



ATR World



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Celebrating excellence, partnership, and innovation in ATR's international supplier network

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Dear readers



The European aftermarket is facing a growing skills shortage as vehicles become more advanced and electrified. Traditional know-how is no longer enough – expertise in software, diagnostics, and high-voltage systems is now essential. This widening gap is already affecting profits and slowing growth, with longer repair times and rising recruitment challenges. To stay competitive, the industry must invest in upskilling, attract new talent, and collaborate across sectors – backed by policy support and targeted funding. Please browse to pages [04–05](#) to read more about this topic.

ATR ended the fourth quarter of 2025 with a successful IPAS Forum in Berlin that confirmed its reputation as “speed-dating for business at its best” (see pages [11–13](#)) as well as a thought-provoking Digital Conference and Symposium in Barcelona addressing the future of mobility and data (pages [06–07](#)). Furthermore, you may also be curious to read about various events organised or attended by our shareholders such as hsy’s EVOLVE Auto Festival, Rimbunan Kuasa’s participation in various automotive exhibitions in Malaysia and Japan, and anniversary celebrations and success stories of Martaş, Carzone and UNIX.

We conclude this issue with an interesting contribution about the shift in aftermarket demand away from traditional mechanical parts toward advanced tech-enabled components. Features like ADAS and real-time data systems require specialised tools, training, and cybersecurity-compliant solutions – creating both challenges and opportunities for those ready to adapt. Please see pages [48–49](#) for more information.

We hope you enjoy the read.

Warren Espinoza

CEO, ATR International AG



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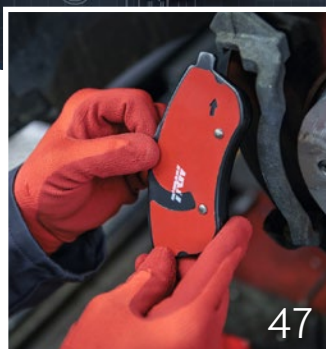


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Mind the gap!

Why an industry-wide skills shortage is impacting profits and growth potential

While the European aftermarket is said to be experiencing improved resilience and rapid transformation through digitalisation, escalating complexities in recruiting and retaining proficient workers is seeing the skills gap widen rapidly. In this article, we explore the key drivers, the resulting challenges and the possible solutions.

With cars becoming ever-more technologically advanced and vehicle manufacturers quickly accelerating their electrification progress, the automotive skills gap is growing. Specialist knowledge in high-voltage safety, electrical diagnostics, sensor calibration and software maintenance are in high demand, with more traditional skillsets often seen as somewhat dated in the fast-moving marketplace.

Indeed, according to the Motor Ombudsman Survey, 58% of automotive businesses are currently experiencing hiring challenges,¹ while predictions from the Industrial Strategy Council indicate that more than 20% of the UK workforce alone could be severely underskilled by 2030.² Adaptability is more important than ever

as new vehicle technologies are introduced at a rapid pace.

It's clear that the landscape is moving fast, but it's essential that the aftermarket keeps up. After all, businesses are already accounting for recruitment challenges and the widening skills gap to lower profits and slower growth. If we're not careful, this could soon pose a serious threat to the industry's long-term success.

What's driving the automotive skills shortage?

The rapid transition to electrification, the growing use of advanced driver assistance systems (ADAS) and an increasing reliance on software-driven systems means that traditional automotive skillsets are aging fast in this new world of alternative fuels, advanced technology and integrated vehicle digitalisation. New capabilities, such as software development and data analytics, are quickly rising to the

fore, while more traditional competences are effectively becoming obsolete.

As a result, the talent pool is shrinking, the skills gap is widening and the need for upskilling is growing fast. A substantial percentage of roles will therefore require extensive reskilling by 2030, despite a widespread lack of funding and uneven access to appropriate training.

In parallel, recruitment timelines are getting much longer, with businesses taking (on average) 44 days to fill skilled positions due to unprecedented demand and high competition.³ This poses a major challenge for independent garages and workshops, leading to longer repair times and a notable drop in service quality.

What are the implications?

It's fair to suggest that the widening skills gap is having a serious impact on the European aftermarket. In the short-term, a lack of available personnel with the required skills to attend to the next gener-

A specific focus is needed when it comes to education, upskilling and technology adoption.



ation of low-emission vehicles means empty ramps, unfilled service slots, higher operational costs, revenue losses and the obvious threat of dissatisfied customers.

In the long-term, however, businesses who fail to invest in technician upskilling are putting the industry at risk. After all, an underdeveloped and unskilled workforce will hinder the rapid adoption of new automotive technologies, making it harder for European aftermarket businesses to compete with global leaders investing heavily in these areas.

From a resilience perspective, this is a challenge. While the skills gap was once a talking point, it's now top of the agenda.

How can we tackle the challenge?

The persistent skills gap, driven by rapidly changing technology, labour shortages and the shifting automotive landscape, requires urgent, industry-wide action to ensure the long-term competitiveness and service quality of the European aftermarket.

A specific focus is needed when it comes to education, upskilling and technology adoption. This is essential to bringing the aftermarket up-to-speed with consumer

demand and changing industry requirements. To achieve this, funding and regulatory support is essential – it can't be achieved in isolation. Policy asks include simplified access to reskilling support, adjustments to funding and incentives for businesses to invest in new training models.

Hand in hand comes the requirement to improve innovation and knowledge sharing across the industry. Advanced tools and digital platforms could provide the guidance for best practice, as well as a solution to accelerate training. In parallel, we need to foster a culture that welcomes adaptability and enables businesses to navigate changing market demands to achieve resilience and growth.

Most importantly, solving the skills gap requires comprehensive, coordinated action across the supply chain. Collaboration will prove pivotal to delivering measurable change.

With this in mind, it's positive to see organisations including The European Automobile Manufacturers' Association (ACEA) and the Adecco Group coming together to drive positive progress. The Automotive Skills Gap Analysis, a report from the two organisations, not only maps current and future skill shortages, but also proposes action plans and tailored regional solutions for 2025 and beyond.

This is just one example of how collaboration can guide the route forward. This, alongside policy support and funding, can collectively move the needle when it comes to improving access to training, encouraging collaboration across regions

KEY FACTS

58 percent of automotive businesses are currently experiencing hiring challenges, while predictions from the Industrial Strategy Council indicate that more than 20% of the UK workforce alone could be severely underskilled by 2030, but it's essential that the European aftermarket keeps adapting to technological advances and upskilling.

and aligning education with fast-changing industry needs.

Looking to the future

The European aftermarket is renowned for its flexibility, adaptability and resilience. Its adoption of digital platforms, advanced diagnostics and pioneering technologies has already demonstrated its collective commitment to delivering upon the needs of the future.

The speed of change across the automotive sector is clearly providing a significant pain point, especially considering the industry's fragmentation. However, positive progress demonstrates that this hurdle is surmountable.

Over the coming years, the priority must be to shrink the industry skills gap. This will necessitate significant investment in training, innovation, low-emissions skills and inspiring the next generation to consider roles within the sector. Policy change, funding and collaboration are imperative to achieve this and will prove important steps in futureproofing the workforce for ongoing transformation.





ATR Digital Conference 2025

Addressing the future of mobility and data



ATR welcomed shareholders, suppliers and industry experts to Barcelona to discuss opportunities and challenges shaping the IAM

From 21-22 October 2025, ATR hosted its annual Digital Conference in the vibrant city of Barcelona, preceded by a welcome dinner on the evening of 20 October. The event brought together more than 100 shareholders, suppliers, and industry experts to reflect on the opportunities and challenges shaping the independent aftermarket (IAM).

e-mobility and the influx of electric vehicles from China, which is already transforming the European automotive landscape. Participants examined the implications for workshops, distributors, and suppliers, and exchanged views on how the IAM can adapt to ensure that it remains competitive in a rapidly changing market.

Another focal point was the critical role of data. Presentations and debates explored questions surrounding the sources and availability of vehicle data, the regulatory frameworks being developed in Europe, and the importance of fair and transparent access for all market participants. Both original equipment manufacturers and representatives of the independent sector shared their perspectives, underlining how vital access to vehicle data is for innovation, competition, and customer choice. The subject of battery repair also took centre stage, with experts highlighting the technical, regulatory, and sustainability aspects of this rapidly growing field and its potential to reshape workshop business models in the coming years.

One programme, one vision: Consolidated insights for a stronger IAM

This year, the ATR Symposium was integrated into the Digital Conference to ensure that all urgent topics could be addressed in a single, coherent programme. By bringing together diverse perspectives from across the industry, the event provided participants with a comprehensive view of the transformation underway and the measures needed to secure the future of the IAM.

The Barcelona programme once again combined keynote speeches, expert panel discussions, ATR shareholder and ATR supplier perspectives and supplier theme islands, creating a platform for both knowledge-sharing and informal networking. This mix ensured that participants not only gained valuable insights into the industry's future but also built and strengthened the relationships that will help drive progress.

Beyond the conference programme, participants also had the chance to discover Barcelona in a unique way. A fun and



Navigating the EV surge: Challenges and opportunities for the IAM

This year's discussions were dominated by some of the most pressing issues currently facing the industry. Central among them was the growing impact of

"The pace of change in our industry is accelerating ..."



interactive three-hour journey on foot through the city's oldest neighbourhood allowed guests to walk, talk, eat, drink, learn, and connect. While exploring authentic places off the beaten path, attendees enjoyed the opportunity to network in a relaxed atmosphere, making meaningful professional and personal connections. Throughout the experience, they were regaled with stories about the origins of local dishes and drinks, while Barcelona's 2000 years of culture, history, art, and architecture unfolded before them—a memorable blend of learning, networking, and discovery. The evening finished with a spectacular dinner at the restaurant El Cangrejo Loco on the harbour front, where participants experienced the culinary delights of Barcelona in a stunning setting.

Reflecting on the event, Henning Kaeß, Managing Director Marketing/Digitisation at ATR International AG, summed up the spirit of the Conference: "The pace of change in our industry is accelerating – from electrification to data regulation. The ATR Digital Conference is about preparing our partners for that change and

ensuring that the IAM remains strong, competitive, and future-ready."

Once again, the ATR Digital Conference proved to be an inspiring and forward-looking forum, reinforcing ATR's commitment to fostering dialogue, innovation, and collaboration. The next edition is already planned for 2026, continuing the mission of equipping the independent aftermarket for the challenges and opportunities ahead.

Our next ATR Digital Conference is planned for 20 and 21 May 2026 in the beautiful city of Naples. Mark your calendars and save the date now!

KEY FACTS

The 2025 ATR Digital Conference and ATR Symposium were attended by more than 100 participants. The one and a half-day event, on 20 and 21 October, brought together shareholders and suppliers to discuss the most pressing issues currently facing the industry. Central among them was the growing impact of e-mobility and the influx of electric vehicles from China, the critical role of data and the technical, regulatory, and sustainability aspects of battery repair as a rapidly growing field and its potential to reshape workshop business models in the coming years.



**NEW
SHAREHOLDER**

Leadership and innovation driving the automotive aftermarket in Brazil



With 36 years of experience, Furacão has established itself as the largest distributor of automotive parts in Brazil, headquartered in Campinas, São Paulo.

Founded in 1989 by Wagner Christofolletti, Furacão was built with a clear vision: to offer complete solutions for the automotive aftermarket with excellence, reliability, and innovation.

A market leader in electrical components—closely followed by electronic fuel injection systems—Furacão's success is rooted in its unwavering commitment to

quality and continuous improvement. The company was the first in its segment to obtain ISO 9001 certification and the IQA Seal from the Brazilian Automotive Quality Institute, confirming its reputation for reliability and excellence.

Recognised for its pioneering achievements, it also stands out in the domestic market due to the awards it has received:

- **1st place for 21 consecutive years**
– **Electrical Components**
- **1st place for 16 consecutive years**
– **Electronic Fuel Injection**

Its portfolio includes 50,000 SKUs listed in the catalogue for light and heavy-duty lines, but its roots, recognition, and results are based on the light vehicle line.

Furacão's core business is sales in the



Management team (f.l.t.r. Junior, Superintendent, Shyrly and Wagner, Furacão directors, Thiago and Marcelo, Superintendents)



Furacão's 32 branches located in 20 states across Brazil

electrical, injection, and ignition lines, but it also offers a wide range of automotive parts to serve its customers.

With extensive coverage throughout Brazil, it has 32 branches in 20 of the country's 27 states.

All 20 Brazilian states that have Furacão branches have an administrative structure designed from its personnel and systemic structure to perfectionism in the details of how to satisfy and deliver more to its buying public: regional service with a local tele-sales team for easier communication and local methods, given the vastness and cultural diversity that has spread across the four corners of Brazil.

Currently, Furacão operates its 32 branches strategically located in major commercial centres, such as Belo Horizonte, Rio de Janeiro, Santo André, Pernambuco, and Porto Alegre. Furacão also never stops when it comes to growth and already has new openings under evaluation.

One of Furacão's strengths lies in its direct warranty management system,

which handles customer complaints in partnership with suppliers. This customer-focused approach, with an express warranty settlement system, aims to make life easier for its customers and sees this organisational cost as a benefit. It demonstrates the organisation's concern for customer satisfaction and reduces the bureaucracy that is normally associated with rigid processes at other competing distributors. Thus, it allows its customers more time to focus on their core activities and, consequently, to buy more.

Furacão's organisational processes and the entire business administration are supported by a solid infrastructure and a team of more than 1,000 employees, including more than 400 dedicated sales professionals, ensuring efficiency, agility, and personalised service in all transactions.

Along with the warranty, the agile logistics integrated throughout the entire organisational processes chain provides great agility in delivery to the customer.

Delivery logistics that relies on many affiliated carriers, a pick-up and counter system (where Furacão has the fast system, which means that within two hours of the order being received and the purchase accepted, the parts are available for pick-up by the customer or authorised representative).

This entire operation is permeated and initiated through customer purchases made via SAV (Furacão's B2B Sales Support System), by a team of representatives who travel door-to-door to provide customised and special service, presenting solutions, closing deals, and ensuring the quality Furacão values for after-sales, or even the internal teams that serve customers at each branch, with a local team, a Telesales team that provides service with a personalised approach and in-depth knowledge of the geographical area in which it is located and of the customer profile.

KEY FACTS

Headquartered in Campinas, São Paulo, Furacão is the largest distributor of automotive parts (particularly, electrical components) in Brazil. With extensive coverage, it has 32 branches in 20 of the country's 27 states, which are strategically located in major commercial centres, such as Belo Horizonte, Rio de Janeiro, Santo André, Pernambuco, and Porto Alegre.

All processes that revolve around this Giant Furacão are done by People and for People.

Furacão understands the intangible value of its workforce and its employees, and invests in its human capital, recognition, rewards, and internal career opportunities that further promote the pursuit of increasingly positive results. This culture extends to customers and is vividly rooted in the importance and value of relationships. Serve the customer well to always serve them!

The Christofolletti family's legacy in the automotive industry dates back to the 1960s and spans generations. Wagner, President and founder, a visionary, cultivates this organisational culture and transforms it with his entrepreneurial spirit and presence so that Furacão continues to define its path as a company.

Today, Furacão is a symbol of modern management and future-oriented strategy, where logistical efficiency, technological innovation, and commitment to the customer come together to strengthen the automotive aftermarket in Brazil and Latin America.



Preserving value, preventing waste:

Why the ELV Regulation matters for our sector

As the EU moves forward with the revision of its End-of-Life Vehicles (ELV) legislation, one thing is clear: the stakes are high for the Independent Automotive Aftermarket.

What began as an initiative to promote circularity and sustainability could, if not properly designed, threaten the core of the automotive industry – repair, reuse, and the value chain we’ve built over decades.

FIGIEFA strongly supports the EU’s goal of making vehicle design more circular and environmentally responsible. But recent proposals risk undermining that very goal.

