



Achieving More Together

Auto-Teile-Ring GmbH celebrates its 50th anniversary in Berlin with shareholders and suppliers. In focus: the people behind ATR and their stories.

Berlin, June 15th 2017 – 50 years of ATR: under the motto “Today. Tomorrow. Together.” Auto-Teile-Ring GmbH held its anniversary celebration on June 15th, 2017 in Berlin, with over 300 guests in attendance. The world’s oldest and most successful trade cooperation for automotive spare parts invited all 34 shareholders, representatives of 117 ATR suppliers, and employees. The program for the event included a look back at the company's founding in 1967, its development into an international purchasing cooperation, and an outlook on current challenges and strategies for remaining number 1 in the market in the future.

From the beginning to the present

The anniversary celebration was focused on being “Together”. ATR is and has always been shaped by the contributions of the people involved in its work, from shareholders to suppliers to its own employees. Never before had all of these partners assembled for a meeting, and the event brought all partners together personally in Germany, the country where the company was founded. Because of this, the individual items on the program were shaped by their personal experiences and viewpoints. Hans-Jürgen Matthies, owner of Johannes J. Matthies GmbH & Co. KG and founding member of ATR, and Bernhard Strauch, Vice Chairman of the ATR Supervisory Board and Chairman of the Advisory Board at STAHLGRUBER GmbH, reported on the founding of Auto-Teile-Ring GmbH in 1967. Kurt Schnyder, Chairman of the Supervisory Board at ATR International AG and Vice President of the Administrative Board of

Swiss Automotive Group AG, explained why and how ATR took its first steps towards internationalization.

Today, ATR International AG is made up of 34 shareholders in 60 countries on 6 continents. Each of these markets has its own special features. Vincent Laurent (Groupe Laurent, France), Larry Yeske (AutoZone, North America), Luis Norberto Pascoal (DPK, Brazil), Warren Espinoza (Africa Automotive Aftermarket Solutions, South Africa), Gary Dunwell (GPC Asia Pacific, Australia) and Mick Teh (GOLDENLINK AUTO, Singapore) spoke about these differences. They served as representatives for all ATR shareholders, reporting on the regional peculiarities on the different continents and on how they exchange experiences among themselves. This heterogeneity results in active networking, creating a situation in which large and small shareholders can learn from one another.

The team is the star

Norbert Haug, Head of Motorsports at Mercedes-Benz for more than two decades, gave the dinner address. He spoke on factors affecting success in the top tier of automotive sports: "Formula 1 world championship titles are always a team effort. Strong individual performance is important, but the team is the real star," Haug said. Roland Dilmetz (Managing Director of ATR International AG) took up this point, building a bridge from Formula 1 to number 1 in the international automotive spare parts market. He gave his personal outlook on the future of ATR and on the market as a whole to close the anniversary celebration program. "Purchasing cooperations do much more today than just serve as central purchasers of spare parts. We build bridges between manufacturers, regional wholesalers, and associations, bringing technology and knowledge to the markets. This allows the IAM to continue playing a key role as an independent

partner to drivers all over the world. Therefore, I would like to thank all ATR partners for their support and their commitment”, Dilmetz said.

Captions:

Picture 1

Roland Dilmetz (second from left, Managing Director of ATR International AG) with speaker Norbert Haug (fourth from left, former Head of Motorsports at Mercedes-Benz) and the Supervisory Board of ATR International AG (from left to right): Terry Knox (CD Group), Kurt Schnyder (Swiss Automotive Group AG), Johan Regefalk (KG Knutsson AB), Bernhard Strauch (STAHLGRUBER GmbH), Mihály Lieb (AUTONET Group) and Warren Espinoza (Africa Automotive Aftermarket Solutions).

Picture 2

Two representatives of ATR founding members: Hans-Jürgen Matthies (left, owner of Johannes J. Matthies GmbH & Co. KG) and Bernhard Strauch (second from left, Chairman of the Advisory Board at STAHLGRUBER GmbH) with Kurt Schnyder (Chairman of the Supervisory Board at ATR International AG and Vice President of the Administrative Board of Swiss Automotive Group AG) with host Petra Bindl.

Picture 3

Roland Dilmetz in conversation with host Andreas Spellig.

Picture 4

Norbert Haug with host Petra Bindl.

About ATR:

The market association ATR (Auto-Teile-Ring) was founded in 1967 when five leading independent automotive parts dealers in Germany joined forces to form a strong collaboration.

ATR International AG, based in Stuttgart, was founded in 1999 and is the continuation of this idea and a response to the changing societal and market structures in Europe. Some 34 shareholders with 251 trading firms in 60 countries are currently members of ATR International AG and generated external sales of 20 billion euros in 2016. The member companies are market leaders in their home countries. Further information is available at www.atr.de.

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