



ATR World

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How new concepts change the aftermarket

The nature of technology and innovation are to progress and adapt to meet market demands. Not just for now, but for the future.

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Dear readers



We are pleased to present you this year’s first issue of ATR World in which our cover story deals with the subject of how technological progress and new transport concepts will change the aftermarket. The IAM and its players need to continuously prepare for change drivers such as electrification, increased cooperation with fleets and other new vehicle ownerships, autonomous systems, micromobility and of course digitalisation and the access to data in order to be able to compete with the OEMs. Please browse pages 38 and 39 to read more about the impact and possibilities of these change drivers on our industry.

Various ATR shareholders have existed for many decades and are celebrating anniversaries this year. In this issue, CD Group, our long-standing shareholder from Ireland, takes us on a journey through the 60-year history of their family-run business on pages 14 and 15. Congratulations on this remarkable milestone!

Supply chain issues, new technologies and economic factors have led to an increase of the average age of vehicles and mileage driven. On pages 4 and 5, you can find an interesting contribution about their effects and opportunities for the aftermarket.

Enjoy reading!

Warren Espinoza
CEO, ATR International AG



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IMPRINT



Aftermarket effect: vehicle supply restrictions and an ageing car parc

As automotive manufacturers scramble to meet soaring demand, supply chain issues persist. Without an adequate supply of new vehicles, what will the consequences be for the aftermarket in 2023?

Last year, shutdowns and delays caused an estimated supply deficit of 4.4 million vehicles globally.¹ But while some issues have been alleviated, it's looking likely that 2023 may not be too different. Indeed, while OEMs are reporting improved production forecasts, many motorists continue to experience extended wait times, particularly for the most popular vehicle models.

The semiconductor shortage was a focus of industry concern last year and continues to hamper production. Despite supply improvements, chip lead times still sit at around 25 weeks.² Simultaneously, OEMs focused on developing electric and hybrid vehicles are suffering from elevated

raw material prices, which is further limiting production and driving up finished vehicle prices.

Sustained shortage

Since the start of the COVID-19 pandemic, OEMs have consistently faced operational and supply issues. Now, approaching the three-year anniversary of the outbreak, the shortage of new vehicles continues. This is resulting in two major effects: inflating the secondary market and decreasing scrappage rates. Together, these factors mean that the total vehicle parc is increasing in size, while the average vehicle age is also rising (reaching 12.2 years in 2022³).

This insight shows a unique and historic opportunity for the aftermarket. Motorists are choosing to keep vehicles on the road and the total number of vehicles is increasing, with knock-on effects for years to come. All of this will boost demand for aftermarket servicing and expertise, with far more miles on older vehicles, making the likelihood of requiring aftermarket goods and services resultingly higher.

An eye on electric

Despite supply difficulties, electric vehicle sales have seen significant growth over the past three years. In fact, EV sales are outpacing the market with around 48% growth in 2022 alone, for a global total of

9.4 million units.⁴ This is an important sign for the aftermarket, as it demonstrates the continued shift away from internal combustion vehicles and emphasises the need for workshops, garages, and technicians to be appropriately equipped and trained.

According to Roland Berger and CLEPA, battery electric vehicles require around 30% lower demand for traditional aftermarket components and are predicted to comprise the vast majority of automotive sales by 2030. Given reduced servicing requirements, investing in training to ser-

vice new technologies – like electric powertrain systems and advanced driver assistance systems (ADAS) – is vital for workshops.

Rising costs

Faltering vehicle supply comes at a time when the cost of living is increasing, interest rates are climbing, and new cars are becoming far less affordable. This is being further exacerbated by manufacturers focussing on their higher-profit premium models, while overall production is being limited by supply chain bottlenecks. Even if supply was to return to normal over the next six months, far fewer motorists would be in the posi-

tion to make a large purchase, like a new car.

This further reinforces the trend of keeping older cars on the road for longer and the increased need for aftermarket services. Equally, given the rising cost of living, motorists fortunate enough to acquire newer vehicles may prefer to avoid expensive dealer servicing, turning to the independent aftermarket instead.

In summary, supply chain issues, new technologies and economic factors have combined to increase the average age and mileage of vehicles within the global car parc. This is predicted to continue for some time, marking an important opportunity for the aftermarket and enabling workshops to invest in preparation for the rise of electric vehicles and more complex vehicle systems.



KEY FACTS

According to Roland Berger and CLEPA, battery electric vehicles require around 30% lower demand for traditional aftermarket components and are predicted to comprise the vast majority of automotive sales by 2030.

This insight shows a unique and historic opportunity for the aftermarket.



¹ <https://www.alvarezandmarsal.com/insights/production-cuts-expected-continue-2023-no-clear-end-sight-chip-shortage-or-supply-chain>

² <https://www.sema.org/news-media/press-release/sema-unveils-top-automotive-aftermarket-trends-2023>

³ <https://www.spglobal.com/mobility/en/research-analysis/fuel-for-thought-top-5-global-automotive-aftermarket-trends.html>

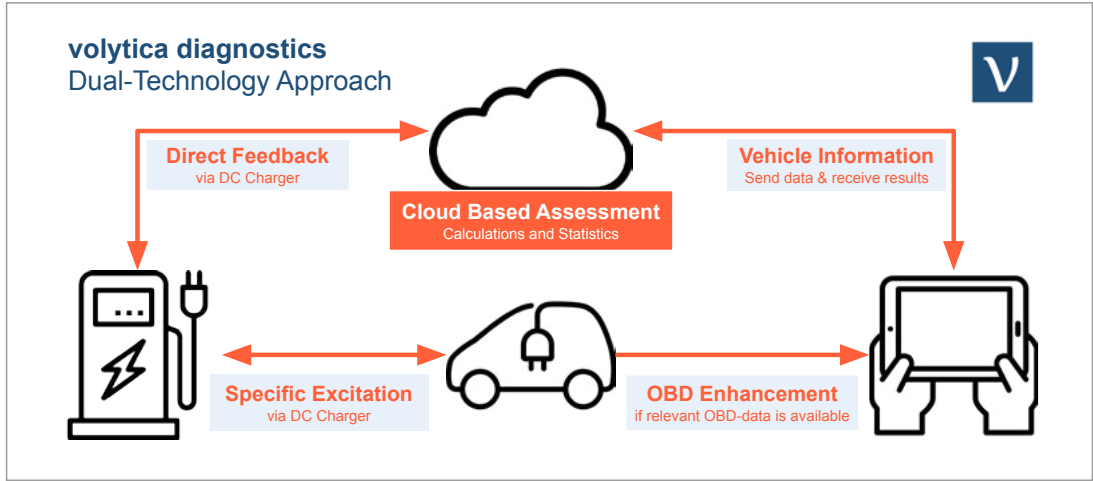
⁴ <https://www.automotiveworld.com/articles/what-can-we-expect-from-the-auto-industry-in-2023/>

Independent battery analysis

The extent to which usage behaviour influences the aging of a battery is something most of us notice in our everyday lives with electrical devices such as mobile phones. It is no different with the battery in electric vehicles. Here, the overall usage scenario, from the way we park, drive and especially charge drives the battery's performance over the years. Thus, despite similar age and

manufacturer (OEM) is – if it is given at all – not independently verifiable. Sometimes one needs to make reliable statements about the remaining capacity of the battery, e.g. when buying or selling a used electric vehicle. Currently the battery data has to be recorded over a long period of time for such a reliable measurement. This is not only time-consuming but also cost-intensive and usually

scalable and low-barrier solution takes no longer than 15 minutes and provides the user with a sufficient indication of the battery's health. This is because, unlike the internal combustion engine, there is a lack of 100 years of statistics when it comes to evaluating electric vehicles. Together with its partner MAHLE, volytica diagnostics ensures that the patented quick test solution is tailored to the customer's individual application and usage requirements. This ensures a low cost, quick, universal and independent testing. With over 10 years of research and development from a team of more than 20 experts in electrochemistry, battery analytics and Cloud software development, volytica diagnostics is one of the leading European battery



mileage, batteries of the same vehicle type can differ greatly in condition, most often represented by the residual capability. Unfavourably, especially in the case of electric vehicles, the vehicle value depends to a large extent on the condition of the battery. To determine this condition, the State of Health (SoH) is therefore usually considered. This is a percentage comparison of the state of the battery to the ideal initial state, whereby the capacity of the battery is usually used here. The problem with SoH however is its low transparency: there are no standards for its calculation and thus the value usually given by the original equipment

impractical for garages and workshops. And: In most cases the OEMs do not offer an interface to collect the data, making the endeavour entirely impossible.

In order to not have to rely on OEM data when evaluating BEV batteries, volytica diagnostics has developed a simple, independent, battery appraisal solution with minimal intervention and no driving needed. The patented charger-based technology follows a hybrid approach: On the one hand, it uses the data measured by the charging station during a specially developed charging process, as shown in the picture; on the other hand, data that is provided by the OEM via the OBD diagnostic port is optionally incorporated to enhance the result quality. The good thing is: Practically every typical charging station can be used! This approach allows the evaluation of the battery even without access to the OBD data and can thus be applied to every BEV; yet if data availability from OBD ports increases, the result quality increases alongside. This simple,

diagnostics companies. In September 2022 volytica partnered with TÜV Nord to facilitate the largest e-bus resale transaction in Europe to date, testing 259 e-buses in the Netherlands.

With the quick test volytica offers a user-friendly and transparent battery test. In the future, additional battery diagnostic functions will also be offered and the test software is going to be rolled out to public charging stations as a service. This is not only important for the evaluation of the vehicle, but can also be valuable for the second life usage of the battery. Thus, it makes an important contribution to reducing the CO₂ footprint of batteries.

KEY FACTS

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volytica diagnostics' battery appraisal solution

MEKO and ATR strengthen its position in Northern Europe



Under the new identity, MEKO (former Mekonomen Group) continued its growth journey by acquiring the Finnish group Koivunen in the summer of 2022.

Through the acquisition of Koivunen, the leading provider of automotive spare parts in Finland and Estonia, with operations also in Latvia and Lithuania, MEKO further strengthened its position as the market-leading player in the vehicle aftermarket in Northern Europe. By doing so, the group has secured a strategic presence around the Baltic Sea.

Koivunen & Balti Autoosad

Koivunen is a family-oriented company with around 700 employees. The traditions go all the way to 1927, when the company Autosätkö was incorporated.

The company offers spare parts, tools and other accessories from well-known brands, as well from its own private label assortments. Sales take place through a wide network of branches and affiliated workshops in Finland under the strong consumer concept 'Fixus'. Koivunen's subsidiary in the Baltic countries operates

through the Balti Autoosad concept with branches and a large customer base.

Added value to ATR

As a part of MEKO, Koivunen in Finland and its subsidiary in the Baltics, Balti Autoosad, joined the ATR family as of 1 January 2023, which has significantly strengthened ATR's position in the region.

New identity – MEKO – that reflects the group's multi brand strategy

After more than a decade of rapid growth, the group introduced MEKO as the new corporate brand name in 2022. The name change was implemented to reflect the breadth of the operations and show that the Group is more than one important brand.

Acquiring market leading companies with strong brands have been an important part of MEKO's growth strategy during

KEY FACTS

- Market leading position in Norway, Denmark, Sweden, Finland and Estonia, with operation also in Poland, Latvia and Lithuania.
- Revenue: >1.4 billion EURO (2022)
- Employees: 6,000
- Workshops: 4,300
- Branches: 670

ing the past decade. Resulting in a large portfolio of well-known brands with built up customer relations and trust in the offer. The large portfolio of differentiated brands and concepts meets the demand of a wide customer group in each market, still with the possibility to cross-establish brands between the markets.

