven car models. Among its most recent innovations are refrigerant pressure sensors and high-voltage electric AC compressors for the most popular vehicle models, which have further expanded the climate parts range.

All Nissens components are manufactured to the Genuine Nissens Quality standard, which ensures outstanding performance, durability, and easy installation of the part, through perfect fit, and with additional items included in the (First Fit) set, for example, suitable O-rings, mounting screws, or the appropriate oil in the compressor, which are inside the product box. In addition, safe packaging and transport protection ensure that sensitive

components arrive safely from the warehouse to the workshop.

Nissens also provides a wide range of technical support targeting industry specialists on various levels and technicians can benefit from the use of its recognized quality training and technical support material. The expert knowledge portal, for example, includes a broad library of technical tips and service procedures, as well as great tools, such as the oil and gas finder, with hundreds of vehicle makes and models, including the refrigerant and lubricant prescriptions for the newest and the most popular hybrid and electric-drive vehicle AC systems. The educational material in the program also addresses the popular heat pump systems, which are widely applied in new energy vehicles.

Find out more – you can learn more about the complete Nissens Climate offering [here](#).



Climate system specialists, such as Nissens, offer a complete range of premium quality parts, serving the market as a one-stop shop for replacements and as a technical support provider.

KEY FACTS

Each spring, Nissens adds more than 250 new products, the Danish-based company continues its rapid growth of thermal management system parts for electric-driven car models.

Niterra crowns 2024 Esports Cup champion

Niterra

The 2024 NGK & NTK Esports Cup was another major triumph, with the final race run at Germany's Nürburgring on 05 April 2024



Niterra ranks among the world's leading players within the Automotive Aftermarket sector and has long been involved in sponsoring traditional motorsports. This dedication as well as the company's commitment to expanding into the digital realm is reflected by its Esports Cup, which is now in its third year. The tournament has again attracted a lot of attention on social media, particularly among young mechanics, members of Generations Z and Alpha and NGK & NTK customers within the EMEA region.

The race is run

Open to all aged 16+, this year's Esports Cup kicked off mid-December 2023 at the Belgian Zolder circuit. This first heat was closely followed by further races at the Spanish Motorland Aragon National track on 19 January 2024, the Italian Imola circuit on 02 February 2024, the German Hockenheimring on 16 February 2024, the Norwegian Rudskogen track on 01 March 2024 and the UK's Oulton Park on 15 March 2024. The grand finale took place on 05 April 2024 at Germany's Nürburgring Nordschleife in a nail-biting race that was livestreamed on iRacing.com, the world's No. 1 online e-

racing platform, and Niterra's YouTube channel. Check out all the details and the name of the worthy winner of the NGK & NTK Esports Cup for 2024 [here](#).

New name, new platform, new rules

In a change from the first two years of the Esports Cup, the 2024 event not only ran under the new company name, but was also hosted by the premium online e-racing platform, iRacing.com. The first-rate service offered by the site includes improved driving realism, true-to-life vehicle handling as well as laser-scanned tracks. A few new rules were also introduced to ensure a level playing field for all competitors. In this vein, the 2024 Esports Cup was held without any leaderboards, required race-by-race registration and involved allocating servers for contenders to race on solely on the basis of their points tally. Also, following the success of Patricija Stalidzane, Niterra's Esports Brand Ambassador, in a real

Toyota GR86 at the German Bilster Berg track, an NGK- & NTK-branded virtual version of the vehicle was the only car available this year. However, competitors did have a choice among 40 different designs of the car.

KEY FACTS

Niterra – one of the world's leading players within the Automotive Aftermarket sector specialises in the fields of ignition and vehicle electronics technology, with its brands NGK & NTK, supplying customers across the globe and a long history in motorsports.



www.ngkntk.com

The largest aftermarket range of cooling parts for electric and hybrid vehicles



NRF has a strong focus on e-mobility, as the aftermarket for electric vehicles is also growing substantially. The entire range consists of more than 1,000 parts and is continuously growing

Cooling the battery and power electronics

In an electric vehicle the cooling system remains an integral part of the powertrain. To provide optimum performance, the batteries and power electronics need to be maintained within a specific temperature range. The cooling system thus retains its recognisable layout with the radiator as a main component. The coolant is circulated by an electric pump to ensure the powertrain electronics are operating safely and with the highest efficiency in all environmental conditions.

