

TOP TRUCK #10

MAGAZINE Winter 2018



www.toptruck-international.com

SAVE THE DATE

2018

For more information on events, please contact: GROUPAUTO International
grouppauto@grouppautointernational.com

FEBRUARY

15th

The Netherlands

TOP TRUCK THE NETHERLANDS NEW YEAR'S DINNER

MARCH

13th-15th

The Netherlands

EXHIBITION TRANSPORT COMPLEET HARDENBERG

23th-24th

Germany

COPARTS WORKSHOP CONGRESS, FRANKFURT/MAIN

APRIL

27th-28th

Germany

TOP TRUCK PARTNER MEETING, SINSHEIM

MAY

19th-20th

France

TRUCK GRAND PRIX OF CASTELLET

JUNE

6th

The Netherlands

G-TRUCK CONGRESS

AUGUST

10th-11th

Finland

POWER TRUCK SHOW

20th-23th

Russia

MIMS AUTOMECHANIKA MOSCOW

30th-1st SEPTEMBER

Finland

FINNMETKO EXHIBITION

SEPTEMBER

4th-6th

The Netherlands

EXHIBITION TRANSPORT COMPLEET GORINCHEM

11th-15th

Germany

AUTOMECHANICA FRANKFURT

29th-30th

France

LE MANS 24 HOURS TRUCK RACE

OCTOBER

4th-5th

U.K.

TOP TRUCK UK EVENT, AUTOMOTIVE ALLIANCE
TRADE FAIR

NOVEMBER

10th

France

VILLEPINTE TRADE SHOW

2019

19th-23th NOVEMBER

France

SOLUTRANS EXPO 15

COMMENT

#10
Winter 2018

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147, avenue Charles de Gaulle
F-92200 Neuilly sur Seine
Tel: +33 (0)1 46 37 25 02
Fax: +33 (0)1 46 37 50 95
E-mail: groupauto@groupautointernational.com

PUBLISHER: Hans Eisner

COORDINATION: Susanna Laurencik

EDITOR: Alex Stewart

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FACING THE FUTURE WITH CONFIDENCE

Building on a heritage of success and marrying that to innovation is the key to growth

A new year is always a time to take stock, to appreciate what has gone well and to learn from what has not. And a time to plan for the year ahead, to confront its challenges and exploit its opportunities.

But we cannot simply look forwards. One of TOP TRUCK's many strengths as a network is its ability to build upon the hard work and success of years gone by, and to blend innovation with a strong sense of heritage that will serve us all well heading into 2018.

Indeed, this year saw G-TRUCK France celebrate its 20th birthday, a testament to the success and longevity not only of the network's brand, but its integrity and uncompromising pursuit of ever better customer service.

Who will be writing the next chapter of the TOP TRUCK network's success? If this issue is anything to go by, then all our member countries – across the whole TOP TRUCK family, network members are striving to learn from each other and our service partners, to share best practice, to create forums for the exchange of ideas, and to recognise and reward quality in whatever form it comes, from workshops to branding to online platforms.

The common thread here is working together – not just in the present with each other, but also with our network's heritage. By consistently delivering strong performance to customers, by listening to them and to our partners and suppliers, and by creating, maintaining, and building upon a trusted brand, the TOP TRUCK family can look forward to this new year, and many more to come.

The TOP TRUCK International team wishes you all a successful 2018!

GROUPAUTO International

TOP TRUCK'S
EVOLUTION

REFERENCED SUPPLIERS



MEMBERNEWS

ADRIA

GA ADRIA PREPARES FOR FIRST TOP TRUCK SERVICES

GROUPAUTO Adria has held meetings and presentations for members as preparation for the start of the TOP TRUCK network.

G-Truck members' activities were mainly focused on expanding their sales network to better cover the areas where the first TOP TRUCK service outlets will be located.

Indeks, a company from Bosnia and Herzegovina, has expanded its branch coverage with a new office in Dobo; Indeks now covers the entire territory of Bosnia and Herzegovina with 13 branches.

Network member Burak Automotive from Kosovo opened its new branch office in Prishtina and signed a contract for the distribution of the Textar product.

In Serbia, KMS opened two branches in Belgrade and Novi Sad, and has participated in the "Belgrade Car Show", show-casing a full range of products to its Serbian customers.

Last, but not least, our Croatian member Feros gathered its best customers at the traditional «Truck & Bus Roll Show» fair.



BRAZIL (495 GARAGES)

CAMPAIGN REWARDS SUCCESSFUL MEMBERS WITH MORE



Launched in 2014, a campaign by GROUPAUTO Brazil Network Members (Rede PitStop EuroGarage and TOP TRUCK) offers members the chance to have unique experiences that enhance their knowledge around managing their businesses. And this year was no different: the Bagagem de Negócios 2017 campaign finished between November 6th and 10th, when award-winning members could be found in São Paulo participating in many activities, such as technical visits and exclusive lectures.

This year, there was yet more innovation, as the group of winners attended HSM, the biggest Forum of Leaders in the world. Visits were made to Mahle Metal Leve and ZF / TRW factories (with their focus on Heavy Duty), which shed light

variety of future initiatives, and closed with lectures, during which knowledge was shared that broadened the horizons of businessmen and women in the sector in which they operate. On the last day, the group was invited to jump on iFly, concluding the event with the experience of flying in complete safety.

"The campaign Bagagem de Negócios 2017 was, without doubt, a great success. For us, spending time with these businessmen was a unique opportunity to integrate a small part of our huge group with more than 1000 businessmen scattered all over Brazil. And jumping with this small group meant a lot to all of us", said Paulo Fabiano, director of the GROUPAUTO Brazil Network Members (Rede PitStop EuroGarage and TOP TRUCK).

The campaign Bagagem de Negócios is exclusive to GROU-PAUTO Brazil Network Members (Rede PitStop Eurogarage and Top Truck) and you can follow a little bit of that unique experience by watching the network's video – feel free to enjoy and share this moment!



BULGARIA (13 GARAGES)

LOTS TO TALK ABOUT

TOP TRUCK Service is the largest service chain for commercial vehicles in the Republic of Bulgaria, with 13 workshops and over 700 highly qualified mechanics.

Members of the service chain are among the largest and well-equipped independent workshops in the country. To maintain this dominant position, workshops are required to update and expand their skills in technical expertise and to develop active marketing communication. However, in their day-to-day work, it is difficult to find time to take care of advertising their business and securing customer loyalty. For this reason, 2018 will see Nelas Auto Parts continuing

its active support of the development of TOP TRUCK Service's market potential in Bulgaria. In addition to traditional technical training aimed at increasing the qualification of the mechanics, the focus will once again be on marketing and communication campaigns that will support the work and extend the scope of service of the TOP TRUCK network.

Campaigns will be focused on the quality, professionalism and comprehensive service that TOP TRUCK Service customers receive, and will be built around well-structured service campaigns, combined with communication in media publications and social networking campaigns.



FINLAND (38 GARAGES)

TOP TRUCK NETWORK GROWS IN FINLAND



The TOP TRUCK workshop network was launched in Finland in early 2017 and it currently covers almost the entire country from southern Finland to Lapland.

The first joint meeting of the network was held in Helsinki on 15th September 2017, attended by many workshop representatives. The meeting dealt with current topics and future developments of the network and decided on the establishment of the TOP TRUCK Workshop Council. TOP TRUCK members will be strongly involved in the development of the network's activities. Workshop owners in several locations are interested in the TOP TRUCK concept, so more members will join the network soon.

Versatile support is provided to members to promote their business. To keep up-to-date with the constantly expanding range of products, workshops have access to diverse spare part browsers. Several workshops have taken to using the

HaynesPro WorkshopData Truck Edition program. On top of that, a dedicated technical support network has been launched for workshops.

In addition to the wide network support, the workshops have access to many benefits as part of their membership, such as waste management, vehicle inspection, and training services. Moreover, this includes services related to workshop equipment maintenance, marketing, and workwear. The training possibilities for service personnel are constantly being developed and the need for training courses at individual workshops has been surveyed, which enables just the right kind of training. Workshops have access to an extranet site where a large amount of useful information is gathered together in one place, including bulletins, price lists, technical information, product catalogues, and much more.

On the domestic and international TOP TRUCK websites, customers can find the contact information and service range of all the workshops. The website and TOP TRUCK Finland Facebook site feature informational news releases. The network has also participated in relevant exhibitions and the workshops' own events. The increasing visibility of the network has even attracted new customers. A variety of brochures, campaigns and special offers have been produced to support marketing. In addition, there is a wide selection of marketing material and clothing available to the members to increase their local visibility. TOP TRUCK signs have been delivered to most of the workshops, so the network is becoming more and more visible to Finnish customers.



GERMANY (101 GARAGES)

BADGE OF QUALITY

Michael Schmidt, commercial vehicle maintenance from Weilburg near Frankfurt/Main, was the first system partner to receive the “TOP TRUCK quality badge”. Gerd Netteheim, COPARTS Division Manager Commercial Vehicles (photo left) presented owner Michael Schmidt (photo right) with the plaque during the Profi Service Tage trade fair in November 2017. To signal their affiliation with the nationally and internationally strongest commercial vehicle workshop concept, as well as their technical and expert competence, TOP TRUCK partners have the quality badge at their disposal. Only workshops and system partners who meet the highest technical and quality standards have access to this competence network. The quality badge is an award and can be effectively presented as a promotion on the front facade of the building as a special marketing measure to attract customers. Workshops document with this quality badge their reliability and their expertise in a strong network



CONTINUED GROWTH

Through a consistent development of system services, a total of 21 new TOP TRUCK partnerships could be won in the period from July to December 2017. The increase is indicative of the interest of commercial vehicle workshops and fleet companies in a future oriented and high-performance concept. With the new partners, TOP TRUCK is now opening in additional locations and regions for higher market cover and network density.

MAKE A NOTE IN YOUR DIARY

On the 23rd and 24th March 2018, the Workshop Congress, initiated by COPARTS, will take place for the first time. In Frankfurt/Main, industry experts will talk about innovations such as the latest business models through telematics. The congress addresses cross-system car and truck workshops and aims to inform participants about branch developments and the “future of mobility” as well as their impact on the service business.

On the 27th and 28th April 2018, TOP TRUCK /G-Truck invites everyone to a big TOP TRUCK partner meeting in Sinsheim near Heidelberg. The Get-Together offers an ideal opportunity to exchange experiences and ideas away from the hustle and bustle of everyday life in an informal atmosphere. The participants will be informed about system goals and highlights in the current year. Among other things, G-Truck-Media will be presented as a new communication platform for shareholders: it contains relevant information on the partner database and competition details, as well as downloads of supplier catalogues and information. At the same time, the TOP TRUCK marketplace will be presented as an online tool for workshops and dealers: it enables a fast and informative exchange within the partner structure. Likewise, a catalogue on the subject of load safety is being offered – here, for the first time, new products will be presented. CAR1 Truck Line assortment includes, among other things, edge protection corners, anti-reflective mats, fixing straps, and aluminium clamping beams.



IBERIA (182 GARAGES)

TOP TRUCK INTERNATIONAL BREAKDOWN SERVICE

Once again, the market has confirmed TOP TRUCK as the international leader in multi-brand repair workshops for commercial vehicles. However, customers want to enjoy the same benefits of superb performance in the repair and maintenance of vehicles with roadside assistance on international routes. It is logical that, as the demand for international road transport grows, both the individual transporter and medium and large fleets are attracted to the possibility of having a single interlocutor, for international assistance on the road as well as for other services.

For this reason, for a long time, TOP TRUCK Iberia have been insisting on the need to exchange information about network capacities and commercial conditions in different countries, to meet the demand for roadside assistance. Thanks to the collaboration of practically all the members of the network and the unconditional support of GROUPAUTO International, TOP TRUCK has been able to initiate the BDS (Breakdown Service) pilot project in Spain, Portugal and Italy, which will be extended to France and the United Kingdom, before being offered to all national networks.

The main challenge of the project is not to build a common technological platform, which has been possible thanks to the widespread use of GNM as GROUPAUTO software, but to adapt with flexibility to the needs of drivers, fleet man-

agers, call centres, and road assistance companies, as well as to workshops from 16 countries, in their own language and with their own working practices.

The result, even in its test version, is a platform that collects the driver's assistance request from an application for mobile phones or from a simple call to the call centre, reporting the position and circumstances of the driver and the vehicle and which link to a web application. In so doing, workshops, fleet managers and assistance companies exchange information in real time to achieve an optimal result.

In this way, everyone contributes effectively, and with absolute transparency, to the solution process. The presentation of guarantees, the allocation of the most appropriate workshop, the preparation and acceptance of the budget or the billing and closing of the process all take place within the system to manage the information accurately and learn from experience to continuously improve the service.

It is hoped that, by the end of the year, the service will be fully operational in all the countries of the TOP TRUCK network, and that the assistance companies and fleet managers will not only be our partners and clients, but also the best advocates of a network that keeps growing in numbers but, more importantly, in the quality and innovation of its services.



PORTUGAL (16 GARAGES)

WRAPPING UP 2017

TOP TRUCK Portugal's 4th quarter meeting was held in the fishing town of Ericeira, with the year's wrap-up and 2018 planning on the agenda.