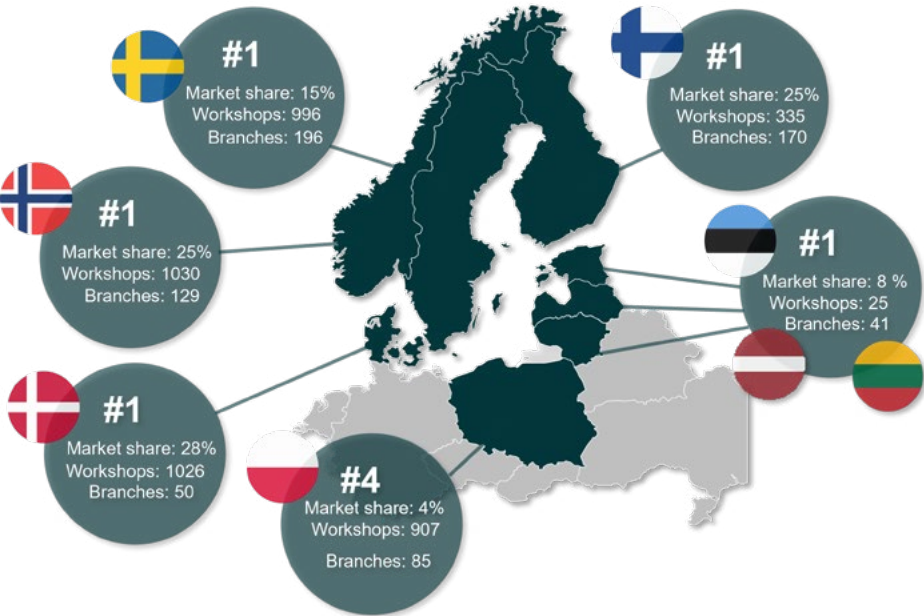
Number one in Northern Europe

The growth journey of MEKO brings economy of scale as well as purchasing synergies and best practice efficiency within the group. Creating muscles and resources to invest in further development of the core business, invest in new business as well as further expansion.

With a strong focus on leading the digital and electric transformation of the industry, MEKO strives to offer solutions that creates efficiency and increased profitability for workshop customers and, at the same time, a seamless customer journey for car owners.

Surrounding the Baltic Sea, with unbeatable availability and some of the strongest concepts and brands in the markets, MEKO continues its journey of enabling mobility – today, tomorrow and in the future.

Visit MEKO [here](#).



Martaş Leaders meet in Cyprus



Martaş Automotive, one of the leading organizations in the automotive spare parts industry held its first Leaders' Summit in Cyprus from 13 – 15 January 2023.

All managers of Martaş Automotive attended the Leaders' Summit which took place in Cyprus from 13 – 15 January 2023. Within the scope of the event, the year 2022 was evaluated and the goals for 2023 were shared as well. General Manager Erdem Çarıkçı provided interesting information about the industry with his presentation.

The presentation of Bosch Automotive Spare Parts Regional Director Arda Arslan on 'Future Trends in the Automotive Industry' attracted great attention from all attendees likewise.



Martaş Leaders' Summit in Cyprus was a great success

Martaş was pleased to have him as a speaker at the Leaders' Summit.

KEY FACTS

Martaş Automotive, which has been in the industry for over 42 years, provides a wide range of products with its qualified personnel consisting of meanwhile 650 employees, whose happiness is at the center of the company's culture.

Martaş Automotive takes place in the list of 'Happiest Workplaces of Turkey'



Martaş received the 'Excellent Employee Experience' certificate and award

Martaş Automotive continues its success of providing a wide range of products with its qualified personnel consisting of meanwhile 650 employees and offering different employee-friendly activities. In this context, Martaş Automotive, which has completed its 42nd year in the industry, was awarded by the management consulting firm 'Happy Place to Work.' Martaş Automotive, which participated in the Employee Satisfaction Survey, took place in the 'Happiest Workplaces of Turkey' List and won the 'Excellent Employee Experience' certificate and award.

Employee happiness at the heart of company culture

Noting that employee happiness is at the center of the company culture of Martaş Automotive, Mr. Çarıkçı said: "We will continue our projects for strengthening and keeping high the motivation and commitment of our employees from now on, as we have done so far."

The Companhia DPaschoal launches a digital platform of financial solutions for the automotive sector



In addition to credit, the company Companhia DPaschoal provides solutions for means of payment, prepayment of receivables and other financial facilities.

In order to offer its customers convenience and practicality in matters related to financial matters, Companhia DPaschoal, with over 70 years of expertise, has expanded its portfolio of resources offered to companies and consumers, and in 2022 launched the Autocred platform. Now, the goal is to offer an ecosystem of digital financial services aimed at professionals in the automotive sector, providing innovative, reliable, accessible resources that contribute to the sustainable economic development of all customers, partners, suppliers and employees.

With more than 70 years of experience in its own credit and service to distribution networks and resellers, the company Companhia DPaschoal currently supports a robust credit assessment operation for its 5 million customers and 3,000 accredited customers, among them, customers of DPK – auto parts distributor of the group. Thanks to the trust it has always placed in its customers through a differentiated decentralised credit system, in 2018 it developed its own algorithm in order to improve the efficiency and quality of the analysis of credit approvals. Currently, more than 70% of its operations offer credit approval in less than two seconds. This feat granted the company the Best Performance Award 2018, from the CMS Group, in the Technological Innovation category in credit.

According to the person responsible for implementing the Autocred platform and Financial Manager of Companhia

DPaschoal, Augusto Pinheiro, currently, credit sales at Rede DPaschoal stores and at DPK branches represent more than 80% of revenues and the offer of different means of payment play a key role at the time of purchase.

"These solutions add value to the daily lives of entrepreneurs and consumers alike. Every month, we have more than 120,000 credit proposals evaluated and, on average, more than 90% are automatically approved. With this, a portfolio of solutions offers even greater relevance, both for the entrepreneur and for the consumer. The scenario of opportunities, expansion and improvement of the entire sector of electronic means of payment is enormous, which is why our platform was created. We connect partners and solutions that make sense for our segment, offering benefits for both the client and the entrepreneur", says Pinheiro.

Anyone who joins the platform and opens an Autocred digital account will be able to have access to financial solutions in the palm of their hand and also have an international prepaid card, created to facilitate purchases in both physical and digital establishments. Entrepreneurs who opt for an Autocred card machine will be able to pay their sales in instalments and anticipate receipts in their digital account, or even choose to use the balance to buy products from the company (parts, tires, accessories, among others). The platform offers 100% digital account opening (without bureaucracy), security, functionalities in the application and in the web version, which are totally intuitive and easy to navigate, making it practical for consumers and companies to

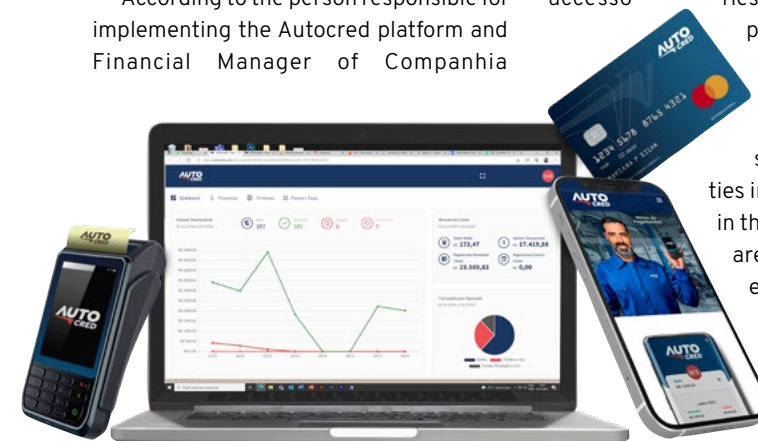
KEY FACTS

In 2022, Companhia DPaschoal, with over 70 years of expertise, launched the Autocred digital platform for capturing transactions with debit and credit cards, which was created to facilitate purchases in both physical and digital establishments.

carry out their main financial transactions (PIX, TED, cell phone recharge, issue of slips, withdrawals at Banco 24hrs terminals, among others).

"Autocred is a complete platform for capturing transactions with debit and credit cards. With the payment split, the establishment can choose to allocate a percentage of the transactions to generate balance to buy and supply the stock. We also offer a completely free portal with all the information and reports to help the entrepreneur manage sales, where he can follow his billing in real time, and obtain important information for his financial control (method of payment, instalments, average ticket, balance to receive, etc.). In addition, the fees applied in each transaction are transparently displayed, as well as the discounts applied, in case the customer wants to anticipate their receipts", reinforces Augusto Pinheiro. Autocred is also already developing other credit solutions for the automotive segment, an anticipation portal for suppliers and insurance integrated with the platform's solutions.

For more than 70 years working to offer what is most efficient, Companhia DPaschoal has been investing in systems that provide agility, ease and flexibility to its customers and partners, which is why the Autocred platform is now available, in order to deliver intelligent solutions to enable quick and easy access to credit for consumers and businesses.





Successful K GK and Autoexper ten participation at biggest Automotive Expo

On 18–21 January 2023, it was once again time for the industry’s biggest trade show – ‘Automässan’ in Gothenburg.

The exhibition floor was brimming with suppliers, manufacturers, wholesalers, and experts. Workshop equipment, spare parts, accessories, and digitalisation, among many other things, were exhibited, demonstrated, and discussed over four packed days. Of course, K GK and Autoexper ten were there, together.

“It felt right that K GK and Autoexper ten shared a stand and got to show how much we have in common,” says Pernilla Schnöpf, Head of Marketing at K GK. “We had 660 m², centrally located at the expo. We showcased products for an original parts workshop, an electric vehicle workshop, and a tire workshop. We demonstrated electric vehicle charging and heavy workshop equipment, and revealed our new services ‘Samma-dag-leverans’ (Same-day Delivery) and ‘Begagnade bildelar’ (Used Car Parts), along with accessories and a whole lot more.”

One of the aims of participating in the Automässan was to meet new and existing customers and to showcase the breadth of products and services K GK offers. At the workshop, visitors could pick up and touch the products, talk about Autoexper ten’s workshop concept, and try out challenges in the stand. Autoexper ten is a proud pre-

mium partner of the Swedish Biathlon Federation, and there were biathlon-related activities for those keen to try. The new services launched during the expo were received with great interest by the visitors.

The comedian uniting business and pleasure

Erik Ekstrand, a comedian, presenter, and podcaster who makes the whole of Sweden laugh – not least in Autoexper ten’s YouTube series Längre leve din bil, (Eng: Long Live Your Car) – served as Autoexper ten’s roving reporter at the trade

show for two days. As expected, it was a huge success.

“Erik has done a fantastic job as a presenter for Längre leve din bil, and his participation in the expo produced many laughs and good discussions on the floor,” says Petra Binken, Head of Marketing at Autoexper ten.

K GK and Autoexper ten were satisfied and pleased after the expo. It was very apparent that visitors and participants had longed to meet, pick up and touch products, and experience everything on-site after the challenges of recent years.

K GK and Autoexper ten launch two new services

As part of efforts to generate business, offer customers better, more practical solutions, and contribute to more sustainable operations, K GK and Autoexper ten are launching two new services: ‘Samma-dag-leverans’ (Same-Day Delivery) and ‘Begagnade bildelar’ (Used Car Parts).

‘Begagnade bildelar’ service expanding the range with 4.4 million new parts

In collaboration with vehicle dismantling workshops, the range of Autoexper ten’s workshop will be expanded with 4.4 million used parts. This means that customers have the option to choose



used parts that may not be stocked in the ordinary range, and which are cheaper and more environmentally friendly. The service contributes to a sustainable circular economy by utilising spare parts from vehicles that have been scrapped. The products included in the ‘Begagnade bildelar’ service are quality rated and have a 1-year warranty.

“We are proud of this service,” says Magnus Norin, Deputy Business Unit Manager at K GK. “It allows our workshops to easily give their customers alternatives to new parts from our ordinary range. The

workshops have long had the ambition to reuse vital parts from other vehicles. Begagnade bildelar service makes it feasible in a simple, practical, and quality-assured way, which is good for both the economy and the environment.”

‘Samma-dag-leverans’ streamlines the job of workshops

K GK customers can choose to have their orders delivered the same day, via Autoexper ten’s local warehouses across Sweden. The service offers many benefits to the customer as well as the store. The short delivery times allow the workshops to keep their operations running and reduce costs associated with downtime. There is no longer a need for in-house warehousing of products that are not standard in the customer range. In addition, the number of suppliers can be

reduced since ‘Samma-dag-leverans’ makes it possible to quickly get everything needed by a workshop from a single supplier.

When the customer searches for their product in the catalogue, the ‘Samma-dag-leverans’ option will be displayed, and the stock balance at the local Autoexper ten store will be shown. If a

customer chooses delivery from there, instead of from the central warehouse in Enköping, they will receive their order the same day. They can also choose to collect the products at their nearest Autoexper ten store. The invoice will be sent by K GK as usual.

“We are pleased to be able to offer this service, which is a collaboration between K GK and Autoexper ten,” says Anders Nilsson, Sales Director at K GK. “Samma-dag-leverans has been under development and tested for a long time, and the customers as well as the stores are very positive about it.”

Autoexper ten has stores across Sweden, and ‘Samma-dag-leverans’ will soon be launched nationwide.

