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Autodistribution @ Equip'Auto in Paris



Dear Business Partners and Friends,

If the EU Commission is to be believed, in 2019 the European economy will be able to post growth for the seventh consecutive year - the forecasts are around 0.4 - 0.5 per cent. The automotive sector, on the other hand, is expected to report a slight year-on-year decline, both in new registrations and in parts and service business. If we look at the individual business performance of many partners and competitors in combination with the increasingly negative news about the ongoing issues of digitization, telematics, e-mobility and connectivity, this news will come as no particular surprise to us. And the current uncertainty regarding the right drive technology will delay some motorists' decision to buy a new vehicle. The good news for our business is undoubtedly the fact that there are an increasing number of older vehicles on our roads as a result and the maintenance and repair necessitated by these will ultimately lead to positive effects in the IAM.

Now, we all know that these supposedly positive effects are offset by increasing investment in modern IT systems, logistics, availability and, more recently, in digital platform solutions that make an attractive return a thing of the distant future. Many of our industry partners are also facing huge challenges due to technological change and increasing pressure from vehicle manufacturers. Unpopular mass redundancies and plant closures are the result and could, in the worst-case scenario, trigger a downward spiral. The usual reflex would be as logical as it would be erroneous – to implement cost-cutting measures eroding conditions from one stage to the next along the value chain, which would have fatal consequences, particularly in the parts trade. Many medium-sized parts dealers are already living from capital to some extent today and some would not survive losses in subsequent bonuses. Therefore, today above all the original function of ADI for their industrial partners and their members should be recalled in particular:

Securing a sustainable partnership to expand joint business with the development of new sales markets and reliable earnings.

Especially in difficult times, it is important to observe this principle and to preserve it with all your might! In almost fifty years since the founding of ADI in 1970, we have always been able to rely on each other. And if special circumstances or completely different views

made a separation inevitable, it was always done in a manner that considered the interests of all parties. This spirit of togetherness and the concomitant permanent growth make us equally proud and confident in our ongoing sales force function in the IAM. Therefore, we would also like to celebrate our special anniversary with our business partners in particular - on 20th and 21st April 2020 at the Fairmont Hotel in Monte Carlo!

So for the first time, we are leaving our traditional conference region in Belgium to celebrate our 50th anniversary with a combination of the neutrality of Monaco, the flair of the Cote d'Azur and the luxury of the Fairmont Hotel. In other words, we want to commemorate the past 50 years not on the basis of a snapshot, but of half a century of reflection, and to convey the passion we have developed over these 50 years, our guiding values and our great responsibility in the marketplace. This event will also give us the opportunity to look back very briefly and forward very intensively - to the upcoming changes, challenges and opportunities undoubtedly awaiting us. Opportunities that we will identify and seize not only in the European home market, but also together with our North American partners within 1Parts in the most important automotive sales markets worldwide. Above all, the most recent developments within 1Parts, with their larger team and initial success in the growth regions of the Middle East and China,

enable us to face the future with great confidence. In this respect, I also associate a certain symbolism with our anniversary for dealing with the aforementioned negative messages: together let us master the challenges ahead with great courage, professionalism and not least a lot of fun!

With this in mind, dear business partners, colleagues and friends, let me wish you a whole-hearted Merry Christmas and good health for the coming year and all the best in the New Year.

Yours sincerely

Thomas Vollmar
President of ADI

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latest news from the
AD Group

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AUTODISTRIBUTION (FRANCE) CONTINUES TO “CREATE LINKS” AT EQUIP’AUTO PARIS



“Let’s create links” was the slogan used by Autodistribution France at the launch of its plan “Preference 2022” during the great Convention on the island of Malta one year ago (see ADI Newsletter edition December 2018). From 15 till 19 October, “Let’s create links” was the caption on a 900 m2 stand in Hall 1 at the Paris exhibition at Porte de Versailles, inspiring the 125 strong Autodistribution staff to confirm once more their vital role in “linking” different players in the aftermarket chain, from car parts producer to the part’s end consumer, the repair shop.