The status of existing partnerships, training, and an in-depth look at the ARMIN and GNM platforms were also analysed. Making good use of the presence of all TOP TRUCK Portugal members, new strategies and new ideas were also discussed to promote the garage network in the new year. In 2018, the network's main goals are training for ARMIN and GNM, stronger communication about the garage network, and the sponsorship of heavy duty events.

The unveiling of new locations covering areas not currently serviced will pose a big challenge, but will guarantee full national coverage, leveraging the TOP TRUCK network as an added-value to big transport companies. At the end of the meeting, a visit was made to the TOP TRUCK workshop in

Mafra where this partner's best practices were shared.

As of now, the TOP TRUCK Portugal network comprises 16 garages, covering the main traffic routes around the country.





ITALY (177 GARAGES)

MY TOP TRUCK, THE TOP TRUCK WORKSHOP MANUAL

During the past year, TOP TRUCK Italia has endeavoured to push the network forward, not simply by numbers but also in terms of professionalism and competence. The network now has over 170 workshops, distributed throughout the country, which provide the best tools and the greatest possible support, offering TOP TRUCK customers the best service wherever they are.

Very often, the tool used to evaluate consumer choice is the advice of third parties, who may have already tried that service and can recommend it. TOP TRUCK's goal is to help its workshops offer such a remarkable service that this gets spread by word of mouth.

Innovation is often linked with growth, but innovating for TOP TRUCK Italia did not mean introducing something completely new: it meant using in a different way what already exists to improve the performance. 'MY TOP TRUCK', the TOP TRUCK workshop manual, was therefore created, driven by the desire to always improve.

It is a practical manual, where workshops can find suggestions and explanations on how to better use the services that have been provided as a member to the TOP TRUCK network. The manual is organized by sections, to make the topic search quick and easy. After a brief introduction to the TRUCK COMPANY GROUP and the TOP TRUCK network, the manual delves in to more technical and practical topics. A lot of attention has been given to the Catalogues, which have always been TOP TRUCK Italia's flagship – the Spare

Parts Catalogue TRUCK COMPANY GROUP and the TOP TRUCK Technical Catalogue – Haynes Pro. Inside their pages, readers can find guided tours that show the user all available content and the various possibilities offered. The catalogues are used on a daily base by the workshops but further study can help to use them in a more efficient way. Pages are also dedicated to training courses, because, in a complex and competitive market such as industrial vehicle repair, success only comes to those who manage to satisfy the client's needs in a competent, organized, and professional manner.

Since technologies and methodologies change often and with increasing frequency, it is necessary that workshops are always professionally up-to-date.

In the 'MY TOP TRUCK' manual there are also: instructions on the correct use of logos to customize documents, garage areas, work clothes, and vehicles; information and advice on marketing activities; and information on agreements proposed for the upcoming year. Creating synergies with the other heavy vehicle market «actors» is the way to increase visibility for the TOP TRUCK network and to offer more job opportunities to the workshops. Finally, there are some practical folders to organize TOP TRUCK Network documents, such as signed agreements.

The goal is to provide a practical, easy-to-use tool that will become the «best helper» to TOP TRUCK workshops.



RUSSIA (2 GARAGES)

LEARNING BEST PRACTICE

2017 was rounded off by members of the G-Truck/TOP TRUCK Russia network with an active series of training events, such as technical workshops, and a business trip to the factory of a large producer of spare parts for commercial vehicles. The events were jointly organized by GROU-PAUTO Russia and the Komtrans company, and included 25 participants from seven different regions of Russia and Kazakhstan.

Technical workshops were held at Komtrans' new training centre in Chelyabinsk. Representatives of many commercial vehicle spare parts producers (HELLA, BOSCH, ZF) held four workshops there. The workshop series culminated in an effective sales training session, developed by a leading business coach of the G-Truck/TOP TRUCK project. This author's training was highly successful and aroused great interest among both beginners and experts.

Participants in the G-Truck/TOP TRUCK project went on a business trip to the factory of the SCHAEFFLER Group in Austria one of the jewels in the Gorup's crown. Directing officials and factory representatives organized a tour around the territory and presented the scale of production and a unique quality control system for manufactured products. After the tour, there was a technical workshop for the participants. SCHAEFFLER factory experts presented on the latest solutions for the aftermarket, which allow a reduction in the time taken by transport servicing of up to 50% (FAG SmartSET). Technical workshop sessions and visits to the factories of global producers have become a successful element of the project "Truck LDC/G-truck (G-Truck/TOP TRUCK project). The value of such events is in the unique opportunity to get maximum useful information, exchange experiences with colleagues and adopt the best practices of international experts and producers of spare parts for commercial vehicles.



UKRAINE (27 GARAGES)

BUILDING PARTNERSHIPS



IRBIS-AUTO set a target for the TOP TRUCK network to increase its workshop quantity throughout Ukraine to ensure the quality and prompt repair of trucks, and there are now 27 workshops at the close of 2017. Workshops from Mukachevo, Vinnytsya, Kropyvnytsky, Kryvy Rig, Bilotserkovka, Sumy, and Kremenguk has entered the Ukrainian TOP TRUCK network. Thanks to IRBIS-AUTO's cooperation with AVTEK company, eight workshops from the TOP TRUCK network have also become FORD TRUCKS official workshops.

During TIR 2017, a specialised international exhibition held in Kyiv on October 25th, IRBIS-AUTO hosted an event with the aim of bringing together workshops and spare parts manufacturers for the first time. The purpose of this event was to increase of business relations between the participants, so they can ask questions directly and receive answers immediately. Manufacturers, for their part, could learn about problems and market trends. More than 100 representatives of the automotive aftermarket participated in the event, including directors of Ukrainian TOP TRUCK workshops and GROUPAUTO-approved suppliers, such as Federal-Mogul Motorparts, Hengst, Schaeffler, MANN+HUMMEL, NRF, Tenneco, Valeo, and ZF Aftermarket.



The most valuable result for the transportation companies' directors who came to Kyiv from all over the Ukraine was the amount of information which they can take back to their partners and employees.

Using IRBIS-AUTO as a link between participants provides clients and partners a big advantage – being first to have information from key spare parts suppliers in full. By focusing on the needs of clients and partners, IRBIS-AUTO can assist with problem solving and help with growth. “It's important to receive a feedback from workshop directors and give them the floor in communication with the manufacturers”, explained General Director of IRBIS-AUTO Viktor Chesnov.



IRBIS-AUTO's activity goes far beyond such events' organization. By adopting the development strategy of its clients, IRBIS-AUTO has created a package of supporting programs for TOP TRUCK workshops, which are extremely useful. These include: planned training for mechanics, both in-house and using trainers from companies like ZF Aftermarket, Schaeffler, and Federal-Mogul; education and implementation of modern diagnostic tools; certification of workshops by leading brands such as Meritor Service Point, as well as the development of new service concepts and the design and development of new workshop complexes;

This IRBIS-AUTO approach fundamentally changes the opinion about the spare parts distributor as just a seller and a logistics specialist towards the company which solves clients' developing business tasks comprehensively and the demand in spare parts automatically comes along with the loyalty to the supplier.


UNITED KINGDOM (36 GARAGES)

TOP TRUCK GEARS UP FOR 2018



The TOP TRUCK network of reliable independent CV workshops is anticipating major expansion in 2018 as more workshops learn of its benefits. The UK's premier CV workshop support programme, available to independent businesses supplied by both G-TRUCK and UAN TRUCK parts distributors, is designed for CV workshops looking to take the next step in their development. G-TRUCK and UAN TRUCK are committed to the success of independent workshops, offering them access to a huge range of quality parts, lubricants, tools, and consumables, all competitively priced. The TOP TRUCK programme adds a host of additional benefits.

SPREADING THE WORD

G-TRUCK and UAN TRUCK business development managers will be spreading that message further than ever 2018, and helping to expand the TOP TRUCK network to every corner of the UK. This year, the message is stronger than ever. The recent opening of the CV Logix parts distribution centre gives members even better access to the best CV parts in the market, and boasts a portfolio of blue chip suppliers including Meritor, Bosch, Valeo, Schaeffler, Haldex and Mann-Filter, to name just a few.

Membership of the TOP TRUCK programme also helps workshops become fit for the future. TOP TRUCK garages can take advantage of an apprenticeship programme that trains and develops the next generation of master technicians. They also have access to a rolling calendar of highly

recommended training programmes, designed to give technicians expert knowledge of the products they use, and keep them up to date with the latest developments in commercial vehicle technology.

TECHNICAL EXPERTISE

One such development is telematics. Participation in highly-connected fleet management is increasingly important for forward thinking CV workshops. As part of the TOP TRUCK programme, workshops get access to the GROU-PAUTO Network Management platform (GNM), a cloud-based telematics platform that connects all our repair garages, distributors, parts suppliers, training providers and many others.

The platform's Repair & Maintenance Module provides a standardised interface between the TOP TRUCK workshop network and fleet customers for repair and maintenance services, making scheduling, parts ordering and communications smoother than ever. Workshops with access to this powerful platform have an immediate advantage over local competitors.

Other benefits of TOP TRUCK membership in 2018 include entry to the very first TOP TRUCK UK event, scheduled for October as part of the biggest trade show ever staged by parent company Alliance Automotive.

This huge event – with 1400 delegates and 150 approved supplier exhibitors – will take place over two days (4th – 5th October). For the first time, it will give TOP TRUCK members the chance to meet suppliers and attend technical seminars and live demonstrations presented by leading industry trainers.

BRAND RECOGNITION

All year round, the TOP TRUCK network will also benefit from a calendar of central marketing initiatives, all designed to push the TOP TRUCK brand to potential customers. That will include strategic sponsorship opportunities that are currently being finalised. All these initiatives will be geared to creating the most positive recognition around what is increasingly considered the market leader in commercial vehicle aftermarket servicing.

All in all, 2018 is shaping up to be a memorable year for the UK's best CV workshop support programme.



THE NETHERLANDS (42 GARAGES)

A NEW MASCOT

Towards the end of 2017 G-Truck The Netherlands made a trailer focused on FleetMaster, to present this programme to consumers. In the trailer, customers received an explanation of what FleetMaster can do for them and shared important information about the programme. This year the trailer will go on tour, and will visit different fleet owners that have their own workshops.

TOP TRUCK had its second yearly exhibition in Gorinchem; with over 12,000 visitors, it was again a great success. Together with TOP TRUCK's partners, Total, Wijnhuizen, Mann Filter, and other manufacturers, there was a lot of news and product placement for the benefit of visitors. TOP TRUCK also introduced a new promotion column, which provides more exposure for members.

TOP TRUCK also hired an account manager, Paul de Jong. Paul will work three days a week and will support TOP TRUCK members in achieving more turnover in the workshop. He will visit potential customers and convince them to do their repair and maintenance with a TOP TRUCK member. With his experience working for Renault Trucks for over 30 years, the first successes have already been achieved.

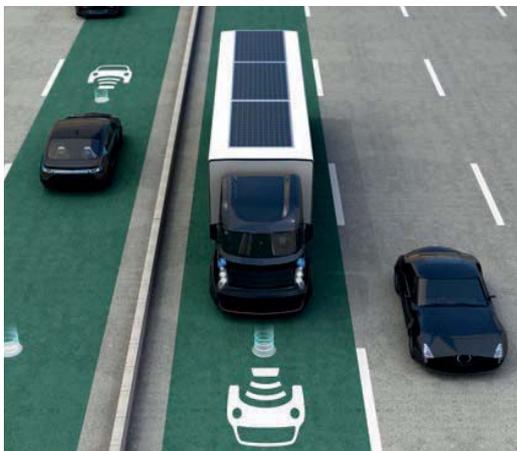
This year, TOP TRUCK will also have a new member of the family, Finny the Fox. Finny will be TOP TRUCK's new mascot, bringing the message, "Be smart and go to a TOP TRUCK member with your fleet for great service and good prices". Finny will appear at exhibitions, on Facebook and at other events in the Netherlands. Finny will assist with the forthcoming year's main target, to expand the network with new members.

TRUCK RACING IN ZOLDER

TOP TRUCK members also enjoyed a day at the Truckraces in Zolder with Team Robineau, held on the 17th of September. It was a great day with sunny weather and more than 30 people attended, including customers from TOP TRUCK members and the members themselves. Some of them even made a weekend out of it, staying at a camp site near the track or in an hotel. Team Robineau also put up a tent where the guest could enjoy lunch.

There was a lot of action on the track, where the 1200 hp trucks were great to watch. With all the on-track excitement and the great weather, everybody had a superb time. Guests also received a t-shirt sponsored by Bovemij and Total, as partners of TOP TRUCK The Netherlands.





TECHNOLOGY

GOOGLE TESTED AUTONOMOUS TRUCKS

Waymo, a subsidiary of Alphabet (Google) specializing in autonomous cars, has been testing delegated drive trucks. It wants to apply its innovations to freight transportation, the truck industry, and logistics services. A patent for a small urban delivery truck has already been filed. Last June, Waymo tested a Class 8 Peterbilt truck, the biggest in the United States, on the roads of Arizona and California.

ROAD TRANSPORT

THE POLISH PAVILION INCREASES ITS DOMINATION IN EUROPE

The 80,000 Polish road transport companies, which employ more than 230,000 people, achieved a turnover of 24.8 billion euros in 2015, doubling it compared to 2009. Traffic has tripled since Poland's entry into the European Union in 2004, reaching 260.7 billion tonne-kilometers in 2015. Polish transport companies now account for 14.7% of the volume produced by the 28 members of the European Union. It ranks second behind Germany, and in first place for international transport with a 28% market share. In this segment, Poland became a leader in 2007 and its domination continues to grow.