A/C system in electric cars

As with internal combustion engine (ICE) vehicles, EV's also have HVAC (heating, ventilation & air-conditioning) for the passenger cabin. In ICE vehicles the engine provides the power for the HVAC via a compressor on the engine itself. In an electric vehicle the power is provided by an electric motor/compressor. A poorly functioning HVAC will increase power

consumption and reduce the vehicle range, so keeping these systems properly maintained is vital. NRF is in a prime position to help its customers with this.

The largest aftermarket range of electric and hybrid cooling parts

In line with the increasing proliferation of electric vehicles, NRF is constantly adding new parts to its range. Included in the range already are the Tesla Model 3 condenser (NRF no. 350517) and the Tesla Model Y cooling fan (NRF no. 470078). Check the NRF webshop to find out what other parts are available.

Dedicated EV trainings

NRF has a team of technical specialists providing training on demand. Yearly, these trainers provide more than 1,000 technical trainings across Europe. Next to the trainings on location, NRF also offer online training sessions. During the dedicated EV training courses, mechanics gain the necessary knowledge to work on

these vehicles. Topics include safety regulations, battery (dis)connection procedures, HVAC maintenance and much more. Very interesting!

NRF e-mobility head office in the Netherlands

Last year, NRF opened their own e-mobility head office at the Automotive Campus in Helmond, the Netherlands. This new development underlines NRF's focus on developing their e-mobility product range and forward-looking approach. At the campus NRF has access to training and EV test facilities.

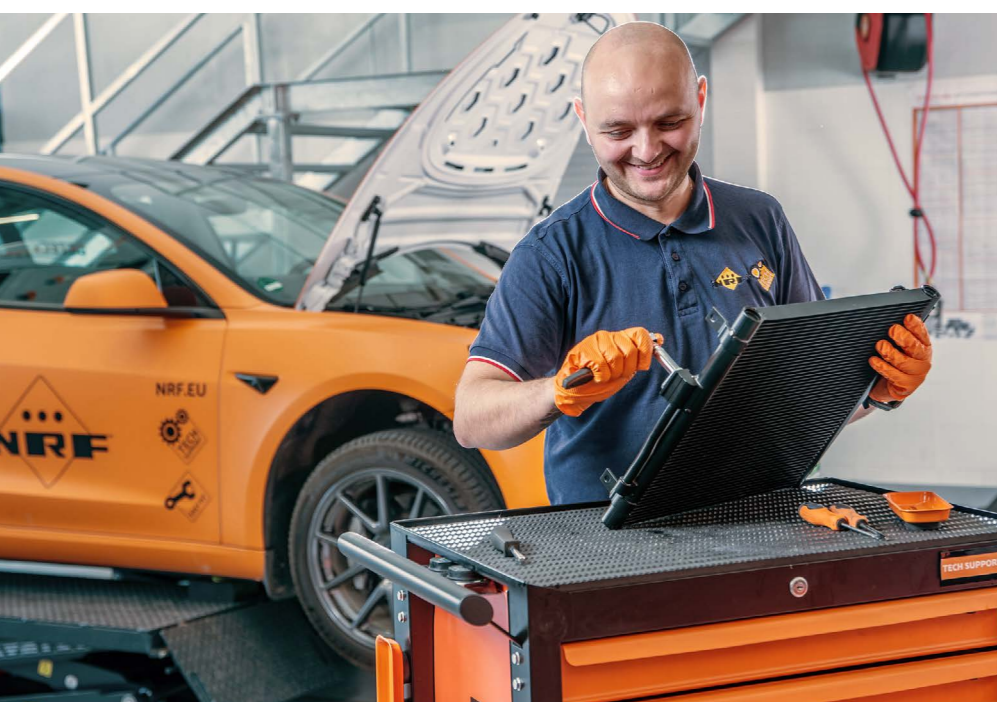


A selection of NRF aftermarket parts for several Tesla Models and the Hyundai Kona electric.

KEY FACTS

In line with the increasing proliferation of electric vehicles, NRF is constantly adding new parts to its range, such as the Tesla Model 3 condenser (NRF no. 350517) and the Tesla Model Y cooling fan (NRF no. 470078).