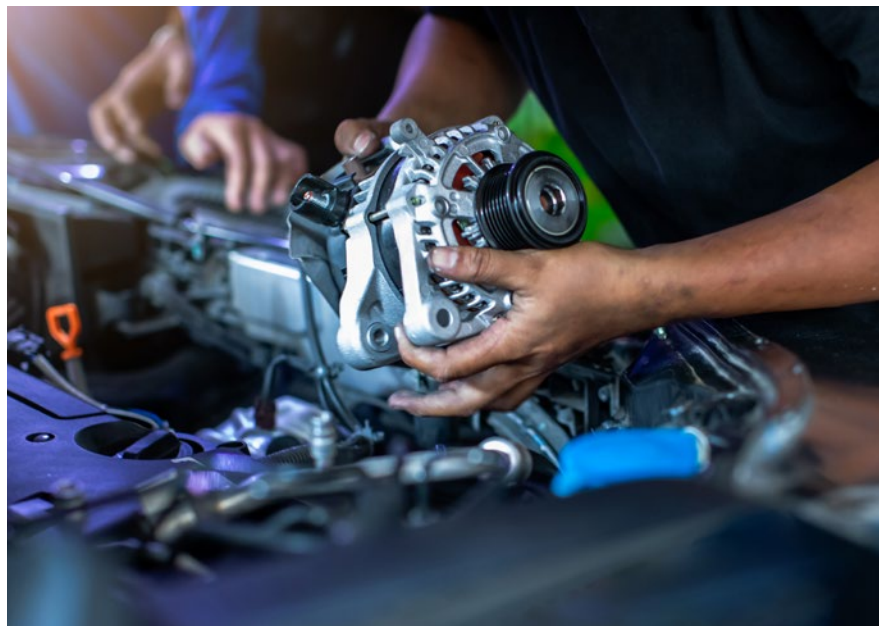
Why the definition of “irreparability” matters

The issue lies in how “irreparability” is being defined. In its current version, the Council’s Common Position still lists certain vehicle conditions – such as broken airbags, engines, or gearboxes – as signs that a car is “irreparable.” But for FIGIEFA and the repair professionals it serves, these are routine jobs, not reasons to scrap a vehicle.

This is not just a technical debate. It has direct consequences for the business environment in which ATR shareholders operate.

If too many vehicles are prematurely deemed end-of-life, demand for spare parts shrinks, inventory planning becomes less predictable, and the investments in remanufacturing, logistics, and repair ecosystems are devalued. Moreover, the proposed “economic irreparability” clause, which would classify a car as irreparable if repair costs exceed market value, completely overlooks real consumer behaviour and market diversity. Not everyone can afford a new vehicle. Many car owners are willing to repair and keep their vehicles running – especially in rural areas or regions facing economic constraints.

This proposal, if not improved, could lead to increased waste, fewer vehicles on the road, more emissions from premature scrapping, and reduced consumer choice.



Call for alignment and fair regulation

FIGIEFA has actively engaged with EU lawmakers to call for a more practical and fairer ELV Regulation. FIGIEFA has welcomed the European Parliament’s draft report, which recognises the risk of prematurely withdrawing repairable vehicles from the market and puts forward clearer, more technically sound criteria.

What we need now is alignment, and continued attention from business leaders like ATR shareholders. This file is not just about the environment; it’s about market structure, consumer access, and the long-term viability of independent repair and parts distribution.

Currently, all three EU co-legislators – Commission, Parliament and Council (Member States) – are in the final and key negotiations. FIGIEFA will continue to push for a regulation that genuinely supports

circularity without sidelining the independent aftermarket. Because sustainable mobility cannot exist without the freedom to repair.

Let’s keep vehicles on the road – and value in our economy.

KEY FACTS

The EU’s proposed “economic irreparability” clause, which would classify a car as irreparable if repair costs exceed market value, completely overlooks real consumer behaviour and market diversity. Not everyone can afford a new vehicle. Many car owners are willing to repair and keep their vehicles running.



IPAS Forum 2025

Driving partnerships forward

This year's ATR IPAS Forum once again proved itself as one of the most important platforms for collaboration in the independent aftermarket.

More than 260 participants from ATR shareholders and IPAS suppliers came together in Berlin from 16-18 September for two days of highly focused business exchange. In total, close to 715 meetings took place – confirming the Forum's reputation as *"speed-dating for business at its best."*

The event was hosted at the familiar venue of the ESTREL Hotel in Berlin, where

ATR provided the perfect setting for shareholders and suppliers to strengthen relationships, explore new opportunities, and lay the groundwork for future business growth.

At the heart of the Forum were 39 meeting cubicles, where 35-minute sessions between ATR shareholders and

International Preferred ATR Suppliers (IPAS) ensured a professional yet dynamic flow of conversations.

"Since the beginning, the IPAS Forum has been about creating value through direct, personal exchange," said Wolfgang Menges, Managing Director Purchasing / IT of ATR International AG. "Face-to-face interaction remains the foundation of strong partnerships. Trust and innovation are not built in isolation but through collaboration – and this Forum is where those connections come to life."

Beyond the formal meetings, coffee breaks, shared meals, and the popular evening programme once again provided plenty of room for informal networking – helping participants strengthen not only their business ties but also the friendships that are so essential to long-term collaboration.





Honouring excellence – The IPAS Awards 2025

After its successful introduction in 2023, the IPAS Awards returned this year to celebrate the outstanding achieve-

ments of ATR's suppliers. The awards recognised best-in-class performance in logistics, marketing, innovation and sustainability, culminating in the recognition of the overall Supplier of the Year. In addition, ATR introduced a special one-time honour – the Exceptional Revenue Performance Award.

ATR proudly congratulates the winners of 2025:

- **Excellence in Logistics – Lesjöfors**
Recognised for outstanding reliability, efficiency, and service quality in one of the most complex and challenging areas of the aftermarket.
- **Excellence in Marketing – bilstein group**
Awarded for exceptional branding, creative campaigns, and continuous support of ATR shareholders throughout the year.
- **Excellence in Innovation – ZF**
Honoured for forward-looking solutions and technologies that are helping to

shape the future of mobility and the aftermarket.

- **Excellence in Sustainability – Schaeffler**

Awarded for their holistic approach to improving the company's sustainable footprint at every level.

- **IPAS Supplier of the Year – Bosch**

This award recognises a supplier with outstanding results across all areas of collaboration – not just a single category – demonstrating outstanding partnership, performance, and commitment to ATR and its shareholders.

- **Exceptional Revenue Performance Award – Brembo**

This special recognition is not an annually recurring award but a unique honour, created to highlight Brembo's extraordinary achievements over the past four years.

Since its establishment in 2006, the IPAS Forum has grown into a cornerstone of ATR's international supplier strategy. This year's Forum once again underlined the importance of partnership, innovation, and trust – values that continue to drive sustainable success for ATR and its global network of suppliers.



Impressions from the IPAS Forum 2025



Neil Fryer, Vice President and General Manager Global Aftermarket Phinia

“What I like most about the forum is the opportunity to spend time talking to our customers. It’s always great to engage with people who are active in the market

every day, as their insights are invaluable. The quality of the meetings at the forum is consistently very high, everyone is well informed, and we can focus on the topics that matter most. These discussions allow us to align priorities and set clear action plans for moving forward. Overall, the forum provides an excellent environment to connect, exchange ideas, and ensure that our strategies are relevant and effective in the market.”



Fidel Pizzarotti & Leandra Emiliozzi, DER Distribuciones

“This is our very first IPAS Forum, and we are very pleased to be here sharing and networking with colleagues, suppliers,

and fellow ATR Members. We’ve had the chance to hold many meetings that have strengthened existing relationships while also helping us build new ones. Being here is extremely valuable for us, as the face-to-face meetings provide a great opportunity to introduce our company and showcase what we can offer. These interactions not only help us improve our current business relationships but also open doors to new opportunities for growth. Overall, the experience has been highly rewarding, and we truly appreciate the chance to participate in such a collaborative and impactful event.”



Frank Toebes, Managing Director NRF

“My experience is that this event in Berlin is the most professional automotive event in the world. The face-to-face meetings are always very factual and data-driven, which makes them highly productive. What I like

most is that it’s hosted in Berlin, the capital of Germany and the largest aftermarket in Europe—it’s exactly where events like this should take place. Being here allows us to engage with key players in the industry, exchange valuable insights, and focus on data-backed discussions that drive business forward. Overall, the combination of professionalism, location, and structured meetings makes this event an essential and highly rewarding part of our calendar.”



Peter Tippner, General Manager, hsy

“This experience was overwhelmingly wonderful. We’ve travelled a long way from Australia to be here, and it’s definitely a highlight in our calendar every two years.

What makes it so special is the chance to connect not only with ATR and its members but also with our suppliers. The best thing about this event is truly the environment, it creates such a positive space for collaboration and relationship-building. On top of that, the quality of the meetings is exceptionally high, which makes the whole experience incredibly valuable and rewarding. It’s something we always look forward to and appreciate being a part of.”



Lars Frank, Vice VD KG Knutsson AB

“It was great to be able to meet all our business colleagues in person in one place. The face-to-face meetings are both interesting and rewarding, helping us take the next step in our common

business. We’ve also been able to discover new opportunities in all our countries. For us, personal meetings are the absolute best way to develop our business and strengthen relationships. The IPAS Forum gives us a fantastic opportunity to grow our business with the most important suppliers, making it an invaluable part of our strategy. Overall, it’s an incredibly productive and inspiring experience that we truly value. The guiding theme in all our meetings was simple: everything is possible. A powerful reminder came from northern Sweden in August 2025, when the historic Kiruna Church – a 113-year-old wooden landmark – was carefully relocated to protect it from ground subsidence caused by the expanding LKAB iron ore mine. Over two days, the church was transported three miles on wheeled platforms and trailers to its new home. If such a feat is possible, then so is anything else. All it takes is finding the right solutions – and that spirit defined every one of our discussions.”



Brigitte Steinbach & Piotr Liszczyński, MANN+HUMMEL

“We really like the venue here, especially because it’s close to the airport, centrally located, and easy to reach. The event itself is

very well organized—just the way we like it. ATR shareholders are always extremely well prepared, and that makes a big difference in the quality of the meetings. Thanks to this, discussions are focused, productive, and truly valuable for building and strengthening business relationships. Overall, the combination of convenience, excellent organization, and high-quality meetings makes this a standout event for us and one we are very pleased to be part of.”

Where is the journey headed in the world of commercial vehicles?



The long-ongoing debate about future drivetrain technologies in the passenger car sector now extends to commercial vehicles.



Developments of future drivetrain technologies are dynamic, the requirements are diverse, and there is currently no clear answer as to which technology will ultimately dominate.

The race between drivetrain technologies

The CV fleet is becoming increasingly diverse. In addition to conventional diesel engines, alternative drive concepts such as hybrid vehicles, plug-in hybrids, battery-electric vehicles, and those powered by alternative fuels are gaining importance. Requirements vary significantly depending on the application: while electric vehicles are a viable option for regional distribution and last-mile delivery, long-haul transport presents different challenges – here, hydrogen-powered vehicles, synthetic fuels (XTL, e-fuels), and advanced diesel technologies are coming into focus.

At present, there is no single drivetrain technology that shows signs of becoming

the industry standard. As a result, OEMs and suppliers are aiming to offer solutions across a broad range of technologies. Given the high investment costs associated with these new drive systems, manufacturers are increasingly entering strategic alliances to share costs and establish common standards.

Infrastructure: the critical factor

For electric commercial vehicles, infrastructure is key. Although today's charging stations are powerful, many locations – such as highway rest stops – lack the necessary electrical supply capacity. Simultaneously charging several trucks would require immense amounts of energy and significant infrastructure upgrades.

Another critical aspect is the second-life scenario of electric vehicles. Used vehicles are often sold to markets in countries where charging infrastructure has not yet been adequately developed – a challenge that must be considered as electric CVs become more widespread.

One Fleet – many requirements

The commercial vehicle fleet is not only becoming more diverse but also more specialised. A regional delivery vehicle has very different requirements from a long-haul truck. While range and refuelling time are key for long-distance transport, electric vehicles offer advantages in urban settings – such as zero emissions and lower operating costs. At the same time, diesel vehicles continue to evolve, becoming cleaner and more efficient through innovations such as synthetic fuels produced with net-zero CO₂ emissions.

Regardless of the propulsion type, the availability of sufficient raw materials and the economical production of fuels are critical. Without reliable and cost-effective access to the necessary energy sources, even the most promising drivetrain technology will struggle to scale.

New demands on workshops and service providers

The growing variety of drivetrain systems is a challenge not only for fleet operators but also for service workshops. Employees must continuously expand

KEY FACTS

Since no single drivetrain technology has become the industry standard, OEMs and suppliers are aiming to offer solutions across a broad range of technologies. The growing variety of drivetrain systems is a challenge not only for fleet operators but also for service workshops, whose employees must continuously expand their skills and expertise to properly service and maintain vehicles.

their skills and expertise to properly service and maintain vehicles – whether it's high-voltage electric systems, hydrogen technology, or synthetic fuels.

At the same time, expectations around sustainability are rising. The industry is working to develop cleaner vehicle technologies and environmentally responsible products. Workshops will need to engage more deeply with the topic of sustainability – both in terms of vehicle service and the products they use.

Availability and digitisation

Another key success factor in commercial vehicle operations is parts availability. In many cases, this is more important than cost – since downtime costs money. Accurate parts identification is therefore crucial, especially given the enormous variety of vehicles, body types, and configurations in the market.

This is where digital tools can help. Artificial Intelligence (AI) is also making its way into the CV world. One example: researchers at the Fraunhofer HHI are developing an intelligent truck parking navigation system. Using real-time algorithms, it identifies available parking spaces while factoring in traffic volume, availability, and legal driving and rest time regulations – a valuable tool for both drivers and dispatchers.

Conclusion: The journey has only just begun

The future of drive-train technologies in the commercial vehicle sector remains open – and that's what makes it so exciting. One thing is clear: there will not be a

single solution. Instead, a broad mix of technologies tailored to specific applications will shape the CV market of tomorrow. This shift also brings new demands for infrastructure, workshops, suppliers, and service providers.

We look forward to exploring these exciting developments further together at the next CV Supplier Forum in 2026!

Let's talk about CV @ ATR with Ralf Schönleber



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Protecting the independent aftermarket's future in Europe



Advocating for fair competition and consumer choice in a fast-changing landscape

The independent automotive aftermarket is the backbone of European mobility. And LKQ Europe is proud to be the backbone of the independent aftermarket. Together, we keep millions of people, businesses and essential services moving – but to do so, we rely on fair rules of competition, open access to repair information, and regulatory frameworks that reflect the realities of modern vehicles.



Andy Hamilton, President and Executive Managing Director of LKQ Europe

At LKQ Europe, protecting and enhancing the future of the aftermarket is central to what it does. This means not only using its voice to lobby on behalf of its customers, but also using its reach and influence to decode what is coming out of Brussels and translate it into practical, actionable

insights for them. This is not about theory; it is about using real insight, data and experience from across its markets to bring about meaningful change; and helping its customers implement it in their daily operations.

“By turning evidence and experience into action, we make sure every independent workshop can keep doing what it does best: deliver affordable, high-quality, local service that keeps Europe moving.”

Andy Hamilton, President and Executive Managing Director, LKQ Europe

Campaigning on a broad agenda

Today, LKQ Europe is actively monitoring and contributing to debates on more than two dozen live issues in the European Parliament and Commission. These include Motor Vehicle Block Exemption Regulation (MVBER), Periodic Technical Inspection (PTI) reform, SERMI, Type Approval, the EU Data Act and end-of-life vehicles.

Each of these areas carries profound implications for workshops, distributors, suppliers and the millions of motorists they serve. LKQ Europe's role is to make sure that legislation is not only fair in principle, but workable in practice.

MVBER: a level playing field for repair

The European Commission's consultation on the MVBER has now closed, and LKQ Europe has played an active role in shaping the debate. Its contribution focused on ensuring that competition law, design rights and access to data are fully compatible and enforceable.

Together with its partners, LKQ Europe is calling for a modernised framework that delivers a genuine level playing field for independent operators. That means ensuring workshops retain the ability to carry out repairs without unnecessary restrictions, safeguarding consumer choice, and keeping maintenance affordable.

The Commission will now analyse the consultation responses and publish a summary of the findings. This evidence will feed into a policy-making phase in 2026, when options for updating MVBER will be developed to ensure it remains effective and enforceable in a rapidly changing market.

PTI reform: raising standards fairly

The rules governing PTI have not kept pace with the complexity of today's vehicles. Current systems vary widely across

Europe and often fail to account for the advanced safety, driver-assistance and emissions technologies that are now standard in most cars. This risks undermining consumer confidence, safety outcomes and environmental performance.

That is why LKQ Europe has actively contributed to the European Commission's consultation on PTI reform. In the submission, they supported:

- **Smarter, risk-based testing that reflects the realities of modern vehicles**
- **Harmonised PTI standards across Europe to reduce inconsistency between markets**
- **Better access to digital inspection data to improve safety and environmental results**

This proposed model will improve road safety and air quality while keeping inspections fair and affordable for drivers, and is going through the legislative process in Parliament and Council.

SERMI and Type Approval: securing fair access

Modern vehicles are increasingly software-driven, with essential safety and performance systems controlled by electronic modules. If access to these systems is restricted only to manufacturers, independent workshops risk being excluded from key types of repair and maintenance. The result would be reduced consumer choice, higher costs and weaker competition.

The European Union has recognised this risk and is progressing amendments to vehicle Type Approval rules, alongside the roll-out of SERMI. The proposed framework introduces a tiered model of access – from basic diagnostics through to advanced functions like ECU and software updates. Crucially, it will also require that multi-brand diagnostic tools can perform coding and updates, and that repair and maintenance information is available via all the same channels manufacturers use, whether on-board, off-board or remote.