Besides distributors of their own network, 7200 professional customers visited the Autodistribution stand, drawn by the many services and tools displayed by the French market leader. Autodistribution showed its strengths in key domains of the aftermarket distribution and support, with a.o.

- a virtual tour in the logistics centers Logistéo (at Réau, south of Paris) and CORA (near Lyon, dedicated to crash parts)
- a comprehensive and constantly growing range of parts and equipment under the ISOTECH label, the group’s exclusive brand
- a dedicated technical solutions corner (featuring a EureCar training car, see p. 5) to display technical tools and trainings assisting repairers to deal with technologies such as ADAS (Advance Driver Assistance Systems) or to fully seize opportunities such as ECO-ENTRETIEN (*)
- the electronic catalogue Autossimo, backed-up by 22 call-centers assisting customers with parts identification and ordering.

(*) ECO ENTRETIEN is an initiative by major players in the French aftermarket distribution, maintenance and repair market. It guides and assists independent repair shops in their effort to get homologated with regard to the new rules for technical control.

Facts on Equip’Auto

Porte de Versailles Paris, October 15 – 19, 2019
1200 exhibitors of which 60 % international
100 000 visitors (+2,5 % as compared to 2017)
Next edition: October 12-16, 2021

Congratulations to the Autodistribution team! We look forward to the continuation of “Preference 2022” at the next edition of Equip’Auto (October 12-16, 2021) !



THE EURECAR TRAINING VEHICLE: A HANDS-ON WAY TO DISCOVER NEW TECHNOLOGIES AND LEARN HOW TO FIX THEM

Eure!Car[®] CERTIFIED MASTERCLASSES

For many years ADI Partners have been investing in providing trainings and technical support to professional repairers. EureCar, the concept by Autodistribution International, was launched to help ADI Partners to do this in a consistent and sustainable way: using the same brand makes sharing of training tools among partners easy and – most importantly – affordable.

The EureCar training vehicle at display during the recent Equip'Auto exhibition is an example of such resource sharing. Training vehicles are expensive as they need to have the most recent systems and technologies on board. On top of that, they must be equipped with devices that allow instructors to simulate real-life failures during a training session.

The EureCar training program features a vast fleet of such training vehicles, all of them equipped and prepared by Grup Eina Digital. The EureCar training fleet by Grup Eina can be used for all types of trainings, from basic technology for “beginners” up to the level of expert diagnostic technicians and any level in between, the aim being always to lift the competence level of the mechanic. The VW Passat shown at the Autodistribution booth has been specially designed for trainings on the latest TSI engine technology, as well as on the increasingly popular ADAS systems such as adaptive cruise control, lane assist, etc.

To book the vehicle for a EureCar training, contact Frédéric Vandenhende at Grup Eina (fredvdh@grupeina.com) or Manuel Van Royen at AD International (mvr@adi.be).



“Mechanics are not theoretical people, they like to touch real vehicles, repairing failures they encounter every day in their garage. The faults that we program in the cars through our GED Box 3.0 failure simulator are sourced from our technical call centers, so they are guaranteed ‘real’ cases!”, explains Frédéric Vandenhende, Head of Sales at Grup Eina, ADI’s training provider based in Figueres (ES).

“Still, the adapted training vehicle is only part of the package. It takes adequate documentation both in print and in digital, diagnostic tools, a space fit to organize the training and – most importantly - a technically competent instructor who is trained on the vehicle!”, points out M. Vandenhende.



NEW
in the ADI portfolio

OSRAM: YOUR STRONG PARTNER FOR YOUR BUSINESS

OSRAM

OSRAM Automotive (AM) develops, produces and sells lamps, lighting modules and sensors worldwide. In addition to OEM segments, we also focus strongly on the Aftermarket of today and of the future. In close cooperation with our customers, we work systematically on technological innovations to be prepared for future requirements. The result is a continuously growing range of automotive lighting, which makes OSRAM the global technology and market leader in this field.

OSRAM products in the automotive aftermarket sector are innovative and of high technical quality. You can rely on OSRAM to deliver a wide range of premium products, from traditional halogen and xenon lamps to the latest LED technology. Modern vehicle lighting also offers you unexpected business opportunities - especially when upgrading to our value-added products.