ELECTRIC TRUCK

UP TO 500 OFFICIAL ORDERS FOR TESLA TRUCK

Tesla has recorded 300 to 500 official orders for its electric truck. The latest customer is the Bee'ah Group from the United Arab Emirates. It has ordered 50 Tesla trucks for collection and waste transport. This new order will bring between \$7.5 and \$10 million to Tesla, which has already booked large orders from Pepsico (100 trucks), UPS (125) and Anheuser-Busch (40). The announcement follows the upcoming installation of Tesla Powerpack technology in the group's future headquarters in Sharjah. This complex, currently under construction, will be powered by Tesla batteries that will store solar energy.

ROAD

SIEMENS WILL TEST «ELECTRIC HIGHWAY» IN GERMANY

The Siemens group will build the first infrastructure for electric trucks in Germany. This full-scale test will take place on a 10-kilometer section of the A5 motorway near Frankfurt. The concept is based on the use of hybrid trucks equipped with a smart pantograph, which allows moving to fully electric propulsion. The vehicles then automatically switch to their hybrid engine when travelling on catenary-free roads.



FRANCE - ENVIRONMENT

FRANCE DEVELOPS CNG STATION NETWORK

The French government has launched a project called “Integrated CNG Mobility Solutions”. It aims at creating 100 new CNG supply stations in the next four years and commissioning 2,100 heavy trucks dedicated to the transportation of goods. This will require an investment of 381 million, including 30 million of state aid. Currently, the French territory has only 38 public stations for heavy vehicles and a few thousand CNG vehicles in circulation.

IVECO

LESS CO2 EMISSIONS WITH CNG TRUCKS

Iveco has sold the 1,000th CNG Stralis NP. Thanks to the technology developed by its parent company Verbio Vereinigte BioEnergie AG company, German logistics company Verbio Logistik is launching the first CO2-neutral fleet in Germany, running on biogas generated from straw. This fuel reduces CO2 and Nox emissions by 90% compared to a conventional diesel fleet. Their noise level is 50% lower than their diesel equivalent. Verbio has chosen the 400-hp CNG version. With two fuel tanks containing 920 liters of CNG or biomethane, this version offers a range of 570 km.

FRENCH MARKET

SALES OF TRUCKS INCREASE

Registrations of industrial vehicles increased by 7% in France in 2017, passing 50,000 units. The Industrial Vehicle Observatory, in its latest annual survey, stated that this level should be maintained in 2018.

ENVIRONMENT

ORGANIC WASTE FROM MCDONALD'S RESTAURANTS FOR TRUCKS

Martin Brower, McDonald's exclusive logistics provider in France, will test a 26-tonne Stralis Iveco carrier running on biogas, produced from organic waste from its restaurants. This vehicle is intended to make deliveries in urban areas, initially in the Lyon area.



CES 2018

NEW SELF-DRIVING STORE FROM TOYOTA

Toyota unveiled a new take on the «mobility» concept at CES 2018 in Las Vegas. It is an electric, self-driving vehicle that, when launched, will apparently be a combination of deli, pizza delivery, retail shop, and ride-hailing service. The company will launch an e-Palette model at the 2020 Olympics, where it is a sponsor. Toyota has already signed on partners for the mobile store including Amazon, DiDi, Pizza Hut, and Uber — thus suggesting the e-Palette will deliver pizza or packages directly to you, or drive you to a destination. «[E-Palette is] a platform that will be the backbone for mobility-as-a-service, for autonomy, for car-sharing, for any number of services that we want to make possible,» said Toyota.

VOLVO

GEELY BUYS 8.5 % SHARE OF AB VOLVO

Already a 100% shareholder of Swedish Volvo Cars since 2010, Chinese group Geely will acquire 8.2% of AB Volvo, the world's second largest heavyweight group. AB Volvo produces trucks under the brands Volvo Trucks, Mack, and Renault Trucks, as well as buses, military vehicles (Renault Trucks Defense), construction machinery, and marine engines (Penta). In 2016, the Swedish industrialist recorded a turnover of 30 billion. After a record third quarter 2017, it plans to sell 300,000 trucks worldwide this year.

TAXES

NEW ECO-TAX IN THE BASQUE COUNTRY

The Basque province of Guipuzcoa has introduced the first eco-tax in Spain. Since the beginning of January, trucks over 3.5-tons are taxed over twenty kilometers when they cross the Nationale-1 from Irun to Etzegarate. The price is about 0.34, double what such vehicles pay on the highway. The measure is intended to lighten traffic and to move it to the nearby highways AP-1 and 1P-8. According to tests conducted by Bidegi, the operator of the toll motorways – who will also operate the eco-tax – on a typical week, 12,000 trucks use N-1 every day, of which 56% are foreign registered (Portugal 24, 2%, France 4.7%, Poland 4.4% and Romania 4.2%).

ELECTRIC TRUCK 2

NEW COMPANY ON THE FOOTSTEPS OF TESLA

Los Angeles-based startup Thor Trucks has unveiled its new electric semi prototype, the Thor ET-One. The company is trying to bring the heavy-duty electric vehicle to market before the Tesla Semi hits in 2019, and they also have plans to convert other trucks to electric propulsion. Thor is a small startup and it doesn't have the resources to build a truck from the ground up. According to Trucks.com, they are using a modified Navistar chassis, heavy-duty Dana axles, and electric motors from Hydro-Quebec's TM4. The company focuses on the ET-One, which they plan to release for \$150,000 with a range of 100 miles and a full load capacity of 80,000 lbs. It is also planning another option with an electric range 300 miles that will cost an extra \$100,000.

SCANIA

NEW TRUCK FOR URBAN MARKET

The manufacturer Scania is finalizing the renewal of its range, which it started last year, with the release of the L-series, dedicated to the urban and suburban environment (distribution, waste collection, and construction). The L-series is equipped with the new 9-litre Scania engine, available in three diesel power levels. Running in 2018, the Scania OC09 gas engine (in two power levels for CNG and LNG) will complete the engine range for this series.



HUMAN RESOURCES

AN INFORMATION PLATFORM ON THE EMPLOYMENT OF WOMEN IN TRANSPORT IN EUROPE

In November, the European Commission has launched an information platform dedicated to the employment of women in transport. Its objective: to promote good corporate practices in this area. In Europe, women make up 22% of the transport workforce. With a total of 127,100 women in the industry, more than 6 in 10 women worked in the goods business in 2015.

BELGIUM

JUMBO TRUCKS ON ROAD

Three years after Flanders, Wallonia (Belgium) has just issued its first derogation to authorize the circulation of a 25.25m long road truck. Called Ecocombi, the truck will carry 36 pallets (12 in the first trailer, 24 in the second trailer) instead of the usual 26 pallets. According to the three partners in the operation, the pilot phase is expected to save nearly 3,000 km travelled, compared to trips made by conventional trucks, by offering 30% additional loading capacity.



LOGISTICS

CHRONOPOST LAUNCHES SUNDAY DELIVERY IN MAJOR FRENCH CITIES

Chronopost has offered Sunday delivery service this service in Paris, Ile-de-France and 14 major French cities since November. For one year, Chronopost has experimented with deliveries on Sunday in Paris and in the department of Hauts-de-Seine. The test, described as «very conclusive», led the express carrier to expand this offer from November. «We conducted a survey of 1,294 individuals in January 2017. It revealed that 92% of e-shoppers who order online Friday wish to be able to choose between Saturday or Sunday delivery and 38% said they would be willing to pay more for this type of service,” said Chronopost.

RUSSIA

TRUCK SALES JUMPED 50.4% IN 2017

Truck sales in Russia jumped 50.4% in 2017 to some 80,200 units, including 10,500 units in the month of December alone (+ 50.8%). By brand, Kamaz is still leader in this segment of the market, with 26,400 units sold in 2017 (+ 30.6%), followed by GAZ (7,800 units, + 6.9%), Volvo (6,000, + 246.6%), Scania (5,700, + 126.2%) and Mercedes-Benz (5,600, + 173.1%).



EMISSION

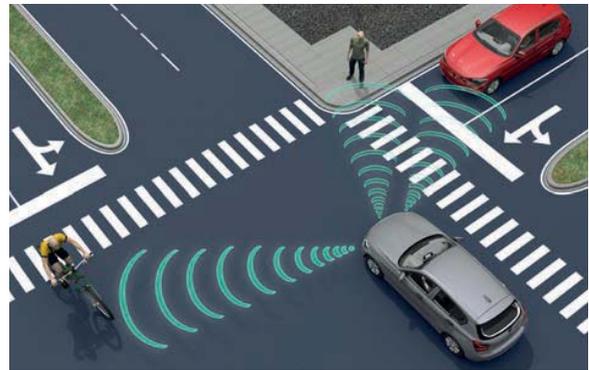
TRANSPARENCY FOR CONSUMPTION AND CO2 EMISSIONS

Road hauliers are calling for more transparency regarding fuel consumption and CO2 emissions data of heavy goods vehicles, so that they can choose their fleet accordingly. Several European professional organizations have called on the European authorities to assist in securing such information.

SPAIN

DISAGREEMENT ON THE PASSAGE OF 44-TON TRUCKS

Last December, the professional unions of Spanish carriers and loaders separated without being able to agree on the passage from 40 to 44-ton trucks. Some measures have made progress, particularly on taxation and sectoral regulations. However, there was no agreement on the passage of the maximum tonnage to 44 tons. Spanish shippers believe that this measure would save the industry 1.2 billion euros, but carriers believe that this proposal will not benefit them.



NAVIGATION SYSTEMS

BOSCH AND HERE TECHNOLOGIES

Bosch has taken a 5% share in Here Technologies, the map and location services provider. This partnership is expected to materialize in the autonomous vehicle sector, but also in Industry 4.0, with an intralogistics focus. The two partners intend to make use of the boom in autonomous vehicles by providing cards of great precision. These maps will to be updated with data from Bosch on-board radar and video sensors, and enriched with real-time traffic, traffic jam, jobsite, and accident information.

FEATURED MEMBER

FRANCE



SUCCESS AT SOLUTRANS



The 14th Solutrans trade show once again attracted international road and urban transport professionals to the Lyon – Eurexpo from the 21st to the 25th of November.



A must-visit shop window for the transport business, the trade show generated great enthusiasm. Its popularity is evident in the large number of exhibitors and the record attendance of around 49 000 visitors, a spectacular 30% increase (compared to the 2015 edition).

The trade show was a great opportunity for G-TRUCK/ TOP TRUCK to showcase its network at its stand, where members, suppliers, and prospective members were welcomed throughout the week. TOP TRUCK can also congratulate itself on five new contracts signed!

Driven by this success, rendez-vous with all the G-TRUCK/ TOP TRUCK team for the next edition, which will take place from the 19th to 23rd of November of 2019.

Happy birthday G-TRUCK!

Twenty years ago, G-TRUCK (previously GVI was born). It was with great pride and emotion that the network celebrated its 20th birthday with many of the people who laid the foundations for this distributors' network, including Didier Chabrierie and Gilbert Paris.

A reception took place the 20th of November at the DURAND SERVICES' repair shop with about 300 people. The TRUCK D'OR ceremony, the Best Coordinator Election, the best Repair Shop Championship, a 20 years' retrospective video and speeches from Eric Girot's and some G-TRUCK former managers were part of the events of the evening. To finish off, all the guests received a bottle of champagne liveried in G-TRUCK colours: a chapter is closed – let's write a new one!

The Best Repair Shop 2017

This competition rewarded the best truck technicians, testing their ability to diagnose and solve a breakdown within 20 minutes (regulation time). At the end of the competition, the distributor PLUS won, beating ASVI by resolving a defective depollution device within 10 minutes. Garage BOS-SEAUX and GODARD came joint third. Congratulations to all four finalists.

All the competitors showed great method and rigour and an excellent level of technical skill. For the next competition, it might be necessary to make the trials even harder!

TRUCK D'OR 2017

The 2017 TRUCK D'OR rewarded selected TOP TRUCK garages for their expertise and progression level. This was based on the labelling process initiated in April 2017 to identify their strengths and weaknesses and set up an improvement plan. Gold, Silver, and Bronze medals have been awarded to the best performers.



IN THE SPOTLIGHT

Author: Robert Stevens - Director of Garage Networks & Technology

TOP TRUCK BDS A PAN-EUROPEAN COMMERCIAL VEHICLE BREAKDOWN SERVICE

At any moment, thousands and thousands of commercial vehicles are travelling from country to country throughout Europe. These commercial vehicles pick-up and deliver goods supporting businesses throughout Europe. These businesses range from huge multinational corporations known throughout the world to small, family-run businesses in corner shops. These businesses all have one thing in common; their goods must move.



These commercial vehicles and their drivers face unique challenges as they travel throughout Europe. They must travel long-hours through many countries where multiple languages are spoken. They must travel day and night, through cities and countryside and through every season. These commercial vehicles and their drivers all have one thing in common; they must keep moving.