LKQ Europe has actively contributed to this debate, by advocating for proportionate access that is both structured and enforceable. It supports the EU's move toward a layered system that avoids unnecessary complexity for simple jobs while guaranteeing independent repairers the ability to compete fairly on more advanced work.

If current timelines are maintained, these new access rules could begin taking effect by early 2026, with phased implementation of multi-brand tool access between 2026 and 2028.

The Data Act: unlocking access to vehicle data

For years, one of the biggest barriers to fair competition in the aftermarket has been restricted access to vehicle-generated data. Without it, independent workshops and distributors face difficulties diagnosing faults, carrying out repairs, or developing digital services – leaving drivers with fewer choices and higher costs.

The EU Data Act, which came into effect in September 2025, is designed to change this. It places new obligations on manufacturers to:

- **Provide transparency on the data they hold**
- **Offer access to both raw and pre-processed vehicle data**
- **Give vehicle owners free access to their own data**
- **Provide third parties such as distributors and workshops with access on fair, reasonable and non-discriminatory terms**

LKQ Europe has played a leading role in highlighting why these rights matter, sharing evidence of barriers faced by the aftermarket and calling for enforceable, proportionate rules. It strongly supports the Act's principles, but is clear that they must work in practice as well as on paper.

The challenge now is implementation. Because access depends on vehicle owners granting permission, workshops and distributors need to explain the benefits to customers, secure consent, and then navi-

KEY FACTS

LKQ Europe is actively monitoring and contributing to debates on more than two dozen live issues in the European Parliament and Commission. These include Motor Vehicle Block Exemption Regulation (MVBEX), Periodic Technical Inspection (PTI) reform, SERMI, Type Approval, the EU Data Act and end-of-life vehicles.

gate agreements with OEMs. LKQ Europe is urging every independent business to test these new rights, document any obstacles, and share their experiences. The more evidence we collect, the more effectively we can ensure the Commission enforces compliance and prevents anti-competitive behaviour.

"The Data Act gives us powerful new tools, but rights only matter if they are used. This is the moment for the independent aftermarket to stand together and ensure fair access becomes a reality."

Andy Hamilton, President and Executive Managing Director, LKQ Europe

A trusted voice for independents

This agenda gives LKQ Europe's customers confidence that the best range, availability and service in the market are being delivered, while, at the same time, it is also securing their ability to compete tomorrow. LKQ Europe will continue to represent the independent aftermarket at the highest level – protecting consumer choice, affordability and the essential role of independent workshops in Europe's mobility ecosystem.



Beyond thirty, navigating the New



Carzone Auto Parts successfully held first Partners' Conference and 30th Anniversary Celebration



On 16 September 2025, Carzone Auto Parts successfully held its first Partners' Conference and 30th Anniversary Celebration in Tianjin under the theme "Beyond Thirty, Navigating The New." The event gathered Carzone's store partners from across the country, suppliers, workshop customers, industry media, academic leaders, and investors. Together, they looked back on Carzone's 30 years of steadfast growth – and looked ahead to a strategic future shifting from direct operations to a partnership model, opening a new chapter of empowerment and win-win development for the industry.

Honouring three decades of growth and transformation

The event began with an opening video encapsulating three decades of memories. The timeline rewound to 16 September 1995, when Carzone's story started with its very first store in Tianjin. In his keynote

address, Mr. Shang Baoguo, Founder & CEO of Carzone, fondly recalled the entrepreneurial journey that began with that store. Over 30 years of perseverance, Carzone has grown from a small boat on the Haihe River into a mighty vessel navigating China's automotive aftermarket. For Carzone, Tianjin is not only the place where the dream began, but is also the starting point for a new voyage.

Over the past three decades, the Chinese automotive aftermarket has developed rapidly, and Carzone, together with numerous partners, has witnessed and driven the industry's transformation and progress. Mr. Gu Jun, Head of Schaeffler Greater China Vehicle Lifecycle Solutions Business Unit and Executive Director of ETC-parts, was invited to deliver remarks. He reflected on his more than 20 years of deep friendship with Mr. Shang and expressed firm confidence in Carzone's future development.

Carzone's 30 years are woven from

countless inspiring stories: the tireless dedication of its employees, the steadfast quality commitment of brand suppliers, and the consistent trust of repair shop customers. A video of personal interviews shown during the conference highlighted these voices, with partners sharing memories of the past and hopes for the future.

KEY FACTS

Carzone Auto Parts held its first Partners' Conference and 30th Anniversary Celebration in Tianjin, China, on 16 September 2025, Under the theme "Beyond Thirty, Navigating The New," the event gathered Carzone's store partners from across the country, suppliers, workshop customers, industry media, academic leaders, and investors.



To honour these long-standing bonds, the conference presented the “Together Through Storms Award” and recognised employees who have worked with the company for 10, 20, or more years, as well as loyal supplier partners and repair shop customers. In addition, special awards for supplier partners were presented, which included “Best Delivery Award,” “Outstanding Cooperation Award,” “Excellence in Supply Award,” and “Most Promising Award,” covering excellence in delivery, collaboration, product innovation, and market potential. Behind each award lies over a decade, sometimes two, of mutual trust and joint progress.

Shaping the way forward: Strategic vision and partner- ship-driven future

Looking ahead from this new starting point, Mr. Shang shared Carzone's strategic vision for the future: the company will accelerate its transformation from direct operations to a partnership model, while deepening its role in empowering workshops and retail chains with supply chain services and operational support. Ms. Xu Qing, Director of Product Supply, elaborated on the intelligent upgrade of Carzone's supply chain, proposing initiatives such as “Full Supply Chain Hosting” to reduce costs, increase efficiency, and achieve symbiotic, win-win supply chain cooperation. Mr. Xu Hejun, Senior Operations Director, detailed the comprehensive support system for partner stores, emphasising customer satisfaction at workshops as the core, and building a long-term win-win mechanism between Carzone and its partners.



Successful celebration reflecting on 30 years and setting a clear future vision

Two partner representatives — Mr. Yu Weihua from Carzone Hangzhou Chengxi Store and Ms. Li Dandan from Tianjin Wujincheng Store — shared their real-life transformation stories and operating data, which strongly resonated with fellow partners and reinforced confidence in Carzone's new model.

Supplier partners also addressed the event: Mr. Qiu Jianhua, General Manager of DAYCO Aftermarket Asia Region, and Mr. Lu Tao, Chairman of Shandong ZERO MILEAGE LUBRICANT Technology Co., Ltd., both expressed high recognition of Carzone's new model, shared their outlook on future collaboration, and offered sincere congratulations on Carzone's 30th anniversary.

On this special day, the first Carzone Partners' Committee was officially established. Composed of partner representatives from different regions nationwide, the committee aims to build an efficient communication bridge between headquarters and stores, advancing a mechanism of “feedback representation, suggestions output, participation in decision-making, and shared implemen-

tation,” ensuring that frontline voices drive operational optimisation and strategic evolution.

The conference concluded with a warm gala dinner that featured spectacular performances and interactive activities which lifted the celebration to its climax. At the finale, Mr. Shang joined Mr. Gu Jun (supplier representative), Mr. Zhu Zhixue (customer representative, General Manager of Tianjin Xinmingda Auto Service Co., Ltd.), and Mr. Huang Jiaqiang (employee representative with 24 years of service) on stage to cut the 30th anniversary cake, symbolising shared growth and partnership. The first Carzone Partners' Conference and 30th Anniversary Celebration thus came to a successful close.

Thirty years mark both a milestone and a new beginning: a heartfelt tribute to the past and a resolute start toward the future. With a renewed outlook, Carzone, together with its partners, suppliers, and loyal repair shop customers, will continue to steer ahead, embrace change, and write new chapters in the waves of China's automotive aftermarket.

Martaş Automotive celebrates its 45th anniversary at Automechanika Istanbul 2025!



The exhibition Automechanika Istanbul 2025 once again opened its doors with great excitement, serving as the beating heart of the automotive industry.

This year, Martaş Automotive stood out with the largest and most eye-catching booth at the fair. Celebrating its 45th anniversary, Turkey's leading independent spare parts distributor impressed visitors not only with its extensive product range but also with the unique experiences it created.

At the booth, Martaş Automotive showcased the wide product portfolios of its

in-house brands VOTTO, MGA, and GRAT, while also transforming the space into an interactive meeting hub. Influencer gatherings, "master talks" with industry veterans, live broadcasts, and exciting competitions turned the booth into much more than just an exhibition area.

The MGA factory zone, highlighting Martaş Automotive's production power and technological excellence, also drew significant attention. Here, participants had the opportunity to closely observe the company's R&D investments



and high-standard production processes. This transparent approach served as tangible proof of Martaş Automotive's business philosophy, rooted in quality, consistency, and trust.



KEY FACTS

With the opening of its new Denizli Distribution Centre, Martaş Automotive, Turkey's leading independent spare parts distributor, aims to provide faster and uninterrupted service to its partners and customers across the Aegean and Mediterranean regions.

Martaş Automotive opens new Distribution Centre in Denizli

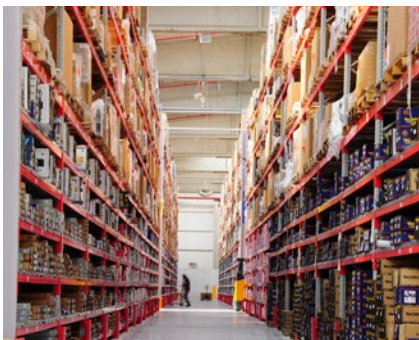
Martaş Automotive has expanded its strong nationwide distribution network with the opening of its new Denizli Distribution Centre.

With this strategic investment, the company aims to provide faster and uninterrupted service to its partners and customers

across the Aegean and Mediterranean regions. The new centre will optimise logistics processes, delivering significant speed and efficiency advantages in spare parts supply.

This new facility marks an important step that further strengthens Martaş

Automotive's leadership in the sector and elevates customer satisfaction to the next level. By reinforcing its logistics infrastructure, the company is set to enhance its operational effectiveness and industry.



Inter Cars responds to the needs of mechanics: “Saving time, powering progress”



Inter Cars, the largest distributor in Central and Eastern Europe, has announced a new brand idea.

From today onwards, the new brand identity will be encapsulated in the slogan “Inter Cars: Saving time, powering progress”. This slogan encapsulates Inter Cars’ unique values and addresses the real needs of the aftermarket industry, namely the shortage of time, the growing complexity of repairs, and the demand for consistent growth.

Inter Cars is changing the rules of the game. Mechanic, your time is of the essence!

“Inter Cars: Saving time, powering progress.” is not just a new slogan; it’s a promise that we are making to the entire industry and to all of our partners. Time is the most precious resource nowadays, and one that we are unable to acquire. Efficient time management is therefore one of the biggest challenges in the industry and determines the level of potential service growth. We want to turn our business partners’ potential into tangible growth, says Maciej Oleksowicz, President of the Management Board of Inter Cars.

Time is the most valuable currency in a garage today. Every minute saved on

phone calls, searching for parts, or finalising paperwork is a minute that can be used more effectively or converted into revenue.

An hour in which professionals can perform more service activities with the same or less energy expenditure is naturally worth more than an hour in which fewer activities can be performed. It is a simple equation and applying it leads to natural growth.

Where does Inter Cars fit into this equation?

Anywhere it can optimise garage processes by proposing modern, effective solutions, such as faster vehicle identification, a shorter parts ordering process, shorter repair times and optimised non-service activities like waste management and garage management.

Such solutions already exist at Inter Cars and have a direct impact on the way a garage operates.

- More efficient searching, such as ordering parts by registration number, VIN or even just a photo of the part
- Shortening the parts ordering process,

KEY FACTS

The slogan “Inter Cars: Saving time, powering progress” encapsulates the company’s new brand identity, which addresses the real needs of the aftermarket industry.

thanks to diagnostic devices integrated with the Inter Cars e-Catalogue

- Shortening repair time with 21st-century tools such as state-of-the-art power tools or remote diagnostics using AsTech LINK Repairify
- Order in the garage: waste management using the Bio Service tool
- Optimise garage management with the eSOWA programme, which organises work “in the backoffice” and integrates with other leading programmes on the market
- The largest range of technical training courses in the industry

Why is Inter Cars changing right now?

The aftermarket is changing dynamically: repairs are becoming more complex; there is a shortage of qualified mechanics; and drivers’ expectations regarding the speed and quality of service are growing. At the same time, it is operational efficiency, not just the margin on parts, that determines a garage’s financial results. Inter Cars is redefining the role of a distribution partner, evolving from a parts supplier to a growth partner that gives garages back their most valuable resource – time – and turns it into progress.

“We already offer tools that save time and drive growth, and this is just the beginning. Our goal is simple: to reduce operational friction, free up time for working on cars, and boost confidence in technical decisions. This translates into invoices and growth you can see on the bottom line,” adds Maciej Oleksowicz.





EVOLVE 2025:

The Aftermarket's festival of learning and connection

Over 300 professionals joined hsy autoparts at RACV Royal Pines Resort for a day that mixed technical insight with celebration.

The EVOLVE Auto Festival 2025 took place earlier in the year at the RACV Royal Pines Resort on the Gold Coast, Australia, bringing together more than 300 aftermarket professionals from across Australia. Hosted by hsy autoparts, the one-day festival combined serious learning with a relaxed atmosphere, giving workshops the chance to sharpen their skills, explore innovations, and enjoy time with industry peers.

This year's programme offered 14 training sessions across both technical and business streams. Global suppliers including ZF, Bosch, ATE, MAHLE, Schaeffler, Corteco, Sealey and Valeo led sessions that spanned EV diagnostics, drive-by-wire systems, workshop profitability and consumer engagement. According to Nick Redmond, Head of Customer Relationships & Marketing at hsy autoparts: "We wanted every attendee to walk away with something they

could apply on Monday – and the feedback tells us we achieved exactly that."

Yet EVOLVE is more than a training day. What sets it apart from other events was its festive atmosphere, complete with sports-themed activities, areas for casual networking, and little touches like freshly shucked oysters served with tomato juice shots and lime wedges. It was designed to be engaging, memorable, and welcoming, fuelling conversations, connections, and a sense of community. "We built EVOLVE to break the mould," said Redmond. "It's a space where the aftermarket can learn, grow, and enjoy the ride together."

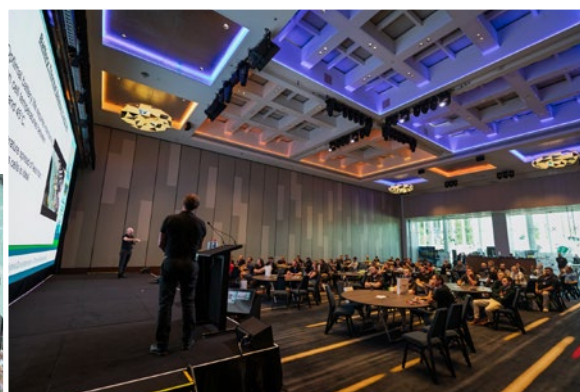
Practical skills on display

A standout feature was the Hands-On Hub. Here, attendees tested tools, spoke directly with technical representatives, and explored workshop

solutions tailored for today's rapidly evolving automotive landscape. This mix of practical engagement and innovation highlighted the event's commitment to preparing workshops for the future.

hsy want to extend a massive thank you to their customers, suppliers, trainers and staff who made EVOLVE such a stand-out success. Their support and enthusiasm are what make EVOLVE so special.

As the festival closed, attention turned to the next chapter. Planning for EVOLVE 2026 is already underway, promising another opportunity for Australia's aftermarket community to come together. Until then, the message from EVOLVE 2025 is clear: keep learning, keep growing, and keep evolving.



KEY FACTS

The EVOLVE Auto Festival 2025 took place at the RACV Royal Pines Resort on the Gold Coast, Australia. Hosted by hsy autoparts, the one-day festival brought together more than 300 aftermarket professionals and combined serious learning with a relaxed atmosphere.



Navigating uncertainty: Rimbunan Kuasa Group showcases strength across three major auto exhibitions



Rimbunan Kuasa Group began 2025 with a dynamic exhibition schedule – showcasing its diverse product portfolio and strong industry partnerships at the Malaysia Autoshow, Automechanika Kuala Lumpur, and Tokyo Auto Salon Kuala Lumpur.

The past three months have been a remarkable period for Rimbunan Kuasa Group. As one of Malaysia's leading distributors of automotive spare parts and accessories, the group successfully participated in three major exhibitions: the Malaysia Autoshow and Automechanika Kuala Lumpur in May, followed by the Tokyo Auto Salon – Kuala Lumpur in August. Each event offered a valuable platform to showcase the group's expertise, strengthen partnerships, and reaffirm its role in the automotive aftermarket.