K GK strives to proactively develop products and service offerings that make everyday life easier and meet the needs of customers in the market. The company’s vision – ‘We Move People Forward’ – permeates the work to develop offers like these.

KEY FACTS

K GK and Autoexper ten are launching two new services: Same-Day Delivery and Used Car Parts. K GK customers can choose to have their orders delivered the same day, via Autoexper ten’s local warehouses across Sweden.

Kaha/K GK Finland upgraded its Warehouse Management System to meet the demands of the future



Kaha/K GK Finland upgraded its Warehouse Management System (WMS) in January 2023 to meet the future challenges in an even faster and more demanding automotive aftermarket logistics environment. The new WMS software provider is Consafe Logistics with their software called Astro WMS®.

Consafe Logistics is a Sweden based logistic solution software provider, which has been in the market since 1978. Their software Astro WMS® is a best-of-breed warehouse management software that is built on a modern tech-

nology platform to accelerate digitalisation, facilitate automation transformation, support sustainability initiatives and to enable multi-site implementation. The new software increases the profitability of the logistics operations and

makes the company better prepared for what’s next.

Kaha/K GK Finland is looking forward to bringing the new logistic features to its customers already during Q1/2023.

Tradition and technology for the algorithm of success

TOKIĆ GROUP

By integrating the Slovenian Bartog into its own business, Croatian Tokić continues to grow with the best regional business network and technologies that make it a superior partner.

After more than 30 years of growth and development, as a regional leader, the Tokić Group has stepped through unpredictable challenges during the past three years and has become an even more efficient and successful business. As a traditional company with a technological pedigree, today the Tokić Group operates with a record number of employees, the widest regional network of branches in Croatia and Slovenia, as well as the widest assortment and superior logistics. With main logistics centres spanning over 36,000 m² and a network of regional logistic HUBs, over 400,000 different items and over 300 brands are available to mechanics and drivers within a few hours. In this way, Tokić lives its

vision of 'safety in motion', and through the integration of the Bartog company, goes one step further.

"During challenging times, we made a big step forward in business, but the stabilisation process also brought new challenges to market, motivating us to take seemingly controversial moves. With precise anticipation of upcoming changes and with great experience in company management, regardless of whether we are talking about the departments of Digital Transformation and Innovation, Stock, Analytics, or Marketing, that is how the difference is made. Behind us is a big chapter of investing in working capital,

technology, and employees, which we did in really challenging times, but that is why the period in which Tokić Group will monetise its previous activities is ahead", says Ivan Šantorić, the new president of Tokić Group's Management Board.

During 2022, the Tokić Group recorded a double digit growth and opened over 15 new branches in Croatia and Slovenia that employ over 150 expert sales advisors.

The internal development of stock management and a carefully selected assortment are what ensure continuous mobility to both the public and business community. All the drivers, but above all mechanics in Croatia and Slovenia, deserve an equal opportunity to develop their own business, for which the availability of spare parts is crucial. In this regard, the Tokić Group goes one step further by providing, in addition to the existing seminars, workshops, and continuous support for mechanics, a unique EU-certified education for the maintenance of electric vehicles.

"Tokić Group is more than a car parts retailer. To ensure business continuity for the economic sector as well, we have a very strong heavy-duty programme, but we are also developing industrial, nautical, and agricultural programmes. Also, there is a tire programme that we developed through the acquisition of Bartog as a leader in the sale of tires for all types of vehicles in Slovenia. For service workshops in addition to education, we also offer an extremely wide range of special tools and equipment. We are developing the business so that both drivers and mechanics can find everything they need in one place. At the same time, we also manage a net-

Ivan Šantorić, president of Tokić Group's Management Board

"Tokić Group is more than a car parts retailer..."



New Tokić Group stores

work of around 60 service stations in Croatia and Slovenia", adds Ivan Šantorić.

The success of the Tokić Group is not only manifested through branches and services but is recognised in various instances. Just as the Croatian company was recognised a few years ago by the London Stock Exchange as one of the 50 most innovative in Europe, an independent organisation recently included it among the 35 most important European distributors. With the most advanced logistics and digital tools, the Tokić Group is among the leading regional companies when it comes to technological development, so after being one of the first in Europe to test robots in its warehouse, today it can boast of over 200 active RPA processes, which during the year perform over 6 million separate operations. Tokić is a company that recognises the value of technology that serves superior service and competitiveness but is also guided by management and owners who create a difference through the human factor.

"For the true development of the company, it is necessary to be versatile, but at the same time focused. To watch for opportunities, but not to forget about priorities, which are, at all times, our mechanics and partners. It is also a local community that Tokić never neglects, which is why, with so many branches, it is present in every corner of the region it covers. We are always dedicated to the education of young personnel, so for example through Dual education, we work together with the German-Croatian Chamber of Industry and Commerce. But we also highly value sport and a sports approach to business, so for ten years we have been building the Tokić Racing Team, through which some young

drivers have won medals at the European championships. In addition to deepening partnership relations, it is very important to know your employees and develop a company as a part of society. This generates priceless experiences", adds Ivan.

At the beginning of the current year, Croatia joined Schengen and has thus in a way become a part of the single market with Slovenia. Along with certain organisational changes, the Tokić Group used these circumstances for additional harmonisation of its operations in both countries and

KEY FACTS

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even deeper synergistic activities with leading suppliers. Tradition and technology have created a perfect algorithm for success and big plans.



Second headquarter building in Slovenia



Tokić education centre with EV-module



CD Group celebrates 60 years of automotive parts distribution



2023 marks a special year for the team at CD Group in Ireland as it marks 60 years since the family business began.

CD Group, who distribute over 100 brands into the aftermarket today, are celebrating their 60th year in business. Headquartered in Belfast, the company now employ almost 200 team members working throughout Ireland. Terry Knox, Managing Director of CD Group and Deputy Chairman of the Supervisory Board of ATR International AG said: "Q2 in 2023 marks 60 years exactly since my grandfather started the compa-

"Optimising our brand portfolio to best support customers is a key priority..."

ny in 1963. It is a privilege to be a part of the company during such an exciting milestone and I am excited to share our anniversary celebrations with partners and customers alike."

Having started from humble beginnings in Belfast City Centre 60 years ago the company has evolved into an all island distribution partner for most leading brands in the Aftermarket. Over this period the business has moved with the times, having

previously owned Motor Factors, Fast Fit Stations an Automotive Training School, and more randomly an Irish Pub in Salzburg. Whilst the company has moved on from such diversification there remains a large amount of loyal staff who have been with CD Group for many years. With 10% of colleagues working for the business for over 30 years, CD Group is lucky to have a team who can draw from their experience, knowledge, and friendship in the family business environment.

Looking ahead and anticipating customer needs remains an important com-



ponent; "Optimising our brand portfolio to best support customers is a key priority, and our 60th anniversary year will see us welcome even more market leading brands to range." The distributor will also continue to put a focus on training this year, with their MechanExpert roadshows planned throughout 2023, which receive fantastic support from partner brands and garages in Ireland alike.

As a locally owned business, CD "will remain flexible, with our customers best interests at heart, providing a brand portfolio which does not compromise quality

whilst giving customers all the tools to remain a strong business in a changing environment", Terry added. "As a family-owned business our values are closely aligned with those of ATR, where the cultural fit of shareholders is of utmost importance. Ireland is not the largest Aftermarket, but it is 100% of what we are focussed on. At CD Group our attention is on being the long-term partner of choice for customers and suppliers alike." concluded Terry.

Finally, the team at CD Group would like to extend their sincere thanks to all

staff, partners, customers, and suppliers – whose support (whether that started within the previous year or decades ago) has driven the company across three generations.

KEY FACTS

CD Group is a third-generation family run business, established in 1963, today they are a leader in the automotive parts distribution industry. CD Group employs almost 200 team members across their three branches in Belfast, Dublin and Cork.



Three generations of CD Group (left to right) Stuart Knox, Ken Knox and Terry Knox



On the road to sustainability

How the bilstein group contributes to a more ecological IAM

bilsteingroup®



KEY FACTS

The bilstein group continues to increase its range of high-quality parts for alternative drive vehicles thus ensuring the future of sustainable mobility.

the same time live up to our identity as a family-owned company," says Group Managing Director Jan Siekermann.

Read more about bilstein group's commitment to sustainability [here](#).

Contributing to climate protection

The bilstein group is committed to the Paris Climate Agreement. In order to contribute to this, the bilstein group is reducing its emissions along the entire supply chain and relies, for example, on energy-efficient technologies, renewable energies, resource-saving production processes and building standards as well as a comprehensive energy management system.

"In this way, we contribute to saving resources and at

Spare parts for the mobility of the future

In the future, it will be even more important that vehicles with hybrid, electric or other alternative drive systems are supplied with the necessary spare parts and thus have the longest possible service life.

The bilstein group already has thousands of parts on offer for the hybrid, electric, hydrogen and alternate-powered vehicle sector – be it passenger cars or commercial vehicles. More than 2,000 new articles are being introduced annually for passenger cars alone.

the same time live up to our identity as a family-owned company," says Group Managing Director Jan Siekermann.

Read more about bilstein group's commitment to sustainability [here](#).

Key figures

- +/- 400 hybrid & electric car models - 1,550+ variants, catalogued in partsfinder & TecDoc
- 6,000+ articles (linking to a febi, SWAG, &/or Blue Print reference) applicable for hybrid & electric passenger cars

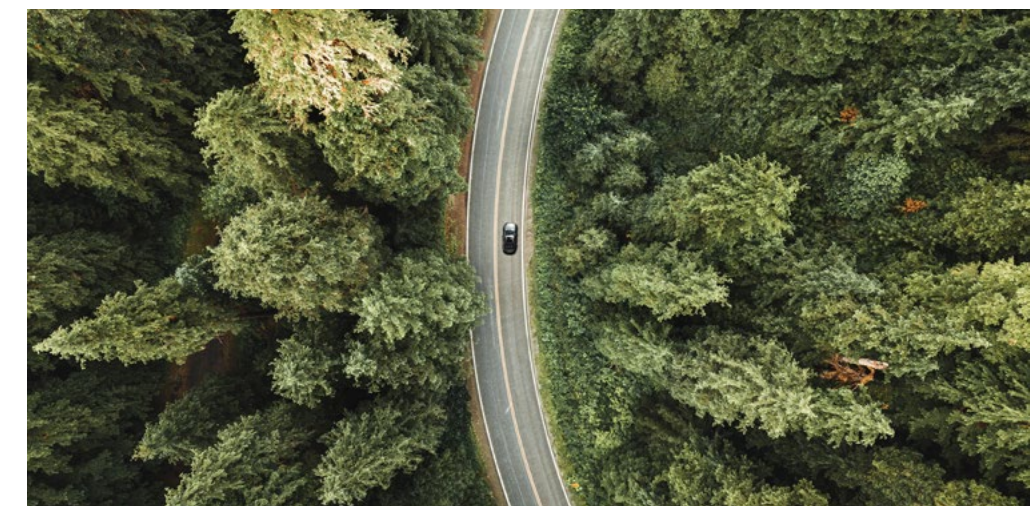
The absolute number 1 in sustainability

bosal

Contributing to a cleaner world by consistently innovating in mobility & energy

Since the introduction of diesel particulate filters (DPF) and specifically those with PSA technology, introduced in 2000, emission regulations are becoming stricter by the year. To reduce pollution, many countries have implemented strict regulations and have incorporated severe emission tests into their technical inspection, which are mandatory to pass car license legislation. Due to these strict regulations, more and more garages are investing in newer and more accurate emission measurement equipment to detect any malfunction and/or avoid failure during the technical inspection. The average age of passenger cars in the European car parc has also increased from 10.8 years in 2018 to 12 years in 2022. These older engines are obviously contributing to the increased emissions and pollution, hence the development of the PSA technology with mandatory DPF additive, which is needed for the regeneration of the DPF.