NRF technical trainer Przemyslaw Czapski replaced original condenser for NRF aftermarket version at Tesla Model 3.



The formula for success

FAG – a relevant portfolio for long-term success



With Schaeffler's market-oriented portfolio of FAG steering and suspension parts, Schaeffler offers specific components for all common vehicles on the European market – perfectly matched and of uncompromising quality. Schaeffler's broad, constantly growing range of first-class repair solutions offers impressive value for one's money. That is how Schaeffler creates real additional benefits and profitable business opportunities – for long-term success at all market levels.

Leading quality in every detail

Thanks to uncompromising quality, Schaeffler's high-performance FAG steer-

ing and suspension parts are among the best in their class. Careful material selection and the use of leading sealing and coating technologies ensure a consistently high level of quality. In this way, Schaeffler guarantees market-leading quality across the entire product range.

Comprehensive OE competence – innovative and future-proof

Trend-setting innovations, such as the mechatronic active roll control, intelligent rear-wheel steering, steer-by-wire technology, or the rolling chassis make Schaeffler one of the pioneers in the field of future-proof chassis systems. In close

KEY FACTS

Schaeffler redefines automotive excellence with its FAG steering and suspension portfolio, blending over 135 years of cutting-edge innovation and quality to meet the future of mobility head-on.

cooperation with leading automobile manufacturers, Schaeffler engineers are constantly developing new components and, thus, continuously advancing FAG's over 135 years of chassis expertise. That makes Schaeffler a reliable partner – today and in the future. Find out more [here](#).



New Transmission Filters



With the launch of Purflux filters specifically for automatic transmissions, Sogefi reaffirms its innovative strength, manufacturing capabilities, and adaptability to a rapidly changing automotive market

Service automatic gearboxes is essential to maintaining performance and, above all, durability. That is why, aside from specific manufacturer recommendations, Purflux recommends an oil change every five years or 60,000 km. Such maintenance is often overlooked due to drivers' ignorance or negligence.

By 2030, 85% of cars on the road are expected to be equipped with automatic transmissions. Therefore, this maintenance operation will become a real business development driver for mechanics.

Responding to mechanics' new needs

As world leader in filtration solutions and a major partner of OE manufacturers, Purflux is further expanding its offer with 36 kits for automatic transmissions. This range is already expected to increase to a total of 86 kits in 2024, enough to cater for the vast majority of the automatic transmission fleet, the filtration system for this type of transmission still being very standardised.

By expanding its current offer, Purflux confirms its position as a filtration expert,

thus meeting all the needs of mechanics: air, fuel, oil, interiors and now transmission. The complete Purflux range provides a unique solution for its customers and avoids doubling up on suppliers, making it easier to take orders, store and identify products. Each product family is colour-coded, and with the arrival of the Transmission filters, black is the colour that will appear on shelves. Purflux offers two very different types of kits depending on the technical characteristics of the gearbox and vehicle use. The BASIC kit consists of a filter and a seal, whereas the EXPERT kit adds the extra components required according to the transmission model, such as screws or a transmission housing seal. In both cases, the kit comes without oil.

E-training, technical support and partnership with UseTool: Sogefi cares for your repairs

Keen to support mechanics in the use of its products, Sogefi has provided an e-training platform for them that is dedicated to all areas of filtration, including automatic gearbox filters. Available in seven languages, it delivers fun and edu-



cational short-form training developed by R&D engineers and Sogefi Product Managers and is available at Intermediate or Expert level.

In addition, Purflux will see its range of filters for automatic gearboxes showcased on the YouTube tutorial channel UseTool. With no less than 1,300 videos and thousands of subscribers, UseTool provides Internet users with tutorials teaching them how to maintain their car, model by model and component by component. This will be the opportunity to address the topic of automatic transmission maintenance.

KEY FACTS

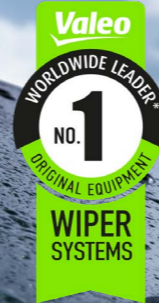
In 2023, SOGEFI has maintained its dynamic of new products launch, particularly on the most recent vehicles, with a strong focus on hybrid & electric applications.



Complete kits for automatic gearboxes

The quality of an original equipment expert

The filtration essential



KEY FACTS

With over 100 years history, Valeo is here to make sure that no market demand is left unmet and that distributors have all they need to supply the desires of a constantly shifting market place.