Malaysia Auto Show – engaging the home market

The Malaysia Autoshow 2025 attracted several hundred thousand visitors from across the country. It served as a powerful stage to present Rimbunan Kuasa's comprehensive product portfolio – spanning OES, OEM, and aftermarket solutions. The show also allowed it to share its customer-first approach, highlighting how

Rimbunan Kuasa supports both workshops and vehicle owners on a daily basis. The strong response underscored the value of staying connected to its home market while also preparing for future mobility trends.

Automechanika Kuala Lumpur – an international milestone

Automechanika Kuala Lumpur 2025, one of Southeast Asia's most prominent aftermarket trade events, was another major milestone. The Rimbunan Kuasa Group booth brought together a wide range of renowned global brands, including BMW, Bosch, Brembo, ZF, UFI, and Petronas. Visitors explored the latest innovations in the group's portfolio and engaged with its technically skilled team. Just as significant was the collaborative spirit between its colleagues and partners, which contributed to making the event a true success.

Tokyo Auto Salon – Kuala Lumpur edition

At the Tokyo Auto Salon Kuala Lumpur 2025, an energetic celebration of tuning culture, performance, and automotive lifestyle, Rimbunan Kuasa engaged with a passionate crowd of car enthusiasts. The event was the perfect setting to reinforce

KEY FACTS

The Malaysia Autoshow 2025 had 294,062 visitors between May 9-15. Rimbunan Kuasa worked together with 14 brands: Autoglym, BMW, Bosch, Brembo, Continental, Errecom, Hitachi, Hella, Mercedes-Benz, NGK, Osram, Petronas, ZF.

Between 15-17 May 2025, Automechanika Kuala Lumpur 2025 had over 15,000 visitors of whom 21% were international and 79% local. Rimbunan Kuasa worked together with 6 brands: BMW, Bosch, Brembo, Petronas, UFI, ZF, and had a total booth size of 108 m².

Between 8-10 August, the Tokyo Auto Salon Kuala Lumpur 2025 had 100,000 visitors. Rimbunan Kuasa worked together with 15 brands: Autoglym, BMW, Bosch, Brembo, Continental, Errecom, Hitachi, Mercedes-Benz, NGK, NWB, Osram, Petronas, Schaeffler, TCL, ZF.

the importance of genuine and OE-quality components – not only for performance but also for safety. The excitement and engagement from visitors confirmed that Rimbunan Kuasa's message continues to resonate strongly across diverse customer segments.

Participating in three major exhibitions within a short span demanded focus, teamwork, and dedication from Rimbunan Kuasa Group's entire team. More importantly, it reaffirmed its long-term commitment to the Malaysian automotive market – to remain a reliable and forward-thinking partner for workshops and vehicle owners nationwide. As it builds on the momentum of 2025, Rimbunan Kuasa Group remains focused on strengthening its presence across Malaysia and supporting the growth of the local aftermarket industry.

KGK | Autoexperten paused everyday work to dedicate a full day to customer journey and culture



At the end of August, 320 employees from KGK | Autoexperten gathered for something unusual in the industry.

KGK | Autoexperten dedicated an entire workday in August to putting regular tasks on hold. Instead, the entire focus was on the customer journey, company culture, and togetherness during what became the premiere of KGK Day.

“We wanted to create a day that brings energy, insights, and pride. When all employees – regardless of role – can contribute to how we develop, it makes us stronger together,” says Veronica Appelqvist, Event Project Manager at KGK | Autoexperten.

The customer’s voice at the centre

The morning was dedicated to mapping a positive customer journey. To capture real perspectives, 26 workshops were held at customer and supplier locations. The results were gathered through live updates from a studio that tied everything together for all employees.

“Hearing honest feedback from our customers and suppliers, directly in their

environment, gave us invaluable insights and strengthened our sense of pride,” says Veronica Appelqvist.

Culture, community, and the KGK Awards

In the afternoon, everyone gathered at Glada Tammsvik (“Happy Tammsvik”) for inspiration and a dialogue on company culture. Conversations revolved around questions such as: What makes us thrive? What drives our development? And why do we choose KGK | Autoexperten?

The day concluded with the KGK Awards, where employees were celebrated in the categories: Performance of the Year, Team Player of the Year, and KGK Person of the Year.

An uncommon approach in the industry

With nearly 80 years of experience, KGK continues to evolve in step with the world around us. Putting everyday work on pause to jointly focus on the company’s

KEY FACTS

In August, KGK | Autoexperten dedicated a full workday to its company culture and customers. KGK Day had 320 participants and 26 workshops at several customer and supplier sites. Awards were handed out for Performance of the Year, Team Player of the Year, and KGK Person of the Year.

most important issues is an approach that stands out in the industry.

“We are proud of our history but even more curious about the future. Defining together how we take care of both our customers and each other makes us stronger and more attractive – both within the industry and to new employees,” says Ann-Helen Wallrud, HR Director at KGK.



Plastic reduction and cardboard revolution



When KGK conducted its extensive packaging procurement process in 2024, the goal was clear: to combine economic and environmental objectives.

The result of KGK's packaging procurement process in 2024 was a solution that not only reduced climate impact, but also increased efficiency. With a new supplier, improved material choices, and smarter logistics, KGK is demonstrating that sustainability can be a profitable business.

From four suppliers to one

Four different suppliers were previously used to meet our packaging needs. The new solution, with a single supplier based in the Stockholm area, has both streamlined logistics and reduced transport emissions. By consolidating all deliveries with one operator, the number of transport operations to the warehouse in Enköping has been significantly reduced, saving both time and fuel.

"It was time for a change," says Jussufo Jallow, shipping manager at KGK. "The agreement with our previous supplier was about to expire, and there was room for improvement. We wanted to create a solution that combines lower costs with reduced environmental impact."

Smart material choices with thinner plastic and fewer cardboard boxes

A key measure in the change was to reduce material use. An analysis of stretch film, the plastic that is used to secure cargo pallets, revealed the possibility of switching to a thinner, more elastic plastic. The new plastic, with a thickness of 12 microns compared to the previous 23 microns, offers the same functionality but almost halves the amount of material required. This has resulted in a reduction in carbon emissions of 6.47 metric tonnes in the manufacturing process, as well as a saving of 2,589 kg of plastic in transport.

Another innovation was the introduction of a new carton size, called "the 0.5".



12 microns -> 23 microns Plastic thickness = 2,589kg Plastic savings

This is largely replacing the previous standard carton, "the 1", and is used for smaller deliveries. Its smaller size saves material and increases the fill rate in transport.

"Switching from large cartons to smaller ones was a crucial step. This has not only reduced our own material usage, but also makes it easier for customers to handle the packaging," explains Jussufo.

Results that make a difference

The impact of these changes can be felt throughout the entire chain – from the warehouse to customer handling. The number of rolls of stretch film being transported and handled has been reduced by 157, and KGK's customers' handling of plastic has been simplified.

In addition to the environmental benefits, financial savings have also been achieved. The transition to a single supplier has reduced costs, and the higher fill rate in the trucks has contributed further to efficiency improvements.

"We are proud to have found a win-win solution. This project shows that environmental and business goals can go hand in hand," concludes Jussufo.



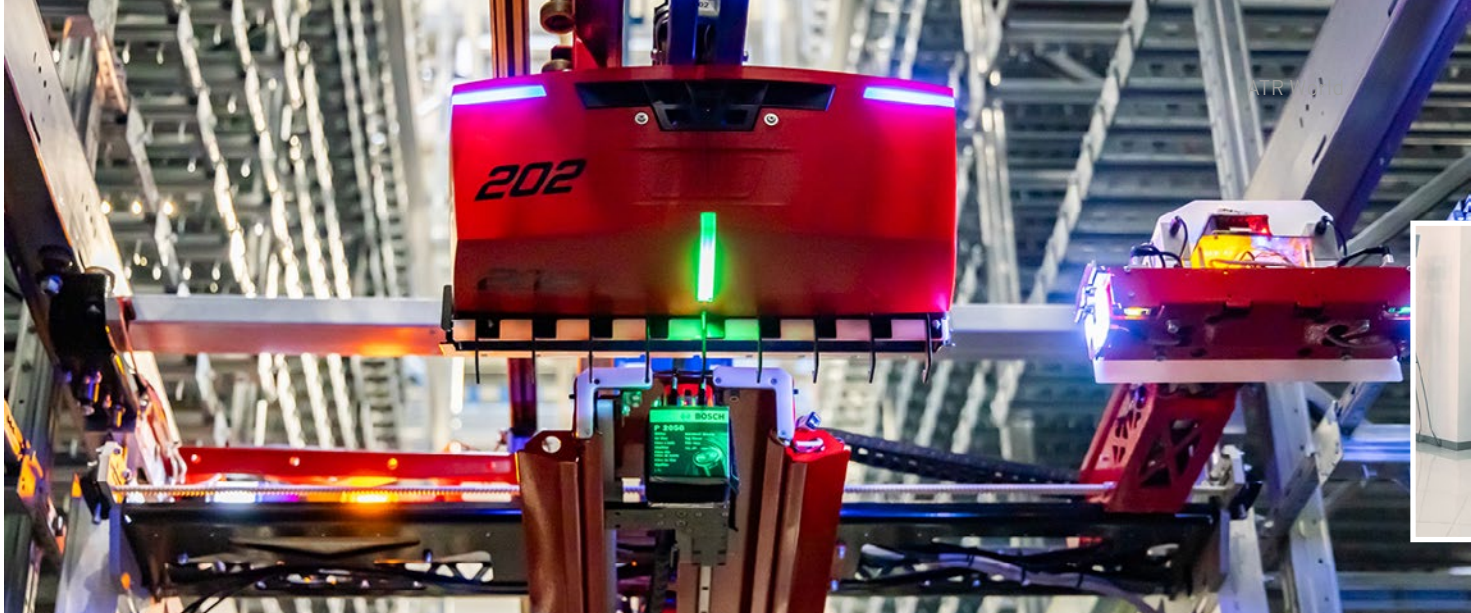
The future of sustainable logistics

With the support of a successful packaging procurement, KGK is now looking ahead. One area that staff in the logistics centre would like to focus on in the future relates to optimising the use of plastic crates and thereby reducing the use of disposable packaging. This would further reduce both material consumption and handling time.

This work is a clear example of how companies can reduce their climate footprint by rethinking and innovating. For KGK's customers and the environment, this is a change that really makes a difference.

KEY FACTS

KGK's extensive packaging procurement process in 2024 not only reduced climate impact, but also increased efficiency. KGK has demonstrated how sustainability can also be profitable.



Driving forward for 35 years: The UNIX Automotive story



How a small Budapest startup grew into a regional automotive parts leader – celebrating 35 years of innovation, expansion and excellence.

UNIX Automotive is a Budapest-based automotive parts distributor that has become a **market leader in Hungary** and a key player in Central Europe. Founded in 1990, the company marks its 35th anniversary in 2025, a milestone that underscores its remarkable journey from a one-garage venture into a multinational operation. This anniversary is significant because it highlights three and a half decades of continuous innovation, expansion, and leadership in the auto parts industry.

From a garage in Budapest to a Central European market leader

Over the years, UNIX Automotive has transformed the way car parts are distributed—introducing digital ordering early, building an extensive branch network, embracing automation, and forging strong

partnerships. The following **35 milestones** chart the key moments and reasons that contributed to UNIX Automotive's growth, transformation and current market position as a trusted, forward-thinking leader.

1. In 1990 the company was founded by Antal Zombori, who has retained full ownership ever since.
2. By 1991 its first warehouse and office were operating from a garage in Óbuda, serving mechanics under humble conditions.
3. In 1994 UNIX Automotive launched TradeLine, an electronic ordering system that transformed how workshops placed orders.
4. Exports to Romania began in 1998, marking the first step towards international expansion.
5. A year later the company opened its first foreign subsidiary in Cluj-Napoca, Romania.
6. In 2000 it started publishing INFOmix, a professional magazine to inform and train partners.
7. During 2001-2004, the TradeLine system moved online and a web shop was introduced, taking ordering into the Internet era.
8. In 2005 UNIX Automotive joined the ATR International AG purchasing alliance, gaining exclusive brands and better terms with suppliers.

9. That same year the Unix Academy set up to provide continuous training for employees.

10. The logistics centre, covering 22,000 m² and holding 12 million parts, opened in Budapest in 2010.

11. The same year saw sophisticated automation introduced in the warehouse, including sorting machines and PDA-based identification.

12. Also, in 2010 the Partner Service Network programme began, offering unified branding and training for workshops.



UNIX Logistics Centre, Budapest, District IX (2010)

13. In 2011 the company entered the Slovak market with its own subsidiary.

14. UNIX Automotive launched its own brand A.Z. Meisterteile in 2012, offering quality products at competitive prices.

15. That year it placed 27th on Europe's



In a residential apartment in District III, an 'office' created from one of the rooms (1991)



Renovated office interior of UNIX Automotive (2019)

Top 500 list, gaining international recognition.

16. By 2014 the network had reached 100 shops, a milestone in nationwide expansion.

17. The 2015 launch of the UNIX Automotive Partner Card loyalty programme rewarded customers for their purchases.

18. In 2016 the company was named Hungarian Company of the Year by the Figyelő Top 200 jury.

19. Also, in 2016 it ranked as the second fastest-growing Hungarian firm on the Inc. 5000 Europe list, with turnover over €100 million.

20. By 2017 the logistics centre had expanded by 7,500 m² to a total of 30,000 m² of warehouse space.

21. The same year Forbes listed UNIX Automotive among the 100 most valuable Hungarian companies, and it

won its tenth Business Superbrands award.

22. In 2018 the company entered the HVG Top 500 ranking of Hungary's largest enterprises.

23. To finance growth, UNIX Automotive issued bonds worth 12 billion forints in the National Bank of Hungary's Growth Bond Programme in 2019.

24. That year it also earned a Bisnode certificate for outstanding financial stability.

25. In 2020 the logistics centre was further enlarged by 10,000 m² and modernised with 100 loading docks and improved staff facilities.

26. Also, in 2020 A.Z. Meisterteile became a global brand with a new visual identity and an assortment of 70,000 items.

27. After a cyberattack in 2021 the team relaunched the TradeLine system in record time, demonstrating resilience.

28. That year the company introduced the UNIX Car mobile application to make ordering easier for partners and car owners.

29. By 2023 UNIX Automotive held roughly 30 % market share in Hungary and had revenue of €273 million (for the entire group), also ranking among the top ten distributors in Romania.

30. Throughout the 2020s the company has adopted a multichannel sales model combining more than 170 shops, a B2B electronic catalogue and a public web shop.

31. Its catalogue offers 2 million types of parts, and it keeps 18 million items in stock while cooperating with over 600 manufacturers and suppliers.

32. A fleet of more than 2,000 delivery vehicles provides multiple daily deliveries, ensuring parts arrive within hours.

33. Long-term relationships with ATR and more than 600 supplier partners support joint planning and continuous improvement.

34. Today over 3,000 dedicated employees are trained through the Unix Academy, underpinning service excellence.

35. The 35th anniversary in 2025 underscores a strategy focused on future innovation, digitalisation and sustainable growth.

Looking ahead to the next 35 years, UNIX Automotive envisions a future built on the same courage, commitment and passion that carried it from a small garage to a regional leader. The road ahead will bring new challenges – from digital transformation to electrification and sustainable mobility – yet the company is determined to embrace them with innovation and resilience. With the strength of its people, the trust of its partners and the spirit of progress at its core, UNIX Automotive is ready to keep millions of journeys moving for generations to come.

KEY FACTS

UNIX Automotive operates over 170 shops in Hungary, Romania and Slovakia, with more than 3,000 employees.



Part of the UNIX team at last year's UNIX-AMTS Show (2024)

Strong brands for strong workshops


VDO

Brands of AUMOVIO

The spin-off of the former Continental Automotive group sector into the independent company AUMOVIO marks a new chapter, but the daily business in the Aftermarket remains unchanged in all areas. ATE continues to lead in brake systems, while the return of the VDO brand strengthens the portfolio with innovative electronic vehicle components.

As the Automotive Aftermarket is undergoing rapid transformation, persistent pressures such as workforce shortages and margin management underscore the need for partners capable of combining stability with innovation. The two brands of AUMOVIO, ATE and VDO, will cover both: shaping a safe, inspiring, connected and autonomous future of mobility through technology development while providing the Automotive Aftermarket with the same premium quality products and services as before.

Adaptive powerhouse

Backed by more than 100 years of experience and around 93,000 employees worldwide, AUMOVIO merges heritage with innovation and focuses on software-defined vehicle solutions and connected mobility. As part of the transition, the former Continental Aftermarket & Services GmbH is now operating as AUMOVIO Aftermarket GmbH, headquartered in Frankfurt am Main, Germany.

Business continues as usual

Despite the new company name, continuity is ensured across all key areas of the Automotive Aftermarket. Existing contracts, service agreements, warranties and commercial terms – including pricing and delivery schedules – remain fully valid and have seamlessly transitioned to AUMOVIO. Most importantly, the full Aftermarket product portfolio remains in place and will be further developed under the strong and trusted brands ATE and VDO – both featuring the same robust infrastructure and OE expertise.