This vital service provided by Commercial Vehicles and their Drivers is too important to leave to chance. This is why GROUPAUTO is developing BDS for our TOP TRUCK Repair Garage Network. BDS is a Pan-European Commercial Vehicle Breakdown Service that provides a real-time link between the Top Truck Network and Commercial Vehicle Drivers in order to support them if a breakdown occurs as they travel throughout Europe.

If a Commercial Vehicle Driver experiences a breakdown, they can use the BDS App to report the problem. The advantage of the BDS App is that it provides a link to a Call Center that can process the Driver's request in their native language regardless of the language of the country in which they are travelling. This reduces delays and misunderstandings in this time-sensitive situation.

BDS provides support to Commercial Vehicle Drivers if a breakdown occurs as they travel throughout Europe.

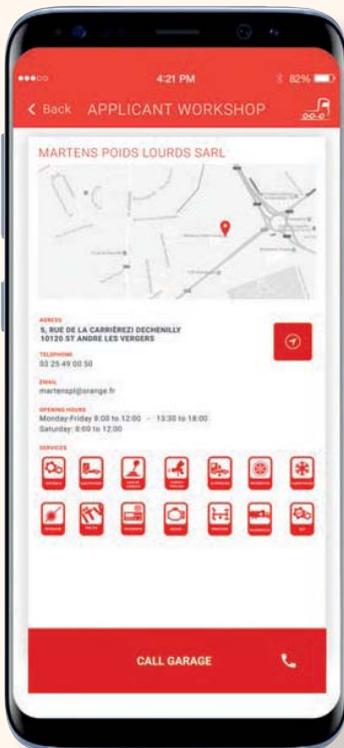
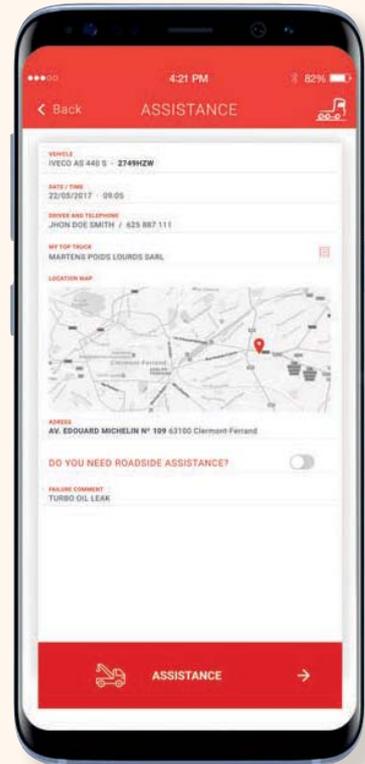
BDS IS DESIGNED TO INVOLVE ALL OF THE NECESSARY PARTICIPANTS IN ORDER TO EXPEDITE THE RECOVERY AND REPAIR OF THE VEHICLE. THESE PARTICIPANTS INCLUDE:

- Commercial Vehicle Driver
- Commercial Vehicle Fleet Manager or Business Owner
- BDS Call Center
- Vehicle Recovery Service
- TOP TRUCK Network Manager
- TOP TRUCK Workshop

BDS HAS BEEN DESIGNED TO SUPPORT VARIOUS COMMERCIAL VEHICLE OPERATING MODELS INCLUDING:

- Large fleets with Fleet Managers, Fleet Management Systems and Billing Systems
- Small Fleets where a Business Owner is directly responsible for management, approval and payment for repairs
- Independently operated commercial vehicles where the Driver manages their own vehicle, and its associated repairs

Ensuring that all required participants are involved also reduces delays and misunderstandings in this time-sensitive situation.



All of these services are provided with constant updates via the BDS App to the Driver as well as the Fleet Manager or Business Owner depending on their established approval process.

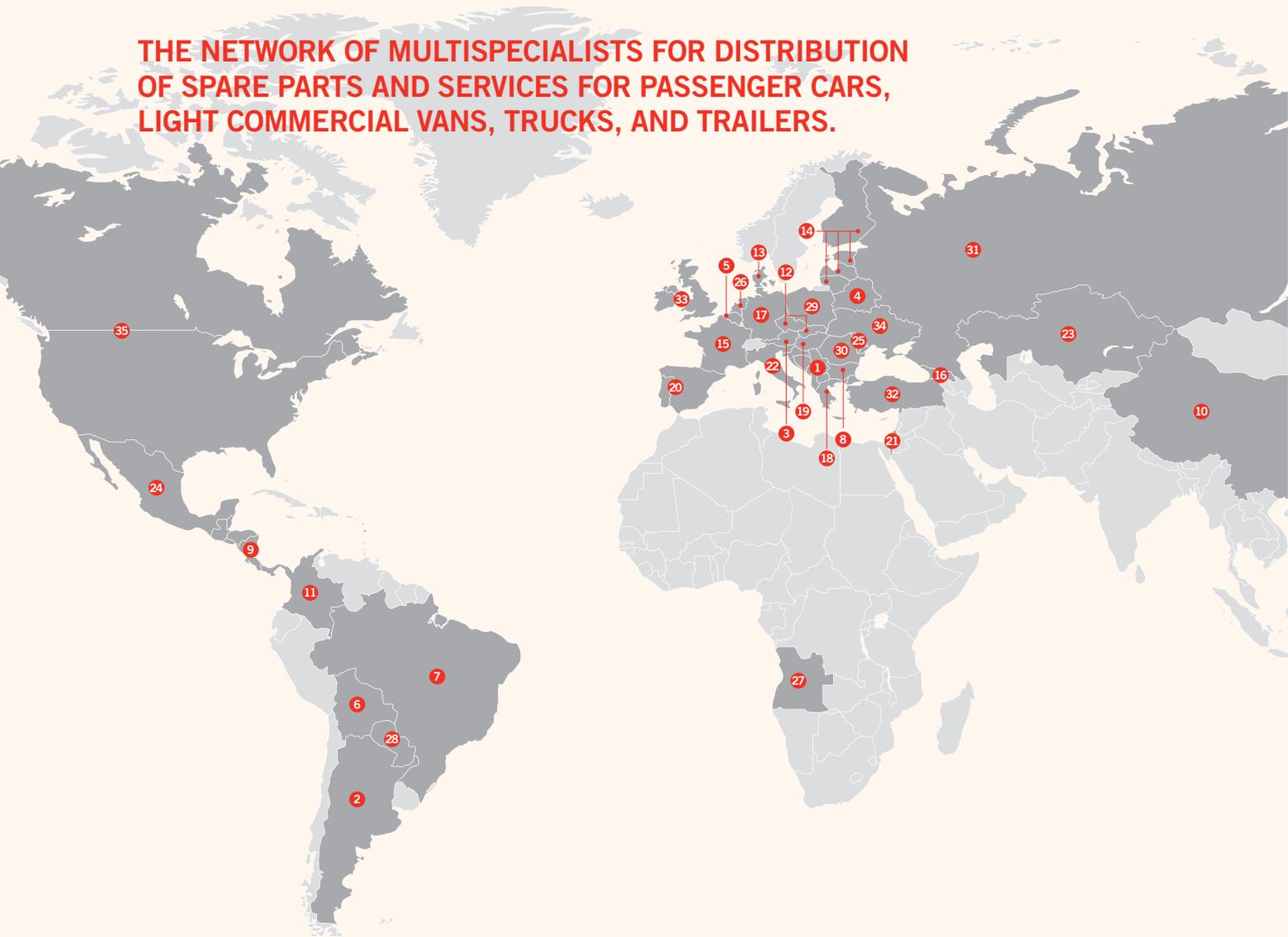
ONCE THE COMMERCIAL VEHICLE DRIVER REPORTS THE BREAKDOWN VIA THE BDS APP, THE BDS CALL CENTER TAKES OVER THE MANAGEMENT OF THE BREAKDOWN. THIS BREAKDOWN MANAGEMENT INCLUDES:

- Identification and engagement of a local TOP TRUCK Workshop
- Efficient recovery of the vehicle
- Obtaining price estimates and authorizations for the work to be done
- Oversight of the vehicle repair process
- Processing any associated warranties and billing

Commercial Vehicle Drivers in Europe have always faced a very challenging task. They operate in multiple countries where multiple languages are spoken. They must travel day and night through cities and countryside. They may encounter different regulations, road conditions and weather on a single trip. When this challenging task is further complicated with a vehicle breakdown, GROUPE AUTO, TOP TRUCK and BDS will be there to provide support.

GROUPAUTO NETWORK MAP

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



- | | | | | | |
|-------------|----------------------|-------------------|-------------|-----------------|------------|
| 1 ADRIA | 2 ARGENTINA | 3 AUSTRIA | 4 BELA | 5 BELGIUM | 6 BOLIVIA |
| 7 BRAZIL | 8 BULGARIA | 9 CENTRAL AMERICA | 10 CHINA | 11 COLOMBIA | 12 CZ & SK |
| 13 DENMARK | 14 FINLAND & BALTICS | 15 FRANCE | 16 GEORGIA | 17 GERMANY | 18 Greece |
| 19 HUNGARY | 20 IBERIA | 21 ISRAEL | 22 ITALY | 23 KAZHAKHSTAN | 24 MEXICO |
| 25 MOLDAVIA | 26 NETHERLANDS | 27 PALOP | 28 PARAGUAY | 29 POLAND | 30 ROMANIA |
| 31 RUSSIA | 32 TURKEY | 33 UK & IRELAND | 34 UKRAINE | 35 USA & CANADA | |

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P668EN



FEATURED SUPPLIERS

GATES DRIVEALIGN® TENSIONER: A DURABLE, CUSTOM-MADE SOLUTION



Gates Corporation, a global diversified manufacturer of industrial and automotive products, recently introduced a new tensioner for popular Mercedes applications: the DriveAlign® Heavy Duty Tensioner T38667. Initially designed to replace the original tensioners on OM470 engine families, this tensioner can also be applied to Actros, Antos and Arocs trucks, and to Travego and other busses. This advanced solution tensioner boasts superior performance and avoids unnecessary maintenance, thereby significantly lowering the cost per kilometre.

Differences with the OE tensioner

Gates engineers studied the OE part and made significant adjustments to the design in order to outperform the original tensioner. Compared to Gates' new Heavy Duty Tensioner, OE tensioners use other pivot bushings which make it difficult to maintain alignment. In addition, the OE tensioner utilises hydraulic struts. These make the whole device slower to react to the constant changes caused by the accessories' fluctuating power requirements which, in turn, could lead to belt flutter and wear.

Durability and reliability

The unique design of the tensioner utilises labyrinth sealing technology, protecting the spring, damping mechanism and bushing from elements that could lead to premature failure, like dirt. The belt tension damping system, in turn, reduces arm movement, eliminates belt flutter and maintains tension, thus extending the life of both the tensioner and accessories. This is crucial given the large amount of tensioner movement that results from the accessories' typically varying loads.

Once the design phase was completed, the T38667 tensioner was trialled and tested by having it fitted to a high kilometre fleet. The tensioner demonstrated true heavy duty performance up to 550,000 kilometres.

Benefits of the DriveAlign® Heavy Duty tensioner

DriveAlign® Heavy Duty Tensioners T38667 are very easy to install, but that's not the only thing they have going for them. T38667's many advantages include:



- Larger pivot bushing – Prolongs tensioner life
- Longer tensioner arm – Reduces pivot bushing wear
- Balance of loads – Ensures proper alignment of the tensioner
- Double row pulley bearings – Proven to last longer than other
- Bearings & maintain stability
- Higher damping – Reduces arm movement
- Heavy Duty performance – Reduces downtime and lowers cost per kilometre

This tensioner will be made available in several Extra Service Micro-V® kits, to guarantee an optimal overhaul of the system with a perfectly matched tensioner and belt combination.





LOOK FORWARD TO WORRY-FREE TRUCKING

The world's major truck manufacturers already trust Gates as an Original Equipment [OE] supplier. Today, our extensive product range and system know-how is also available to the aftermarket. Which means your customers can benefit from superior-quality belts, tensioners, idlers, kits, hoses and thermostats, with guaranteed satisfaction. Take the worry out of parts replacement: give Gates the thumbs-up.

GATES OE-QUALITY PARTS:
THE FASTEST ROUTE TO FEWER COMEBACKS



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ON THE ROAD, FLEET TESTS CONFIRM THE RELIABILITY OF THE VARTA® PROMOTIVE EFB



Since Johnson Controls launched its new truck battery, the VARTA Promotive EFB, in 2014, numerous fleets have been equipped with the batteries. Furthermore, the leading European truck manufacturers put the VARTA EFB to the test to compare its performance and lifetime against standard truck batteries.

Those are no longer able to handle today's energy demands and often fail after several months. We talked with Thorsten Werle, design lead engineering for trucks at Johnson Controls, to gain some insights into the fleet tests.

Mr. Werle, why there was a need for the VARTA Promotive EFB?

There are new safety regulations for truck drivers and that distances are becoming longer and longer. That means truck drivers are spending five nights per week on the road. That's why trucks are heavily equipped with entertainment devices, well-equipped kitchens, etc. An overnight stay requires approximately 50 percent of the battery's capacity. It was time to develop a battery that could handle those hoteling functions and bring all the needed power. Additionally, we needed a vibration-resistant battery for end-of-frame installations of truck batteries. So we developed the new VARTA Promotive EFB.

Last time, we learned that the leading European truck manufacturers agreed to test and validate the performance of your battery. How did the batteries perform?