To avoid clogging the DPF, it is necessary, in case of the PSA technology, to use a DPF additive, like BOSAL GEN, which is an alternative for the OE DPF additive. The formulation of this additive makes it possible to regenerate the DPF at temperatures far lower than would otherwise be necessary. The OE additive or BOSAL GEN will enable the DPF to burn soot at a lower



combustion temperature of approx. 300°C and more as from 550°C. Thus,

- avoiding early clogging of the DPF
- reducing harmful emissions and achieving all international standards
- preventing higher fuel consumption
- preventing loss of engine power
- saving costs by passing technical inspection and/or holding off (early) repairs of the DPF but also other engine parts

BOSAL GEN, be ready 4 ... the next generation

There are 4 generations of additives

available and each are designed for a certain type of engine. The formula of BOSAL GEN is based on organometallic components (liquid cerium and/or iron) to be incorporated into the fuel. Each BOSAL GEN additive is available in 1L or 3L / 4.5L as a full kit, including empty bottle and accessories to empty and refill the dedicated tank. A full kit contains:

- Additive bottle
- Empty bottle: in an eco-responsible approach, Bosal kits are delivered with overflow cans
- Net and hook
- Connection pipe



KEY FACTS

To avoid clogging diesel particulate filters (DPF), it is necessary, in case of the PSA technology, to use a DPF additive, like BOSAL GEN, which is an alternative for the OE DPF additive, making it possible to regenerate the DPF at temperatures far lower than would otherwise be necessary.

Bosch QUICK FIT universal tire-pressure sensors cover 90% of vehicles in the EU

TPA programming device configures nearly all commercially available tire-pressure sensors

Karlsruhe, Germany – Since 2014, all newly registered vehicles in the EU have had to be equipped with a tire-pressure monitoring system (TPMS). As a rule, sensors measure tire pressure directly at the tire and continuously relay their readings wirelessly to the TPMS control unit. If faulty sensors have to be replaced, workshops frequently have to identify the vehicle-specific sensors and order them separately. With its QUICK FIT universal tire-pressure sensors, Bosch can cover more than 90% of all vehicles in the EU with just one sensor and four commercially available valve variants. At the same time, Bosch has developed its TPA 300, a new programming tool. In combination with the QUICK FIT sensors, the universal tire-pressure sensors of 20 further automakers can be programmed using the TPA 300, bringing vehicle coverage in the EU up to more than 95%.

Clear advantages for the after-market and workshops

The new universally programmable Bosch QUICK FIT sensors mean that wholesalers and workshops can now cover a very large share of the vehicle market by stocking just four part numbers. This reduces effort and warehousing expenses, and also increases availability. The sensors are available in various designs and valve

sizes, and as rubber and steel variants. This makes them compatible with all common wheel and tire types. Bosch uses extensive functional and quality testing to ensure that the QUICK FIT sensors satisfy the same standards as original parts.

New TPA 300 tool for sensor programming

Although the QUICK FIT sensors can in principle be put into operation using any common programming tool, Bosch recommends its TPA 300 for programming. The new programming tool was developed specifically for the rapid and simple vehicle-specific configuration of universal TPMS sensors. Workshop associates can read out and check the wirelessly transmitted TPMS data on the TPA 300's 2.8-inch colour display. Step by step, the handy device then guides them through the vehicle learning process for the sensors. The purchase price of the TPA 300 also includes free software updates for device functions and the vehicles and sensors covered for the first three years following purchase. This keeps workshops

KEY FACTS

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permanently up to date. The scope of delivery includes a charging cable, USB-B cable, brief instructions, a user's manual, and a practical carry case. An OBD-II module is also available as an option.

Continuous monitoring of tire pressure prevents unnoticed pressure loss, and thus plays an important part in road safety. In addition, the right tire pressure ensures optimum fuel consumption and less tire wear. In the shape of the new universal Bosch QUICK FIT tire-pressure sensors, the TPA 300 programming tool, and technical support, workshops have an all-in-one package for TPMS diagnosis, sensor installation and removal, and hassle-free sensor programming.

Advantages

- Reduced effort and lower warehousing expense for wholesalers and workshops thanks to four universal QUICK FIT tire-pressure sensors
- TPA 300 tool for rapid and simple programming of universal sensors for tire-pressure monitoring systems (TPMS)
- Bosch all-in-one package of QUICK FIT sensors and TPA 300 programming tool for hassle-free TPMS service



Brembo Beyond EV kit

Resistance to corrosion, less noise and durability differentiate this range of the aftermarket products dedicated to electric cars

Today, electric and hybrid vehicles use regenerative braking in addition to traditional dissipative braking, resulting in less use of the friction brake than a car with a combustion engine.

However, regenerative braking has its own applicability, which depends on the total battery capacity and the battery capacity available at the time of use. In general, for Mild Hybrid and Full Hybrid cars, regenerative braking has very little influence on the use of conventional brakes due to the reduced battery capacity; while it has an important influence on electric cars.

In addition, cars with high regenerative braking, i.e. electric and plug-in cars, can make the most of their characteristics in driving situations where acceleration and slowing down (city driving) or uphill and downhill (mountain driving) prevail. Moreover, regenerative braking cannot generate the same braking power as dissipative (frictional) braking. Therefore, not only in emergency braking, but also in other modes of use, dissipative braking is always necessary for electric cars.

Today, most hybrid and electric cars use carry-over braking systems from equivalent conventional models. This means that, particularly for electric cars, these braking systems are oversized for normal car use and the actuation components will wear very little.

Manufacturers are reacting by trying to develop technological solutions suitable for this type of vehicle. In particular, the most important solutions concern: lightness, reduction of noise and residual torque, protection against corrosion and silent friction material.

As far as maintenance is concerned, in new generations of electric cars, it is very important to check for corrosion and possible deterioration of the components. The proper functioning of the brake caliper and the possible replacement of deteriorated components must be carried out promptly so as not to compromise the operation and safety of the system.

The Brembo Beyond EV kit is the right answer and consists of a special combination of coated brake discs and pads, enhancing Brembo's aftermarket offer for electric cars. This solution, derived directly from OE expertise, has been specifically designed to combine low environmental impact with the best possible performance and safety.

Safety and durability were central to the design of this solution. Electric cars use regenerative braking in addition to traditional dissipative braking, resulting in reduced use of friction brakes. Over time, this can result in the formation of rust on brake system components that are not used, eroding the safety of the brake system, and increasing maintenance costs.



KEY FACTS

The Brembo Beyond EV kit consists of a special combination of coated brake discs and pads, derived directly from OE expertise, which have been specifically designed to combine low environmental impact with the best possible performance and safety.

Reunion with an old friend

Drum brakes are finding their way back into vehicles – more precisely: into electric vehicles.

Many perceive them as an old-fashioned product that is primarily associated with small cars equipped with low performance engines. But more and more automotive manufacturers are refocusing on future drum brake technology. This is for good reasons: durability, robustness with environmental brake dust reductions and best characteristics for use in electric vehicles make drum brakes an attractive option, not only for the rear axle of electric vehicles. Workshops and service teams should prepare for this comeback.

In electric vehicles, a large proportion of brak-

ing is covered by recuperation – thus the brake is used less frequently. For disc brakes, it means a significantly increased risk of corrosion, especially under winter conditions, and the susceptibility to rust formation. This is particularly true for the rear axle, where braking is less frequent. With their encapsulated system, drum brakes are less susceptible to moisture, cold and de-icing salt – and consequently to rust.

Higher mileage, corrosion protection, encapsulation

Basic functionalities of the drum brake remain the same – although specific details are different: drum brakes installed in e-vehicles have a higher mileage, better corrosion protection properties and an encapsulation that keeps dust within the brake. The dust can be removed during the next visit to the workshop. Keyword: fine dust reduction. Additionally using brake fluid suitable for e-vehicles, such as the Continental ATE Super DOT 5.1, with a unique liquid with low viscosity and a high wet boiling point, workshops are well prepared for brake services of electric vehicles.

EPB-Si as patented drum brake solution

Continental recently came up with a new development in this area – the EPB-Si (Electronic Parking Brake – Simplex). A new feature of this hydraulic drum brake is the electromechanical parking brake function. The EPB-Si is based on the sim-



Brake fluid Continental ATE Super DOT 5.1
Particularly suitable for longer service intervals: the premium brake fluid Continental ATE Super DOT 5.1.

plex principle. It is particularly robust and requires little maintenance, meeting the increasing service needs in electric vehicles. In addition, the electric parking brake offers vehicle manufacturers greater freedom and more options when designing the vehicle interior and installing driver assistance systems. The drum brake system is also scalable, making it suitable for both very small vehicles and larger vehicles weighing up to 3.5 tons, and in some cases even beyond.

KEY FACTS

Drum brakes are becoming a valuable alternative for use in e-vehicles. With the EPB Si, Continental has developed a drum brake with an integrated electronic parking brake. Workshops must be prepared for higher service volumes regarding this technology.

Continental

ATE drum brake EPB-Si

When it comes to electric vehicles, drum brakes offer an advantage over disc brakes: they are less susceptible to rust – a decisive advantage in view of the typically lower stress on the brake.

LESS IS MORE



KEY FACTS

Thanks to Continental's brand new packaging concept, the amount of cardboard needed to make the boxes will be significantly reduced, which means less carbon emissions.

Less is more:

New packaging protects the environment and fights climate change

Are you keen to boost retail and workshop efficiency at the same time as helping to combat climate change? The new packaging for Continental's timing belt kits with water pump makes it possible.

You'll soon have much more space on your shelves, as Continental's timing belt kits with water pumps are going to have 70% less packaging. This is all thanks to a brand new packaging concept: Previously, the individual components of these kits (belt, water pump, tensioner pulleys, etc.) were packed in separate boxes, which were then placed together in a large outer box. In the future, a specially folded cardboard insert will protect all components and keep them safely in place within the box without the need for individual packaging. And that has a host of benefits ...

Uses less space, does more for the climate

The new packaging concept roughly halves the amount of cardboard needed

to make the boxes, cutting carbon emissions significantly. We also limit CO₂ emissions on the transport side: around 70% more kits will fit on a pallet in future, meaning that 98 fewer truck journeys a year will be needed for distribution. This all adds up to 390 metric tons less CO₂ – each and every year.

Less waste, more safety

Workshop mechanics will appreciate having fewer boxes cluttering the workplace – meaning a tidier, safer working environment. There will be far less cardboard waste to dispose of too. What's more, the box is made of recycled material and is completely recyclable itself, which also helps the environment and efforts to slow down climate change.

Less CO₂, more satisfied customers

Top tip: tell your customers about the climate-related benefits of the products you are selling or installing. They're sure to be impressed as, according to the consumer barometer run by consulting firm KPMG, sustainability is an important or very important consideration for 86% of consumers when making a purchase. And this proportion rises to 96% for recycling. This trend applies not only to typical consumer products, such as clothing or electronics, but also to the automotive aftermarket: nearly two thirds (64%) of workshop customers are also willing to pay more for sustainable products, according to a cross-sectional survey conducted by media control GmbH.

Introducing ... Masters of Motion

Delphi Technologies' new concept aims at supporting technicians and workshops directly



Masters of Motion proactively engages with the changing automotive landscape and those who are at the front line of service – the workshops – offering a huge variety of high-quality, innovative and forward-thinking solutions to help garages deliver excellence today and tomorrow.

Partnership and support have been important from the very beginning and is why the Delphi Technologies' team went directly into workshop settings to undertake an impressive amount of research for the concept. Surveys were conducted in 4,000 workshops as well as four in-depth consultations groups to ensure that technician's real-world experience was captured. The research has spanned across 10 countries in Europe, and as a result Masters of Motion is committed to a cross-cultural focus throughout its content and execution.

Empowering technicians

Masters of Motion is not about Delphi Technologies. It's about technicians and workshop owners. It's about demonstrating that Delphi Technologies is by their side and helping them to advance further with the right products, expertise and support.

If there's something the workshops need to know about, it's right here. Discover quality advice, news and insight from Delphi Technologies' experts that get straight to the point, supporting workshops to continue delivering excellence.

Are you ready to be a Master of Motion?

Scan the QR to visit the MoM hub

mom.delphiautoparts.com
delphiaftermarket.com

Delphi Technologies is a brand of BorgWarner Inc.
Masters of Motion currently available only in EMEA.



KEY FACTS

Masters of Motion is not about Delphi Technologies. It's about technicians and workshop owners.



KEY FACTS

Monroe is now extending its warranty coverage while introducing a comprehensive new product packaging strategy to maximise awareness of the new warranty coverage, highlight the brand's unique expertise within both the original equipment and replacement markets, and ensure a consistent brand experience for all customers.

Monroe® unveils new packaging across full LV shock absorber range

Leading-edge warranty and new packaging highlight safety and durability of Monroe LV shock absorbers

Monroe®, the globally recognised brand of shock absorbers, struts and other safety-critical parts for light- and commercial-vehicle applications, has recently introduced an unprecedented, **across-the-board 5-year warranty for its complete range of light-vehicle shocks and struts, mounting kits, protection kits and springs.** The extension of warranty coverage highlights the enhanced driving safety benefits and exceptional durability that come when installers and their customers choose Monroe products.