ATE stays, VDO returns

Under the new corporate umbrella of AUMOVIO, ATE and VDO retain full operational autonomy. ATE – one of the leading brands in the brake sector with over a century of expertise in braking systems and hydraulic components – embodies a partnership-driven approach. VDO – long renowned for precision instrumentation and electronic diagnostics – re-emerges

with renewed emphasis on smart technologies and assumes the entire former Continental spare parts portfolio*. Both brands continue to supply products in their customary high quality.

ATE and VDO – two brands, one commitment

Although each brand maintains a separate portfolio, both share core focus values – OE premium quality and long-term customer relationships. As brands of AUMOVIO, ATE and VDO will also offer their services as a joint entity: workshops benefit from an expanded range of support, including 24/7 technical hotline, digital training and strong partner concepts, leveraging combined resources. Focused expertise, unchanged excellence – seamless continuity today and enhanced capabilities tomorrow.

KEY FACTS

The spin-off of the former Continental Automotive group is now operating as AUMOVIO Aftermarket GmbH, headquartered in Frankfurt am Main, Germany.



*Only exception: the "ContiMobilityKit" (tire puncture kit) will not be part of the Automotive Aftermarket portfolio and can be purchased from Continental Tires.



Heroes in Steering & Suspension Parts

bilsteingroup®



Truck drivers keep the world moving – day and night, in all conditions. Their strength and skill go hand in hand with the reliability of the parts that keep their wheels turning. As a trusted supplier in the Automotive Aftermarket, bilstein group is committed to supporting these everyday heroes with rigorously tested OE-matching quality parts.

Staying on Track with Steering & Suspension

febi's Steering and Suspension range includes a large selection of components that contribute greatly to road safety. With more than 2,700 Steering and Suspension parts in range, febi is one of the leading brands in the Independent Aftermarket (IAM) for the most important European manufacturers (the 'BIG 8').

[Discover Steering & Suspension!](#)



febi Truck Steering & Suspension

Quality 'Made in Germany' febi King Pin Sets

febi sets the standard with German-made King Pin Sets for commercial vehicles with over 40 years of in-house manufacturing expertise and advanced CNC production. As a pioneer in the Independent Aftermarket (IAM), febi continues to lead the way in king pin production for commercial vehicles. With more than four decades of manufacturing experience at bilstein group Engineering in Germany, febi ensures its King Pin Sets meet the highest standards of durability, fit, and performance – exactly what fleet operators and workshops demand.

Manufactured in-house using state-of-the-art CNC machining, febi king pins are produced with OE-matching precision, delivering superior performance and long-lasting reliability. Every component is engineered to OE specifications, including critical bearing tolerances, hardness, and case depth – guaranteeing a perfect fit and optimal function.

Complete ProKits – No Missing Parts, No Surprises

Time is money in the trucking business. That's why febi's King Pin Sets are delivered as complete ProKits that include everything needed for a smooth and efficient installation:

- King pin
- Precision-machined bushes
- OE-quality thrust bearings (with grease and phased edges)

KEY FACTS

More than 140 King Pin Sets assembled as complete febi ProKits for a seamless repair.

- All necessary fixings (nuts, bolts, washers, seals, and more)

"At febi, we don't just supply parts – we deliver complete solutions engineered for the real-world demands of heavy-duty fleets," said André Schwarz, Divisional Product Development Manager Commercial Vehicles / Off-Highway for the bilstein group.

[Discover febi Truck King Pin Sets production!](#)



febi ProKit King Pin Sets

The absolute number 1 in quality

bosal : aftermarket

Always premium quality products with BOSAL

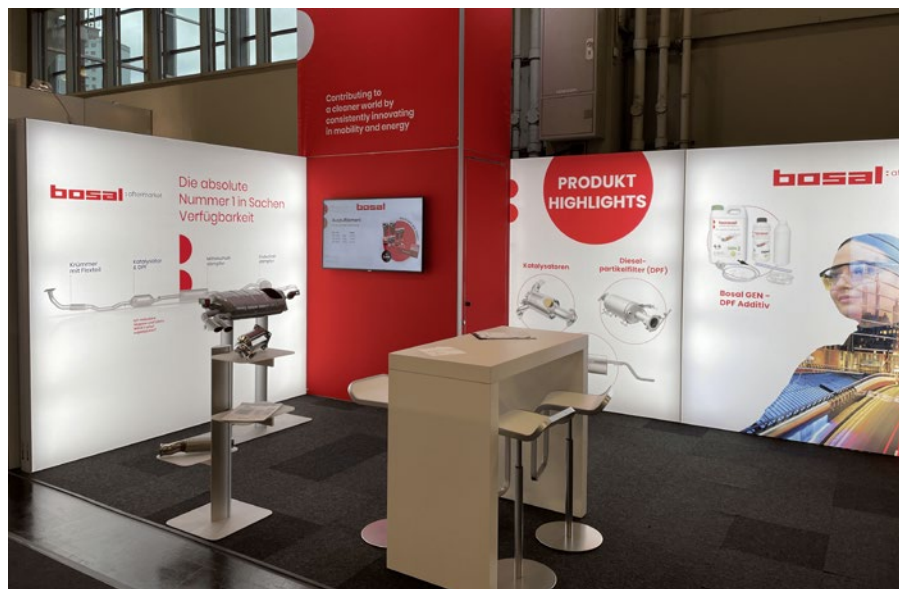
About us: BOSAL Aftermarket provides innovative product solutions within the emission control and chassis market.

As a family-owned global leader, with an established OE pedigree & 100-year history, BOSAL has a lot of experience and knowledge in the manufacturing of Aftermarket exhaust and chassis parts. BOSAL's products are developed with the use of latest technology in manufacturing. The high-quality product range is extended with an all-round service to the customer, strong availability and fast delivery.

Diesel Particulate Filters: Emerging trend

The diesel particulate filter (DPF) is a part of the exhaust system and reduces the amount of harmful soot particles emitted in exhaust gases. The soot particles are dangerous for human health and can cause different diseases like cancer. To reduce health risks and pollution, a correctly functioning DPF is of the utmost importance.

It exists in two different systems: cordierite and silicium carbide. The cordierite diesel particulate filter is better suited for long distance driving while the silicium carbide diesel particulate is perfect for all driving circumstances and



works very well also for short distance driving in the city due to better soot loading capacity and higher heat resistance.

Due to stricter legislation and increasing inspections, the demand for catalytic converters and diesel particulate filters will continue to rise. Be prepared and contact your local sales representative!

Why Bosal?

- OE-quality
- High durability

- Long-term emission reduction
- Less harmful to health
- Environment-friendly
- High and outstanding performance
- Good price/quality ratio
- Strong coverage and availability
- Homologated to European standards and legislation
- 24 month guaranty

Connect with us

[Our LinkedIn](#)

[Bosal aftermarket catalogue website](#)



KEY FACTS

BOSAL, a family-owned global leader with 100 years of OE expertise, provides premium-quality Aftermarket exhaust and chassis products—including diesel particulate filters and catalytic converters.



Choose prime. Choose safety.

The Brembo Prime family of premium pads, discs, calipers and fluids offers a complete braking solution for every European application. The range's exceptional parc coverage (98%), along with ready availability and fast-moving references, brings significant business potential for distributors.

Brembo Prime braking solutions deliver optimum braking efficiency for any vehicle, in any condition. Produced to the highest OE specifications, these components are designed and tested together to ensure perfect synergy.

Brembo's Prime brake discs and pads for passenger cars and LCVs incorporate every technical advantage to ensure smooth and effective brake control. The OE specification, high-carbon cast iron used for Prime brake discs minimizes vibration and noise while maximizing performance. Additionally, a patented internal pillar ventilation system aids cooling and enhances disc resistance. Brembo's market-first, solvent-free UV surface coatings, developed in collaboration with car makers, protect the discs against corrosion, and has achieved a salt spray test resistance of more than 240 hours. The range also includes two-pieces Prime discs made from lighter-weight materials and designed specifically for premium cars, featuring options such as the Composite, Floating, Co-cast, Lightweight and Dual Cast discs. For fitters, Prime discs cover 98% of the running parc and come with all the required fixing hardware for fast and simple installation.

Brembo has pared its Prime discs with a comprehensive selection of Prime brake pads. By specifying the right eco-friendly friction materials for each vehicle, every pad ensures long-lasting performance,

comfort and wear. Careful scorching and directionality of the friction compound prevents fading, resulting in less noise and vibration. Features such as patented damping weights, chamfers, slots and multi-layer piston shims further reduce brake noise. Additionally, the copper-free Prime Ceramic pad range offers enhanced durability and low dust emissions. For easy servicing and installation, each pad includes an at-a-glance wear indicator and comes with a fitting accessory kit.

Adding further business potential to the range are Brembo's Prime calipers for LCVs. Specifically designed by Brembo for the long distances covered by light commercial vehicles, each caliper ensures reliable and efficient braking performance. They can also be paired with a Brembo bracket for complete and safe servicing of the braking system.

Prime brake discs and pads for commercial vehicles offer an exceptional, all-round solution for even the toughest heavy-duty needs. The supremely durable Prime CV disc range includes not only standard references but also Co-cast and Ring options, whose advanced technologies ensure superior mechanical resistance, better heat dissipation, thermal crack reduction and longer life across thousands of kilometres. Each Ring disc also includes fittings that allow for surface



replacement only without the need of substituting the entire hub. Matched perfectly with the discs, Brembo's Prime CV pads incorporate 18 different friction materials and 30 different components to meet every heavy-duty need.

Completing the range, are Brembo's Prime brake fluids which provide ultimate braking amplification for all vehicle sizes and types, while protecting important components from corrosion. These high-standard, specially developed fluids guarantee safer braking, featuring low viscosity and a reassuringly high boiling point.

More informations you can find here: www.bremboparts.com.

KEY FACTS

Brembo's product strategy anticipates its customers' needs in order to achieve best-in-class performance.

High-tech under the hood: The multi V-belt



At first glance, the multi V-belt may seem like a simple spare part. But behind its modest appearance lies sophisticated technology that plays a key role in modern engines.

Unlike the classic V-belt, which once could be replaced in emergencies with a pair of nylon tights (a popular myth), today's multi V-belts are precision components. They transmit the crankshaft's rotary motion to auxiliary units like the alternator, water pump, power steering, and air conditioning via pulleys. Thanks to their ribbed design, they offer a larger friction surface, enabling higher torque transmission and greater flexibility – even in tight engine compartments or reverse flexing drives.

Smart design for demanding applications

Multi V-belts are made up of several components, with leading manufacturer Continental using these three specifically:

- An abrasion-resistant elastomer body with a textured reverse side.
- Tension members made of twisted polyester fibres (S/Z twist) for neutral running behaviour and high length stability.
- A rib coating that reduces noise, even with misaligned pulleys.

This design ensures durability, quiet operation, and reliable performance – key factors for workshops and end customers alike.

Tailored solutions for modern engines

As engine designs become more complex, so do the requirements for belt drives. Continental offers specialised variants to meet these needs:

KEY FACTS

As engine designs become more complex, so do the requirements for belt drives. Continental offers specialised variants to meet these needs: Elastic belts, DPK belts and EXTRA belts.

Elastic belts: Pre-tensioned and self-adjusting, eliminating the need for a tensioner. Ideal for compact engine layouts.

DPK belts: With grooves on both sides, they transmit power in both directions – perfect for tightly routed systems.

EXTRA belts: Reinforced with aramid fibres or special coatings, they're designed for vehicles with start/stop systems, hybrid drives, or high-performance requirements.

These variants allow workshops to select the right belt for each repair, ensuring optimal performance and customer satisfaction.

Complete kits for efficient service

To simplify repairs, Continental offers belt kits that include all necessary components: the belt itself, tensioners, deflection pulleys, small parts, and even a replacement sticker. This saves time, reduces errors, and helps workshops deliver high-quality service efficiently.

More than just belts

Continental's Aftermarket portfolio goes beyond drive belts. It includes components for suspension and steering, as well as smart tools to support mechanics in their daily work. Registered workshops benefit from a five-year guarantee and a range of services that add real value.

With over 125 years of experience, Continental continues to support the Automotive Aftermarket with innovative solutions that bring engine power safely and efficiently to the road.



Precision Under Pressure: NOx Sensors

Delphi

When it comes to emissions control, precision isn't optional – it's essential. That's why Delphi put its NOx sensor to the test against the OE and three leading players. From airtight sealing to real-world driving accuracy, the results reveal a clear leader in sensor technology. Here's how Delphi performed under pressure, and why it sets the benchmark for reliability, durability, and performance.

Probe Leakage

Delphi's probe scored an exceptional 0.02 ml, the lowest leakage of all parts tested. This result is not only 30 times tighter than the standard limit, but also significantly better than the three KDC brands, whose leakage values ranged from 0.3 ml to 0.5 ml.

This airtight seal ensures superior reliability, durability, and performance – making Delphi the clear leader in probe technology.

Sensor Accuracy

Sensor accuracy is critical for effective emissions control and system performance. Delphi's sensors closely matched OE data across all test stages:

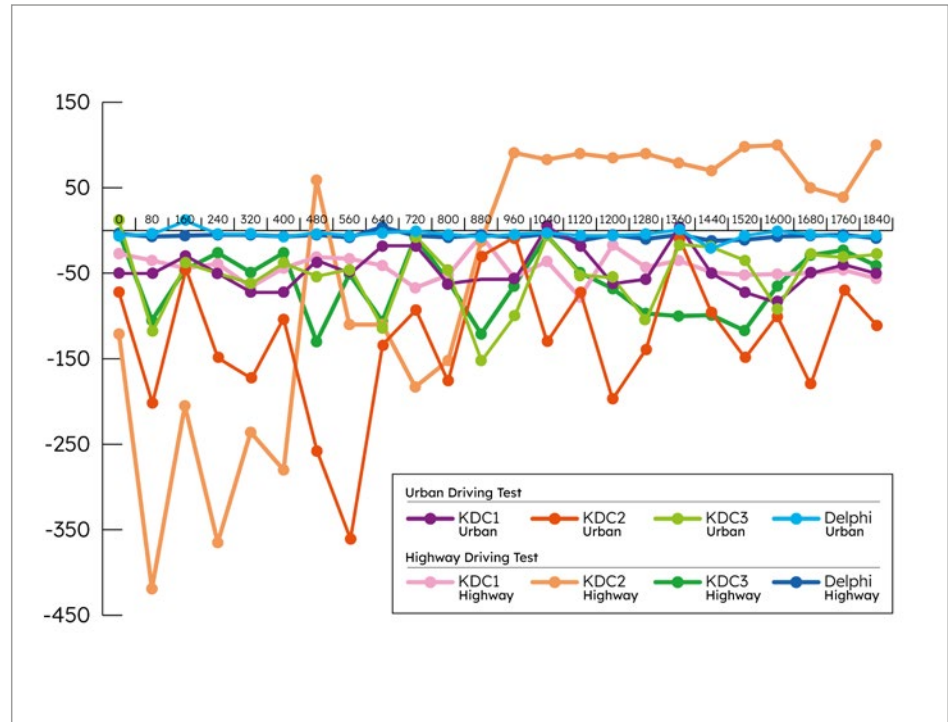
- Exact match at 0 ppm (20%)
- Within 1.5 points at 300 ppm (9.5%)
- Slightly higher at elevated ranges, but consistent and predictable

In contrast, KDC 2 failed at 300 ppm, revealing a major performance gap. Delphi's precision delivers reliable readings and system stability – ideal for high-performance applications.

High Temperature Leakage

Extreme conditions demand exceptional engineering. In Delphi's 420 °C ±10 °C high-temperature leakage test, the sensor showed outstanding stability:

- O₂ readings remained consistent throughout
- The seal held firm, ensuring reliable



Delphi delivers the most stable real-world NOx readings - closest to OE in both city and highway driving.

data under thermal stress

- Other brand sensors fluctuated, compromising accuracy

Delphi's resilience and precision make it the most dependable choice for high-heat environments.

Real World Driving

Real-world driving is the ultimate test of sensor reliability. Our evaluation covered a range of loads, speeds, and temperatures, simulating both stop-and-go urban traffic and steady highway cruising.

The results speak for themselves:

Delphi's NOx sensor tracked closest to OE data across all conditions. It delivered stable, consistent readings in both urban and highway environments. Other brands sensors showed greater deviation, especially under dynamic urban loads.

Delphi's performance confirms its responsiveness, durability, and precision – engineered for real-world reliability.

What's the takeaway? With Delphi NOx sensors, you get:

- Best-in-class sealing, proven in the lab
- OE-level accuracy, no matter the NOx load
- Heat stability, the kind that survives years, not just months

We engineer for the future. We innovate to build sensors that are accurate when heat, pressure, and time push them to the very edge.