The perfect upgrade with high-tech lighting power from OSRAM

Customers can select the perfect lamp for their individual needs from the value-added products. No matter if more importance is attached to performance (NIGHT BREAKER® family), design (COOL BLUE® INTENSE), above-average service life (ULTRA LIFE) or original spare parts, the innovative products with high light output are tailored to the respective requirements.

In addition to conventional lamp upgrades, the OSRAM portfolio also includes LED-based lighting solutions such as our LEDriving headlights.

With its LED full aftermarket headlamps, OSRAM offers flexible solutions and a legal performance and design upgrade for various vehicle models. The new OSRAM LEDriving headlamps replace halogen and xenon lighting with state-of-the-art LED technology. In 2018, the LEDriving headlamp for the Golf VII received the coveted Automechanika Innovation Award in the "Electronics & Systems" category.



As part of our value-added products the NIGHT BREAKER® family stands for light power and light intensity.



The LEDDriving headlamp for the VW Golf VII (left) compared to the original halogen version (right).



LEDriving® working and driving lights from OSRAM are the right choice

The aftermarket LED-based headlamps have a light output up to 200 percent higher than the statutory minimum requirements (ECE R112) and illuminate obstacles in road traffic brighter with up to 100 percent whiter light than standard headlamps.

No matter which OSRAM product you choose, you can always expect tested, high quality and strong light. OSRAM monitors and tests all aspects of the quality and performance of its products, from production through to endurance tests in its certified environmental simulation laboratory before sale. The result is extensive guarantees and the performance of an OSRAM original spare part. But the most impressive benefits of OSRAM automotive lighting are those you can't see: higher customer satisfaction, more trust, an improved reputation for your business, and a marketing and sales support you can rely on.

You can find more information at www.osram.com/am



AD SVERIGE— "SUPPLIER OF THE YEAR" AT AUTO AWARDS SWEDEN 2019



ÅRETS
LEVERANTÖR



In the first edition of Auto Awards Sweden ever, AD Butik & Bilverkstad has been designated Supplier of the Year.

According to the jury, the category is judged on: "Quality, innovation, economy, service and budget management, delivery, support, availability, innovation of product range, services, creativity, collaboration and impact on the end result. In other words, a customer, whether it is a repair shop (in the case of AD Butik) or a motorist (in the case of AD Bilverkstad) does not just replace you for a better offer. This is the kind of players that are preferred in the market in one way or another."

The Auto Awards Sweden received over 186 contributions in addition to this year's car launches. The contributions were sent in by representatives from the automotive industry and from various individual companies. Under supervision of an authorized accounting firm the jury then voted for the nominations in the various categories. Finally, the jury and representatives from the automotive and motor industries voted for a winner in the Supplier of the Year category.



- We are extremely honoured to be the first company to be designated Supplier of the Year. We are a great team that works hard to provide the best possible service, both externally to the customer but also internally in the interaction between warehouses, workshops and retailers. Getting the prize gives us the feeling that we are doing the right thing and that it is appreciated, says Micael Lindh, Sales and Marketing Manager at AD Sverige AB, who was in Stockholm to receive the prize.

- The prize goes to our owners, franchisees, employees and partners. In both our distributors network (AD Butik) and repair shop network (AD Bilverkstad) we have succeeded in creating good conditions for co-operation and have a lot of fun on the way. This Award gives us the extra energy to continue in the same track, he says.



NEW HOME AND NEW NAME FOR CARAT (AD DEUTSCHLAND) EXHIBITION!



After so many successful editions of the "Leistungsmesse » in Kassel, CARAT (AD Deutschland) now moved its trade fair to a fully renovated exhibition facility in the heart of the Ruhrgebiet, in Essen. In its new home, and under the new name "CARAT Messe" (= CARAT exhibition), the German ADI Partner succeeded in mobilizing nearly 18 000 visitors during one weekend (October 11-13) to discover CARAT suppliers, services and benefits:

- 200 stands of premium suppliers for parts and equipment
- concepts for professional repairers, such as AD Auto Dienst
- a private label program on display with exclusive brands such as COREXX (for wear parts) and Men@Work (for tools and equipment).
- online parts identification and ordering tools such as the Webelekat 4.0
- the DRIVEMOTIVE portal: a digital platform (today in its test phase) offering plenty of mobility solutions to the motorist (such as online price and service offers, or online appointment for repair and maintenance) and bringing the garage directly into the vehicle, on the dashboard!