We put a lot of effort into the development of our Truck EFB batteries to create a product with a truly unique technology that meets the very highest OEM requirements in this field. And we are glad to say, that it worked out.

Which means?

3 years ago, 50 trucks of a leading European truck manufacturer — with the most modern hoteling functions — were equipped with the VARTA Truck EFB battery. Those trucks are on the road from Monday until Friday. And up until today, there have been zero battery failures.

Do you have other proof points or experiences from the market?

Yes, another truck manufacturer equipped their whole fleet with VARTA Promotive EFB batteries in May 2014. The results confirm that this battery lasts up to 36 months — depending on user behavior.

Do you mean the driver can influence the battery's lifetime?

Yes, really easily — it's down to driver behavior. While older truck drivers leave their truck during their break, as they are meeting other truck drivers, young drivers stay in their trucks watching movies and charging their smartphones. So young truck drivers often have higher energy consumption during their break than older truck drivers.

So the fleet operators need to ask the younger drivers to use fewer electronic devices?

Not at all. The VARTA Promotive EFB can even handle the high demand of a sleeper cab and a young driver. But it can make sense to pass on a few tips that will extend the battery life. The electronic devices should be charged while driving when the battery is also being recharged.

What makes your battery that unique?

The result of the joint development with the leading truck manufacturers is a truly unique technology that meets the very highest OEM requirements for end-of-frame installation. The patented mixing element exclusively developed by VARTA optimizes

charge acceptance and increases service life by greatly reducing acid stratification. We also have injection-molded supports and an additional connector fixation which withstands even the toughest conditions on the road. An additional polyester scrim and glass mat separator ensure excellent adhesion of the grid to the mass. This means the mass is surrounded by a special mat so that it does not detach.

Leading to a longer cycle life?

Compared to conventional batteries, yes. Tests show that five out of six selected batteries are not sufficiently vibration-resistant. The VARTA Promotive EFB is unaffected by vibrations. Our technology provides up to 40 percent longer life. Also, because the labyrinth cover design was especially developed by VARTA, it provides complete protection against leaks, even when tilted by up to 90 degrees. And it is completely maintenance-free; i.e. it is not necessary to top up the water over the battery lifetime.

Is the VARTA Promotive EFB also suitable for other applications?

Buses and municipal vehicles, tractors, forestry and construction equipment are also profiting from this unique technology.

Johnson Controls Power Solutions EMEA

Johnson Controls Autobatterie GmbH & Co. KGaA
Am Leineufer 51 · D - 30419 Hannover
Tel.: +49 511 975 02 · Fax: +49 511 975 1680
info@varta-automotive.com
www.varta-automotive.com

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6 overnights on the road.
One battery
that never lets you down.



The VARTA® Promotive EFB

- Provides up to 40% longer life than conventional batteries
- Most effective solution for high energy demands
- Prevents downtimes

Ask your distributor or find out more at
www.varta-automotive.com

It all starts with  **VARTA®**





SERVICE-FRIENDLY AND RELIABLE – FILTERS FROM MANN-FILTER FOR THE COMMERCIAL VEHICLE SECTOR



Current emission standards as well as changes in combustion and injection processes place high demands on commercial vehicles and therefore also on filtration technology. As an international filtration specialist, MANN-FILTER is a reliable partner to the commercial vehicle sector with its comprehensive product range in original equipment quality. In addition to air, oil, fuel and cabin filters, the company also supplies drying agent boxes, oil centrifuges and transmission oil filters to its customers. „We have taken these increased demands on board and are consequently designing our products to be even more efficient and reliable,“ says Matthias Weller, technical expert at MANN-FILTER.

Reliable filtration for even the tiniest impurities

On construction sites, forest tracks and mining sites, commercial vehicles are driven in extremely dusty environments every day. Polluted air can result in damage to the vehicle engine. These and many other challenges are met by air filters from MANN-FILTER, which feature nano-fibre technology to prevent the harmful effects caused by even the tiniest impurities. The carrier material of the nano-fibre media consists of cellulose coated with extremely thin layers of ultra-fine polymer fibres. The surface on which dust particles can be deposited is much larger as a result. Even the tiniest particles from the intake air, which are up to 500 times finer than a human hair, are almost completely filtered out.

Glue string technology – simple and efficient

Manufacturers of commercial vehicles face many challenges, including their energy, CO₂ and material footprint. Filtration experts achieve savings in these areas for example by using glue string technology in air filters. With this technology, the metal, plastic or paper casing of the filter element is replaced by a special string made from polyester fibre. This conserves resources, saves energy in production and makes the metal-free air filters fully incinerable. The special string is wound around the air filter bellows in a discontinuous pattern and stabilises the distances between the filter pleats evenly across the entire filter height. This has a positive effect, significantly reducing flow resistance and therefore reducing pressure loss. This in turn optimises filtration performance and contributes to fuel savings. Service-friendly oil filters for fast, simple disassembly The product range offers filters in tested original equipment quality as well as service-friendly solutions for the trade and workshops. The MANN-FILTER „HU 1291 z“ for commercial vehicles for example features a bayonet fitting. During opening,



this bayonet connection ensures that the entire filter element can be released and lifted out of the socket in the housing without the effort usually required. The oil filter from MANN-FILTER works according to the „open-and-remove principle,“ explains Jörg Schömmel, Product Manager Oil Filters at MANN-FILTER. „For workshops, this means simple, clean and time-saving disassembly compared with other standard products.“ Another advantage is the fact that the oil filter element is made from a mixture of cellulose and polyester fibre, making it extremely durable. MANN+HUMMEL already holds patents for the element in several countries.

Protection for driver and vehicle

Product development at MANN+HUMMEL is not only focused on the vehicle, but also on the vehicle user. More and more filters from MANN-FILTER feature a waterproof, flame-retardant impregnation. These treated filters reduce the risk of fire from the air filter in the engine compartment, even after 100,000 kilometres. This means increased protection not only for the vehicle and the load, but also for the driver and other road users.

**MANN
FILTER**

Always on the move.

**MANN
FILTER**

Dealers, workshop professionals and fleet managers will find suitable filters - in OE quality of course - in the comprehensive range of MANN-FILTER products for trucks and buses. High-grade materials, sophisticated technology and strict quality controls ensure that MANN-FILTER products demonstrate their qualities, even in continuous operation. Essential for all who earn their living transporting people or goods from A to B.

MANN-FILTER – Perfect parts. Perfect service.
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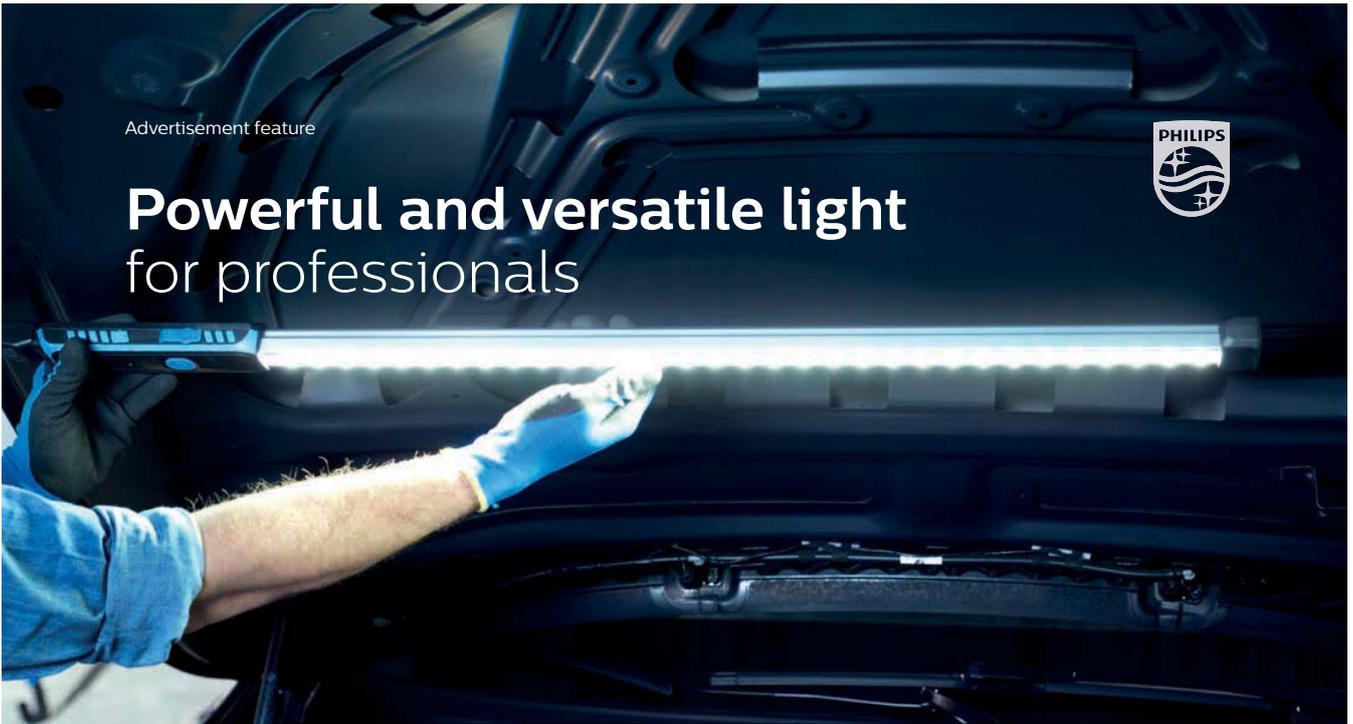


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PHILIPS



VALEO REMANUFACTURED HEAVY DUTY CLUTCHES: TRUST THE COMMERCIAL VEHICLE SPECIALIST



In 2018 Valeo accelerates the deployment of the user centric “We Care 4 You” strategy. Each customer individually is at the heart of the strategy and Valeo aims at delivering a genuinely dedicated service and product offer. The Valeo commercial vehicles Reman offer is a massive additional asset strengthening the offer to better answer its customers need. They win on all counts.



100% worry free distributors.

One Valeo reman clutch: One specific reference

Faithfull to a commitment to deliver the highest quality, Valeo delivers in the remanufactured clutches range, the highest in house OE quality standards. Valeo remanufactured clutches are identified with their owns specific references. This guarantees its customer an absolute transparency regarding the contents of the Valeo green boxes: Remanufactured or New. In addition easy stock management and facilitated distribution process is key. With a short range of remanufactured products Valeo ensures a smooth stock management and enable the distributors to maximize their Commercial Vehicle parc coverage.



100% confident mechanics.

Fit easily and safely

Servicing a heavy duty clutch requires in average 4 to 8 hours according to the technology or the vehicle model. Making sure this demanding operation is fully mastered and not delayed is absolutely key to reduce vehicles downtime. Therefore our clutches are designed for an easy fitting with no additional tools required. In addition Valeo provides professionals with useful video support to maximize success in this operation.



Safety is as well a key preoccupation for mechanics. Valeo is today probably the unique manufacturer to propose Aramid fibers free friction material, though the market cleanest solution for repair-shops and mechanics.

100% satisfied fleet managers.

The TCO* in mind at all times

In addition to an up to 25% cost saving, Valeo remanufactured clutches benefit from most stringent quality requirements: one of Valeo core focuses. No compromise on quality is the brand’s commitment to deliver the best value for money, to maximize vehicles uptime and reduce the maintenance cost.



*total cost of ownership.

To strengthen the offer Valeo offers an outstanding warranty scheme: 2 year warranty unlimited mileage accessible to European Union 28 countries added by Norway, Iceland, Switzerland, Macedonia, Montenegro, Serbia, Bosnia, Albania, Kosovo, Ukraine and Moldova.

REMANUFACTURED CLUTCH
300% WINNING STRATEGY

FLEET MANAGERS 100% SATISFIED

- MAXIMIZE YOUR FLEET WITH VALÉO REMANUFACTURED CLUTCH PARTS RELIABILITY
- 2 YEAR WARRANTY UNLIMITED MILEAGE

DISTRIBUTORS 100% WORRY-FREE

- BUILD CUSTOMER LOYALTY WITH A SHORT RANGE AND DEDICATED PREFERENCES
- NEW AND REMANUFACTURED: ONE REFERENCE FOR EACH

MECHANICS 100% CONFIDENT

- PROTECT YOUR HEALTH AT FITTING STAGE WITH VALÉO ARAMID-FREE FRICTION MATERIALS
- EASY FITTING WITHOUT ADDITIONAL TOOL

2 YEAR WARRANTY IN EUROPE
UNLIMITED MILEAGE

ARAMID FREE

EU FLEET MANAGER
THOMAS DISTRIBUTOR
PATRICK MECHANIC

Today Valeo addresses a very diverse market from light commercial vehicles to medium and heavy duty trucks but also buses and coaches.

This wide coverage ability was made possible thanks to a wide 10 product lines portfolio organized in various and complementary categories.

Geared up to win!



F830™ friction material, your mileage companion

- Smooth gear selection
(no judder, no slippage)
- Outstanding friction coefficient,
- High resistance to wear.



TRUST
OE
QUALITY



F830™ Quality helps
your fleet vehicles
do the job!