In conjunction with this initiative, Monroe is now **introducing a comprehensive new product packaging strategy to help maximise awareness of the new warranty coverage**, highlight the brand's unique expertise within both the original equipment and replacement markets, and ensure a consistent brand experience for all customers.

"Consumers want to know they are making smart choices when it comes to the parts used to repair their vehicles," said Frédéric Schilling, Business Line Leader Shocks and Struts EMEA, DRiV. "Product durability and vehicle safety go hand-in-

hand when selecting shock absorbers, springs and other vital under-car products. A workshop professional can spend five or ten minutes explaining these benefits to their customers, or they can simply point to the fact that Monroe products are covered by the best warranty in each of their categories, which is now also visible on the packaging of the products. That's a powerful message that will help workshops increase both revenue and customer satisfaction."

The brand's new packaging brings a consistent, highly appealing graphical presence to the full range of Monroe light-vehicle Shocks & Struts. The packaging calls attention to the 5-year warranty and communicates the fact that Monroe products are chosen not only by leading vehicle repair professionals worldwide, but also many of the world's most successful automakers.

For more information regarding Monroe products, the 5-year warranty – including rules and restrictions – visit www.monroe.com.



About Tenneco

Tenneco is one of the world's leading designers, manufacturers, and marketers of automotive products for original equipment and aftermarket customers. Through their DRiV, Performance Solutions, Clean Air and Powertrain business groups, Tenneco is driving advancements in global mobility by delivering technology solutions for light vehicle, commercial truck, off-highway, industrial, motorsport and the aftermarket.

Visit www.tenneco.com to learn more.

Exide lead-acid batteries are moving with the 'electric' times

For electric mobility, Exide Technologies offers its range of 12V lead-acid batteries, a consolidated, available, recyclable and reliable solution that always guarantees the power supply of the electrical and electronic systems on board

As calls for vehicles powered by alternative fuels grow louder, one thing remains a constant: every light vehicle will still require a 12V lead-acid battery at least for the next decade.

Exide Technologies is at the forefront of battery innovation, sustainability, reliability and outstanding performance and is utilising its original equipment (OE) pedigree to herald a new generation of alternative and advanced powertrains, whilst maintaining an aging car parc.

In 2021 light vehicles with start/stop powertrains accounted for approximately 45% of Europe's total car parc. By 2024, Exide predicts that number to increase to 54% with the inclusion of micro and mild-hybrids.

Furthermore, by 2027, Exide estimates that 13% of the entire European car parc will either be powered by hybrid or elec-

tric energy. That said, all of those vehicles will require a 12V lead-acid battery for either cranking or auxiliary functions. Exide, therefore, is confident that every vehicle will still have that type of battery within their powertrain in the foreseeable future.

As 12V lead-acid batteries are almost completely recyclable and are renowned for their robustness, it's no wonder VMs, along with other OEMs, have chosen this battery type as back-up support to traction batteries.

How is Exide moving with the times?

Exide has been supplying lead-acid batteries to VMs for more than a century; in fact, it was the first to launch start/stop technology into the European market in 2004. The manufacturer is at the forefront of battery innovation, and it is committed in leading the charge in developing batteries that improve fuel consumption and reduce CO₂ emissions.

What's in the range?

Exide AGM: Bringing OE to the aftermarket, AGM features an innovative framed grid, so it is perfect for advanced start/stop systems where the battery needs to be recharged quickly, through the energy produced by the regenerative braking system.

Exide EFB: EFB supports vehicles with and without start/stop systems with high cycling requirements, bringing the latest OE generation to the aftermarket, includ-



ing Carbon Boost 2.0.

Carbon Boost 2.0: Exide's unique recipe of improved carbon additives and an optimised surface structure allows a battery, like Exide Premium, to recharge twice as fast as a standard battery when driving.

Exide Premium: Meeting OE requirements and suitable for conventional powertrains, Premium is designed to withstand extreme temperatures, absorb ultra-demanding electrical equipment and complement intensive urban driving. Battery failure remains the number one cause of light vehicle breakdowns, but the fast recharging capability reduces that risk and helps this battery retain a healthy state of charge for longer.

Furthermore, Exide offers a comprehensive range of workshop tools, accessories and support – chargers, testers, replacement tools and battery finder software, everything workshops require to provide a professional and high quality service, ultimately increasing their turnover and profit.

For more information, including application list, contact your local Exide representative.

KEY FACTS

Exide has been supplying lead-acid batteries to VMs for more than a century; in fact, it was the first to launch start/stop technology into the European market in 2004. Exide is at the forefront of battery innovation, and it is committed to lead the development of batteries that improve fuel consumption and reduce CO₂ emissions.

“Experience better”

GKN Automotive After-market is on course for growth



GKN Automotive, specialist for drive components, is growing its after-market business by following a clear strategy. Consolidating logistics activities close to its manufacturing and remanufacturing plant in Carcastillo, Spain, was just the first step. Other factors include a strong commitment to sustainability, the restructuring of its headquarters, including the move to a modern building complex in Troisdorf near Cologne, and, finally, the brand's extensive product portfolio. This is the basis on which GKN Automotive is creating the ideal conditions to take off as a strong international player in the independent parts market.

Streamlined supply chain, shorter routes – logistics reorganised

High degree of flexibility, speed and availability – even in small production runs: by centralising production and logistics in Carcastillo, Spain, GKN Automotive is able to meet these customer requirements even better. With 12,000 pallet storage spaces, unrivalled short routes and state-of-the-art order picking technology with a “pick-to-light” system and partially automated industrial trucks, the location not only offers high capacities. It also provides all the prerequisites for working especially quick and efficiently. Meanwhile, in its new

building in Troisdorf, GKN Automotive is fully focused on administrative and service tasks around the world with its Product Management, Commercial, Customer Service, Engineering and Finance departments.

Win-win-win situation: GKN Automotive Remanufacturing

The most important raw material in the production of new sideshafts and propshafts for GKN Automotive is steel. Producing steel is an energy and water intensive process. In addition, large amounts of CO₂ are produced. On top of that, the actual steel parts of used shafts are often still in prime condition, as other components of the shafts degrade much quicker.

That's why GKN Automotive uses the expertise it has built up over decades in remanufacturing, or the professional reconditioning of worn shafts. For this purpose, the parts are returned to GKN Automotive by dealers in exchange for a deposit. Then, said parts are completely restored to the quality level of newly manufactured shafts in a complex process with extensive quality inspections at the Carcastillo site. Afterwards, these “just like new” shafts can be used exactly like completely new products.



Remanufactured products offer the same quality as newly produced ones and protect the environment.

In this way, you save...

- 80-100% of steel
- 63% of energy
- 29% of water required and
- 64% of CO₂ compared to manufacturing from scratch

and create a true win-win situation. On the one hand, the environmental impact is reduced, and on the other hand, the remanufactured products provide customers with premium quality. They further benefit from a very broad product range that also includes shafts for older vehicles that are no longer produced as standardised products.

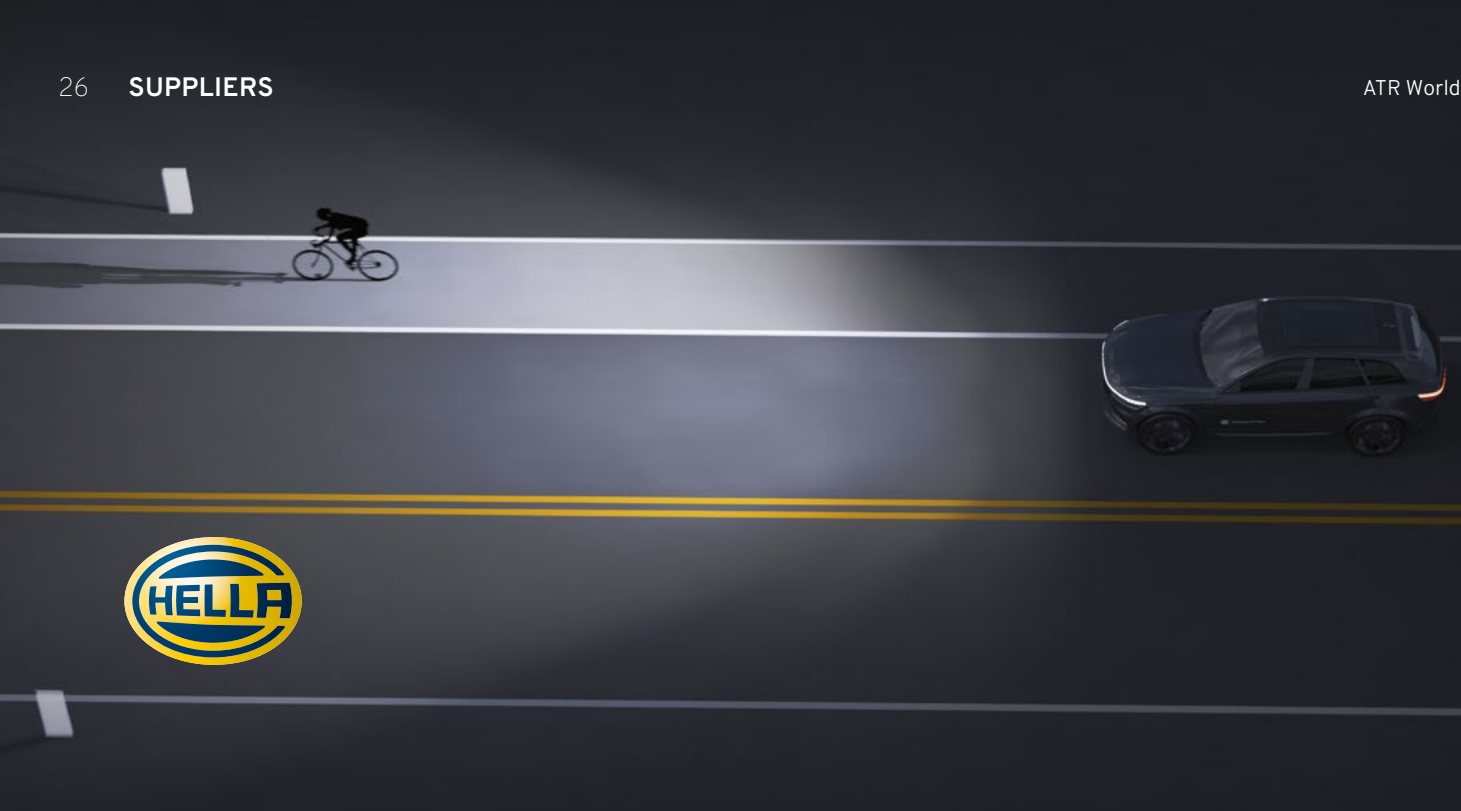
For more information, visit: www.gknautomotive.com

KEY FACTS

GKN Automotive, specialist for drive components, is creating the ideal conditions to take off as a strong international player in the independent parts market.



The warehouse in Carcastillo offers 12,000 pallet spaces, short distances and state-of-the-art picking technology.



From vision to reality HELLA starts the world's first series production of an SSL | HD headlamp

The know-how of HELLA, Faurecia and Hella Gutmann forms a continuous chain

Into new waters: HELLA, the automotive supplier operating under the umbrella brand FORVIA, has started the world's first series production of the "Solid State Lighting | High Definition" headlamp at its site in Lippstadt. With the SSL | HD technology HELLA realises high-resolution, safety-related lighting functionalities. This is achieved by switching up to 25,000 LED-pixels per chip intelligently and individually. It includes lane markings, symbol projections as well as lane brightening and light carpets. And it still has a lot more

potential to offer: in the future, further safety-promoting functions such as the projection of safety distances or protection zones for cyclists or pedestrians are conceivable.

In SSL | HD technology, HELLA has further miniaturised the light source together with its partners. Due to the significantly lower installation space requirements, it offers additional degrees of freedom in headlamp integration and vehicle design to car manufacturers. At the same time, the software based control of the light points allows the "world headlamp approach" to be realised. This means: All necessary adjustments to the headlamp, for example due to region-specific requirements such as right- and left-hand traffic, can be displayed exclusively in a purely digital form in an identically constructed light module. A variety of up to twelve technically different versions of the headlamp has thus become obsolete.

KEY FACTS

HELLA has further miniaturised the light source together with its partners, offering additional degrees of freedom in headlamp integration and vehicle design to car manufacturers.

Individual control of up to 25,000 pixels per LED allows a variety of new, high-resolution lighting functionalities to be realised, such as the projection of protective zones.

On the customer side, this can reduce development costs and capital expenditure by around 50%.