Valeo Service – Come rain or shine!

Positioned to deliver

As the global leader in wiper blades, Valeo is uniquely positioned to deliver (almost) everything distributors could possibly need – whether that be wiper blades using the latest technological innovations, sustainably made wiper blades, long lasting wiper blades, or original flat wiper blades.

Valeo is here to make sure that no market demand is left unmet and that distributors have all they need to supply the desires of a constantly shifting market place. On that note, let's take a look at a few of Valeo's products.

First comes Valeo First™

Valeo First™ is a collection of wiper blades that aims to provide the greatest possible value for Independent Aftermarket customers. Valeo First's™ unique use of three-dimensional airflow control and distinct spoiler PYRAMID, for thorough windshield cleaning, sets it apart from its main competitors. The wiper blades are also made with a special mix of machined rubber and coating that makes them highly durable.

Silencio™

Next, is Valeo's original wiper blade, Valeo Silencio™. Offering customers conventional wiper blades, hybrid wiper blades, and flat wiper blades, Valeo Silencio exists to fulfil the promise of O.E. technology:

- Conventional wiper blades equip vehicles from 15 years ago or more, and have metal or composite frames.
- Hybrid wiper blades are primarily intended for Asian vehicles, which are

compatible with over 9 million cars in Europe.

- Flat wiper blades use Valeo's exclusive VisioRubber™ and make up the largest part of the European car park.

SWF

Following on from Silencio, Valeo presents SWF, a brand that combines innovation with more than 100 years of history.

Sold in over 50 countries, SWF has become a leading worldwide wiper specialist, with a European coverage rate of almost 100% for passenger cars and heavy-duty vehicles and buses.

SWF offers the aftermarket a full range of premium wiper blades to address a whole host of different needs.

AquaBlade™ Technology

Introduced in 2012 – as a pioneering solution born from the rise of driving assistance technology and the demand for impeccably clean windshields – Valeo AquaBlade™ represented a patented innovation that was significantly ahead of its era.

And still, today, AquaBlade™ is showing its strength. While other wipers rely on spray nozzles located under the hood or on the wiper arm, Valeo AquaBlade™ distributes washer fluid from along the length of the blade, with exceptional results.

Valeo AquaBlade technology is offered under Valeo and SWF ranges.

Better visibility, a larger cleaning area, and reduced glare and blur produce the upside of faster driver reaction times and lower braking distances.

Canopy™

Valeo Canopy™, Valeo's latest premium wiper blade was developed with the intention of creating a more sustainable world. Launched in June 2023, this state-of-the-art product boasts a greater utilisation of natural, recycled, and renewable materials than any other wiper on the market.

By carefully selecting raw materials and optimising product usage, Valeo has committed substantial efforts to reduce the environmental impact in the manufacturing of Canopy™.

Overall, the wiper blade comprises approximately 80% sustainable materials in its manufacturing process, incorporating elements, such as plant-based oils, sugar cane, and recycled carbon black derived from used tires.

Optiblade

Last but not least, discover Valeo OptiBlade™, designed in Europe, for highly efficient wiping for trucks, no matter the conditions. By providing uniform pressure along the length of the blade, OptiBlade creates perfect contact with the windshield, for an utmost glide.

Wiping away any misconceptions

If ever there were any misconceptions about the importance of wiper blades, Valeo's extensive range aims to wipe them away. Wiper blades remain one of the most important safety features on a car yet are often not thought about until it is too late.

Although vehicles are more technologically advanced than ever, the simple need for visibility is still of primary importance – and something that Valeo, with its wide product range, is fully aware of... come rain or shine!

More information on Valeo wipers [here](#).



Connected customers: building and maintaining better relationships through technology

At the heart of every garage is the relationship with its customers. Developing that connection and keeping it strong is essential to ensure loyalty and growth. Now, the online world is providing greater opportunities than ever before, but how can garages make the most of the digital age?

For garages – and most businesses – the rise of digital technology has been a powerful force in shaping customer relationships. The world is now more connected than ever before, and this vast digital realm is proving invaluable to many garages. Consider that the first interaction potential customers have with a garage is likely to be its website, Google Maps listing, or Facebook page, and it becomes clear that an effective digital presence has a direct correlation with customer discovery.