When you choose Delphi, you choose reliability.

delphiaftermarket.com

KEY FACTS

Delphi's resilience and precision make it the most dependable choice for high-heat environments.

Transmission Control Plates

High-Quality Components for the Spare Parts Market



Das Original

KEY FACTS

ElringKlinger is now bringing its many years of expertise to the spare parts market and is expanding its product portfolio to include high-quality components for automatic transmissions.

Precision for Modern Automatic Transmissions. Modern automatic transmissions are designed for driving comfort, efficiency and safety. To ensure that these complex systems function reliably, precisely coordinated components are required – one of which is the transmission control plate. It plays a central role in controlling gear shifts and must meet the highest mechanical and thermal demands. ElringKlinger is now bringing its many years of expertise to the spare parts market and is expanding its product portfolio to include high-quality components for automatic transmissions.

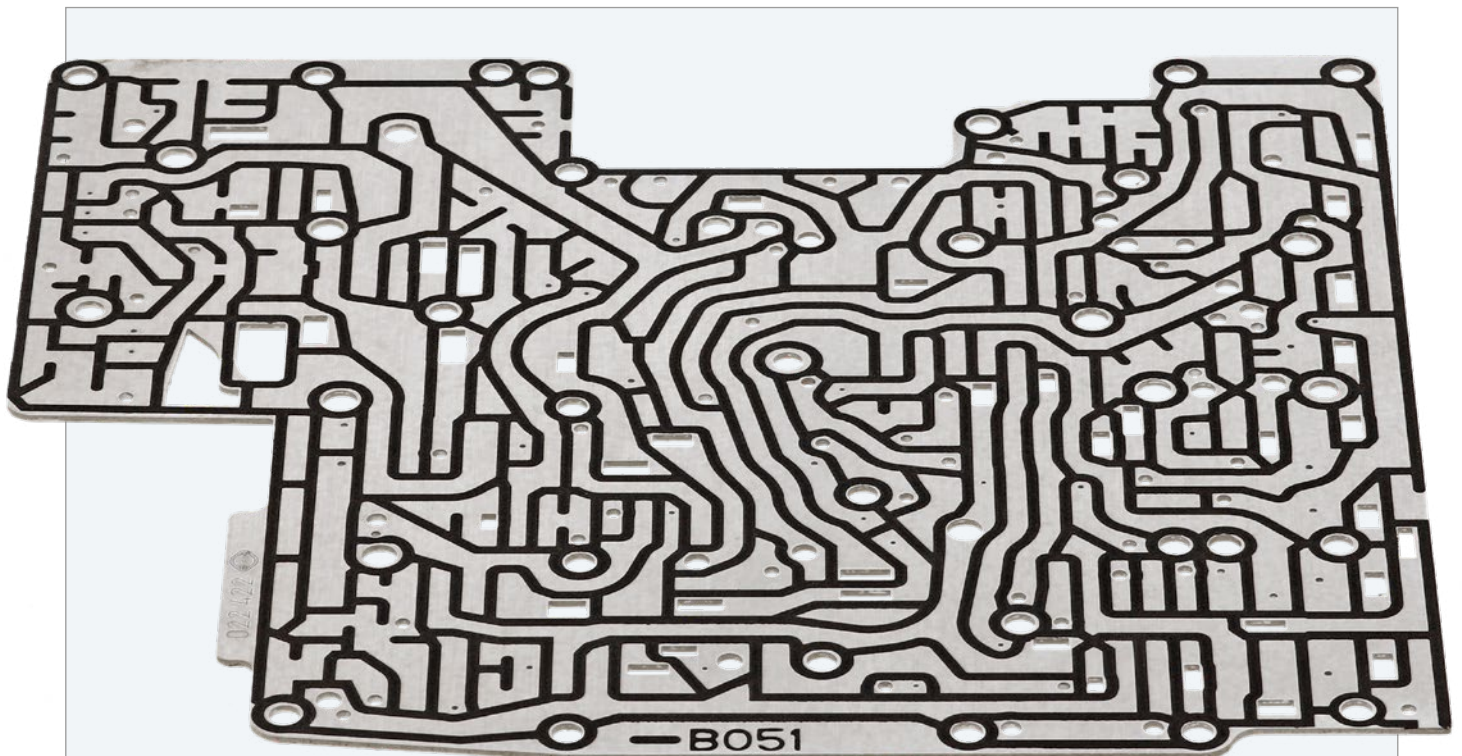
Key Component in the Mechatronic Unit

In modern automatic transmissions, mechatronic units take over the central

control of gear changes. These highly complex assemblies combine mechanical, hydraulic and electronic components in a compact system. The transmission control plate is a key element: it ensures precise routing of transmission oil through the hydraulic channels and reliably separates them from one another. Solenoid valves and pressure regulators control the oil flow depending on the selected gear. Electronic control is provided by the transmission control module (TCM), which continuously processes sensor data and precisely regulates the valves. The control plate must not only meet the highest sealing requirements but also withstand mechanical loads and thermal stress over the long term. Its function is crucial for the efficiency, smooth operation and safety of the entire transmission system.

Elring – Your Reliable Partner for the IAM

By expanding its spare parts range to include transmission control plates, Elring is underlining its technical expertise and market knowledge in the field of modern drive technologies. The combination of many years of experience in original equipment, a high level of vertical integration and strict quality standards makes Elring a reliable supplier of sophisticated components.



Transmission control plates from Elring: original equipment quality, maximum complexity, uncompromising standards.



Remanufactured driveline components Beneficial for you, your customers and the planet!



SPIDAT



GKN Automotive takes responsibility

As a leading manufacturer of driveline components, GKN Automotive is aware of the responsibility for reducing carbon footprint. This includes continuously working to improve and enhance the sustainability of the products and processes, such as minimising the amount of virgin materials and energy used. Through remanufacturing, 80 % of the materials in new production are sourced from old parts!

GKN Automotive never compromises on quality

Remanufacturing to the highest quality standards is a core part of GKN Automotive's business. GKN Automotive applies the same strict quality standards

to the remanufacturing process as to all OES and IAM products.

GKN Automotive delivers value for money

The efficient remanufacturing process by GKN Automotive ensures trusted quality and performance while offering competitive pricing to support workshops. Therefore, please handle valuable cores with care!

Join the core returns programme

Under the core returns programme, all products – whether new or remanufactured – returned must comply with the returns criteria. This is to guarantee they meet GKN Automotive's strict quality and safety standards.

Visit the website for more information about the returns criteria of GKN Automotive's sales brands.

GKN Automotive

Junkersring 63
53844 Troisdorf
marketing.nma@gknautomotive.com
www.gknautomotive.com

KEY FACTS

80 % of the materials that GKN Automotive uses in new production is obtained from old parts.



KEY FACTS

With a starter and alternator range with more than 1,800 part numbers, HELLA covers around 85% of the passenger car and commercial vehicle market.

Starters & Alternators from HELLA: Comprehensive range with a perfect fit

We might still be riding in horse-drawn carriages today ...

Fortunately, Carl Benz gave the starting signal for the modern automotive industry in 1885 with his Patent Motor Car No. 1. History shows us: Progress always starts with a first step. Whether it's innovation, transformation or motion – nothing happens without that first spark. That's why starters and alternators are so essential – both in vehicles and in life.

And that's exactly where starters and alternators come into play. They're not just components – they're the heartbeat of every vehicle. At HELLA, we understand their importance and offer a comprehensive range of starters and alternators that combine precision, performance and reliability.

Why starters and alternators matter

Starters and alternators are essential for the functionality, reliability and efficiency of any vehicle. The starter initiates the engine's operation, while the alternator ensures a stable power supply during driving. If either fails, the consequences can be significant – from breakdowns to costly repairs.

That's why timely replacement with high-quality components is crucial. HELLA offers a comprehensive range of starters

and alternators, with quality levels approved by the HELLA Competence Centre.

• Reliable and optimised performance

All starters and alternators from HELLA meet the particularly high-quality requirements of the HELLA Competence Centre – ensuring long-lasting and dependable operation

• A perfect fit

Rely on products that are guaranteed to fit, making installation straightforward and reducing downtime

• Broad range & high market coverage

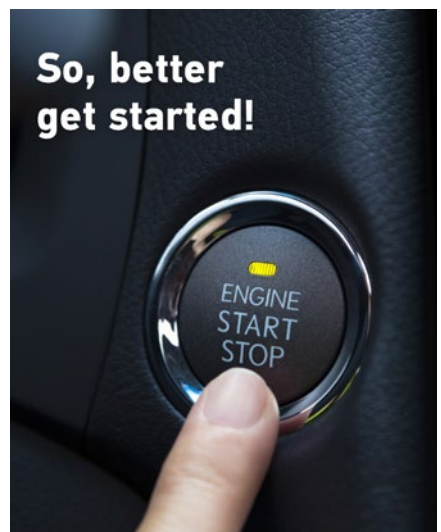
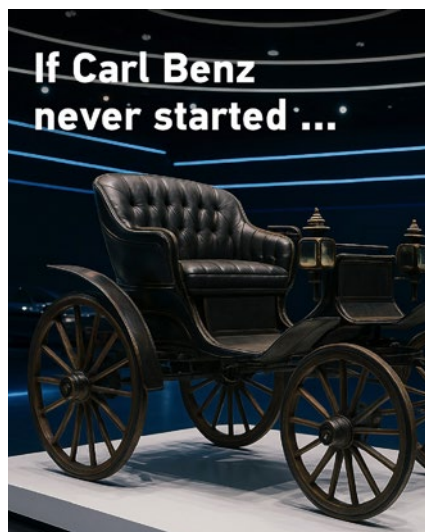
With a wide range of vehicle-specific starters and alternators, you will always find the right product

• New parts with no deposit system

HELLA offers new components without a deposit system. That means no need to return used parts – saving time and simplifying logistics

Now also available for OFF-HIGHWAY applications

No matter what the target group, for example, agriculture, construction machinery, forklift trucks or the marine sector, the HELLA range holds its own in the toughest operating conditions and proves itself with its maximum efficiency. As usual, it demonstrates the best quality is easy to handle and comes at a favourable price.



How are Hybrid and EV platforms changing the demand for steering and suspension?



Electric Vehicles (EVs) are reshaping the automotive industry. As demand for traditional ICE components declines, new challenges emerge, particularly in steering and suspension, which are now more critical than ever.

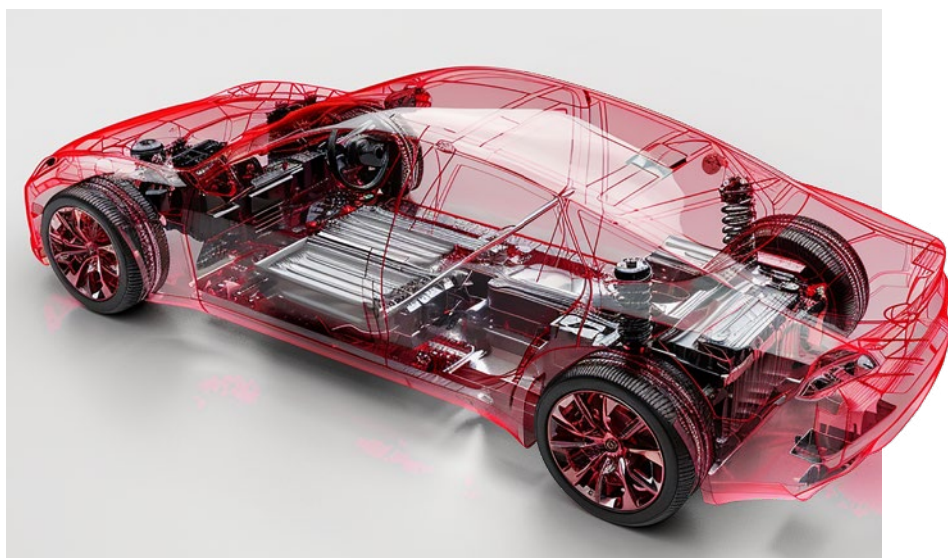
EVs generally weigh up to 25% more than ICE vehicles, largely due to heavy battery packs that can add several hundred kilograms. This extra weight puts greater stress on key vehicle systems, including steering and suspension, which must work harder to manage higher loads while still ensuring smooth, responsive handling. This shift is redefining the requirements for suspension and steering technology.

Manufacturers like KYB are responding with advanced components designed for EV dynamics. For example, KYB is testing high-strength composite spring seats, cutting up to 0.5kg per strut without compromising on performance.

The transition to EVs has also accelerated demand for active suspension over traditional passive systems. Passive suspension fixes damping characteristics such as compression and rebound rates during development, whereas active suspension adjusts damping in real time. Using sensors to read the road, active suspension can adapt instantly to conditions, steering input and acceleration. This optimises comfort while helping manage added vehicle weight.

KYB has partnered with major OEMs on active suspension systems, including supplying electronically controlled shock absorbers for Volkswagen Group's DCC Pro system, featured in models including the Tiguan, Passat Variant, SKODA Superb and Kodiaq. These collaborations highlight KYB's expertise in precision damping and its ability to meet evolving market needs.

Looking forward, the importance of active suspension is only going to grow with the rise of autonomous driving. Self-driving vehicles rely on sensors, cameras, LiDAR and ultrasonic to interpret their surroundings. Vibrations and jolts from



ineffective suspension can disrupt sensor accuracy, making active suspension critical for safety. By isolating the vehicle body and its sensors from road imperfections, active suspension is safeguarding system performance.

The shift is already influencing the Aftermarket. "We're beginning to see an increased demand for parts as these vehicles enter the Aftermarket," says Jordan Day, Senior Marketing Manager at KYB Europe. "KYB has been at the heart of EV development since the first mass-produced EV, the Toyota Prius. That heritage is reflected in our EV and HEV range. Compared with 2024, the number of part numbers we have listed for EVs and HEVs has more than tripled in 2025 alone, with growing coverage for Tesla, Polestar and other popular EVs."

As OE technology reaches the Aftermarket, fitting genuine, OE specification suspension has become more critical than ever due to system complexity. To support this, KYB provides training and technical

support to workshops, ensuring technicians have the skills to fit and calibrate these systems safely and reliably.

In summary, heavier EV platforms are reshaping suspension and steering demands. Active suspension is emerging as a solution for weight management, ride quality and sensor protection in autonomous driving. OE suppliers like KYB are at the forefront, ensuring the technology not only meets today's EV needs but also prepares the Aftermarket for tomorrow.

KEY FACTS

KYB's collaboration with major OEMs on active suspension systems has included supplying electronically controlled shock absorbers for Volkswagen Group's DCC Pro system, featured in models including the Tiguan, Passat Variant, SKODA Superb and Kodiaq.

Practical knowledge for workshop heroes

MAHLE



Electric and hybrid drives, driver assistance systems, new diagnostic processes – the Automotive world is evolving faster than ever before. To equip themselves for the future and ensure that their employees are adequately qualified, workshops need to stay up to date and continue their training. Workshops can only offer their customers top service and outshine their competitors as professional service providers if they have the latest technical expertise.

From pros for pros

As an original equipment manufacturer and development partner for international automobile manufacturers, MAHLE has unique expertise that extends far beyond product knowledge. MAHLE shares this expertise through its training courses.

Participants receive practical training tailored to the requirements of everyday workshop work and current vehicle components, ensuring that the knowledge gained can be applied immediately. The training courses are aimed at individuals of all qualification levels – from first-year technical trainees and commercial employees in sales and service to experienced mechanics and experts.

Future-oriented topics

MAHLE's range of training courses covers all key areas relating to modern vehicles, from thermal management and engines and peripherals to hybrid and high-voltage components. Many of the

training courses focus on practical content that can be applied in everyday situations.

Training made easy

All training courses can be easily selected and booked via MAHLE's new training portal. Much of the content is offered both as on-site training and as free live online training, where qualified trainers are available to answer questions and engage in discussion. Registration on the MAHLE Lifecycle and Mobility training portal is simple and straightforward.

In addition, the training portal also offers numerous interactive and engaging e-learning courses and videos that allow you to learn whenever and wherever you want. The browser-based online training

courses are free of charge and can be accessed using a PC, tablet, or smartphone.

The training portal's media library also provides quick and easy access to extensive workshop knowledge. Thanks to an integrated keyword search, users can quickly find product- and vehicle-specific tips in the various issues of the Technical Messenger, for example. There are also loads of free videos to provide practical assistance for everyday situations.

Comprehensive support

The current "Workshop Heroes" campaign is proof that MAHLE is a competent and strong partner for workshops and their employees. The new training portal is another component of the comprehensive support that MAHLE offers workshops. And it's not just about transferring knowledge. With its ever-expanding range of training courses, MAHLE aims to help workshops invest in the skills of their employees as well as in their own future. Gearing up for the technology of tomorrow will definitely give workshops a competitive edge, helping them to prevent errors, have shorter repair times, and enjoy higher customer satisfaction, to name just a few benefits.