Valeo



DENOXTRONIC FILTERS THE POWER OF PAPER



What original-equipment Denoxtronic filters have to cope with Besides a combustion as clean as possible, exhaust-gas treatment is also required in order to reduce the pollutant emissions. For this purpose, several manufacturers of engines and commercial vehicles rely on Bosch Denoxtronic systems injecting AdBlue® into the exhaust stream thus causing a selective, catalytic reduction within the SCR catalytic converter. Turning them into water and nitrogen, the SCR method reduced the nitrogen oxide emissions of diesel drives.

AdBlue® can contain particles clogging or damaging the injector at the dosing module. In order to clean AdBlue®, Denoxtronic filters are integrated into Denoxtronic supply modules. In this manner, the injector is protected thus allowing accurate AdBlue® dosing.

Denoxtronic filters for Denoxtronic 6.5, 2.2, 2.1, 1 (left to right) Bosch Denoxtronic filters protect the Denoxtronic injection system. They reliably remove particles from AdBlue® thus contributing to optimum dosing.

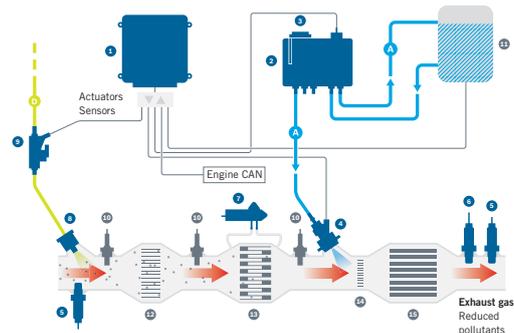


Bosch development engineer at the Spanish Bosch location in Aranjuez, Mariana Camacho, explains the importance of AdBlue® filtration for the Denoxtronic to work effectively:

The optimum filter medium is the key factor for the functionality of Denoxtronic filters. Bosch uses cellulose-based filter papers with a special impregnation. This impregnation makes the filter medium particularly resistant – mechanically, thermally and chemically. In order to protect Denoxtronic filters from possible damages at low temperatures, they are equipped with compressible compensation elements – made from a flexible rubber – able to cope with the pressure of frozen AdBlue®. All materials used for the filter – e.g.

filter medium, elastomers and other plastics – have to feature particularly high chemical and thermal resistances to prevent the AdBlue® from straining and weakening them.

Denoxtronic exhaust-gas treatment and sensors (using the example of DNOX 2.2)



- 2 Supply module
- 3 DENOXTRONIC filter
- 4 Dosing module
- 5 NO_x sensor
- 6 Particulate matter sensor
- 7 Differential pressure sensor
- 8 Diesel injection unit
- 9 Diesel metering unit with shut-off valve

Other components

- 10 Exhaust-gas temperature sensor
- 11 AdBlue® tank
- 12 Oxidation catalyst
- 13 Coated diesel particulate filter
- 14 Mixer
- 15 SCR catalytic converter with ammonia slip catalyst

- A AdBlue®
- D Diesel
- Electrical connection
- Hot



BOSCH

Invented for life

Driven by

RELIABILITY



through to durable wearing parts such as batteries, filters or wiper blades. The range is complemented by series-remanufactured Bosch eXchange parts.

Bosch technology for commercial vehicles. Trucks are always in action. That's the only way, vehicle fleets pay off. Powerful vehicles thus need strong partners. Consequently, professional full-service workshops rely on Bosch quality: reaching from modern test equipment to high-quality diesel components and spare parts

bosch-automotive-aftermarket.com

**What drives you,
drives us**



EXIDE ORIGINAL EQUIPMENT MANUFACTURER - AM BATTERIES AS GOOD AS THE ORIGINAL!

SUPPLY THE RIGHT PRO BATTERY TO SUIT YOUR CUSTOMERS' NEEDS



<p>Exide StrongPRO High Vibration Resistance and faster recharge</p>	<p>Exide EndurancePRO Greater cycle life for shorter journeys in urban use</p>	<p>Exide PowerPRO Impressive power at every start even at cold temperature</p>	<p>Exide PowerPRO Agri & Construction specialist equipment</p>	<p>Exide StartPRO Reliable starting power for standard use</p>
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Transport business models vary greatly and their battery needs are often quite different. However, one thing they all have in common is the demand for reliable starting and the longest battery life, to keep their business on the move. First and foremost it is important that you offer Original Equipment part matching quality from a leading battery manufacturer. Exide Technologies has the most experience of working in close partnership with Europe's major manufacturers of trucks, buses and specialist construction/agricultural equipment.

Understanding your customers' commercial vehicle usage is crucial in recommending the right battery for each application. Exide's range of five PRO batteries, provide significant benefits in different sets of circumstances.

Exide StrongPRO

This is the newest and most advanced battery with High Vibration Resistance to meet the most demanding EN50342-1 (2015) standard. In addition the battery incorporates Exide's unique Carbon Boost® solution to reduce acid stratification and enables faster recharge. Choose StrongPRO for fitting all the latest Euro 5 and Euro 6 trucks.



Exide EndurancePRO

With 50% more cycle life compared to a standard commercial vehicle battery, EndurancePRO is ideal for long-haul trucks with comfort equipment and vehicles operating in urban areas with additional on-board power requirements.

Exide PowerPRO

Designed with more plates and active material to maximise the grid surface, PowerPRO offers impressive starting power even in the coldest temperatures.

Exide PowerPRO Agri & Construction

A true fit battery for major agriculture and construction OEMs, PowerPRO Agri & Construction offers outstanding reliability, starting power and high capacity.

Exide StartPRO

A robust battery with reliable starting power for commercial vehicles without any special requirements in terms of vibration resistance, cycling or cranking power.

NEW Dual Battery Systems (DBS)

Exide is currently the industry leader in developing the latest Dual Battery Systems with the largest European truck manufacturers, initially with Scania. More recently Volvo has launched a new version of this DBS. Serving the starting and supply function with two dedicated battery technologies, the Dual Battery System is ideal for long-distance vehicles. The common feature is Exide's innovation of GEL battery technology that allows very deep battery discharge (up to 90%) for longer continuous use of power hungry comfort devices, whilst maintaining full starter battery power after prolonged stops.

Fleet operators rely on Exide OE quality for...

EQUIPMENT
ORIGINAL
MANUFACTURER



Meet your aftermarket customers' demand for the highest level of performance and reliability



Original Equipment Manufacturers are trusting Exide in areas where the demand on product performance and quality is vital:

TRUCKS:
ISUZU • IVECO • MAN • NISSAN • RENAULT TRUCKS • SCANIA • VOLVO TRUCKS

CONSTRUCTION & AGRICULTURAL:
AGCO • ARGO TRACTORS • BOBCAT • CASE NEW HOLLAND • CLAAS • JOHN DEERE • KOMATSU • KUBOTA
MANITOU • RAVO • SAME DEUTZ-FAHR • TERBERG • TEREX • WACKER NEUSON • WIRTGEN GROUP

PASSENGER BUSES & COACHES:
EVOBUS • IVECO • MAN • SCANIA • SOLARIS • PLUS MANY EUROPEAN CITY OPERATORS



www.exide.com



SAFETY FIRST: FEBI BILSTEIN BRAKE DISCS FOR COMMERCIAL VEHICLES

Commercial vehicle brake discs have to offer uncompromising safety and reliability – because, in a critical situation, every inch counts. The material employed for febi brake discs provides an optimum balance between performance, ride comfort and a long life cycle.

Brake discs from febi bilstein even survive the ultimate test: The FIA European Truck Racing Championship. Gerd Körber, three times European Truck Racing Champion, puts his trust in febi brake discs.



Brake discs pushed to the limit

Renowned spare parts supplier and manufacturer febi bilstein supports the Schwabentruck race team. Gerd Körber is one of the two drivers in the Schwabentruck team and a legendary figure in the European truck racing world. Brake discs from febi bilstein have accompanied him in his 30th year of racing and were fitted in his number 27 race truck.

The remarkable thing is: These are not wear parts developed specially for the racing series, but rather standard brake discs designed for everyday use in ordinary commercial

vehicles. To check whether the brake discs would be equal to the gruelling challenges of truck racing, they underwent extensive testing at the Most circuit in the Czech Republic before the start of the racing season at the end of April.

Körber's team fitted the febi brake disc in his truck as part of the general preparation for the season and then tried it out on the race track. The positive outcome: The safety-related components proved well able to cope with even the toughest conditions in a race truck.

Febi bilstein additionally supplied Körber and his Schwabentruck team with wheel nuts developed specially for racing. They are manufactured at the company's production premises near the German headquarters in Ennepetal.

The technical committee of the FIA (Fédération Internationale de l'Automobile) has approved the febi wheel nuts for use in racing.

You too can rely on the proven quality of febi products. The entire range can be found at: trucks.febi-parts.com



KEEPING YOU ON THE ROAD

febi brake technology for trucks: Because every centimeter counts

When a truck slams on the brakes, several tonnes of weight must be stopped as quickly as possible.

For this reason, febi Truck exclusively offers products with OE matching quality in the field of commercial vehicle braking. Safety is always the focus: Our internal quality control tests the offered brake components for various requirements and loads. This is how we contribute an important part to road safety.

The advantages at a glance:

- Precision fit
- Use of high-quality materials
- Balance of performance, driving comfort and longevity
- Maximum braking performance, short braking distances



febi is a bilstein group brand

www.febi.com





HaynesPro is part of the Haynes Publishing Group, world famous for their paperback workshop manuals. Since our launch in 1995, we have been serving the automotive market with the latest technical data for cars, trucks and light commercial vehicles. Our database is called WorkshopData™; it's the result of over 20 years' experience of data management which has endowed us with unparalleled insights into bespoke data supply for the benefit of our customers. We have categorized WorkshopData™ into three modules: Smart, Electronics and Tech. Together they form the acronym, SET

MOST IMPORTANT FEATURES:

- Unique Technical Drawings including tightening torques which are easy to read
- Guided Diagnostics (Vehicle Electronic Smart Assistant™ MK II)
- Comprehensive knowledge database (SmartFIX™ and SmartCASE™)
- Coverage of Repair Manuals related to makes, models and components
- Coverage of specific Repair Information: Engine Management, ABS, Electronic Steering, Climate Control
- Combined overview of selected maintenance and repairs



HaynesPro, the number one in **technical data for your workshop.**



Clearly better data.



HaynesPro WorkshopData™ - TruckSET combines essential maintenance and repair data with detailed technical drawings, a unique electronics data module and intelligent diagnostics (VESA). It enables mechanics to diagnose, maintain and repair a wide variety of truck makes and models.



workshopdata.com/touch

FREE DEMO / PREVIEW

Try WorkshopData™ by scanning the QR code!



HaynesPro is a member of the Haynes Publishing Group



HEAVY DUTY: MAHLE FILTERS COMBAT POLLUTANTS



As a leading development partner to the automotive and engine industry, MAHLE stands for premium quality both in original equipment and in the aftermarket. All of its products are fully compliant with OE specifications. This also includes its comprehensive product portfolio for commercial vehicle filter systems. Whether for trucks, agricultural or construction machines, MAHLE offers the right filter system in original equipment quality for every vehicle type – protecting engines, people, and the environment.

Filters for every requirement

MAHLE is acutely aware of the demands that are placed on filter systems in commercial vehicles. With its air, oil, and cabin filters as well as its air drier cartridges, MAHLE's portfolio includes the right filter solution for every requirement. As in-tank filters or line filters, modern hydraulic filters serve to protect hydraulic systems. Fuel filters, intake air filters, and lubricating oil filters from MAHLE capture 99.98 per cent of harmful particles and prevent premature wear. And passengers are protected, too. The latest generation of cabin filters from MAHLE not only keeps smog, fine particulates, and pollen out of the passenger cabin, but even eliminates unpleasant odours.

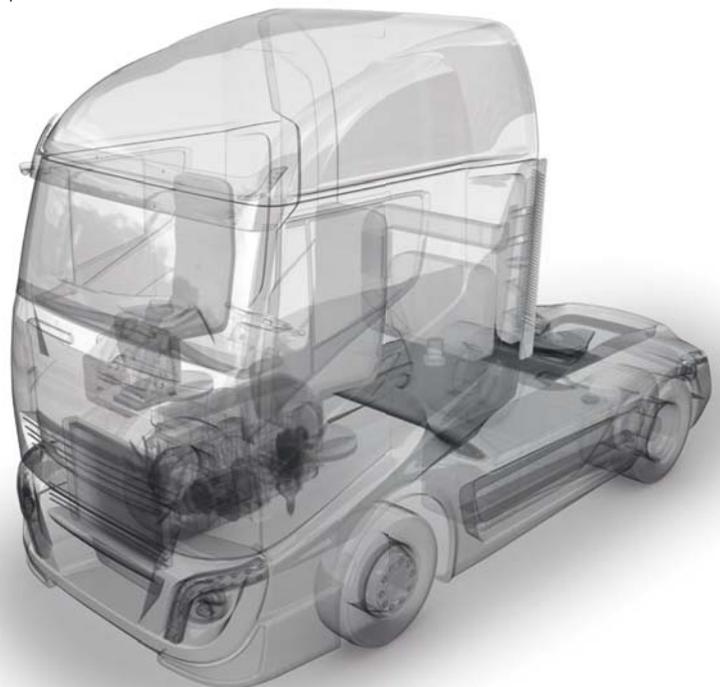
When it comes to commercial vehicles in particular, the efficient use of the available installation space is becoming increasingly important. Here, too, MAHLE Aftermarket makes use of the expertise it has gained from the series production of original equipment. All of its filter systems are correspondingly characterised by low weight, low package, excellent energy efficiency, and maximum reliability.