Traditionally on Saturday night, CARAT invites exhibition visitors to a private concert. This year it was the German cult-band PUR who entertained some 6500 automotive enthusiasts in the Gruga-Hall alongside the exhibition centre.

CARAT Messe 2019, an overall success measured by the enthusiasm of the audience ... and by the business turnover high registered during the fair: a firm + 12 % as compared to the 2017 edition!



NEW
in the ADI portfolio

GS YUASA: THE WORLD'S LEADING BATTERY MANUFACTURER FOR INDUSTRIAL, AUTOMOTIVE AND MOTORCYCLE



GS Yuasa are the world's leading battery manufacturer and global leader for quality and innovation. The company manufactures and supplies GS, Yuasa and GS Yuasa branded batteries, all are engineered to provide long service life, maximum performance and exceptional reliability.

The GS Yuasa Group consists of 65 subsidiaries and 33 affiliates in countries throughout the world. Founded in 1918, the company has a pedigree of over 100 years and has established itself as the number one choice for vehicle and industrial batteries worldwide.

OE supplier and a world leader for vehicle and industrial batteries

GS Yuasa is an Original Equipment supplier to many of the world's top vehicle brands including BMW, Honda, Mercedes-Benz and Mitsubishi. The manufacturer supplies a wide range of well known and trusted automotive, motorcycle and commercial vehicle as well as ranges for leisure, marine, garden and specialist applications. Including

Automotive batteries

The OE quality Yuasa YBX automotive range is trusted by technicians and customers across Europe. The range features three tiers of conventional battery types with the premium YBX5000 range, EFB YBX7000 and AGM YBX9000 start stop batteries.



Super heavy duty batteries

The four-tiered Yuasa YBX Super Heavy Duty ranges provide the most comprehensive and highest specification CV offer on the market. The range features three levels of conventional flooded types plus Enhanced Flooded Battery (EFB) options. With the very latest technology and a host of advanced safety features, all types are OE quality plus their advanced construction make them the most reliable CV batteries Yuasa has ever produced.



Online trade battery lookup systems

Yuasa's online trade battery lookup system is far more than just a battery finder. It is the most powerful battery lookup resource available and designed to save its 80,000-plus users time and money by allowing them to find the right battery quickly along with detailed fitting information such as fitting time, installation instructions and warning messages.

Try the system today at fit.yuasa.com



GS Yuasa Academy online learning

The new GS Yuasa Academy is the first dedicated online battery training system available. Featuring over 20 certified courses, tailored to different industry job roles, it provides users with valuable knowledge and practical skills to further enhance business growth and battery potential. The system can be accessed on any device by visiting academy.gs-yuasa.uk



A futureproof manufacturer

GS Yuasa are the only major lead acid battery manufacturer who also manufacture 12 Volt lithium-ion starter batteries. 12V Lithium-Ion batteries are now being widely adopted by vehicle manufacturers for starting, lighting and ignition as they are extremely lightweight and also offer dramatically enhanced start stop performance over AGM batteries. Production of these for OE supply has already begun at a custom-built factory in Hungary and quantities will significantly increase as the technology becomes more prevalent in the vehicle parc



Award-winning products & service

GS Yuasa pride themselves on offering the best customer service, year-round availability and high quality products. Over recent years, they have been recognised with several prestigious supplier of the year and product awards.

The largest range available

Providing coverage of over 99% of the European vehicle parc, GS Yuasa cover more vehicles and applications than any other manufacturer.

Sponsorship and advertising

Yuasa is one of the most well recognised brands on the market. GS Yuasa are proud of their high-profile sponsorship programme which includes world famous motorsport teams, football, rugby and cricket, plus targeted year-round advertising.



**The ADI partners wish you a very Merry Christmas,
Happy holidays
and all the best for the New Year !**