KEY FACTS

MAHLE's range of training courses covers all key areas relating to modern vehicles, from thermal management and engines and peripherals to hybrid and high-voltage components.



The training courses focus strongly on practical content: training.mahle.com



MANN-FILTER wins PARTSLIFE Environmental Award 2025

KEY FACTS

MANN-FILTER, a global premium brand, received the 2025 PARTSLIFE Environmental Award on June 17 at Hamburg's PROTOTYP Automuseum for its more sustainable filters featuring wood-based impregnation.

Filters with a wood-based impregnation win over the jury with more sustainability. The award was presented in the "Circular Economy" category and the prize money of 3,000 euros goes to the German Forest Protection Association.

The global premium brand MANN-FILTER has been awarded the 2025 PARTSLIFE Environmental Award for its more sustainable filters with wood-based impregnation. The ceremony took place on June 17 at the PROTOTYP Automuseum in Hamburg. In the Circular Economy category, the brand stood out for its innovative approach – incorporating the renewable raw material lignin into its filters, thereby conserving resources and significantly reducing the ecological footprint of its series products.

MANN-FILTER will donate the award's 3,000 euro prize money to the German Forest Protection Association. This non-profit association has been committed to protecting and preserving forests since 1947.

"This award means a lot to us. It shows that our commitment to greater sustainability in filtration is recognised and appreciated. For us, the use of environmentally friendly materials such as renewable raw materials is not a trend, but a matter close



Environmental award for MANN-FILTER: Marian Anton (Business Development Manager) and Max Geißendörfer (Senior Manager Strategy, Business Development and Sales Excellence & Digitalization Europe) with the award (right to left)

to our hearts. At the same time, it is an award for the great work of our entire project team and the outstanding collaboration with our cooperation partner Gessner. It motivates us to continue on the path we have taken and to make our solutions even more environmentally friendly," says Marian Anton, Business Development Manager at MANN+HUMMEL.

PARTSLIFE is a service company spe-

cialising in sustainability and environmental management for the Automotive After-market. Among other things, it supports companies in the implementation of environmental regulations, energy management, and the development of sustainable processes. The annual environmental award recognises special achievements in the field of environmental and climate protection within the industry.



Magneti Marelli Parts & Services' Project 5.0: The Digital Wave

In an era where digital innovation fuels transformation across industries, Magneti Marelli Parts & Services is at the forefront of the Automotive Aftermarket with its ambitious Project 5.0. This initiative encapsulates the company's commitment to reshaping the automotive landscape through advanced digital solutions, driving efficiency, and enhancing customer experience.

Digital strategy

Project 5.0 is Magneti Marelli Parts & Services' strategic push towards integrating cutting-edge digital technologies into its operations. The initiative is structured to address the evolving demands of the market while ensuring that Magneti Marelli Parts & Services remains a key player in the independent aftermarket sector. By leveraging digital tools, the company aims to optimise its supply chain, improve product offerings, and deliver unparalleled service to its clients.

At the heart of this transformational journey is the emphasis on interconnected systems and data-driven decision-making. Through the implementation of smart systems and IoT integrations, Magneti Marelli Parts & Services is set to enhance its product quality and operational agility. These technological advancements not only streamline internal processes but also empower customers with real-time information and seamless interaction experiences.



Franco Ortelli, Head of EMEA at Magneti Marelli Parts & Services

Vision and Leadership

A pivotal voice in this digital voyage is Franco Ortelli, Head of EMEA at Magneti Marelli Parts & Services, who shared insightful perspectives on the project: "Project 5.0 represents a change in company culture. Thanks to the revision and digitalisation of processes, as well as the efficient sharing of information, we aim to achieve improved internal efficiency, a better experience for our customers, and increased sustainability. Through the implementation of latest-generation solutions, including generative artificial intelligence, we are simplifying logistics, increasing the speed of reaction to market changes and strengthening relations with our commercial partners. The initiative is not limited to opti-

mising business flows but is also aimed at creating an environment of cooperation and communication between people making their every-day tasks easier. We are embracing digital transformation as necessary to strengthen our role in the market and position ourselves as an even more reliable and innovative partner."

Integrated transformation and competitive value

The project is not just a technological upgrade but a transformative overhaul—redefining Magneti Marelli Parts & Services' operational model by integrating digital solutions in logistics, sales, and customer support. This comprehensive approach ensures Magneti Marelli Parts & Services maintains its competitive edge while creating value for partners and stakeholders.

In conclusion, Magneti Marelli Parts & Services' Project 5.0 is more than just a digital initiative; it's a testament to the company's foresight and dedication to innovation. By embracing digitalisation, Magneti Marelli Parts & Services is poised to lead the automotive industry into a new era of connectivity and efficiency. This bold pursuit of digital excellence is set to inspire the industry, proving that the future of automotive is not just about vehicles – but the experience and technology that drive them.

KEY FACTS

By leveraging digital tools, Magneti Marelli Parts & Services is optimising its supply chain, improving product offerings, and delivering unparalleled service to its clients.

Automatic Transmission Oil Change: Untapped Potential for the Aftermarket

MEYLE

Automatic transmissions have become the norm in today's vehicles – and their share continues to rise. With this comes a growing demand for professional maintenance. Yet, many independent workshops still hesitate to offer automatic transmission oil changes. That's a missed opportunity, because this service holds real potential for the entire Aftermarket chain – from distributors and workshop networks to end customers: higher satisfaction, new revenue streams, and long-term vehicle performance.

Growing market opportunity

Workshops are seeing more vehicles with shifting problems: delayed response, jerky gear changes, or vibrations while driving. In many cases, the culprit is old transmission oil or clogged filters. Heat, wear, and oil degradation all impact lubrication, cooling, and hydraulic performance. OEMs now recommend oil changes every 60,000–120,000 km, depending on vehicle type and use.

For wholesalers, this means: demand for the right products and solutions is ris-

ing – not only for new vehicles, but across the existing car parc.

Smart product solutions

Servicing modern transmissions requires precision:

- Exact oil specs and fill quantities
- High-quality filters and seals
- Equipment for a resource-efficient execution

That's why complete automatic transmission oil change kits are a game-changer. They combine everything needed – from the right oil to matching seals – making it easy for workshops to add this service to their portfolio.

Wholesale as a driving force

Distributors who address this topic with their workshop partners gain a competitive edge:

- Broaden your portfolio with a profitable product segment
- Build loyalty with technical advice and training offers
- Drive cross-selling with other service and wear parts

KEY FACTS

OEMs now recommend oil changes every 60,000 – 120,000 km, depending on vehicle type and use.

With the right marketing support, training, and a clear message about the benefits of preventive automatic transmission oil changes, wholesalers can help workshops embrace this opportunity – and strengthen customer satisfaction for the long term.

Conclusion

Automatic transmission oil changes are no longer niche. They're a fast-growing service with strong revenue potential for the Aftermarket. Wholesalers who offer complete solutions, expertise, and marketing support position themselves as trusted partners – and stay ahead in a competitive market.



Nissens Turbo:

A Success-driving Solution for the Growing Turbocharged Market



Alongside the rise of Electric Vehicles (EVs), turbocharged internal combustion engines (ICEs) will remain dominant in the Automotive landscape.

Industry forecasts project over 10% growth in the turbocharger market by 2030, with the Aftermarket segment expected to represent more than half of all replacements within a decade. This sustained demand is driven by stricter emissions regulations, the pursuit of greater fuel efficiency, and the widespread adoption of downsized engines.

To address the needs in this dynamic market, Nissens created a premium Aftermarket turbocharger solution, which combines superior reliability and performance through technical excellence, market relevance with high car parc coverage and availability, which ultimately provides exceptional value for the Aftermarket.

The Making of Nissens Turbo: R&D, Testing, and Field-Proven Performance

Nissens adopted a distinctive approach to developing high-quality Aftermarket turbos, which started with investing heavily in research and development (R&D), and now includes rigorous testing, and field validation. By leveraging in-house expertise and collaborating with external institutes, it is ensured that Nissens' turbos meet the highest standards for performance, reliability, and durability.

Key Features of Nissens Turbo:

- **Premium Materials:** Nissens uses high-grade stainless steel (D5S, 1.4848) and titanium compressor wheels in select models to withstand extreme temperatures and mechanical stress.



KEY FACTS

Nissens has created a premium Aftermarket turbocharger solution, which combines superior reliability and performance through technical excellence.

- **Electronic Actuation:** Advanced electrically actuated variable turbos with OE-manufactured actuators enhance performance and diagnostic capabilities.
- **Precision Engineering:** Internal components are manufactured with strict tolerances, ensuring optimal performance and longevity.
- **Comprehensive Testing:** Nissens turbos undergo durability, emissions, fuel economy, and power output tests to guarantee compliance with EU and global standards.

Boosting your Commercial Success

The comprehensive Nissens Turbo range includes over 450 SKUs, that covers passenger cars (PV), light commercial vehicles (LCV), and heavy commercial vehicles (HCV). The portfolio spans free-flow, wastegate, and variable turbos, including electric-actuated models equipped with top-grade electronics.

First-Time-Right Installation & Technical Support

With the First Fit concept, Nissens delivers a technically advanced product ready for seamless, first-time-correct installation.

All Nissens Turbo are First Fit, meaning:

- Gaskets, stretch bolts, and oil syringes are delivered in the product box.
- Factory new unit – No reverse logistics or hidden fees (unlike remanufactured alternatives).
- Variety of dedicated technical support, including e-learning, live training, and precise installation guides enhancing technician confidence.
- Safe transportation due to the robust packaging.
- Safe transportation due to the robust packaging.

As the demand for turbocharged engines grows, Nissens Turbo remains at the forefront, providing high-performance, durable, and cost-effective solutions for the Aftermarket.

Watch nissens.com/boost to learn how Nissens Turbo can boost your business.

NGK & NTK: Outstanding results in customer satisfaction survey

Niterra

Aftermarket customers gave Niterra's NGK Ignition Parts and NTK Vehicle Electronics brands top grades in an independent 2025 EMEA Satisfaction Survey.

Niterra's brands have once again been recognised for their excellence, achieving high ratings in an independent 2025 EMEA Satisfaction Survey conducted among Aftermarket customers.

NGK Ignition Parts and NTK Vehicle Electronics are both reputable and trusted names in the world of OE-equivalent Aftermarket components, combining product excellence with exceptional customer service. It is no surprise that the brands have once again received notable recognition in this year's EMEA-wide survey.

The independent biennial study, conducted by the award-winning research company SKOPOS, polled Niterra customers from 90 different EMEA markets with 40 probing questions in 11 languages. Topics covered included customer service, logistics, pricing, product quality, delivery performance, market delivery, market communications, sales promotions, and sales and technical support.

Top-rated customer satisfaction

Niterra's NGK Ignition Parts and NTK Vehicle Electronics brands achieved a very

significant 8.8 out of a possible 10 points for overall satisfaction, a result that was also awarded in technical support. In keeping with this excellent outcome, satisfaction with product quality scored an almost perfect 9.2, with NGK Ignition Parts, such as spark plugs and glow plugs, as well as NTK Vehicle Electronics components like oxygen (lambda) sensors, all rated 'very good' by respondents. Rounding off these strong results, both the sales support and customer service departments earned a well-deserved 9.0.

Turning trust into recommendation

One core metric that is central to the poll is the Net Promoter Score (NPS), which awards a mark based on a customer's response to the likelihood of referring the company, product or service to its peers. Niterra scored an excellent NPS of 67, which follows a mark of 64, an already superb score it received in 2023 during the previous survey.

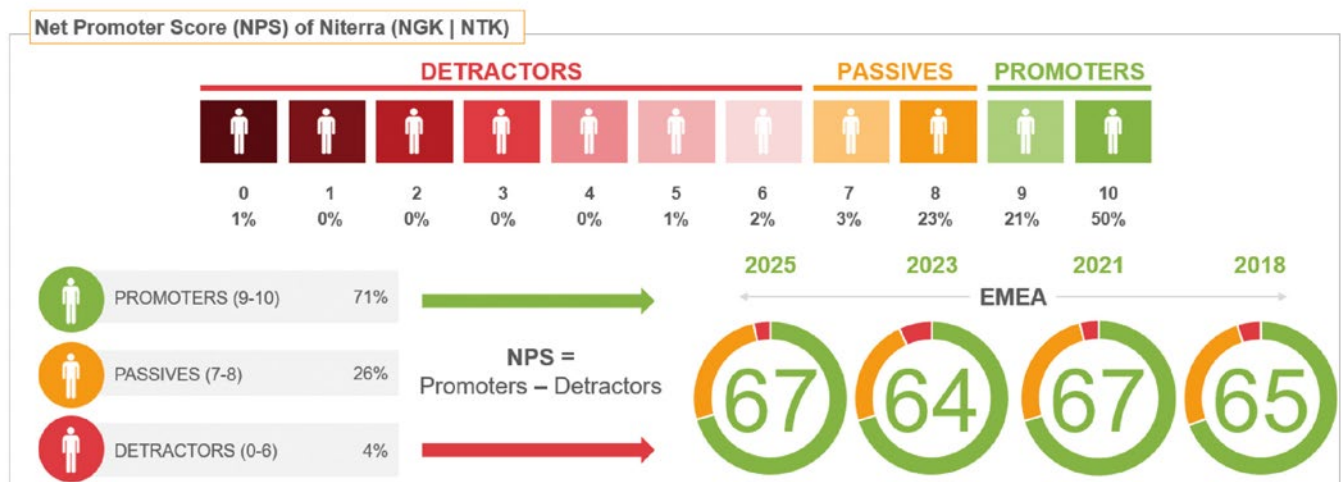
This very thorough study is a validation of Niterra's continuing quest to meet the highest standards of service, product qual-

KEY FACTS

Niterra once again triumphed with its brands NGK Ignition Parts and NTK Vehicle Electronics for its Aftermarket care, with product quality, technical and sales support, customer services and overall company satisfaction all scoring highly.

ity and essential customer satisfaction. It demonstrates once again why the company's brands are leaders in the market.

In conclusion, the feedback from the 2025 Customer Satisfaction Survey highlights once again the importance that NGK Ignition Parts, NTK Vehicle Electronics and parent Niterra have put on satisfying the complex needs of their customers, in particular, when providing exemplary Aftermarket services.



The NPS score in 2025 has risen to 67 compared to 2023, thanks to a constantly high promoter score of 71% and a dropped detractor score of 4%.

Breakthrough in the NIGHT BREAKER LED SPEED Portfolio

am
OSRAM

Revised H7 and New H4 Variant Deliver 450% More Brightness

OSRAM introduces the new generation of the NIGHT BREAKER LED SPEED H7 and the first NIGHT BREAKER LED SPEED H4 which is another milestone in the field of LED retrofit lamps. Both road-approved retrofit solutions carry the addition up to +450%¹, as they offer exactly this astonishing increase in brightness. Combined with many further electronic improvements, OSRAM Automotive sets new standards in terms of performance, precision, and energy efficiency with the latest portfolio update.

featuring a new integrated circuit, ensure lower energy consumption with higher luminous efficacy.

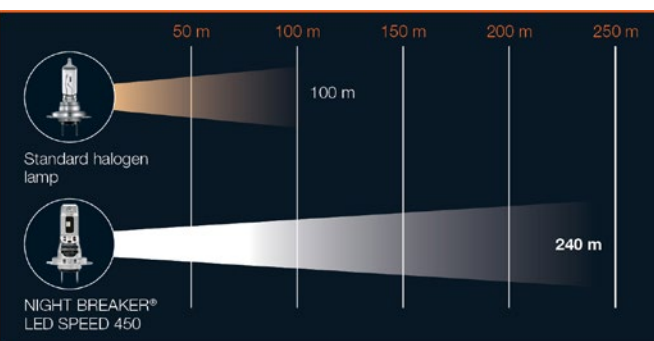
Lamp replacement: simple, cost-effective, quick

The lamp replacement from halogen to OSRAM NIGHT BREAKER® LED SPEED can be carried out with minimal effort and some expertise or quickly done during the next workshop visit. The lamps feature a special 1:1 geometry that is almost identical to conventional halogen lamps. Therefore, no adapters, caps, or error cancellers are required – a genuine plug-and-play solution for end users and workshops.

ams OSRAM is continuously working on expanding the approvals for all OSRAM NIGHT BREAKER® LED series – the complete list of compatible vehicle models can be found [here](https://www.osram.com/nb-led). ams OSRAM now offers ten approved LED lamp types for over 1,000 vehicle models.

KEY FACTS

OSRAM's NIGHT BREAKER LED SPEED H7 and the NIGHT BREAKER LED SPEED H4 offer up to 450% more brightness with 50% reduced glare for even greater visibility and safety on the road.



With the new generation of the NIGHT BREAKER LED SPEED H7 and the brand-new NIGHT BREAKER LED SPEED H4, ams OSRAM brings two powerful LED retrofit lamps to market that achieve a new level of peak performance.