Unfiltered competence

MAHLE Aftermarket products are manufactured directly by the company's own OE plants. This assures customers of filter systems that comply with OE standards and contribute to a long, high-performance engine life. MAHLE's high requirements for its own products are especially advantageous when it comes to heavy-duty applications, which are reliant upon high-quality compo-

nents due to their particular demands.

Through continuous ongoing development of its product range and by ensuring a short time to market, MAHLE is a market leader even for the newest truck models. However, quality at MAHLE not only means outstanding products, but also excellent customer service. With professional advice and a specialised Customer Information System (CIS), MAHLE Aftermarket supports its customers in always finding the best possible solution. In training programmes, experts from MAHLE pass on technical knowledge and valuable experience to repair shops and wholesalers – from specialists, for specialists.



MAHLE

Driven by performance

Quality is synonymous with holding to a standard. The **original equipment standard**, for instance.

Width x depth—this is the formula for a demand-driven **product range**.

Future-oriented also means developing products that contribute to **reduced** fuel consumption and emissions.

FUTURE-ORIENTED INITIATIVE FOR REPAIR SHOPS AND TRADE

POWERED BY YOUR NEEDS.

www.mahle-aftermarket.com



Support can be expected from a true repair shop partner. **Sales support.**

For the **future**, you require a partner who knows what you will need tomorrow and the day after—because it is already in his range today.

BEHR[®]

KNECHT
FILTER[®]

MAHLE
ORIGINAL[®]



MERITOR PREMIUM BRAKE PADS



Proven high performing pads for demanding City Bus applications

Why Meritor?

- A company with a 100-year legacy of innovation.
- Welcome to Meritor's air disc brake systems for the aftermarket. Ideal for trucks, severe-duty vehicles and buses.
- Meritor's aftermarket division has its own dedicated Product Engineering teams located on three continents.

Why select Meritor friction?

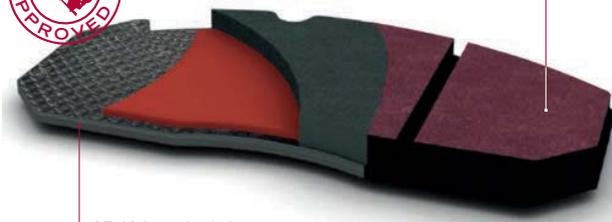
- Meritor offers a full range of different price point materials to meet different customer expectations and applications.
- Pads and rotors developed together. Test results based on matched friction couple.
- Meritor's Aftermarket brake pads are subjected to rigorous validation testing to ensure optimum safety, reliability & durability.
- Products designed for Aftermarket benefit from Meritor's wealth of global technical expertise and experience gained from its world class OE products.
- All Meritor friction products materials are R90 approved for safety and performance.

Why Meritor MAX Pads?

- **Performance** – matched to leading OE material for friction level and stability across temperature range above 500 degrees.
- **Wear** – Best in class friction wear for arduous and demanding applications but not at the expense of rotors.
- **Refinement** – Mesh interface for high shear strength and caliper seal protection.
 - Coated for even and quick bedding.



Meritor MAX pads feature surface coating for even and consistent performance during bed



OE thickness backplate
Maximum resistance to bend and flex. Ensures reduction in hot spotting and presents full pad face to the disc

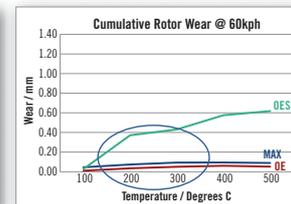
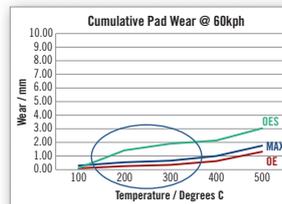


Meritor pads feature a mesh back plate interface for maximum friction block security and protection of caliper seals



Gases from material through spigots can attack the rubber seals around the tappet

Gases from hot friction
Hot disc surface



- City bus applications – typically large part of braking duty cycle is high frequency, lower speed, low – medium temperature range.
- MAX Pad shows similar friction and rotor wear characteristic to OE benchmark material and significantly better than same leading OE manufacturer's Aftermarket brand in this region of operation.

The strength you need. The dependability you rely on. Run With The Bull

Meritor Aftermarket Switzerland AG
Neugutstrasse 89,
8600 Dübendorf, Switzerland.
Tel: +41 (0) 44 824 8200

Meritor Aftermarket UK Limited
Unit 1 Broad Ground Road, Lakeside Industrial Estate,
Redditch, Worcestershire, B98 8YS, U.K.
Tel: +44 (0) 1527 50 3950

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MERITOR PREMIUM BRAKE PADS



Meritor Premium Brake Pads DURABLE AND CONSISTANT



CV - HEAVY DUTY	WVA	BRAKE SYSTEM	APPLICATION
MAX030K	29030, 29083, 29113	Meritor Elsa 1 / D3	Renault Magnum
MAX087K	29087, 29042, 29106, 29108, 29109, 29163, 29179, 29202, 29253, 29059	Knorr SB7 / SN7	Mercedes Actros, DAF LF, Scania 4, Iveco
MAX090K	29090	Meritor D Lisa	Irisbus, Renault Agora, Volvo B, Dennis Bus
MAX095K	29095, 29197	Knorr SB6 / SN6	MAN 2000 series L/M, City Bus, DAF SB
MAX125K	29125, 29277	Meritor D Duco	Volvo B / FH / FL
MAX131K	29131	Meritor Elsa 2	MAN EL / EM / NG / F2000 / TGA, Renault Magnum E
MAX173K	29173, 29203	Meritor ELSA 225-1	Renault Midlum
MAX174K	29174, 29218, 29273	Meritor ELSA 225-3	Renault Magnum DX, Volvo 7700
MAX174KWI	29174, 29218, 29273	Meritor ELSA 225-3	Renault Magnum DX, Volvo 7700
MAX244K	29244	Knorr SL7	Mercedes Actros MP4
MAX246K	29246	Knorr SM7	Mercedes Actros MP4
MAX088K	29088	Wabco Pan 17	MAN L2000, DAF LF / FA 45, Iveco Eurocargo

K = Complete Fitting kits, WI = PWWI.

Meritor Aftermarket Switzerland AG
Neugutstrasse 89,
8600 Dübendorf, Switzerland.
Tel: +41 (0) 44 824 8200

Meritor Aftermarket UK Limited
Unit 1 Broad Ground Road, Lakeside Industrial Estate,
Redditch, Worcestershire, B98 8YS, U.K.
Tel: +44 (0) 1527 50 3950

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NRF LAUNCHES NEW UNIQUE ONLINE PLATFORM



“NRF starts 2018 with the launch of a brand new e-commerce platform. This platform can be used as an online catalog and (after login) as an order portal. It has never been easier to search, find, compare and order engine cooling and a/c truck parts.”



User-friendly navigation >

During the design process NRF has searched for the most efficient and effective way to search for the right parts. The result is a new user-friendly platform with optimal navigation on and order possibilities. When entering the new platform, the homepage shows the 3 different markets in which NRF is active:

Automotive, Industrial and Marine. The Automotive section is divided into different categories, including a separate Truck and Bus section. Thanks to this structure, customers can easily navigate in their own specialism.

Worldwide coverage >

NRF exports its products to more than 80 countries worldwide. To create a global coverage the new online platform is developed in 10 different languages.

Advanced Truck search engine >

In the new advanced Truck search engine, visitors can find the right NRF part by all sorts of vehicle criteria, such as NRF, OE and competitor product reference. More specific criteria, such as part dimensions, will be shown as a search filter on the search result page. This allows visitors to optimize the search results at all time. The product detail page shows all

available technical information, which is a huge advantage compared to the old webshop. This makes it easier to compare different products and find the right part.

Compare products >

NRF has developed an extended product comparison tool that allows visitors to compare technical specifications. This is very useful, because often there are more parts available for one application.

Industrial >

The Industrial segment in the new platform allows customers to order catalogue cores in an easy and fast way. In a separate section it is even possible to design and order custom-made Bar & Plate cores and place recore orders. A new feature is the accessories segment, where customers can order tools, parts and safety equipment.

Customer account >

After login a NRF customer gets access to an extended customer account. Customers can find up-to-date order and invoice history here. A new extra service is an easy-to-use warranty module, in case a product needs to be returned.

Responsive design >

The new e-commerce platform has a responsive web design. This ensures an optimal user-experience for a wide range of devices (from desktop computer screens to mobile phones). After launching a new website in 2017, this new online (ordering) platform is the next milestone in the digital transformation of NRF.

Discover the new online platform at: webshop.nrf.eu





The art of cooling >

**MORE THAN 1.200
TRUCK PRODUCTS**



TRUCK PRODUCT RANGE

Engine Cooling:

- > Radiators
- > Intercoolers
- > Oil coolers
- > Fan clutches
- > Fan blades
- > EGR coolers **NEW**
- > Gaskets

Air Conditioning:

- > Compressors
- > Condensers
- > Heaters
- > Evaporators
- > Interior blowers **NEW**
- > Receiver driers



Since 1927 NRF is the leading manufacturer and supplier of cooling parts for the truck industry. NRF provides 1.250 parts for more than 3.570 OE-references. New to range are Interior Blowers and EGR coolers, designed for the latest emission regulations (including EURO 6).

www.nrf.eu



Two brands, one team: unlimited opportunities!

OSRAM

OSRAM is your key partner in shaping tomorrow's automotive lighting business.

With the latest innovations to the market, OSRAM's vast portfolio range offers lighting products of strongest performance and outstanding design that make mobility safer, more convenient, stylish and simply exciting. As the market leader in automotive lighting, OSRAM has been delivering innovations to its customers worldwide – reliably and for more than a century. More so, we want to offer you the complete lighting experience ranging from to point-of-sale to sales support.



For more information visit
www.osram.com/automotive





Vehicle lighting products – worldwide and from one source. Together, OSRAM and NEOLUX cover all technologies, multiple price bands and most customer needs for the automotive lighting market.

NEOLUX®

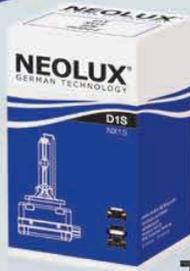
GERMAN TECHNOLOGY

NEOLUX presents sound quality lighting products for price-sensitive end users.

NEOLUX – OSRAM's official second brand – further completes the German lighting manufacturer's portfolio and offers high quality headlight and auxiliary bulbs which meet German quality standard requirements while being rather cost-efficient. NEOLUX is the perfect choice for those customers looking for simple automotive lighting solutions ranging from traditional up to HID technology.



For more information visit
www.neolux-lighting.com



Affordable quality for heavy-duty trucks

Thanks to durable, bright NEOLUX lamps for utility vehicles, you can keep your eyes focused on the open road. Whether it's interior lights or halogen and xenon headlights and signal lamps that brighten up the outside, NEOLUX's robust bulbs can stand up to rough conditions to keep your truck and the surface visible. Illuminate the demanding road ahead with German technology made affordable.

www.neolux-lighting.com

NEOLUX®
GERMAN TECHNOLOGY

www.osram.com/truck

MADE IN 
GERMANY



Light is power

The strongest partner on long drives

With TRUCKSTAR® PRO from OSRAM you're not just safer on the road, but arrive more relaxed!
With up to 100% more light and double the service life compared to standard 24 Volt lamps,
it's a reliable and extremely robust partner – as proved by IEC-68010 certification.

Ask your distributor or read more on www.osram.com/truckstar.

Light is OSRAM

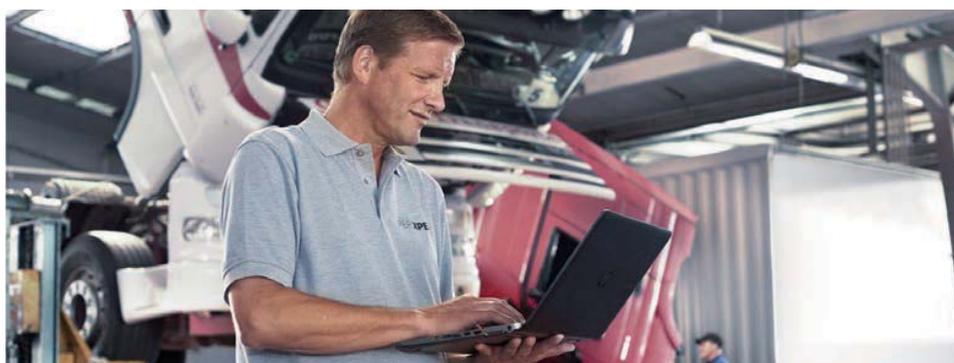
OSRAM



STAYING UP-TO-DATE WITH NEW VEHICLE TECHNOLOGY, REPAIR PROCEDURES, AND THE LATEST SPECIAL TOOLS HAS NEVER BEEN EASIER

Schaeffler REPERT delivers everything you need to know about LuK, INA, FAG and Ruville, with the top priority given to providing comprehensive technical services to garages around the world. With the philosophy of **WORK – LEARN – INFORM**, Schaeffler REPERT comprises a full range of hands-on technical training supported by practical help via technical hotlines and the online knowledge portal, where valuable information is just a mouse click away.