But that is not everything: The SSL | HD headlamp will also go into series production in other HELLA lighting plants in China, Mexico, the Czech Republic and Slovakia in the coming years. HELLA will thus bring the Solid State Lighting | High Definition headlamp system onto the road in all regions of the world by 2025.

See for yourself and take a look at the HELLA SSL | HD headlamp in action! Watch HELLA's video below:



KYB conducts automated driving research

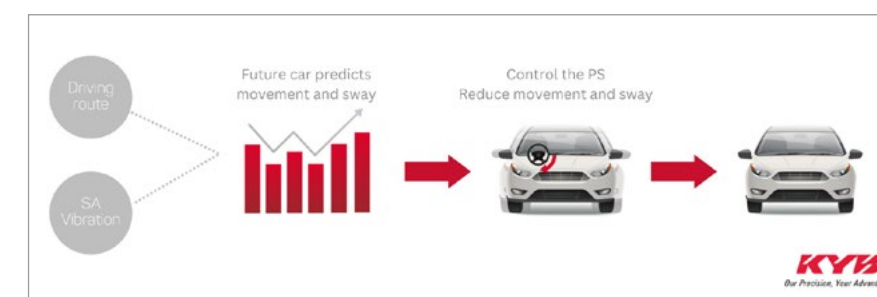


KYB research and development engineers have been working on the development of an integrated shock absorber / power steering control system that supports automated driving comfortably and safely

The integrated control system achieves advanced vehicle motion control by linking the shock absorbers and power steering. The technology which has been developed suppresses swaying (rotational motion in the turning direction).

It uses information on the driving route taken from map information, along with other information gathered during automated driving, to predict the future movement and vibration of the vehicle, then controls the power steering to achieve optimum driving without swaying. In addition, even when the vehicle is driving over uneven road surfaces (steps, bumps, small depressions, etc.), the vibration of the shock absorber is used to predict vehicle sway in advance, and the power steering is controlled to counteract the sway.

It is expected to provide a 50% reduction in the swaying that occurs when



one wheel runs over a step of several centimetres, leading to a reduction in car accidents caused by swaying and resulting oversteer.

The effectiveness of this system has been confirmed by installing it in a test vehicle, driven at the state-of-the-art KYB development experimental centre in Japan, and development continues with the design and verification of its application to products.

Jordan Day, KYB Europe Marketing

Manager, explains "automated driving is a huge area of research and development in the automotive industry and KYB's world class engineers are at the forefront of developing the role that steering and suspension components can play in ensuring the next leap in driving technology is as safe as possible".

KEY FACTS

By linking shock absorbers and power steering, KYB's integrated control system has optimised automated driving - making it safer and more comfortable.



Opened in 2011, KYB's Developmental Experiment Centre based in Kashio, Japan has continuously improved KYB's ability to develop products, ensuring higher performance and reliability.

Cooling twice over

MAHLE

In the future, the maintenance of thermal management systems will be just as important as regular oil changes. Here too, development is ongoing, with one example being MAHLE's indirect air conditioning condenser



The conventional air conditioning condenser is an integral part of most automotive A/C systems and can be found at the vehicle front: hot, compressed, gaseous refrigerant is cooled here by the ambient air until it condenses. Also installed in the front engine cooling module are the main radiator and, in the case of turbocharged engines, often a low-temperature radiator for indirect charge air cooling and a fan.

Better performance, flexible positioning

With the indirect design and the resulting flexibility over where it can be positioned in the vehicle, the conventional air conditioning condenser at the vehicle front is no longer needed. That's because an indirect condenser doesn't make use of the ambient air. The refrigerant and additionally the low-temperature radiator coolant flow through it instead. The coolant's lower temperature is used to cool down the hot gaseous refrigerant coming from the compressor, allowing the refrigerant to liquify. As the indirect air conditioning condenser doesn't have to be installed at the vehicle front, more air can reach the main radiator and low-temperature radiator, which in turn improves the efficiency of the entire system.

Versatile use

An indirect air conditioning condenser has two inlets and two outlets for refrigerant and coolant as well as an integrated filterdrier in certain configurations. This makes it very compact and also reduces the number of lines. In the various designs (without drier/with drier/with drier and subcooler), the condenser can be used in vehicles with a heat pump, with an air conditioning system, or with a heat pump and air conditioning system. The indirect air conditioning condenser offers efficiency benefits for the conventional combustion engine: fuel consumption drops, while per-

formance of the air conditioning system and charge air cooling process increases. BMW was the first vehicle manufacturer to use MAHLE's indirect condenser in large-scale production (X3 and X4 models). This condenser is also a good technical option as a heat pump component for purely electric vehicles.

The indirect condenser for many BMW X3 and X4 models is now included in MAHLE's product range. Find out more by visiting catalog.mahle-aftermarket.com

For more information and to contact MAHLE directly, please visit these pages mahle-aftermarket.com mpulse.mahle.com

Advantages

- Lower fuel consumption in combustion engines
- Improved air conditioning system performance
- Improved indirect charge air cooler performance
- Flexible positioning
- Low weight and compact design
- Can be used in electric vehicles with heat pumps

KEY FACTS

An indirect air conditioning condenser has two inlets and two outlets for refrigerant and coolant as well as an integrated filterdrier in certain configurations.

Meeting challenging trends of the automotive industry

MANN FILTER

The premium filtration brand MANN-FILTER is well prepared for future market needs such as zero-emission mobility as well as protection of vehicle occupants from air pollution and provides the solutions which its partners require

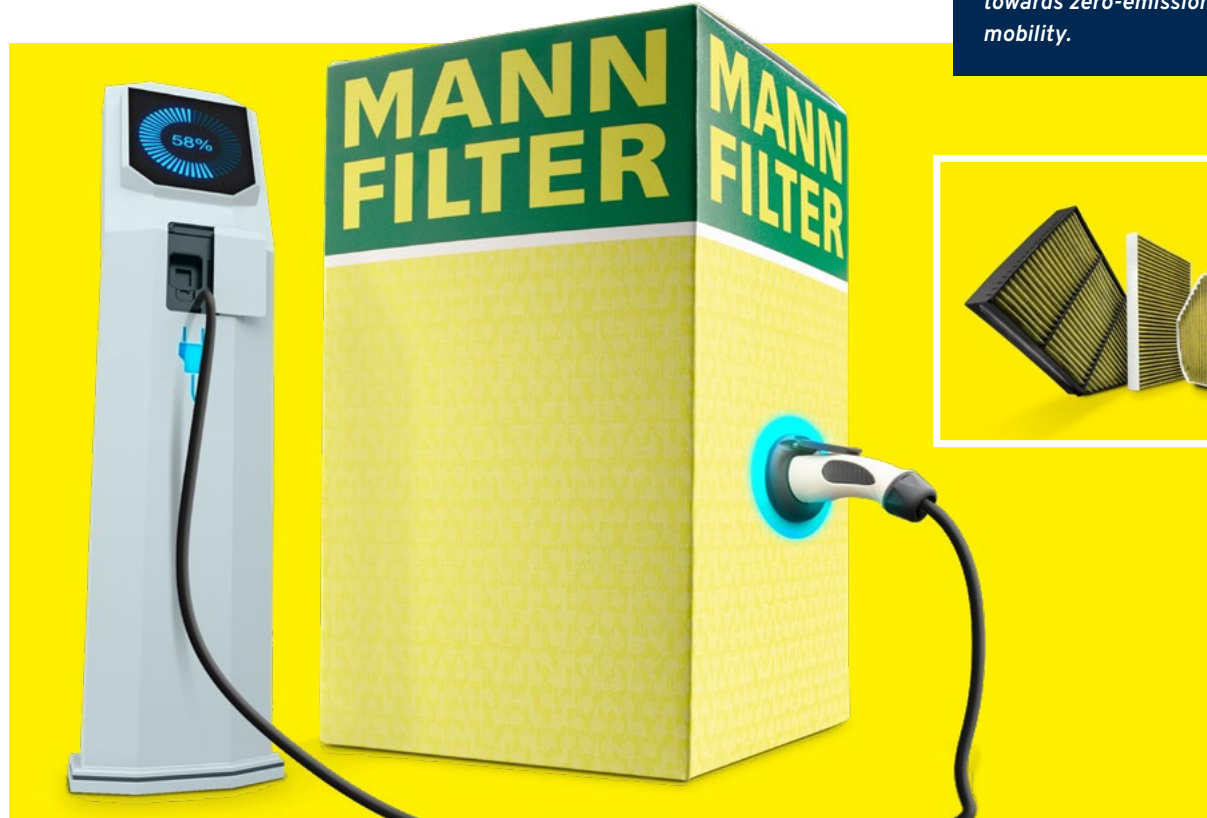
Climate change is one of the biggest dangers facing mankind and requires urgent action. To meet the climate goals of the Paris Agreement, CO₂ emissions from passenger car traffic – among other things – need to be significantly reduced. As part of the global brand MANN+HUMMEL, one of the worldwide market leaders for filtration with over 80 sites worldwide, MANN-FILTER is pursuing a technology-open approach to provide customers with the best filtration solutions towards zero-emission mobility. In this regard, alternative drives play a major role and e-fuels can contribute their part as well. The mobility of the future will certainly consist of a mix of different drive technologies, and liquid fuels will be required for a long time, such for passenger car fleets. Here, synthetic

fuels can make an additional contribution to effective climate protection in transport. Respective solutions to meet the next filtration challenges are already an integral part of the MANN-FILTER portfolio. Today, customers can already choose from more than 1,200 filters for cars and vans with electric powertrains from MANN-FILTER. Another big challenge is air pollution which endangers the health of people worldwide. To protect vehicle occupants MANN-FILTER offers a large portfolio of different cabin air filters. As a pioneer of the biofunctional cabin air filter, MANN-FILTER is naturally also creating further innovative products and new technologies, in this area, to meet the growing demands for protection against harmful gases and health-threatening particles

such as particulate matter and effectively protect vehicle occupants. Despite being able to offer a wide range of filtration solutions to the customers, MANN-FILTER is determined to further develop their innovation skills and improve their products. To meet the challenges ahead, MANN+HUMMEL experts are developing the filters of tomorrow in the vehicles of today. After all, customers should also be able to rely in the future on: MANN-FILTER – Perfect parts. Perfect service.

KEY FACTS

MANN-FILTER is pursuing a technology-open approach to provide customers with the best filtration solutions towards zero-emission mobility.





From NGK SPARK PLUG to Niterrra!

In 2020 the company unveiled its 2040 Vision, 'Beyond ceramics, eXceeding imagination' and its 2030 Long-Term Management Plan, 'NITTOKU BX'. Both set out the path for the future success of the company which goes hand in hand with a new company name and logo.

KEY FACTS

Since the name 'NGK SPARK PLUG' no longer accurately described the company's future direction, the name 'Niterrra' has been chosen along with a new corporate logo. The new company name combines the Latin words 'niteo' meaning 'shine' and 'terra/earth,' which expresses the company's desire to contribute to sustainable solutions of tomorrow.

Known for producing high-quality components for the automotive industry and specifically, ones related to internal combustion engines (ICE), the company needed to change in order to adapt to the anticipated decline of the ICE. Both the 2040 Vision and 'NITTOKU BX' revealed steps that light the route for the company to change drastically beyond the current way.

Future Business Fields

By utilising a 'Change With Will' guiding principle, the company is speedily transforming its organisation and business structure. In accordance with the United Nations 17 Sustainable Development Goals (SDGs), the company has identified four business fields – Mobility, Medical, Environment & Energy and Communications – where the company believes it can best apply its expertise

to develop and contribute to the sustainable solutions of tomorrow.

Niterrra: The new company name

Considering the company's sustainable business objectives, as well as the long-term shift away from ICE powertrains, the name 'NGK SPARK PLUG' no longer accurately described the company's future direction. Indeed, with the words "spark plug" in the name, the company was almost exclusively associated with the ICE business segment. This ignored the positive contribution the company has already made to the environment.

As a result, the name 'Niterrra' has been chosen and a new corporate logo has been developed. Niterrra is a coined word, which combines the Latin words 'niteo' meaning 'shine' and 'terra/earth'. It expresses the company's desire to be a

company that not only contributes to a sustainable society, but also one that makes the earth shine: a goal formulated in the company's 2040 Vision.

NGK & NTK Brands

The well-known NGK and NTK brand names have built up highly impressive levels of brand loyalty. A widely recognised symbol of quality and engineering excellence, they will continue to be used for Niterrra's ignition and vehicle electronics business in the automotive area. Indeed, there is no doubt that Niterrra's ignition and sensor businesses will continue to play a vital role for the company, even as it transitions towards more sustainable business fields.