The NIGHT BREAKER LED SPEED H7 has been technically revised, improved, and further developed. The NIGHT BREAKER LED SPEED H4 complements the portfolio as a new road-approved LED retrofit solution to replace classic H4 halogen lamps. Both innovations offer up to 450% more brightness¹ with 50% reduced glare for even greater visibility and safety on the road. This is partly due to the first-ever fully controlled LED positioning, enabling optimised and more precise LED alignment.

In terms of efficiency as well, the innovations lead the field. High-quality premium bin LEDs and powerful OSRAM OSLOX chip LEDs, combined with improved electronics

A century of innovation: OSRAM Automotive celebrates its 100th anniversary in 2025

For a century, OSRAM Automotive has stood for innovation and dedication in auto-



¹ Compared to the minimum requirements of ECE R112, while the glare is up to 50% below the permissible maximum values.

² Permitted LED vehicle light. Applies only to the respective countries with approval or where an equivalent approval applies, as well as the vehicle models and lighting functions currently listed in the compatibility list. For more details, see www.osram.com/nb-led.

Schaeffler Vehicle Lifetime Solutions launches new repair solution for vehicles with double clutch

New complete solution saves time, reduces risks and simplifies daily garage routine

Schaeffler Vehicle Lifetime Solutions (VLS) has introduced the LuK RepSet 2CT DMF, an industry-first repair kit that integrates two key components of modern drive systems in just one kit: the dual-mass flywheel (LuK DMF) and the double clutch (LuK RepSet 2CT). Tailored specifically for the Independent Aftermarket, this new paired solution aims to make repairs more efficient, safer and more long-lasting.

Two components become one repair kit

The set contains all components relevant for the repair in Original Equipment quality – from the dry or wet double clutch to the flywheel and all necessary accessory parts. Both components are technically connected with each other via a flange and are subject to similar wear and tear. Replacing only one part can lead to future malfunctions. By replacing both simultaneously, garages can improve system per-

formance and significantly decrease the need for future interventions.

The new repair solution facilitates smooth gear changes without interrupting performance and traction, while the integrated damper technology further enhances driving comfort. Schaeffler's commitment to precision ensures that all components within its system are meticulously matched, reducing the risks typically associated with using parts from multiple manufacturers. This synergy enhances vehicle performance, making it safer and more reliable.

In addition, the new, robust packaging ensures the transport of heavy parts.

Market leadership in repair solutions: efficiency for garages and customers

"With the LuK RepSet 2CT DMF, we are offering our partner garages a smart solution that simplifies work processes while increasing customer satisfaction," says Maik Evers, Head of Product Management Powertrain Systems at Schaeffler Vehicle

SCHAEFFLER

KEY FACTS

Schaeffler Vehicle Lifetime Solutions (VLS) has introduced the LuK RepSet 2CT DMF, an industry-first repair kit that integrates two key components of modern drive systems in just one kit: the dual-mass flywheel (LuK DMF) and the double clutch (LuK RepSet 2CT).

Lifetime Solutions. "Both the LuK DMF and the LuK RepSet 2CT are highly successful Aftermarket products in European garages. This new set combines the strengths of both technologies into a single product." The products LuK DMF and LuK RepSet 2CT are still available separately.

Product launch for first applications

The market launch includes five article numbers for common VW models equipped with dry and wet double clutch. Additional applications are already under investigation. The LuK RepSet 2CT DMF is now available.

AT A GLANCE

- New repair solution LuK RepSet 2CT DMF combines double clutch and dual-mass flywheel in one set, facilitating efficient maintenance
- Replacing both components simultaneously is more cost-effective and minimises the likelihood of additional future repairs.
- Engineered components ensure smooth gear changes, reduced wear, and maximum system efficiency



The LuK RepSet 2CT DMF combines the advantages of the double clutch and dual-mass flywheel.

Valeo continues to extend its FullPack™ DMF range



Driving Innovation and Coverage in transmissions

Renowned for its expertise in manufacturing Original Equipment (O.E.) Clutches, Dual Mass Flywheels (DMFs) and Concentric Slave Cylinders (CSCs), Valeo continuously innovates to meet the evolving demands of the automotive industry.

Valeo's portfolio includes clutch kits, DMFs, actuators for dual dry and dual wet clutch transmissions, and coupling rotors for hybrid applications.

Passenger Cars and LCVs

For passenger cars and light commercial vehicles (LCVs), Valeo develops advanced transmission solutions that enhance performance and efficiency.

Among its notable innovations is the Pendulum Dual Mass Flywheel Gen.2, a PACE Award winner and in serial production for two-pedal vehicles. This groundbreaking technology significantly reduces noise, vibration, and harshness – exemplifying Valeo's commitment to innovation.

A growing IAM portfolio

Over the past 18 months, Valeo has expanded its Independent Aftermarket (IAM) portfolio by introducing close to 100 new FullPack™ DMF part numbers, marking a record-breaking period for this product range.

This expansion is visible in the Tecdoc catalog, and further solidifies Valeo's portfolio with notable part numbers covering vehicle applications such as:

- MERCEDES BENZ A-CLASS 180 (837792)
- DACIA Sandero III 1.0 TCe (837580)
- TOYOTA Rav 4 III 2.2 D (837177)
- BMW X1 18d (837159)
- MINI Cooper (837283)
- FORD Focus III 1.0 EcoBoost (837603)

Valeo's Commitment to Improvement

Recognising the challenges customers face in selecting the correct FullPack™ DMF part number, Valeo has launched a brand new tool: "[FullPack™ DMF Finder](#)." This innovative tool streamlines the identification of FullPack™ DMF part numbers with O.E. references for each component, thereby allowing a part number to be quickly and accurately identified.

Valeo's FullPack™ DMF Finder is linked to Valeo Tech Assist, allowing for direct access to product specifications, technical bulletins, components lists (when available separately), O.E. part numbers, generic images and linked vehicles. This tool is available to all customers on valeoservice.com.

Your Trusted Partner

By consistently delivering high-quality products, regular range development, improved catalogue experience and the new FullPack™ DMF Finder tool, Valeo reinforces its position as a trusted partner for the aftermarket and continues to lead the way in automotive transmission systems.

KEY FACTS

Over the past 18 months, Valeo has expanded its Independent Aftermarket (IAM) portfolio by introducing close to 100 new FullPack™ DMF part numbers.





Leading the way in braking: TRW offers the most comprehensive braking range in the market

With its core message “Together we are Maximizing Mobility Uptime”, ZF Aftermarket reaffirms its commitment to helping customers succeed by delivering the most advanced, high-performance braking solutions on the market. At the centre of this is TRW, ZF’s trusted braking brand, now even more focused on supporting workshops, distributors and fleets across Europe and beyond.

With over 18,000 braking components, the TRW range is the most comprehensive on the market, offering OE quality solutions for every passenger vehicle type, from conventional to hybrid to electric. The TRW portfolio includes discs, pads, calipers, actuation systems, hydraulic components and all necessary accessories. These are designed to work seamlessly together, ensuring a perfect fit the first time and faster installation. This is all fully supported by access to expert training, fitting tips and technical support via ZF [pro]Tech to improve workshop efficiency. TRW’s unparalleled product coverage includes 98% of

the European vehicle parc for brake pads (including 100% coverage of the top 20 electric vehicle models in Europe), 96% for discs, as well as 93% for calipers.

European manufacturing focus

The manufacturing focus for TRW braking parts is strongly rooted in Europe. For example, 100% of brake pads, calipers and boosters are produced in European facilities. These dedicated production facilities, coupled with advanced R&D centres in Germany, Spain and the Czech Republic, ensure that every component is developed and built to the highest standards of safety, quality, and durability.

For example, TRW brake pads feature COTEC coating for up to seven meters shorter stopping distances during bed-in*, DTEC technology that reduces rim dust by 45%, and ultra-low-noise variants to meet evolving vehicle needs.

TRW brake discs are coated as well, using high-performance surface technologies that protect against corrosion and deliver long-lasting visual appeal. Manufactured to precise OE tolerances, they ensure no more than 10µm thickness variation and 30µm runout, minimising vibration and maximising safety.

Braking excellence – from OE to Aftermarket

As an OE partner to over 55 major global automotive manufacturers, ZF delivers

TRW braking systems for more than half of all rear axle systems worldwide, from the OE factory to the Aftermarket. That same engineering legacy underpins every TRW Aftermarket part, offering premium braking solutions.

All TRW components are end-of-line tested using in-house software and hardware, a level of quality assurance unique in the market. TRW is also leading the way with sustainable production and remanufacturing efforts, such as pre-filled calipers and support for circular economy practices.

Supporting the EV transition with leading-edge solutions

TRW is a front-runner in electric mobility, offering pioneering solutions such as the Electric Blue brake pad. Scoring 9/10 Noise, Vibration, and Harshness (NVH) rating, these are engineered to address the specific needs of electric and hybrid vehicles and are supplied complete with fixings and rubberised accessories for noise damping. These innovations reflect ZF Aftermarket’s broader approach to supporting customers across the lifecycle of the vehicle helping to Maximize Uptime by delivering reliable, future-ready solutions.

KEY FACTS

With over 18,000 braking components, the TRW range is the most comprehensive on the market, offering OE quality solutions for every passenger vehicle type, from conventional to hybrid and electric.

*(independently verified by RDW)

Why technology and connectivity are driving a shift in aftermarket component demand

The emergence, adoption and acceleration of next-generation technology is changing the face of the automotive industry as we know it. But while there's no escaping the fact that innovation has a critical role to play in the vehicles of tomorrow, it's important to consider the resulting opportunities and challenges for the aftermarket.

Modern cars are far more advanced and connected than their predecessors. Features such as advanced driver-assistance systems (ADAS), infotainment and wider digital functionality have added numerous layers of software integration that dramatically increase the overall complexity of a vehicle.

As a result, many production cars now have upwards of 150 electronic control units (ECUs) operating at any one time, compared to around 20 found in the cars of the 1990s. From a user experience perspective, this is a wholly good thing. Indeed, the adoption of next-generation technology delivers widespread benefits, including improved performance, comfort and control, as well as enhanced driver safety credentials and lower emissions.

However, technology also poses associated challenges. Indeed, with software now considered intrinsic to operation, modern vehicles are not only more difficult to diagnose but also far more complicated to repair when problems arise, often requiring highly specialised diagnostic tools and expert technician knowledge.

Software malfunction is now considered one of the most common faults in modern cars – with typical problems ranging from freezing touchscreens and erratic ADAS behaviour to engine errors and battery charging problems. Some experts even suggest that next-generation technology is having an adverse impact on the overall lifespan of a vehicle.

What's driving the rise in demand?

Increasing demand for ADAS and vehicle connectivity is resulting from a number of important factors. Rising global safety standards is one such driver, with digital technologies (like collision alerts, lane departure warnings, emergency assistance capability and adaptive cruise control) now considered – and expected to be – standard on many production vehicles.

Environmental performance is another. After all, with vehicle manufacturers coming under increasing pressure to meet emissions standards and improve fuel efficiency, technology plays an important role in managing engine performance. This includes a number of complex technologies, such as cylinder deactivation, direct fuel injection, turbocharging and advanced transmissions.

Elsewhere, changing consumer preferences are resulting in the creation of a far more user-friendly digital driving experience. This has led to a direct rise in the development and adoption of technologies including integrated entertainment, personalised navigation and seamless smartphone connectivity.

Finally, the transition to electrification requires extensive connectivity for real-time data exchange, the management of battery charging, energy usage and over-the-air software updates. As we embrace new capabilities, such as vehicle-to-everything (V2X), connectivity will play an

Modern cars are far more advanced and connected than their predecessors.



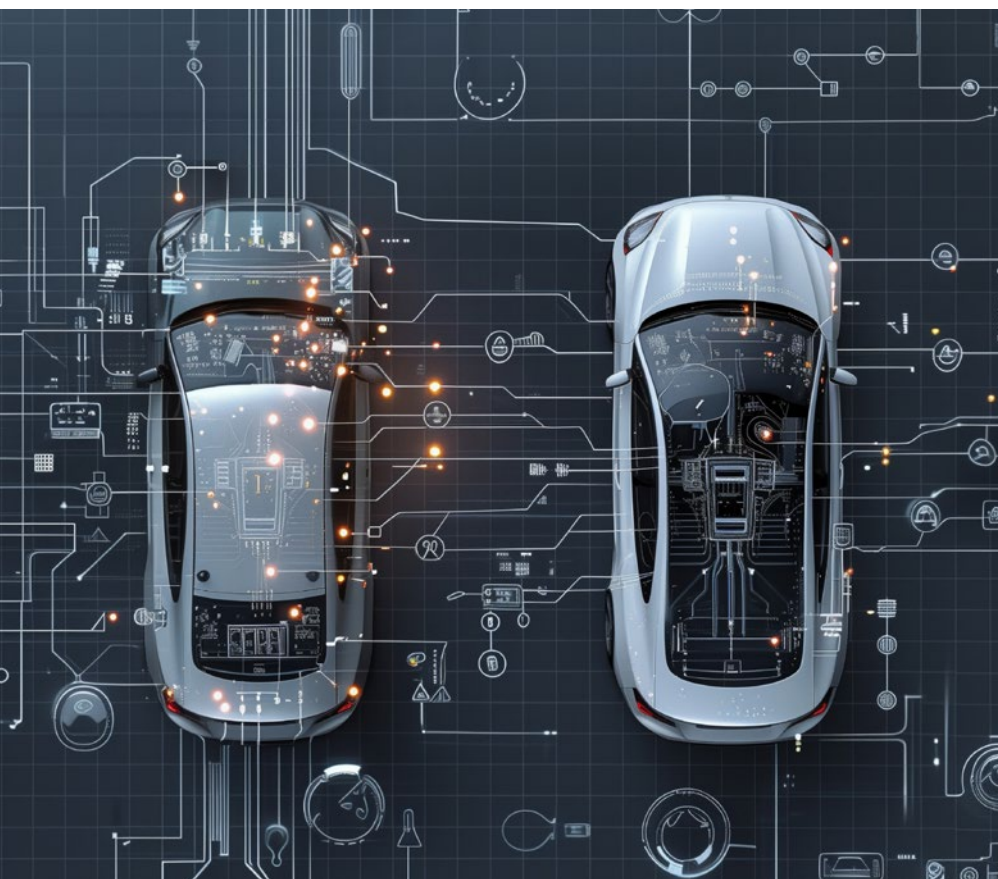
increasingly pivotal role. In the future, the capability will even underpin autonomous vehicle functionality.

But while connectivity and technology are helping to advance the driving experience, automakers are also leveraging it to differentiate models, offer subscription services for specific functionality and build continuous revenue streams far beyond initial vehicle sales. It's a significant sales opportunity.

What are the implications for the aftermarket?

It's safe to say that technology is not only revolutionising vehicle manufacture, but also having a significant impact on the aftermarket. On the whole, this trend is widely positive – such as the increased revenue opportunities presented by the need to replace sensors, recalibrate cameras, reprogram display systems and provide specialist maintenance products.

However, increasing system complexity also poses a challenge. After all, traditional aftermarket parts (brake pads, filters, belts, etc.) are relatively straightforward to source and fit. Adapting to high-tech diagnostic and calibration requirements, on the other



KEY FACTS

As a result of rapid technological advances, many production cars now have upwards of 150 electronic control units (ECUs) operating at any one time, compared to around 20 found in the cars of the 1990s. Love it or hate it, the adoption of advanced ADAS systems and increased vehicle connectivity are driving a sizeable shift in aftermarket component demand.

hand, can be a real headache. Replacing parts is quickly being overtaken by reprogramming software – a quick, but highly complicated job.

This issue is further compounded if independent garages lack the necessary tools, training and expertise to replace and recalibrate ADAS components. Software, rigs and training are understandably expensive, but essential to deliver required results. Without correct investment, a significant volume of work must be outsourced back to dealers – directly impacting revenues.

It's also important to consider the impact of ADAS and connectivity on replacement parts. With compatibility essential, anything supplied must integrate seamlessly with the vehicle's software ecosystem, while also meeting the required cybersecurity

How is component demand shifting?

Love it or hate it, the adoption of advanced ADAS systems and increased vehicle connectivity are driving a sizeable shift in aftermarket component demand. Calls for traditional mechanical components,

such as filters, spark plugs, belts and brake pads are slowing down. Rather than disappearing altogether, vehicles are becoming more reliable and advanced technologies are changing and sometimes even reducing maintenance requirements (for example, regenerative braking is reducing brake pad demand).

In addition, demand for generic aftermarket parts is falling in place of compatible, cybersecurity-compliant and connected OE solutions.

For the independent aftermarket, this is a challenge and opportunity in equal measure. The most important considerations are adapting to the changing market, keeping abreast of the resulting implications and investing in both equipment and training to ensure you can meet requirements. By doing so, you can effectively harness the opportunity that connectivity presents.



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