Becoming a REPERT member is quick and free, giving instant access to an online portal that offers everything to make working life for garage professionals that little bit easier. REPERT users can find the correct parts quickly and easily, get assistance for carrying out professional repairs, and download materials for all Schaeffler products such as installation videos, technical brochures and service information.



An invaluable tool kit for the modern garage technician

The core element of the Schaeffler REPERT online portal is the **TecDoc**-based all-makes catalog. Schaeffler is the only company in the automotive aftermarket to offer the entire catalog system online. A further plus is the link to the **TecRMI** system, which means that REPERT can offer a broad spectrum of application specific vehicle manufacturer repair and maintenance information, adjustment data and labor times. These are all available free of charge to garages that have purchased replacement parts from Schaeffler.

The Commercial Vehicle information on the online garage portal www.repxpert.com includes:

- Vehicle-specific repair and maintenance information, adjustment data and labor times
- Repair manuals with all required special tools for engine, transmission, chassis etc.
- Product and installation videos
- Technical brochures and bulletins

Technical knowledge available anywhere and at any time

Schaeffler REPERT offers a comprehensive program of technical training courses, carrying out advanced training workshops in 22 languages to more than 50,000 technicians every year. Using Schaeffler-developed mobile training equipment, more than 70 REPERT trainers visit customer facilities around the world to make real life removal and installation situations easier to understand. By working on-site they can also demonstrate best practice on using special tools and give practical tips on damage diagnosis and professional repair.

The unique REPERT offer of live hands-on training combined with the wealth of knowledge available online provides an extraordinary opportunity for garages. Registered users can get an overview and detailed information about educational content by clicking on “Learn” at the REPERT online portal www.repxpert.com. Thanks to REPERT online, and the highly skilled and engaging team of REPERT trainers, Schaeffler knowledge is now available anywhere in the world and at any time.

SCHAEFFLER
REP>XPERT



WORK. LEARN. INFORM.

The new service dimension for garages and retailers

Our service portal offers everything to make the day-to-day work of garage professionals even easier. Developed by experts for experts, with a focus on perfection — just like our products. Fast, simple and straightforward. Sign up now for free!

- › Instructions: damage diagnostics and installation made easy
- › Spare parts: all information at a glance
- › Training: online or on-site
- › News: the very latest product updates and service information
- › Range: all products from LuK, INA, FAG and Ruville



FROM EXPERT TO EXPERT
www.repxpert.com

REPXPERT – a trademark of Schaeffler Automotive Aftermarket.





SKF INTRODUCES WATER PUMPS FOR COMMERCIAL VEHICLES



The “new to range” SKF water pumps for commercial vehicles are designed to handle rugged environments and polluted conditions. They undergo rigorous testing so that load capacity and design meet the highest quality standards.

The commercial aftermarket is a demanding arena and a fleet owners’ top priority is to keep their assets on the road. So, when a component fails, time and product quality matter. That’s we are extending our commercial product range to serve our customers better.

Now, customers can benefit from SKF’s trademark accessibility, availability, product quality and speed for another key engine component — the heavy duty water pump.

The new range covers some of the most popular trucks on the road today, including pumps for Volvo, Renault, MAN, Mercedes, Iveco, DAF and Scania.

Our water pumps for commercial vehicle cooling systems have been developed to strict quality standards and are subject to numerous tests prior to delivery:

- Hard-wearing—designed to handle rugged environmental and polluted conditions
- Highest quality standards and compliance to DIN norm EN 9001:2000
- Long-term load tests and continuous quality control
- Vacuum tested to avoid leakage

Each water pump package is affixed with a QR code, so customers can instantly cross-reference truck models and OE part numbers. And to facilitate easy installation, SKF commercial water pumps are supplied in a kit with high quality gaskets, O-ring seals and fasteners, giving technicians everything they need to complete a repair.

For more information, visit our website at www.vsm.skf.com or contact your local sales representative.



SKF Commercial Vehicle Water Pump



SKF water pumps for commercial vehicles

The “new to range” SKF water pumps for commercial vehicles are designed to handle rugged environments and polluted conditions. They undergo rigorous testing so that load capacity and design meet the highest quality standards.

Now you can rely on SKF’s trademark accessibility, availability, product quality and speed for another key engine component.

Kits come with a quality gasket and O-ring where necessary as well as other accessories for a complete repair.



Install confidence
www.vsm.skf.com

SKF®



NEW STUDY POINTS TO GROWTH OPPORTUNITIES FOR TENNECO'S COMMERCIAL VEHICLE AFTERMARKET BUSINESS IN EUROPE



The results of a recent study by global consulting firm Frost & Sullivan indicate that the number of commercial vehicles traveling European roads and the percentage of those vehicles that will be in “prime repair age” are expected to rise over the next few years. As a leading manufacturer of original equipment and replacement ride control components for commercial vehicles, Tenneco and the globally respected Monroe® brand are well positioned to capitalize on these opportunities.

As a vehicle's age and mileage increase, regular maintenance and replacement of worn components becomes critical to fleet productivity. Tenneco manufactures and markets a broad range of Monroe Magnum® shock absorbers for tractor axles, cabs and seats as well as trailer axles. These components help enhance vehicle safety and driver comfort while protecting tires and other components from abnormal wear.

Growing demand

Frost & Sullivan forecasted that the number of commercial vehicles in use will increase to 44.2 million by 2023, while the representation of 4- to 7-year-old vehicles will increase to 21 percent by 2025. As demand for high-quality aftermarket replacement parts grows, Tenneco will continue to bolster its aftermarket coverage and invest in the development of

Support

Tenneco supports Monroe products with world-class technical support, advertising and point-of-sale promotional materials, training opportunities and product reference tools. These include the fully illustrated Monroe Magnum catalogue – featuring 360° product images – at www.monroemagnumcatalogue.eu. Also available is the Technicians Advanced Digital Information System (TADIS), which includes thousands of helpful files designed for technicians, parts professionals and others. To access TADIS and other resources, visit www.training.tenneco.com or www.monroe.com.



innovative technologies.

“Tenneco’s strategic product lifecycle management coupled with our commitment to following and adapting to key market trends means we are well prepared to capture a strong share of future market growth,” said Maurits Binnendijk, vice president and general manager, Tenneco Europe Aftermarket. “And because the development of Monroe ride control products for the aftermarket is informed by our deep-rooted OE presence, our customers can take comfort in knowing that these products meet the strictest standards for quality, performance and value.”



Monroe Magnum catalogue flipbook available at www.monroecatalogue.eu



MONROE®

IT'S IN OUR NAME



Bringing Innovative Technology to the Aftermarket

Each new generation of OE suspension technology will eventually become an aftermarket service opportunity. When it does, Monroe® will be there to provide the world-class products and support you need. Because as a premier global OE manufacturer, we help establish a standard of ride and handling excellence at every stage of a vehicle's life.

Start stocking Monroe® shocks and struts today.
Contact your representative for details.
www.monroe-oespectrum.com

NETWORK CONTACTS



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

NETWORK MEMBERS

1 BELGIUM (8 MEMBERS)

Etienne Dubois
e.dubois@groupautobelgium.com
Phone: +32 (0)69 78 13 43
Fax: +32 (0)69 78 13 44
Mobile: +32 (0)470 061 915
Jef Matthee
jef.matthee@beneparts.be

2 BRAZIL (495 MEMBERS)

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

3 BULGARIA (13 MEMBERS)

Georgi Tchetinov
offi_ce@groupauto.bg
Phone: +359 2 936 64 90

4 CZECH REPUBLIC (22 MEMBERS)

5 & SLOVAKIA (4 MEMBERS)

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

6 FINLAND & BALTICS (38 MEMBERS)

Henry Andberg
henry.andberg@koivunen.fi
Phone: +358 10 650 1254
Mobile: +358 50 306 6787

7 FRANCE (204 MEMBERS)

David Bruneteau
d.bruneteau@groupauto.fr
Phone: +33 (0)1 40 89 91 91
Mobile: +33 (0)6 20 90 52 50

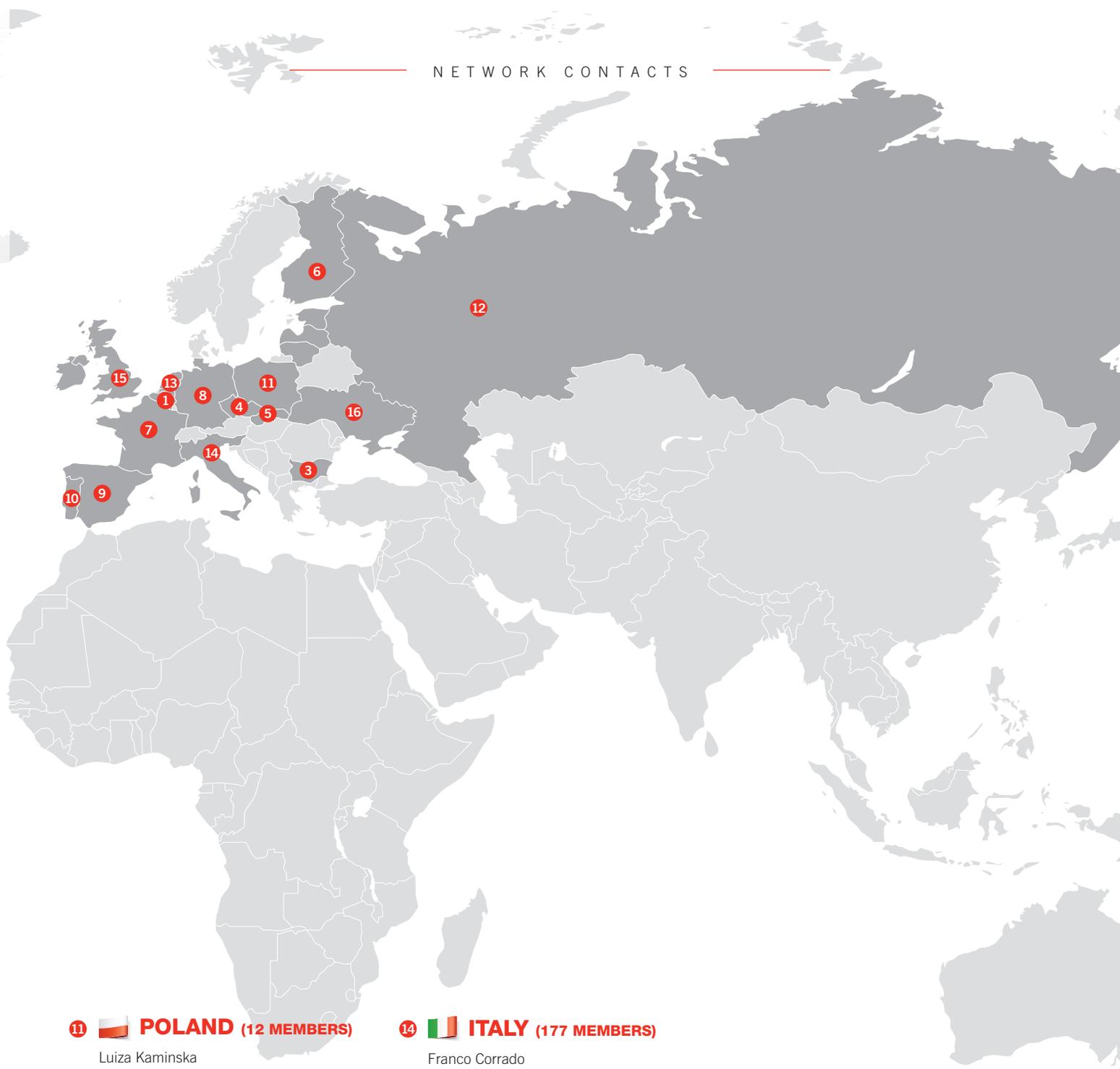
8 GERMANY (101 MEMBERS)

Gerd Nettesheim
nettesheim@coparts.de
Phone: +49 201 31940101
Mobile: +49 151 20827989

9 SPAIN (166 MEMBERS)

10 & PORTUGAL (16 MEMBERS)

José Moreno
jmoreno@groupautounion.es
Phone: (+34) 91 541 77 54
Fax: (+34) 91 541 79 14
Mobile: (+34) 617 378 246



11  **POLAND (12 MEMBERS)**

Luiza Kaminska
 luiza@groupautopolska.pl
 Phone: +48 22 695 03 30
 Mobile: +48 602 36 44 56
 Zbigniew Lewandowski
 zbyszek@eurowarsztat.pl
 Phone: +48 662 239 357

14  **ITALY (177 MEMBERS)**

Franco Corrado
 info@truckcompany.it
 Phone: +39 02 89696877
 Fax: +39 02 89697055
 Mobile: +39 339 4993218

12  **RUSSIA (2 MEMBERS)**

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

15  **UNITED KINGDOM
& IRELAND (36 MEMBERS)**

Martin Sangster
 martin.sangster@gau.co.uk
 Phone : +44.1274.65.46.06
 Fax : +44.1274.65.46.10
 Mobile: +44 7920 57 3548

13  **THE NETHERLANDS
(42 MEMBERS)**

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

16  **UKRAINE (27 MEMBERS)**

Marina Yevchu
 evchu@auto.irbis.ua
 Phone: +38 057 728 11 08
 Mobile: +38 050 364 84 14

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