Experience the real difference in the AC business

Explore Nissens' comprehensive climate system parts program designed to enhance your spare parts distribution business



With Nissens' climate parts offering, you can be fully prepared to serve your customers in the busy AC season. The program comprises 3500+ part numbers and offers exceptionally high car parc coverage.

As a dedicated aftermarket manufacturer and climate system specialist, Nissens offers cost-optimising and efficient business solutions to support your daily operation and facilitate growth.

The difference: enhancing your spare parts business

Competitive range

› Competitive distribution

Data quality

› Product management ease and exact mapping

Supreme availability

› Reliable distribution all season long

Flexible logistics

› From production orders to 24h on-demand deliveries

Excellent packaging

› Reduced transport damages

Premium quality products

› Satisfied customers, reduced claims

After-sales support

› Sell-out promotions & tech support

Nissens' climate parts

Wide, high coverage, and competitive product range

› 3500 SKU numbers in the range, 160 OE numbers covered

› 94% car parc coverage by Nissens' condenser

› +170 new part models since last summer. New product lines and extensions – AC system pressure sensors and high-voltage electric compressors

Your new energy vehicles spare parts partner

› 450 AC part numbers in the range for hybrid & electric car models

New to range

› High-voltage AC Compressors for
· Tesla Model 3, Kia Niro, Hyundai Ioniq, & more ...

› AC System Pressure Sensors

· +40 models

· 160 OE covered

Nissens' offering supports AC technicians in performing an efficient, safe, and successful system service.

Check out Nissens' program of the Climate Comfort parts at nissens.com/climate



KEY FACTS

Nissens' offering in short:

- › Excellent system performance
- › Easy & safe installation (First-Fit)
- › Reliable, long lifespan
- › Technical support & training



NRF focuses on EV development with a fast growing EV range and dedicated trainings



NRF is ready for the future! NRF offers the largest and fastest growing aftermarket cooling range for hybrid (HEV or PHEV) and electric vehicles (EV). Besides the extended offer, NRF is also developing dedicated EV trainings. NRF even has a Tesla training vehicle

KEY FACTS

NRF offers the largest and fastest growing aftermarket cooling range for hybrid (HEV or PHEV) and electric vehicles (EV) and also offers EV technical trainings across Europe.

Dedicated EV trainings

NRF has a team of technical specialists providing training on demand. Yearly, these trainers provide more than 650 technical trainings across Europe. Next to the trainings on location, NRF also offers online training sessions. During the dedicated EV training courses, mechanics gain the necessary knowledge to work on these vehicles. Topics include safety regulations, battery (dis)connection procedures, HVAC maintenance and much more. Very interesting!

Meet Benjamin Meek director e-mobility at NRF

NRF has recently announced the launch of a dedicated EV development team, headed by Benjamin (Ben) Meek. Ben is in charge of guiding the R&D, product development and marketing teams to ensure NRF has the right focus regarding the development and quality level of the NRF entire EV range.

compressor on the engine itself. In an electric vehicle the power is provided by an electric motor/compressor. A poorly functioning HVAC will increase power consumption and reduce the vehicle range, so keeping these systems properly maintained is vital, NRF is in prime position to help its customers with this.

The largest aftermarket range of electric and hybrid cooling parts

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

Tesla show car #nrforangelighting

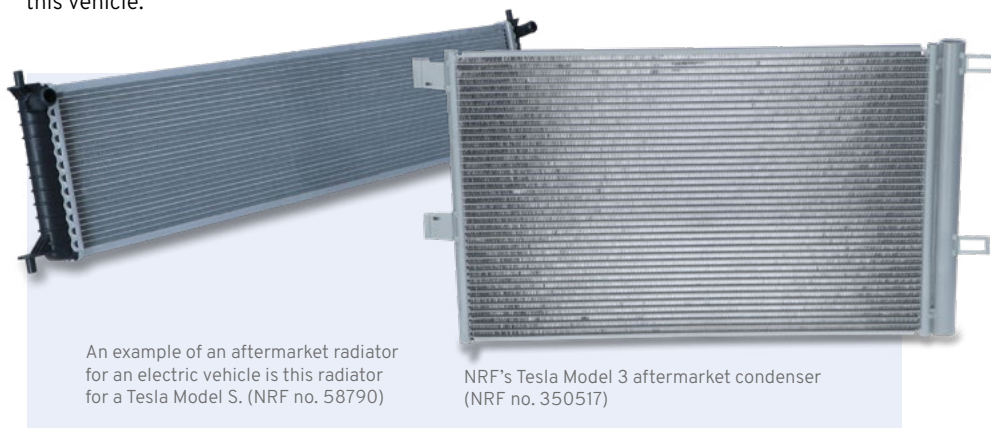
Buying a Tesla and wrap it in orange? NRF did it! The orange Tesla Model S is used to exchange and test NRF parts versus the original parts. Furthermore, the car is used as a show car at international exhibitions and events. It gives people the chance to have a closer look at the part of this vehicle.

Cooling the battery and power electronics

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

A/C system in electric cars

As with internal combustion engine (ICE) vehicles, EV's also have HVAC (heating, ventilation & air-conditioning) for the passenger cabin. In ICE vehicles the engine provides the power for the HVAC via a



An example of an aftermarket radiator for an electric vehicle is this radiator for a Tesla Model S. (NRF no. 58790)

NRF's Tesla Model 3 aftermarket condenser (NRF no. 350517)

Wheel Bearing: at the cutting edge of technology



As a leading manufacturer, NTN defends original quality alongside car manufacturers and the Independent Aftermarket. Supported by your requirements and the commitment of NTN's teams, their know-how is also expressed through a quality of service that enhances your business. Today NTN produces more than 100 million-wheel bearings per year worldwide. NTN, the world leader in wheel bearings, is definitely your legitimate partner.

The widest range on the market

NTN is the world's leading manufacturer of wheel bearings. They supply practically all of the world's automotive manufacturers, allowing them to cover up to 98% of the European fleet.

NTN has also an excellent range coverage (97%) of Asian vehicles due to their dual Franco-Japanese identity.

NTN Europe has also become a legitimate supplier of original equipment parts for Asian vehicle brands in Europe - in both the OEM and Aftermarket segments.

Focus on wheel bearing kits

- The kit includes all the components required for assembly
- The original quality components come from carefully selected partners: guaranteed performance

With each generation, wheel bearings take on more and more functions, plus technological developments.

Premium quality parts

NTN Europe is the leading European manufacturer of wheel bearings; this safety component is produced on all continents. Quality and performance are the basis of their success, but product reliability and driver safety are also important to NTN. The bearings are designed and manufactured according to the most advanced technologies in terms of steel, lubrication, heat treatment, seals etc. All prototype bearings are tested for 18 months according to the manufacturers' specifications before being put into production.

NTN's manufacturing plant in Alès (France) is entirely dedicated to the production of automotive bearings. At the cutting edge of technology, this factory of the future has the most innovative processes.

Environmental issues at the heart of NTN's concerns

NTN is committed to working with vehicle manufacturers to develop energy efficient and environmentally friendly parts with the aim of reducing the carbon footprint of vehicles. NTN wheel bearings designed to meet the requirements

of these vehicles are characterised, among other things, by the fact that they can withstand higher operating temperatures and are optimised to withstand high rotation speeds. New materials also contribute to the technical improvement of our products (ceramic material).

In a context of market electrification, NTN is developing numerous products to cover this new fleet. For example, NTN's range of wheel bearings for 100% electric applications already includes 93 kits references.



KEY FACTS

NTN is the world's leading manufacturer of wheel bearings, supplies practically all of the world's automotive manufacturers: covering up to 98% of the European fleet as well as 97% of Asian vehicles.

Finding the right kit for digitalization in the Automotive Aftermarket

Interview with Jens Schöler,
CEO Schaeffler Automotive Aftermarket



Mr. Schöler, digitalization has become one of the core trends within the automotive aftermarket. From your perspective, how does the digital transformation affect the industry?

Digitalization opens up new possibilities and new growth opportunities for the automotive aftermarket and is therefore a central part of Schaeffler's business strategy. Digitalization is a very broad field – it ranges from automation to connectivity, from better insights to upgraded customer convenience and partially new business cases. We want to become fully digitalized in many of those mentioned areas with a forward-looking product and

service portfolio – by the end of the decade latest. We aim to tackle these new developments with our "Digital Transformation" initiative – digitalization drives our organization towards a more end-to-end mindset and teaches us a different speed in terms of implementation. At its core, the initiative is about improving customer experience and developing new software and data-based business solutions alongside our core business.

What are Schaeffler Automotive Aftermarket's concrete milestones concerning the digitalization of its offerings?

Digital transformation gives us the opportunity to expand our service portfolio and to develop our business jointly with our customers and business partners. Breaking new digital ground allows us to respond to customers' changing needs and behaviours in a more flexible and agile way. With our "connectivity" approach, we aim to go beyond the bare supply of products but rather think our services and processes extend from product development to customer experience. Our digital end-to-end approach will be a significant differentiating factor for Schaeffler Automotive Aftermarket as a premium partner in the future.

We have already implemented a number of digital integrated services. With our Aftermarket Cloud, we created a central platform for our clients, comprising all our online activities and offers our clients integrated digital services. We developed data-driven

analytic tools and software services to optimize our own processes and to improve our customers' experience, for example through the digitalization of our technical service offering around our REPERT brand. The expansion and development of our digital marketing activities has further contributed to our effectiveness and growth.

What are the challenges the automotive aftermarket is currently facing in the context of digitalization?

Free access to data is crucial for promoting digitalization in the automotive aftermarket. Currently, the industry still lacks a consistent platform with equal data access for all stakeholders. On the one hand, there is no defined regulation regarding access rights, format, and infrastructure of data access within the mobility sector. On the other hand, every company has its own requirements regarding the quality of data, which leads to a very fragmented data landscape.

In order to tackle these challenges, Schaeffler Automotive Aftermarket is part of the CARUSO digital data marketplace. As a central platform for the independent aftermarket, CARUSO provides standardized vehicle data and thus connects data suppliers with users. Increasing data availability and enhancing our digital offering are top priorities for Schaeffler. We continue to be a strong and reliable partner for distributors and garages.

What does digitalization mean for Schaeffler Automotive Aftermarket's daily business?

For us at Schaeffler, digital transformation means a long-term cultural shift towards a "digital mindset" which has become an essential part of our employees' daily business. We further seek to implement new forms of cross-functional, process-oriented collaborations beyond traditional organizational structures, offer trainings and personal development initiatives and establish an innovation and development driven corporate culture.

SCHAEFFLER

KEY FACTS

Schaeffler Automotive Aftermarket underscores the significance of digitalization in the automotive aftermarket as a pivotal component of the company's business strategy and a source of new prospects for expansion. Schaeffler has set an objective of achieving comprehensive digitalization across multiple domains by the close of the decade, incorporating software and data-driven solutions to enrich the customer experience. Nevertheless, the industry confronts obstacles pertaining to data accessibility, a concern that Schaeffler is tackling through its engagement with the CARUSO digital data marketplace.

Sogefi's innovation CabinHepa+ filter! The new protective measure for motorists!

SOGEFI Group has a range of famous brands in the Independent Aftermarket: PURFLUX, FRAM®, COOPERSFIAAM and TECNOCAR. These brands aim to cover all distribution channels and each enjoys a strong reputation in their respective territories



CabinHepa+, the brand new cabin air filter developed by Sogefi (CIR Group) engineers using HEPA media, offers 50 times more protection than a conventional cabin air filter. Sogefi is the first supplier to offer a system in Europe that filters particles the size of a virus to protect the vehicle's occupants. This major innovation is available under the brand names Purflux® and Fram®.

Sogefi knows that the pollution inside the vehicle could be 4 times higher than outside. The inside is a confined and often shared space, occupants thus face a higher risk of exposure to a variety of airborne infectious agents and allergens, with possible harm to health.