In the EU, around 90% of people aged 16 to 74 have used the internet in the past three months. Among them, 70% searched for goods and services, while 58%

accessed social media channels.¹ It is, therefore, essential that garages use technology to enhance visibility and foster closer relationships with their customers.

Maintaining a presence

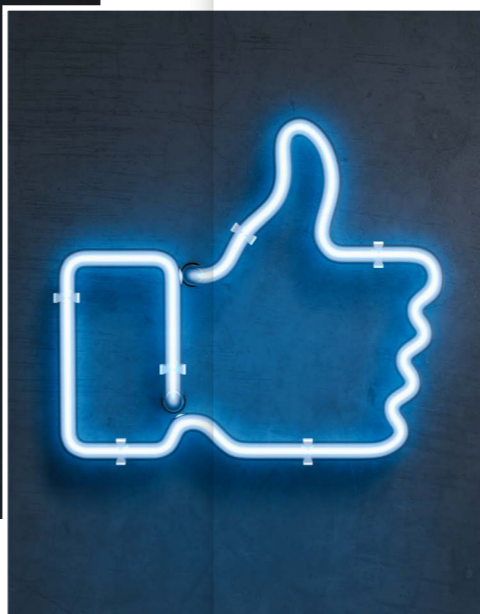
There are many ways that modern workshops maintain an online presence, including business websites, social media pages and directory listings. Around 70% have a website, providing functions including service booking or enquiries.² If optimised, it will also appear near the top of search results driving additional web traffic – it is important to consider that there are around 200 million active sites on the internet.³

Alongside a website, many garages use social media with great success. Some also see it as an alternative to a conventional website, placing all key information on the business profile with around 60% of businesses in the EU using some form of social media.⁴ Not only can social media be an important way to interact with and update customers about the business, but it also offers the potential for a much larger audience than would be possible conventional-

Alongside a website, many garages use social media with great success.

ly. If done well, social media like Facebook, Instagram, X (formerly Twitter), YouTube, and TikTok provide platforms to directly engage with your audience.

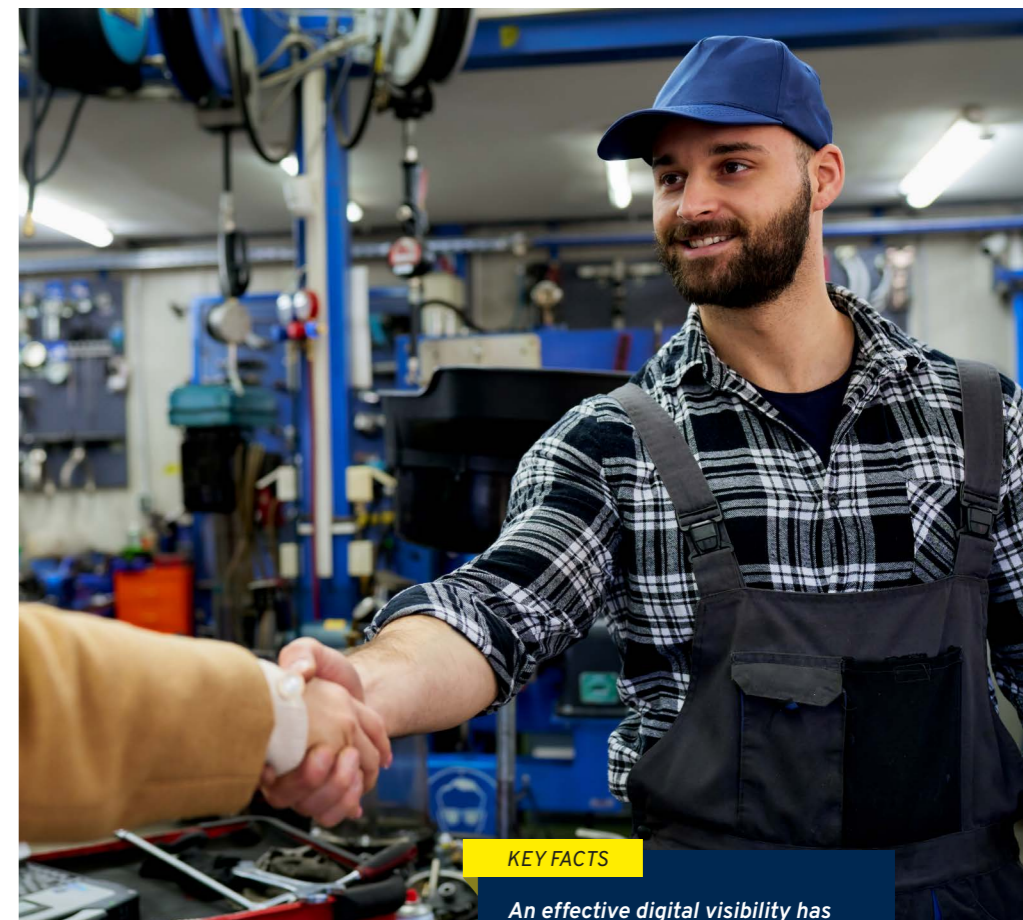
Through these channels, garages can share valuable information, technical insights, updates on services, special offers, and much more. It is a powerful tool that allows garages to promptly respond to queries and build a positive reputation while fostering customer loyalty through ongoing exposure. Now, with directories like Google Maps available to all, word-of-mouth has taken on a digital form. Garages should encourage customers to provide an online review, which can be seen by thousands of people and help build credibility and trust with potential customers before the first interaction even takes place.