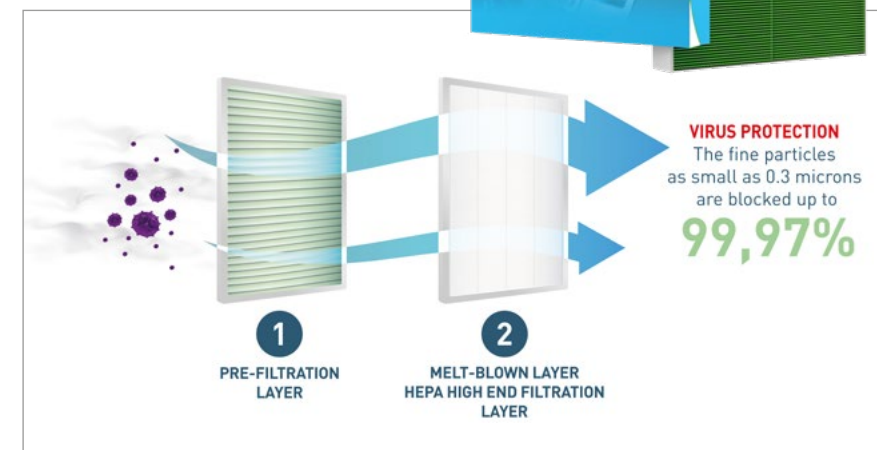
This is one of the first times in Europe that HEPA filters are installed inside vehicle air conditioning.

HEPA stands for High-Efficiency Particulate Air and is mainly used in medical environment.

CabinHepa+ prevents particles up to 0.3 Micron entering your interior

It is one of the most efficient filters on the European automotive market as per IEST-RP-CC007.1: Filter testing

- CabinHepa+ filters retain up to 99,97% of particles up to 0.3 micron and 99,90% up to 0,1 micron (which represents the size of most of viruses) which makes it one of the most efficient filters at sanitising the air inside the car.
- CabinHepa+ range covers passenger cars and is also focused on LCV as they are mainly used in rescue transporta-



tion (ambulances, fire fighters...) for the most-at-risk populations during pandemic situations.

CabinHepa+ is a 100% natural filtration that firmly protects against bacteria and mold

Nothing to hide. No addition of antibacterial agent (polyphenol or chemical fruit extract) is necessary to block particles. As

the filtration efficiency is high, no chemicals are used. CabinHepa+ can provide purified air to protect people at risk such as babies and elderly with low immunity systems.

Hepa media works by mechanical filtration, trapping the particles without using possible harmful chemicals. So, the chances of potential respiratory side-effects is 0 with CabinHepa+ even on long term use.

Advantages

- 1. High end filtration:**
CabinHepa+ is composed of a layer of randomly arranged polyester fibers serving as a pre-filtration for large particles.
- 2. Melt-blown layer:**
the fine particles as small as 0.3 microns are blocked up to 99.97%.

KEY FACTS

In 2022, SOGEFI has maintained its dynamic of launching new products, particularly on the most recent vehicles, with a strong focus on hybrid & electric applications. The company's objective is to make filters available for the aftermarket within months following the vehicle's release.



Valeo AquaBlade™: Valeo's award-winning windshield wipers

Not just rubber and metal... water too

Never to be overlooked, wiper blades perform the most fundamental of functions in any vehicle – to give the driver maximum visibility when on the road, because a clear vision is a safer drive.

Yet – often not considered until it's too late – wiper blades can be so much more than just strips of rubber and metal. And with Valeo AquaBlade™, the French automotive giant, Valeo, has turned water into an ally, by helping drivers to see clearer than ever no matter the weather.

Valeo AquaBlade's™ history... at the crest of the wave

Launched in 2012 – a unique concept resulting from the emergence of driving assistance and the need for the top of windshields to be perfectly clean – Valeo AquaBlade™ was a patented innovation, well ahead of its time.

A part of the Silencio and SWF ranges, Valeo

AquaBlade™ uses a flat blade with small, laser-cut holes that allow washer fluid to be distributed along the entire length of the blade.

In comparison, other wipers rely on spray nozzles that are either located under the hood or installed on the wiper arm. The benefits of the Valeo AquaBlade® are many:

- No more obstructing jets of cleaning fluid
- Better visibility and comfort for the driver
- Larger cleaning area, including upper windshield cameras
- Better night visibility (reduces glare and blur)
- Cleaning quality preserved at all vehicle and wind speeds
- Faster driver reaction time & lower braking distance

Safety first, safety second, safety...

The effect of Valeo AquaBlade™ on driver reaction times really can't be overstated. After more than 5,500 tests in real driving conditions, performed by the Fraunhofer Institute IOSB, the results were excellent.

Drivers using Valeo's AquaBlade™ reacted 315 milliseconds sooner than those using traditional nozzles. While in urban environments (at 50 km/h) a brak-

ing distance of 4 meters was saved, on the motorway (at 130km/h), a huge 11 meters of braking distance was saved. Such distances are often the difference between avoiding a dangerous accident or not.

Innovation front, back and more

Sold worldwide, and through both traditional channels and online, Valeo is currently the only manufacturer on the market to propose Valeo AquaBlade's™ original technology in all its different specificities: unheated and heated version, specific wiper arm connections, special spline curves to maximise the cleaning efficiency, rear version, etc.

In Northern Europe, for example, the heated version represents the major part of Valeo AquaBlade™ equipped car parc thanks to its tremendous performance in difficult weather conditions.

Wiping away the competition

Offering a wide range of 20+ references, which are the same portfolio for both the OE and the IAM, Valeo AquaBlade™ currently covers the full car parc – a car parc that is expected to grow to ten times its current size over the next few years.

Valeo AquaBlade's™ PACE award winning technology is here to stay and make the future both clearer and safer for all.

KEY FACTS

Valeo AquaBlade™ uses a flat blade with small, laser-cut holes that allow washer fluid to be distributed along the entire length of the blade, which provides drivers with maximum visibility.

New brake components from ZF Aftermarket: sustainable, innovative, and user-friendly

ZF Aftermarket has entered 2023 with three new or revised TRW products for brake repair; and in doing so is supporting one of the most important business areas in the independent workshop



KEY FACTS

ZF uses only electricity obtained from wind and solar energy in the production process at its plant in Spain, where the TRW Electric Blue brake pads are produced, which reduces CO₂ emissions by 14,600 tons per year.

The brakes of battery electric vehicles must operate as quietly as possible, generate little abrasion and should still have full friction performance even after a long period of non-use. These requirements have been met by the TRW Electric Blue brake pad, specially designed for electric vehicles, since its debut in 2018.

Now, TRW brake experts have further improved its performance. This includes, for example, dispensing with copper in the pad compound. Although the copper content has been limited for many years by the specifications dictated by ECE-R90 regulations, ZF Aftermarket has now succeeded in completely dispensing with the heavy metal. Furthermore, TRW brake pads consist of an average of 13% recycled materials and are free of organic solvents. Together with the further reduction in abrasion – the first generation of Electric Blue already produced 45% less brake dust than conventional friction pads – the optimised TRW products significantly reduce the emission of pollutants into the environment.

In addition, ZF uses only electricity obtained from wind and solar energy in the production process. Furthermore, as part of the Electric Blue relaunch, all polythene bags used in the packaging were replaced by organic bags. But it is not only in terms of environmental protection that the brake experts have further developed the Electric Blue product range. NVH (Noise, Vibration and Harshness) behaviour, i.e. driving comfort, has also improved.

New TRW brake hoses that are easier to install

ZF Aftermarket has also completely redeveloped its range of TRW brake hoses. An improved elastomer has made it possible to reduce the outer diameter from 10.2 to 9.0 millimetres, which has reduced the weight by 15% and has made the hoses 13%

more elastic, and as a result are easier to install. The hose material with its middle layer of ethylene-propylene-diene rubber (EPDM) is more resistant to brake fluid and high temperatures, thus improving the safety and durability of the components.

To make it easier for workshops to order, use and fit the new components, ZF Aftermarket uses the same part numbers as for the respective predecessor components. All mounting parts and seals also remain unchanged. With around 1,400 references, ZF Aftermarket provides comprehensive market coverage. And finally, the packaging has been changed to now consist of 60% recycled material.

Small part, big effect: The new TRW low abutment clip

Under the TRW brand, a product already in production for OE was added to the aftermarket portfolio: the low abutment clip with active spring return. This is a spe-

cially shaped spring that clips between the brake caliper and the brake pad. Such clips are used to primarily ensure the correct positioning of the pad, but the TRW product innovation also supports the roll-back function of the brake piston, ensuring that the brake pad doesn't rest against the disc while driving. This avoids unnecessary abrasion and reduces fine dust emissions and fuel consumption. It also increases the proportion of kinetic energy that can be recovered in electric cars through recuperation.



The new generation of TRW Electric Blue brake pads can be recognised by their new design. More than 60 versions are available for many current electric vehicles and plug-in hybrids.

Technological progress and mobility:

How new transport concepts will change the aftermarket

Change is an undeniable constant in our world. The nature of technology and innovation are to disrupt, progress, evolve and adapt to meet market demands, not just for now, but for the future. Back in 1908, when the Ford Model T was rolling off the production line in Detroit, who would have thought that 115 years later there would be cars driving themselves down the highway at double the Model T's top speed?

While the merits and benefits of technological progress and change can be debated, they cannot be stopped. An important and obvious example of this within the aftermarket is electrification. At the same time, we are seeing changes in areas like vehicle

the fourth quarter of 2022 were petrol, diesel or hybrid, almost 70% of sales.¹ So, while there may be urgency behind mitigating the climate crisis, the transition period will be substantial. In the meantime, newer, more efficient, and lower-emission vehicles will replace older, more polluting

models. This is good news for the aftermarket's immediate future.

Ownership

Many are predicting that vehicle ownership as we know it will soon become a thing of the past. This is due to Transport as a Service (TaaS). Predicted to reach a market of €376 billion in Europe by 2027, its success is derived from a combination of connectivity, urbanisation, and the rise of subscriptions.² In the future, people may just use vehicles as and when they are required, selecting from a fleet of shared

vehicles. In this case, ownership and maintenance will be controlled by the fleet manager, which is an important point for aftermarket providers looking to prepare for this possibility.

Digitalisation and data

As the complexity of vehicles and their sensors has grown, so too has the amount of data they produce and the extent in which they are connected. In the future, control and access to this data will be vital to the aftermarket, enabling over-the-air diagnostics or even predictive maintenance determined by artificial intelligence (AI). Without access to the data or insight into any conclusions it might offer, independent providers may not be able to compete with manufacturer dealers.

Autonomous systems

Expected to become a €280-370 billion industry by 2035, the rise of fully autonomous systems and the robust regulation that will be required to keep them safe will prove challenging for the aftermarket.³ While independent workshops may not need to know how to identify faults in such

complex systems, they will definitely need the access and ability to replace and calibrate sensors without heavy-handed OEM restrictions. When it comes to the systems themselves, OEMs will likely have complete control, using over-the-air updates to ensure maximum road user safety and operational performance.

Micromobility

In a study on micromobility, around 70% of respondents highlighted that they would consider options like bicycles, e-bikes, e-scooters, and mopeds for their commute.⁴ This supports the obvious and visible rise of such vehicles in cities throughout the world – compact, efficient, and personal.

The rise of micromobility vehicles will undoubtedly impact car ownership. For the aftermarket, it may eventually necessitate expanding services to include such vehicles, time will tell.

KEY FACTS

While the merits and benefits of technological progress and change can be debated, they cannot be stopped. An important and obvious example of this within the aftermarket is electrification and digitalisation.

Questions for the future

While the coming decades will likely bring uncertainty, it is important to focus on the opportunities ahead. Indeed, the aftermarket may look entirely different, but there will always be a need to maintain vehicles and keep occupants safe. For those that can adapt quickly to the evolving mobility industry, meeting its needs and keeping people moving, there is sure to be a bright future.



ownership, digitalisation, data, autonomy, and micromobility – all areas that will have important impacts on the sector.

Electrification

Decarbonisation of global transport is a cornerstone of humanity's approach to addressing the climate crisis, and part of that is the adoption of electric vehicles. This has a multitude of consequences for the aftermarket, from reduced maintenance requirements to the safety aspects of servicing high-voltage systems. In reality, however, the transition will take some time. The average ICE-powered vehicle's life is around 8-13 years, and many of those are still being sold today. In fact, most vehicles sold in Europe throughout



¹ <https://www.spglobal.com/commodityinsights/en/market-insights/podcasts/oil/020223-eu-sanctions-naphtha-diesel-flows-replacement-supply-russian-production-global-impact-prices-oil>

² <https://www.statista.com/outlook/mmo/shared-mobility/europe>

³ <https://www.mckinsey.com/industries/automotive-and-assembly/our-insights/autonomous-driving-future-convenient-and-connected>

⁴ <https://www.mckinsey.com/features/mckinsey-center-for-future-mobility/mckinsey-on-urban-mobility/what-germany-can-teach-the-world-about-shared-micromobility>

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