before the first interaction even takes place.

Keeping in touch

Communication is the cornerstone of customer relationships. In an age where attention is fleeting, timely communication can set a business apart. These can include automated text messages for personalised service reminders, updates on work underway, and follow-up messages to ensure expectations have been met. It is about being consistent and using automation to manage a task while still demonstrating customer care. It is vital to remember that the storage of data and



KEY FACTS

An effective digital visibility has a direct correlation with customer discovery. Therefore, garages can benefit greatly from maintaining an online presence.

contacting of customers must be done consensually and in accordance with the EU's digital privacy laws, known as the General Data Protection Regulation (GDPR).⁵

A connected future

The role of technology in improving customer relationships and the aftermarket service experience will only grow in the coming decade. The rise of predictive maintenance and over-the-air diagnostics will revolutionise the industry and depend upon digital communications to keep customers and technicians informed.

Leveraging digital tools and platforms to connect with, and inform, customers has become a crucial element of modern workshops. Amidst these advances, the importance of 'old-fashioned' customer service will only become stronger, demonstrating that digital tools should be used to enhance personal connections, not replace them.



IMPRINT

Published by: ATR International AG
Marie-Curie-Straße 3
73770 Denkendorf, Germany
Tel. + 49 (0) 711 91 89 79-0
E-Mail: info@atr.de
Website: www.atr.de
Registration court: Amtsgericht Stuttgart
Value added tax ref. no.: DE 205929349
Registration no.: HRB 20992
Responsible: Warren Espinoza (CEO),
Henning Kaeß and Wolfgang Menges
Produced and edited by:
Sympra GmbH (GPRA)

Cover picture: Adobe Stock: malp (01) / ATR International (02) / Adobe Stock: Thaut Images, Elring, LUMILEDS, Niterra, Adobe Stock: Barriography (03) / Adobe Stock: Dilok (04) / Adobe Stock: weyo; Adobe Stock: industrieblick (05) / Caruso (06) / Figiefa (07) / Adobe Stock: peterschreiber.media, ATR International (08) / Adobe Stock: malp; Adobe Stock: NicoElNino (09) / Adobe Stock: Thaut Images; Adobe Stock: AntonKhrupinArt, ATR International (10) / Martaş (11) / Create Business (12-13) / KGK (14-15) / Kaha (14-15) / Tokić (16-17) / DPK (18-19) / bilstein group (20) / BOSAL (21) / Bosch (22) / Brembo (23) / Continental (24) / ContiTech (25) / Delphi (26) / DriV (27) / Elring (28) / Forvia HELLA (29) / KYB (30) / LUMILEDS (31) / MAHLE (32) / MANN-FILTER (33) / Nissens (34) / Niterra (35) / NRF (36) / Schaeffler (37) / Sogefi (38) / Valeo (39) / Adobe Stock: Barriography; Adobe Stock: ekostsov (40) / Adobe Stock: DusanJelicic; Adobe Stock: NongAsimo (41)

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